



The Forum for Commercial Real Estate

# AWARDS MAGAZINE 2006

REAL ESTATE EXCELLENCE AWARDS 2006



# Emerging Leaders Award:

## Chuck We, Oxford Properties Group, & Andrew Tong, Concert Properties Ltd.

BY CLARE TATTERSALL

**TWO YOUNG PROFESSIONALS** from Vancouver were honoured with an Emerging Leaders Award at development '06, the National Association of Industrial and Office Properties' annual conference for commercial real estate.

Chuck We and Andrew Tong were among 27 individuals selected to receive the association's inaugural award, which recognizes young professionals who have distinguished themselves within their profession and who show great promise to become influential leaders in the commercial real estate industry.

The Emerging Leaders were evaluated on leadership, professional competency, career goals, education, NAIOP participation and community involvement.

NAIOP members under age 35 were eligible for the award.

### CHUCK WE

As director of leasing for Oxford Properties Group in Vancouver, We is responsible for leasing over 1.5 million square feet of downtown office space, including the Marine Building, Guinness Tower, Oceanic Plaza and 401 West Georgia.

Prior to joining Oxford Properties in 1999, We spent time at Royal LePage and Bentall Properties, where he worked in leasing and was a development analyst.

Looking back on the last seven years at Oxford Properties, We says networking has been the secret to his success.

"Because Vancouver is such a small city, it is so much about being able to put together the right network and the right connections. Building a personal network has helped me succeed in business."

An ardent supporter of NAIOP, the 34-year-old Simon Fraser University graduate, who has a MBA, chaired the membership committee last year. Today, he is vice-president of the esteemed association.

"My personal goal is to get up to speed on all the various issues that NAIOP Vancouver has started to tackle," while his career goal is to hold a senior management position at a major Canadian real estate firm.

When We's not at the office, he's either spending time with his wife and six-month-old son or giving back to the community.

Once a volleyball player himself, We coached Langara College's women's volleyball team for four years. Under his guidance and leadership, the team captured two consecutive bronze medals at the B.C. provincial championships.

### ANDREW TONG

After graduating with a Bachelor of Commerce from the University of British Columbia in 1994, Tong joined Concert Properties Ltd. as a sales and marketing coordinator and has been with the company ever since.

In 2002, Tong was promoted to vice-president of acquisitions. In this role, Tong oversees the negotiation, underwriting, due diligence and development feasibility for Concert Property's industrial,

commercial and residential acquisitions. To date, he has acquired and disposed of over \$425 million in properties.

Over the course of his career, Tong's held various positions in acquisitions, development and marketing. He's grown with Concert Properties, which is now one of Canada's largest and most diversified real estate development and investment companies, and at 34-years-old he is the youngest member of the senior management team.

"I just have such a love for real estate," he says. "I would love to continue to buy, sell and develop real estate for as long as I can. It is so exciting to work on such diverse properties and be a problem solver."

Besides real estate, Tong loves spending time with his wife and helping others — two things he likes to do at the same time. Two years ago, Tong traveled with his wife, a family practice doctor, and approximately 40 other individuals from EMAS, an international medical relief organization, to the Ningxia Hui Autonomous Region in northwest China. For three weeks, Tong taught local healthcare workers and impoverished children English while his wife provided clinical training in family medicine.

"It's important to support and encourage those who are less fortunate," he says. "That's something I want to pass on...I just had a son and I want to make sure I raise him and lead him well."

When not venturing to countries afar, Tong plays a leading role in his community. He is a guest lecturer at UBC and is actively involved in NAIOP, the Urban Development Institute (UDI) and his church. ♦

# NO WALLS. NO CEILING. NO WONDER WE STAND OUT.

Concert Properties has long recognized that a supportive work environment attracts better people. That's why we've built our business to ensure no walls stand between innovative thinkers and the birth of a great idea. And because the sky should be the only limit to personal growth, we're not big on ceilings either. It's a way of thinking that has earned us the title of "one of the top 25 companies to work for in BC", given us a reputation for excellence, and an employee roster that includes some of the industry's brightest minds. People like our Andrew Tong, one of only three Canadians and 27 North Americans to receive NAIOP's prestigious Emerging Leaders Award. Andrew was also recently named one of "BC's Top 40 Under 40" by Business in Vancouver. Thanks to Andrew and all our employees, we can work to our own code. One that sees fewer limitations and more opportunities to stand out.

**Congratulations Andrew from all of us at Concert.**

*Concert Properties, a leading Canadian real estate enterprise established in 1989, has built an impressive portfolio of commercial and industrial properties, rental housing, multi-family condominium housing, resort developments and seniors living communities.*



ANDREW TONG, VICE PRESIDENT ACQUISITIONS  
2006 EMERGING LEADERS AWARD WINNER

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