

NAIOP GTA – Q4 Breakfast Speaker Bios

Paul Morassutti

Chairman,
CBRE Limited



Paul Morassutti is Chairman of CBRE Limited and previously lead CBRE's Valuation and Advisory team in Canada. Paul has a wide ranging background encompassing all facets of Institutional real estate and land development. He is also a member of CBRE's Executive Management Committee and Canadian Executive Council.

Paul has authored numerous articles and has appeared in and on BNN, Bloomberg News, the CBC, The Globe & Mail, The Economist and the National Post among others. He is a frequent guest speaker at commercial real estate conferences and events and has developed and presented multi-day, in-house valuation training for groups such as Realpac, NAIOP, the Appraisal Institute of Canada and Brookfield Financial.

Paul is a member of the Royal Institute of Chartered Surveyors and previously sat on the Advisory Board for the Schulich School of Business MBA Program in Real Estate and Infrastructure. He is also a past Director of Artscape where he chaired the Project Development committee.

Keep reading: <https://www.cbre.ca/people/paul-morassutti>

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Jonathan Pearce

Senior Managing Director, Leasing Americas
Hines



As Hines' Senior Managing Director, Leasing Americas, Jonathan counsels Hines teams across the US and Canada and oversees strategic leasing, major enterprise tenant relationships and pursuits, and manages broker relationships. In his current role Jonathan works across major gateway and secondary markets in the Americas including New York, Boston, Chicago, San Francisco, Los Angeles, Seattle/Bellevue, Austin, Houston, Dallas, South Florida, Atlanta, Nashville, Toronto and Vancouver

Jonathan has led the leasing and launched 12 new office developments, leasing to stabilization almost 10 million square feet, and has also completed tens of millions of lease transactions in existing assets across the markets, including 5 office leases of 1 million square feet or greater. He also has extensive logistics leasing experience and served on the board of IDI Logistics out of Atlanta, GA for over 5 years, and also worked closely with GID Evergreen out of Oakland, CA

Jonathan holds the Chartered Surveyor global professional designation from RICS, and was born and educated in the United Kingdom

Prior to joining Hines, Jonathan held a series of progressively senior positions at Ivanhoe Cambridge/CDPQ, now known as La Caisse, including EVP Leasing, Head of Leasing & co-Head of Development, and Head of US Investments.

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Joel Pearlman

Chief Investment Officer,
Menkes Developments



Joel is the Chief Investment Officer with Menkes, a member of the Executive Management Team and works closely with all of the Business Divisions in the acquisition and development of land and assets. Joel is also the primary contact to all of Menkes' institutional equity partners. Joel has had extensive involvement in the Company's major developments, including 25 York Street, the Four Seasons Hotel and Private Residences, One York Street and Harbour Plaza, the Waterfront Innovation Centre, the Sugar Wharf mixed-use development and the Festival project in the Vaughan Metropolitan Centre, as well as numerous other office, industrial and residential projects completed throughout the GTA.

Prior to joining Menkes, Joel worked in the financial and legal industries. His most recent role prior to joining Menkes was with the law firm Davies LLP.

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Andrew Black

SVP, Canadian Debt Investments
QuadReal Property Group



Andrew Black joined QuadReal in September 2020. As Senior Vice President, Canadian Debt Investments, he focuses on the execution of growth, diversity and servicing of QuadReal's real estate debt program in Canada.

With over 25 years of experience in the commercial real estate industry, Andrew brings a deep understanding of mortgages, loan syndication, unsecured debt finance and construction finance to the domestic debt program. He was formerly Director of Corporate Banking, Real Estate at Scotiabank where he was responsible for managing a diversified debt portfolio for both public and privately held real estate entities in Canada. Previously, he held progressively senior positions with Scotiabank in risk management, commercial lending and branch operations.