

VELOCITY



Business Newsletter

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Gary Powroznik, Managing Director

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Please contact us if you have any questions about this news update. To unsubscribe to Velocity, please email mail@g-forcegroup.ca.

First Edition

We are pleased to provide you with the first issue of our new newsletter “**Velocity**”. G-Force Group draws on a broad cross-section of business, industry specialists and professionals to tailor a team most suitable to add value or develop an exit solution for our clients whether they face insolvency challenges or financial success.

Our approach is to increase the momentum of positive change or reverse its direction from a negative to a positive one. Often the key is the *velocity* of that change and how this is achieved, hence the title of our newsletter. **Velocity** will provide our clients, business associates and network of advisors and professionals, periodic updates of current service issues. We will share with you how we improve the recovery of our clients’ investments and loans in a wide range of businesses, real estate and construction projects.

Construction Industry

G-Force has developed a unique approach to help stakeholders maximize their recoveries when construction projects get into difficulty. This approach draws on G-Force’s senior industry resources and involves a combination of both provincial and federal statutes governing construction claims and insolvency, and a proprietary management and analytical decision tool-kit. We are now able to employ these solutions on a broader scale and discuss details with lenders, owners, contractors and their legal and insurance advisors. These solutions can also be integrated with our extensive real estate development industry practice where appropriate.

Real Estate Industry

We recently presented to lenders, developers, investors and service providers to the real estate development industry our semi-annual Vancouver new condominium review titled “**What your mother never told you about Vancouver’s new condo market. It may not be what you want to hear but it’s what you need to know.**” We covered where we saw the new condo market going in terms of supply, demand and prices and attempted to cut through the myriad of recent conflicting and optimistic market reports to demonstrate what’s really happening.

Two main findings were the significance of investment from China in the Vancouver real estate market and the significant reduction in the net in-migration to BC in the last few years. The presentation shared our proprietary market research and provided insight into our approach to developing recovery and exit strategies, and maximizing values from real estate and integrated resort projects and investments in any BC or Alberta market (www.g-forcegroup.ca/industries/real-estate). We are available to provide presentations on these topics tailored to stakeholders and service providers in this industry upon request.

New Appointments

We are pleased to announce that **Don Redden** who has been a Senior Consultant for the past four years has become an Associate Director and will lead our construction industry practice www.g-forcegroup.ca/team-bios/donald-redden. Don is also an integral part of our Real Estate practice.

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Don Redden, Associate Director

We are also pleased to announce that **David Lindsay** is our Senior Consultant responsible for co-ordinating services for our Vancouver Island practice and is based out of Victoria www.g-forcegroup.ca/team-bios/david-lindsay. David has held senior positions in both the public and private sectors in Victoria for over 25 years. He also has significant experience in the real estate development and hospitality industries as well as with capital projects.



David Lindsay, Senior Consultant

Chris Sinclair has been promoted to Senior Manager www.g-forcegroup.ca/team-bios/chris-sinclair. Chris is a senior restructuring professional and is pursuing his program of study through the *Canadian Association of Insolvency and Restructuring Professionals (CAIRP)*. Chris has developed significant expertise in a variety of industries including hospital-

ity, real estate, mining and construction. He has been instrumental in developing and managing an innovative tool-kit for maximizing recoveries from construction insolvencies (which are as complicated as they come) for all stakeholders including lenders, trust and lien claimants and investors.



Chris Sinclair, Senior Manager

Lastly, it is with mixed emotions that we announce that **Ali Pourdad** has accepted an attractive offer to become the President and CEO of a new Vancouver-based financial services firm that specializes in longer-term consumer term loans (ali.pourdad@creditloanscanada.com). Ali will be instrumental in developing many of the core systems, corporate infrastructure, marketing strategy and sales processes before a full a launch in the Canadian market later in the year. This is a great opportunity for Ali as it draws on many of his core strengths and interest in technology and corporate finance while providing him with a senior management role to shape and grow the business from inception. Although we are disappointed to lose Ali from our team, we are grateful for his enthusiasm and contribution over the past few years and proud that he has been recruited for an attractive career opportunity. We ask you to join us in wishing him every success in his new role.

Upcoming Seminars and Events

G-Force Group is planning a series of seminars and information sessions on maximizing values and outcomes for:

- Troubled Construction Projects
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- Stalled Real Estate Development Projects
-
- Resort and Hotel Properties
-
- Mining and Technology Ventures
-
- Private company owners and managers facing increasing pressure from lenders and creditors

If you are interested in attending any of these or having a private session please e-mail Nancy at npowroznik@g-forcegroup.ca.