



University of Guelph Undergraduate Case Competition

2024 Delegate Package

About URECC

The University of Guelph's Undergraduate Real Estate Case Competition (URECC) is a student led organization that began in 2015.

The competition is designed to challenge undergraduate students to collaborate with their team and prepare a full-scale development proposal on a site selected in Toronto/GTA.

Students are tasked with creating an analysis that considers all aspects of development feasibility including market analysis, sustainability, physical constraints, financial viability and government regulation. Students will then proceed with a recommendation to the judges based on their analysis.



The Opportunity



Networking Opportunities

- Networking opportunities with top industry professionals
- Opportunity to connect with fellow business and real estate students

Practical Experience

- Exposure to Toronto real estate market
- Case competition provides real world experience

Additional Opportunities

- Receive prize money and awards based on quality of proposal/pitch
- Potential to travel to a major urban center

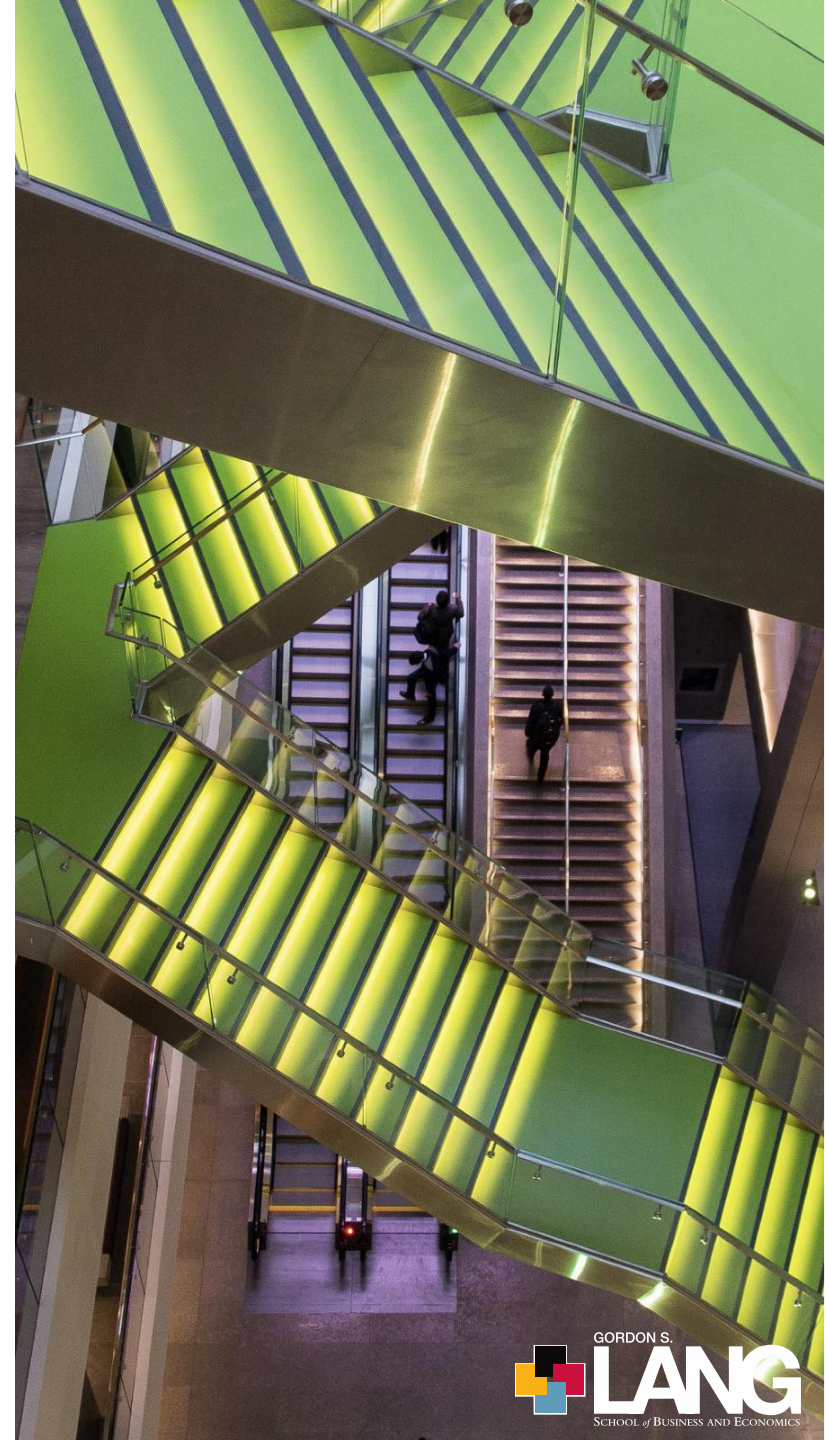
Event Day

Typically, the event is hosted by Deloitte at their Head Office in downtown Toronto.

The preliminary judges include 12-15 industry professionals that will judge the morning portion of the event where they will be divided into sections and assigned a group of teams. Following the presentations, each judging group will advance one team to compete in the final round.

The qualifying teams will then present their proposal to the final panel of judges, delegates, and industry professionals in the afternoon. The finals judges will deliberate and select the first, second, third and fourth place winners.

The day will conclude with a networking event for all delegates and industry professionals at the venue. The event is projected to be held in March 2024.



Previous Cases

2019

405 Eastern Avenue, Toronto, ON.

2021

3115 Hurontario Street, Mississauga, ON.

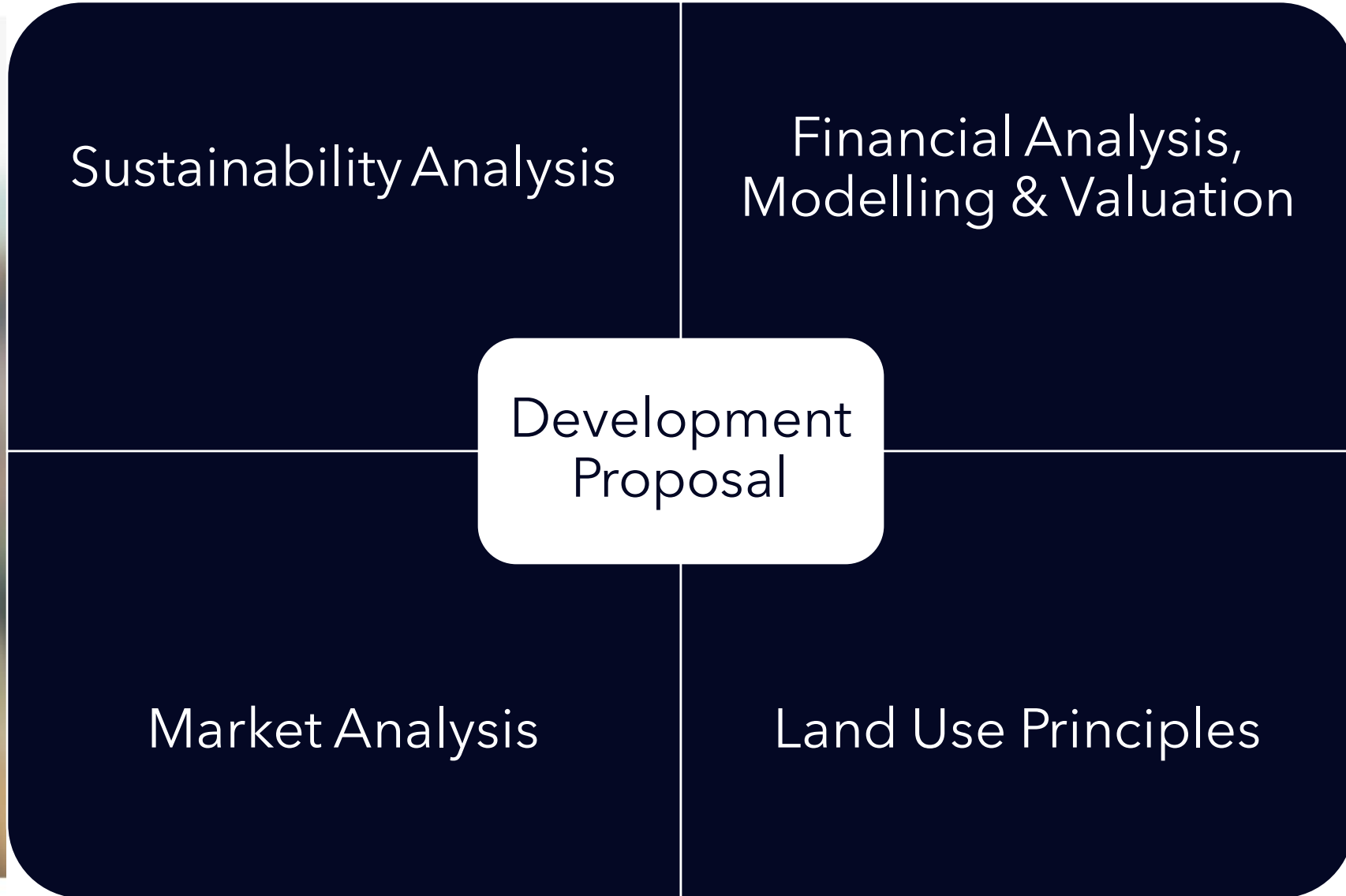
2022

35-47 Elizabeth Street North and 34 & 38 Nelson Street West.

2023

70 and 84 Victoria Street North in Kitchener, Ontario

Proposal Components



Awards

Last year, we distributed ~\$20,000 in prize money. The following prizes **were** awarded to delegates:

1st Place Case Competition - \$7,500

2nd Place Case Competition - \$5,000

3rd Place Case Competition - \$2,500

4th Place Case Competition - \$1,000

In addition to these prizes, we will also be awarding three individual prizes to teams based on their submitted slides. The individual prizes will be worth ~\$2,000.

Financial Analysis Award:

An award for the best financial analysis separately as an excel document, will be given to one team from our Financial Planner. In 2023, this award was presented by ALLIED Properties REIT

Research & Market Analysis Award:

An award will be given to the team with the best market analysis, selected by our Market Research Partner. In 2023, this award was presented by ANTEC Appraisal Group.

Sustainability Award:

An award will be given to the team who best integrates features of sustainability into their proposal, selected by our Sustainability Partner. In 2023, this award was presented by Westbank.

Innovation Award:

An award will be given to the team with the best innovation proposal, selected by our Innovation Partner. In 2023, this award was presented by Deloitte.

** Prize money is dependent on the availability of funds and may be subject to change*

Timeline



Final Judges Spotlight

Industry leaders joined the judge panel for URECC 2023



**Marco
Macagnano**

Digital Real Estate Leader
Deloitte



**Heather
Kane**

Senior Vice President, Asset Management,
Canadian Residential
Starlight Investments



**Nanthini
Mahalingam**

Senior Vice President, Finance and
Accounting
Incoming CFO
ALLIED Properties REIT



**Dayna
Gilbert**

Managing Director, Real Estate
Development
Forum Asset Management



**Richard
Joy**

Executive Director
Urban Land Institute



**Dermot
Sweeny**

President & Founder
Sweeny & Co Architects Inc.

Industry Support

The on-going support we receive from our sponsors contributes to the growth and success of the competition. Our past sponsors include the following groups:

- Allied Properties REIT
- Deloitte
- Starlight Investments
- Sotheby's International Realty
- GWL Realty Advisors
- Oxford Properties
- CLV Group & InterRent REIT
- CBRE
- Westbank
- Sweeny & Co
- First Capital Realty
- Reid's Heritage Homes
- Colliers International
- International Council of Shopping Centers (ICSC)
- Urban Land Institute (ULI)
- QuadReal
- Skyline
- ICSC foundation Canada & Primaris Stone Road

ALLIED

Deloitte.

CBRE



westbank



ICSC
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QuadReal

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GWL REALTY
ADVISORS

FIRST
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Colliers
INTERNATIONAL

Sotheby's

Primaris

ULI

SKYLINE

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Starlight
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