



About Us

N. Barry Lyon Consultants has grown over the last forty four years from specializing in housing market research, to a broad based advisory firm involved in a wide range of public and private initiatives influencing the shape of our urban communities.

Mission

Our mission is to uphold professionalism and excellence in our services; to work efficiently to bring about practical solutions which are grounded in reality and guided by long term vision; to use team effort to maximize innovation and creativity, to know our business inside-out, and to always provide timely, candid advice.

Our Work

Our work keeps us on top of emerging economic, demographic and market trends, changes in government policy, the pulse of the land development industry, land use planning and development trends.

Our History

Barry Lyon (1939 – 2015) founded NBLC in 1976 after many years working in senior real estate positions and was regarded as one of the leading experts on residential development in the Greater Toronto Area.

Barry played a key role in the development of communities such as Meadowvale, Port Credit, Regent Park and Toronto's Waterfront.

Under Barry's direction, NBLC carried out market and financial feasibility studies on over 250,000 units of housing across Canada.

Barry is an inductee of the Building Industry and Land Development Association's Hall of Fame.



Matthew Bennett

Partner, MCIP, RPP, PLE

PROFESSIONAL EXPERIENCE

Partner, (2018-present)
N. Barry Lyon Consultants Limited

Associate (2014-2018)
N. Barry Lyon Consultants Limited

Planner & Real Estate Analyst
(2008-2014)
N. Barry Lyon Consultants Limited

ACADEMIC

Bachelor of Urban and Regional
Planning
Toronto Metropolitan University
2008

PROFESSIONAL AFFILIATIONS

Member, Lambda Alpha Society,
Honorary Society for the
Advancement of Land Economics

Member, Ontario Land Economists

Member, Canadian Institute of
Planners, Registered Professional
Planner

Member, Ontario Professional
Planners Institute

Young Leader, Urban Land Institute

Graduate Studio Mentor, Toronto
Metropolitan University

Guest Lectures, Toronto
Metropolitan University, University of
Waterloo

A graduate of the School of Urban Planning at Toronto Metropolitan University, Matthew Bennett is a Registered Professional Planner and Land Economist. Matthew has experience and knowledge with a diversified range of both public and private sector development and land use planning projects. His work includes most forms and types of residential, commercial, institutional, resort, recreational and mixed-use development.

At NBLC, Matt has analyzed real estate throughout a wide range of consulting assignments across Canada. These projects include highest and best use studies, market and financial feasibility analyses, major urban infrastructure and renewal initiatives and value planning exercises. Matt's work also often leverages his experience with financial analysis, concept development, and design.

Matt also has experience in the development of disposition and procurement strategies, including public-private partnership models, asset management programs and business plans for institutions and public bodies considering the development or redevelopment of land assets.

In addition to development feasibility assessments for private sector development clients, some of Matthew's recent and notable assignments include:

REAL ESTATE ADVISORY

- Waterfront Toronto Quayside redevelopment, affordable housing and financial advisory services
- National Capital Commission, Business Plan and Economic Impact Analysis for LeBreton Flatts, Ottawa
- Waterfront Toronto, East Bay Front, Toronto Port Lands and Quayside Real Estate Strategies and Due Diligence
- York Region Transit, Davis Drive Residual Lands Disposition Strategy
- City of Brampton, Business Case for a Municipal Development Corporation
- United Church of Canada, National Portfolio Review and Real Estate Strategy (3,000 sites)
- United Church of Canada, Disposition Process Advisor (six site RFP process)
- Anglican Diocese of Toronto, Real Estate Review and Decision-Making Strategy (250 sites)

Matthew Bennett

Partner, MCIP, RPP, PLE

- Town of Oakville, Business Case and Inaugural Business Plan for its Municipal Development Corporation
- University of Toronto, Housing Plan for Families on St. George Campus
- Create TO/ Build Toronto, Real Estate Portfolio Review and Asset Management Analyses
- University of Toronto Scarborough, Master Plan Economic Impact Analysis
- Port Stanley Waterfront Development/Business Strategy
- Canada Lands, One Port Street Development Strategy
- Town of Oakville, Municipal Land Value Capture Analysis
- Toronto District School Board, Site Planning & Disposition Strategy (230+ sites) GTA Housing Action Lab & Tower Renewal Partnership, strategic advisory

LAND USE PLANNING & POLICY

- Impact Analysis for an Inclusionary Zoning Policy: City of Toronto; City of Markham, City of Kitchener, Cambridge and Waterloo (joint study)
- Peer Review, Inclusionary Zoning Impact Analysis, City of Ottawa
- Analysis of Alternative Cash-in-Lieu of Parkland (S.42) Policy Alternatives: City of Toronto; City of Markham; City of Guelph; Town of Halton Hills; Town of Oakville; and, City of Brampton;
- Cities of Toronto, Kitchener, and Mississauga: Analysis of cumulative impacts relating to Growth Funding Tool changes (Development Charges, Community Benefits Charge, Parkland Cash in Lieu and Inclusionary Zoning)
- City of Mississauga, Downtown Office CIP Financial Analysis
- Town of Milton Mobility Hub Plan
- City of Burlington Mobility Hubs Strategy
- Town of Oakville Official Plan Review, Assessment of Redevelopment Viability in Main Street Growth Areas
- City of Toronto, Growing Up (Vertical Communities) Study
- Region of Waterloo, Brownfields Financial Incentive Review

DEVELOPMENT FEASIBILITY

- Create TO/ Waterfront Toronto – Analysis of land value potential, Villiers Island
- PSP Downsview Redevelopment Master Plan, Financial Analyses, Economic Impact Analysis
- Town of Oakville, Redevelopment and Disposition Strategy, Oakville Trafalgar Hospital
- University of Saskatchewan, Student Housing Demand Analysis
- Peel District School Board, Britannia Farm Master Plan (CIP Award for Planning Excellence, 2017)
- University of Toronto, Huron Sussex Neighbourhood Real Estate Strategy (CIP Award for Planning Excellence, 2014)
- Infrastructure Ontario, Ontario Place Revitalization Analysis
- TDSB, Office Administrative Centre Development Analysis

Matthew Bennett

Partner, MCIP, RPP, PLE

- Toronto Region Conservation Authority, Administrative Headquarters redevelopment study and Public-Private-Partnership (PPP) procurement analysis
- Town of Oakville, Downtown Cultural Hub Redevelopment Analysis and Public-Private-Partnership (PPP) procurement analysis
- Trent University, Endowment Lands, Residential Redevelopment Analysis

AFFORDABLE HOUSING

- Birch Housing, Portfolio Review and Real Estate Strategy
- York Region, Analysis of a Mixed-Tenure, Mixed-Income, Housing Pilot
- Toronto Housing Secretariat, Peer Review of Open Door Program Applications
- Mainstay Housing, Portfolio Review and Real Estate Strategy
- Toronto Supportive Housing Network, Portfolio Review and Real Estate Strategy
- Peel Region, Affordable Housing Strategy
- Waterfront Toronto, Analysis of a Mixed-income Housing Pilot
- SE Health, Mixed-Income Independent and Co-Living Senior's Housing Model
- City Housing Hamilton, Redevelopment Feasibility Analysis for Jamestown
- City of Mississauga, Incentives for Affordable Housing Study
- City of Toronto, Financial Incentives Study for Priority Neighbourhoods
- City of Toronto, Large Sites Affordable Housing Policy Review
- TCHC, Portfolio Review and Asset Management Strategy
- St. Christopher's House, Affordable Housing Redevelopment Analysis

REAL ESTATE AND TRANSIT

- City of Ottawa, Confederation Line TOD Opportunity Analysis & Framework for RFP Implementation
- Metrolinx, Eglinton, Finch West & Sheppard East LRT Corridor Real Estate Strategies
- Metrolinx, GO Station (RER) Real Estate Impact Analysis
- City of Waterloo, Transit Real Estate Value Enhancement Strategy
- City of Toronto, Sheppard Subway Financing Plan Analysis (with KPMG)
- City of Toronto Spadina Subway Line Extension, Land Value Impact Analysis
- Metrolinx, Kennedy Mobility Hub Study
- Hurontario High Order Transit Study, Business Case

Mark Conway

President, MCIP, RPP, PLE

PROFESSIONAL EXPERIENCE

President, (2000-present)
N. Barry Lyon Consultants Limited

Head of Real Estate & Environment
Group (1997-2000)
Dillon Consulting Limited

Director of Planning & Development,
(1993-1997)
City of Toronto Economic
Development Corporation (TEDCO)

Manager of Planning (1987-1993)
Toronto Harbour Commission

Community Planner (1983 -1987)
Ministry of Municipal Affairs

ACADEMIC

Bachelor of Applied Arts, Urban and
Regional Planning
Toronto Metropolitan University
1983

Bachelor of Arts, Geography
Lakehead University 1980

PROFESSIONAL AFFILIATIONS

Advisory Committee, Centre for
Urban Research and Land
Development

Member, Lambda Alpha Society,
Honorary Society for the
Advancement of Land Economics

Member, Ontario Land Economists

Member, Expropriation Association
of Ontario

Member, Canadian Institute of
Planners, Registered Professional
Planner

Member, Ontario Professional
Planners Institute

Mark Conway is the President of NBLC and oversees the management and professional activities of the company.

Mark is a professional planner and land economist with about 40 years of experience ranging from municipal and corporate real estate strategies to site specific assessments of development feasibility. Mark has also played a lead role in the development of affordable housing, real estate and economic development strategies policies throughout Ontario.

The following are a sample of assignments that Mark has led at NBLC:

ADVISORY AND STRATEGY

- Waterfront Toronto Evaluation Committee – Sidewalk Labs Proposal
- Metrolinx – TOC Advisory Panel
- City of Brampton – Industrial Lands Strategy
- Town of Oakville – Public Lands Study
- National Capital Commissions - LeBreton Business Plan
- Canada Lands, Ottawa, Rockcliffe Park CFB Business Plan
- City of Toronto, Relief Line Real Estate Impact Study
- City of Toronto – Film Studio Relocation Study
- CPA Association Real Estate Strategy
- PSP Downsview Redevelopment Masterplan, Toronto
- 20 Vic, Shopping Centre Intensification Study, Vancouver
- Chartwell REIT, Ottawa, Retirement Home Market Study
- Greywood Investment, Condominium Market Study, West Don Lands
- City of Toronto – Development Charge Impact Analysis City of Toronto Canada Lands, One Port Street – Development Strategy
- Choice Property REIT – Market Studies – Multiple Sites
- Realstar, Rental Development Feasibility Study, Burlington
- Momentum Developments- Condominium Feasibility Study –Waterloo
- K&G Management – Market Assessment – Avondale Lands
- Parc Downsview Park – Residential Market Analysis
- Daniels Corporation, Market Study, Erin Mills Rental Project
- United Jewish Appeal Lebovic Community Centre Lands RFP Management;
- FRAM, Port Credit Village, Market and Financial Feasibility Study
- City of Kingston Waterfront Condominium Market Feasibility Study
- Auburn Developments – Barrel Yards – Waterloo
- Town of Wasaga Beach Redevelopment Strategy

Mark Conway

President, MCIP, RPP, PLE

- Port Stanley Waterfront Development/Business Strategy
- Waterfront Toronto –Quayside Market and Financial Analysis
- Build Toronto, Portfolio Analysis
- City of Windsor Neighborhoods Market Analysis
- Town of Oakville – Municipal Land –Value Capture Analysis
- Infrastructure Ontario- Community Hubs Study
- Portfolio Review – Anglican Church – Toronto Diocese
- Portfolio Review – United Church of Canada
- City of Hamilton – Creative Catalyst Study
- Peel District School Board – Britannia Farms Redevelopment Study
- City of Kingston – Kingston Penitentiary Redevelopment Analysis
- United Church of Canada –National Portfolio Review
- League Assets – Colwood Market and Redevelopment Analysis, Victoria
- Rompsen Investment Fund, Niagara Falls Golf Course Community Study
- TWRC, Toronto Port Lands Implementation Strategy
- Toronto Housing, Lawrence Heights Redevelopment Strategy
- Richie Brothers Auction Development – Economic Impact Analysis
- Windsor Race Track, Redevelopment Assessment, Toldo Enterprises
- City of Waterloo, Community Arts Hub Feasibility Study

REAL ESTATE AND TRANSIT

- Region of Durham - GO Extension Business Case and Transit Funding Proposal
- Metrolinx – Cooksville TOD Land Value Analysis
- City of Toronto – DRL Real Estate Impact Analysis
- Toronto Portland Company – SIM Industries Development Proforma
- City of Toronto - Mimico Station TOD Analysis
- Kilmer – Waterloo Transit Hub Market Study
- Metrolinx – Milton Station TOD Analysis
- City of Ottawa – Confederation Line TOD Opportunity Analysis
- City of Hamilton - LRT Real Estate Impact Analysis
- Region of Waterloo – ION TOD Real Estate Impact Analysis
- City of Toronto – Smart Track Real Estate/Land Value Capture Analysis
- Metrolinx – GO Station (RER) Real Estate Impact Analysis
- City of Waterloo, Transit Real Estate Value Enhancement Strategy
- Metrolinx, Finch LRT Real Estate Analysis
- Metrolinx, Eglinton Crosstown LRT – Real Estate Study
- City of Toronto Spadina Subway Line Extension, Land Value Impact Analysis
- Metrolinx, Eglinton Crosstown LRT – Retail Demand Forecast

Mark Conway

President, MCIP, RPP, PLE

- City of Toronto, Sheppard – Eglinton Subway Financing Study (with KPMG)
- Metrolinx, Downtown Bus Terminal Development Feasibility Study
- Metrolinx, Cooksville Mobility Hub Study
- Metrolinx, Kennedy Mobility Hub Study
- TTC, Residential Feasibility Study, Selected TTC Station sites
- Metrolinx, Dundas Mobility Hubs Land Value Uplift Analysis
- Hurontario High Order Transit Study – Business Case

DEVELOPMENT FEASIBILITY

- Infrastructure Ontario – Pan Am Games Athletes Village Feasibility Study
- Toronto Portlands Company Film Studio Development Feasibility
- Choice Property REIT – Rental Market Study Parksville BC
- TDSB, Office Administrative Centre Development Analysis
- Fairmont Hots Springs B.C.– Master Plan Feasibility Study
- Cadillac Fairview, Redevelopment Analysis-Don Mills Shopping Centre
- TCH, Alexandra Park Revitalization Business Plan
- City of Kingston – Block 4 Market and Feasibility Study
- Infrastructure Ontario, Ontario Place Redevelopment Feasibility Study
- Concert Properties; Site Analysis and Investment Strategy
- Port Stanley Redevelopment Business Plan; Municipality of Central Elgin
- Town of Oakville Downtown Cultural Hub Feasibility Study
- Quadreal – Mississauga Rental Market Study

LAND USE PLANNING POLICY

- Peel Region Employment Land CIP Review
- City of Brampton Employment Land CIP
- City of Toronto Inclusionary Zoning Study
- Region of Waterloo- Brownfields Financial Incentive Review City of Toronto Parkland Policy Options Analysis
- Town of Innisfil Employment Lands Analysis (w/SGL)
- Pickering Growth Management Strategy (w/SGL)
- Town of Aurora, Aurora 2C Employment Lands Study
- County of Essex Employment/Residential Lands Study (W/Jones)
- City of Niagara Falls – Urban Boundary Peer Review
- Town of Grimsby Employment Lands Analysis
- Town of Halton Hills, 401 Corridor Industrial Secondary Plan
- Haldimand County, Growth Management Plan (w/SGL)
- Town of Markham, Yonge Corridor Intensification Study

Mark Conway

President, MCIP, RPP, PLE

- Hamlet of Norval Secondary Plan, Town of Halton Hills
- Town of Halton Hills, Intensification Study
- Glen Williams Secondary Plan, Town of Halton Hills
- Milton, CBD Secondary Plan, Town of Milton
- County of Norfolk – Lakeshore Secondary Plan (w/MMM)
- City of Toronto, Keele Street Avenues Study
- UOIT Oshawa Downtown Master Plan- CIP Study
- Downtown Milton Secondary Plan

HOUSING STUDIES

- City of Sudbury Housing Regeneration Strategy
- United Church of Canada - National Housing Strategy
- City of Toronto Affordable Housing Policy
- Mainstay Not- For-Profit Housing – Regeneration Strategy
- Toronto Interfaith Not-for Profit – Housing Needs Study
- Peel Region Affordable Housing Strategy
- Town of Blue Mountains Attainable Housing Strategy
- City of Windsor Housing Regeneration Strategy
- City of Mississauga – Incentives Requirement for Affordable Housing
- TCH, Alexandra Park Revitalization Business Plan
- TCH, Lawrence Heights Revitalization Business Plan
- City of Toronto, AHP Program Evaluation
- Grey County Housing Study
- Town of Blue Mountains Housing Study
- Trillium Housing Corporation 14 Trent Market Study
- Housing Lab, Market and Financial Guidance
- City of Toronto – Affordable Housing Policy
- Peel Living – Twin Pines Redevelopment Strategy
- City of Toronto Large Sites Affordable Housing Policy Review
- City of Mississauga – Incentives for Affordable Housing Study
- City of Hamilton – Affordable Housing Subsidy Analysis
- St Christopher’s House – Affordable Housing Community Land Trust
- Sidney Street Non- Profit Housing Corporation Feasibility Study
- TCH, Regent Park Financial Review
- City of Toronto – Financial Advisor – Bayside Affordable Housing
- City of Waterloo, Community Arts Hub Feasibility Study
- Ministry of Municipal Affairs, Affordable Housing Program
- Windsor Community Housing - Regeneration Study

Mark Conway

President, MCIP, RPP, PLE

EXPERT WITNESS EXPERIENCE

- City of Windsor v. Pacioka – Expropriation Hearing with respect to Shergar v City of Windsor
- Town of Aurora vs Aurora 2C Landowners Group OMB Hearing– Viability of Employment Lands designation
- Lakeside Park Dev v. City of St. Catharines, OMB Hearing, Condominium Project
- 131/151 Bloor – Victoria College v. Morguard- GE Capital – Lease Arbitration
- 2 Bloor- City of Toronto v. Brookfield Lease Arbitration
- Resort Residential Development Lafarge Canada v. City of Toronto – OPA 492 Central Waterfront Plan – Land Use Compatibility of Industrial and Residential Uses.
- Waterdown Bay Inc. v. City of Hamilton – Residential Demand Analysis
- Smartcentres v. City of Burlington – Residential Intensification at GO Stations.
- Private Developer v. Town of Innisfil – Demand for Resort Residential Development
- Town of Halton Hills v. Private Developer – Glen Williams Secondary Plan.
- Town of Halton Hills v. Private Developer – Georgetown South Secondary Plan
- Town of Milton v. Private Developer – Downtown Milton Secondary Plan.
- All Souls United Church v. City of Toronto – High Density developments at Subway Stations
- Home Depot v. City of Toronto – Land Use Compatibility of Big Box Stores in Industrial Areas
- Milalda Farms v. Province of Ontario – 407 Widening Expropriation.
- McRae v. Province of Ontario – 407 Widening Expropriation.
- Emerson Electric v. The Region of York – Expropriation with respect to the Markham By-pass
- Simone v. City of Toronto – Expropriation of Industrial Lands for Bathurst Street Extension
- Private developer v. Township of Oro Medonte – Estate Lot Development
- Town of Aurora v. Private Developer – Adequacy of Employment Lands
- SF Partners – Grand Niagara – Golf Course –Resort Residential Valuation
- Sharon Investments v. Insured – Damages from an improper land transfer
- Southcott Homes v. TDCSB Damages associated with failing to conclude a purchase agreement
- Base Ninety v. Ontario 407 Hwy Industrial Lands Expropriation, Burlington
- Smart Centres v. City of Burlington – Feasibility of High Density Development at GO Train Stations, OMB Hearing
- Brewers v Block – Revenue Forecast to Assess Costs

DISPOSITION

- United Church of Canada – RFP Five Properties
- York Region Transit – Davis Drive Residual Lands Disposition Strategy
- National Capital Commission – LeBreton Flats RFP Management, Ottawa
- City Ottawa – Process Advisor TOD – Confederation Line Phase 2
- Imperial Oil – Port Credit Refinery Disposition and RFP Management
- Halton Catholic District School Board – 2337 Coronation Drive Disposition

Mark Conway

President, MCIP, RPP, PLE

- Build Toronto, Disposition and Joint Venture Analysis -10 York Street
- Build Toronto, Disposition and Joint Venture Analysis -150 Front Street
- Disposition and Joint Venture -Goodwill Industries
- Family Service Toronto 355 Church Street- Disposition Analysis and RFP
- Toronto Community Housing – Regent Park – RFP Management
- Canadian National Institute for the Blind – Disposition and RFP Management
- BDO Dunwoody - Sapphire Tower – Process Advisor
- Prom-Edu-Val - 77 Charles Street, Disposition Analysis and RFP Management
- Canada Lands Company Downsview Park – RFP Management
- Canadian Opera Company- 227 Front Disposition Analysis
- BMO Canada Lands – 150 Front Street
- BMO – 234 Simcoe Street – Transaction Support
- Metrolinx 433 Front Street - RFP Management
- Halton District School Board – Lakeshore Woods School Site - RFP Management
- Town of Midland Waterfront Lands – RFP Management

Nick Michael

Partner, MCIP, RPP, PLE

PROFESSIONAL EXPERIENCE

Partner, (2020-present)
N. Barry Lyon Consultants Limited

Associate, (2016-2020)
N. Barry Lyon Consultants Limited

Planner & Real Estate Analyst,
(2014-2016)
N. Barry Lyon Consultants Limited

Development Planner (2012-2014)
R.G. Richards and Associates

Development Services, (2012)
Region of Peel

Student Planner, (2011)
City of Kingston

ACADEMIC

Master of Planning
Queen's University 2012

Bachelor of Arts
York University 2009

PROFESSIONAL AFFILIATIONS

Member, Association of Ontario
Land Economists

Registered Professional Planner,
Ontario Professional Planners
Institute

Member, Canadian Institute of
Planners

2020 OPPI Conference Keynote
Speaker

Guest Lecturer on Housing Market,
Economics, and Development
Feasibility, Toronto Metropolitan
University

Nick is a Partner at N. Barry Lyon Consultants Limited who specializes in the housing market and urban economics. He holds a Master's degree in Urban and Regional Planning from Queen's University and is a Registered Professional Planner (RPP) and Land Economist (PLE).

Nick has extensive experience assessing housing issues and regularly completes a wide range of assignments for both the public and private sector. These projects include highest and best use studies, market and financial feasibility analyses, affordable housing solutions, assessment of current supply and demand characteristics and projections, social housing regeneration initiatives, and market and land value analyses in support of expropriation hearings. Nick also has experience evaluating the impacts of major transit projects on real estate markets, the impact of financial incentives to encourage private sector investment, and providing market and economic support to the development of planning policies and guidelines.

Nick is also often retained to evaluate the office and industrial markets in Ontario by both the public and private sectors. Nick has developed incentive programs to target employment growth and provided numerous employment analyses in support of planning policies and real estate strategies.

Nick also has experience with the approval of Planning Act applications, having previously completed Official Plan and Zoning By-Law amendments, Committee of Adjustment applications, and approval for site plan control.

A selection of projects exemplifying Nick's experience are provided below:

REAL ESTATE ADVISORY

- Kingston Penitentiary Visioning Exercise and Redevelopment Opportunity – Canada Lands Corporation and the City of Kingston
- Borden Community Hub Market and Land Value Assessment – Infrastructure Ontario
- Species at Risk Compensation Lands (public land disposition) Market Soundings and Analysis – Infrastructure Ontario
- Real Estate Portfolio Analysis and Development Potential - Imperial Oil
- Real Estate Portfolio Analysis – Greater Sudbury and Windsor-Essex Housing Corporations
- Value of Public Lands in Downtown Hamilton, Value Estimation, and Disposition Strategy – City of Hamilton
- Options for Film Studio Replacement in the Port Lands – City of Toronto

Nick Michael

Partner, MCIP, RPP, PLE

- Zoning By-Law Amendment 628 Church Street, Toronto – Aspen Ridge Homes
- Numerous private sector market, financial, and highest and best use analyses
- Numerous Planning Act Applications completed at R.G. Richards and Associates. Work included Official Plan and Zoning By-Law Amendments, Site Plans, Minor Variance and Consent Applications.

LAND USE PLANNING & POLICY DEVELOPMENT

- The Impact of Government Imposed Charges on Housing Affordability – City of Mississauga
- Official Plan Review – Market and Land Needs Assessment – East Gwillimbury
- Major Office Employment CIP Analysis – Peel Region
- Employment and Affordable Housing CIP Analysis – City of Brampton
- Affordable Housing and Employment CIP Analysis – Durham Region
- Wasaga Beach Official Plan Review and Growth Management Exercise – Town of Wasaga Beach
- Neighbourhood Market Value Analysis and Neighbourhood Typology Study – City of Windsor
- Rental Replacement By-Law Analysis – City of Mississauga
- Financing Options for the Delivery of Rail Deck Park – City of Toronto
- Transit Corridor Zoning By-Law Review – City of Hamilton
- Cumulative Impact Analysis (Development Charges, Parkland Fees, TO Core Policies) on Development Feasibility – City of Toronto

DEVELOPMENT FEASIBILITY

- Downsview Redevelopment Master Plan, Market and Economic Analysis – PSP Investments and Canada Land Corporation
- Rental Housing Development Viability Analysis in Support of the Mayor's Task Force – City of Kingston
- Review of the Need for Financial Incentives to Encourage Development in Hamilton's Downtown – City of Hamilton
- The need for Development Charge Exemptions to Encourage Development in Windsor's Downtown – City of Windsor
- OMB Hearing Regarding the Market Impact and Development Potential of the Mimico Judson Rail Yards – Metrolinx and City of Toronto
- Expropriation hearings in support of land value, market potential, and injurious affections for properties along the Eglinton LRT corridor
- Agincourt Mall Market Assessment, Development Opportunity, and Affordable Housing Gap Analysis – North American Development Group
- Highest and Best Use and Development Strategy of a former major warehouse site in the City of Brampton – Canadian Tire Real Estate Limited
- Downtown Kingston Condominium Market and Financial Study – Private Sector Client
- Kingston Rental Market Feasibility Study - CaraCo Development Corporation

Nick Michael

Partner, MCIP, RPP, PLE

- Rental Market Feasibility Analysis – Ottawa, London Sault Ste. Mare – North American Development Group
- Market and Financial Feasibility Analysis of 1107 Main Street West in the City of Hamilton – Coldwell Banker Brokerage

AFFORDABLE HOUSING

- Housing Needs Analysis and Master Plan – Oxford County
- Affordable Housing Strategy and Incentive Analysis – City of Brampton
- Inclusionary Zoning Assessment Report and Financial Feasibility Analysis – Toronto, London and Peel Region
- Redevelopment Feasibility Analysis for Jamestown Social Housing Property – City Housing Hamilton
- Financial Feasibility and Land Value Analysis for City Owned Affordable Housing Development - City of Kingston
- Incentives for Affordable Housing Study – City of Mississauga
- Affordable Housing Strategy and Incentive Program - Region of Peel
- Affordable Housing Demand Analysis – Windsor Essex Community Housing Corporation
- Housing Regeneration Plan and Business Case (including Financial Feasibility) - Windsor Essex Community Housing Corporation
- Housing Revitalization Plan and Business Case (including Financial Feasibility) – City of Greater Sudbury
- Housing and Homelessness Plan Update – City of Greater Sudbury
- The Impact of Government Funding on Affordable Housing Delivery – Several Private Sector Clients

REAL ESTATE AND TRANSIT

- Eglinton, Finch West & Sheppard East LRT Corridor Real Estate Strategies – Metrolinx and the City of Toronto
- GO Station (RER) Real Estate Impact Analysis - Metrolinx
- Downtown Relief Line Real Estate Study: Development Opportunities and Impacts – City of Toronto
- Development Potential Adjacent the GO Transit Rail Stations – Metrolinx
- Real Estate Investment Impact Analysis of the B-Line LRT – City of Hamilton
- SmartTrack Real Estate Impact Analysis and Corridor Capacity Study – City of Toronto
- Danforth GO Station Area Plan – Metrolinx
- Hurontario LRT Corridor Analysis of Office Market Demand – City of Mississauga
- Land Value Uplift and Development Impacts of a Property along Eglinton Avenue in Support of Metrolinx Expropriation – Metrolinx
- The Impact of LRT and RER Transit on the Office Market in Peel Region – Region of Peel, City of Mississauga, City of Brampton

Cameron Macdonald

Associate, MCIP, RPP, PLE

PROFESSIONAL EXPERIENCE

Associate
(March 2021 – present)
N. Barry Lyon Consultants Limited

Planner & Real Estate Analyst
(March 2018 – March 2021)
N. Barry Lyon Consultants Limited

Real Estate Analyst
(April 2017 – March 2018)
Urbanation

Research Associate
(January 2016 – April 2017)
Centre For Urban Research and
Land Development

ACADEMIC

Bachelor of Urban and Regional
Planning
Toronto Metropolitan University,
2017

Bachelor of Arts (Hon.)
University of Toronto, 2009

PROFESSIONAL AFFILIATIONS

Member, Association of Ontario
Land Economists

Registered Professional Planner,
Ontario Professional Planners
Institute

Member, Canadian Institute of
Planners

Member, Urban Land Institute

Cameron is an Associate at N. Barry Lyon Consultants Limited who specializes in development feasibility and land economics. He holds a bachelor's degree in Urban and Regional Planning from Toronto Metropolitan University and is a Registered Professional Planner, a Member of the Canadian Institute of Planners, and a Professional Land Economist.

Cameron has extensive experience assessing housing markets and regularly completes a wide range of assignments for both public and private sector clients. These projects include highest and best use studies, market and financial feasibility analyses, assessment of current supply and demand characteristics and projections, and market/land value analyses. Cameron also has experience evaluating the impacts of major transit projects on real estate markets, the impact of financial incentives to encourage private sector investment and providing market and economic support to the development of planning policies and guidelines.

Cameron also has experience evaluating and analyzing employment markets in Ontario, for both public and private sector clients. This includes work developing incentives programs that target employment growth, developing leasing strategies based on market analysis, completing employment feasibility studies, and providing employment analyses in support of planning policies and real estate strategy.

A selection of projects exemplifying Cameron's experience are provided below:

REAL ESTATE ADVISORY

- Redevelopment Analysis for an existing industrial building as part of the Downsview Redevelopment, Canada Lands Corporation
- Kingston Provincial Campus Visioning Exercise and Development Options Analysis, City of Kingston
- Weston GO Station Development Options Analysis, Metrolinx
- Villiers Island Valuation Analysis, CreateTO
- City-Owner Uptown Properties Strategic Utilization Analysis, City of Waterloo
- Subject Matter Support for Sidewalk Labs Proposal – Waterfront Toronto
- Market and Real Estate Strategy (office, industrial, residential) for the Humber River Hospital Lands – Infrastructure Ontario

Cameron Macdonald

Associate, MCIP, RPP, PLE

- Land Value Analysis and Options Analysis for a site in North York, Thimble Realty
- Assessment of market potential and land value estimate across the GO Rail Network, Metrolinx and MTO
- Waterfront East LRT Business Case, Waterfront Toronto
- Planning and Market Feasibility Analysis for a residential project in Port Elgin
- Multiple Employment Lands Conversion Studies in Toronto, Choice Properties
- Employment Land Conversion Analysis in North York, CT REIT
- Employment Land Conversion Analysis in Scarborough, Westdale Properties
- Employment Land Conversion Analysis in North York, OTT Financial
- South Port Market and Leasing Strategy, CreateTO
- Employment Land Conversion Analysis in Scarborough, Nova Depot
- Development Options Analysis for an employment property in Toronto, Toronto Stock Yards Land Development Board
- Finch-Kennedy Smartrack Station, Development Options Analysis, East Urban Properties Inc.
- Tourism Industry Workforce Housing Business Case (South Georgian Bay), Blue Mountain Village Association

LAND USE PLANNING & POLICY DEVELOPMENT

- Inclusionary Zoning Impact Analysis, City of Toronto
- Inclusionary Zoning Impact Analysis, City of Brampton
- Growth Funding Tools Cumulative Impact Analysis, City of Kitchener
- Growth Funding Tools Cumulative Impact Analysis, City of Toronto
- Growth Funding Tools Cumulative Impact Analysis, City of Mississauga
- Britannia Secondary Plan Market Analysis, Town of Milton
- Inclusionary Zoning Impact Analysis, City of London
- Affordable Housing and Employment CIP Analysis, Durham Region
- Population and Employment Needs Study for a property in Toronto, Toronto Stock Yards Land Development Board
- Settlement Area Boundary Expansion in South Huron, Tridon Group
- Employment Analysis and Economic Impact Study for a project in North York, First Capital
- Parkland Dedication Guidelines, City of Vaughan
- Industrial and Office Market and Incentive Analysis, City of Brampton

DEVELOPMENT FEASIBILITY & MARKET ANALYSIS

- Downsview Market and Economic Analysis, Employment Conversion Study, Housing Issues Study, and other supporting analysis – PSP Investments, Northcrest Developments, and Canada Land Corporation
- Employment Use Analysis for a site in Etobicoke, Tallisker Corporation
- Residential Market Feasibility Analysis for a site in St. Catharines, Canada Lands Corporation

Cameron Macdonald

Associate, MCIP, RPP, PLE

- Land Value Analysis and Development Options Analysis for a former industrial site in the City of Toronto, Harry Korolnek Holdings
- Land Value Analysis for a transit adjacent site in Downtown Toronto, EDEV Realty Advisors
- Multiple Residential and Employment Market/Financial Feasibility Analyses for various private sector clients throughout Ontario.
- Multiple Affordable Housing Analyses for various private sector clients
- Multiple Highest and Best Use Analyses for various private sector clients.
- Multiple Land Valuation Analyses for various private sector clients.

Joe Chipman

Senior Analyst

PROFESSIONAL EXPERIENCE

Senior Analyst, (2021-present)
N. Barry Lyon Consultants Limited

Development Analyst (2018-2021)
New Commons Development

Planner & Real Estate Analyst
(2016-2018)
N. Barry Lyon Consultants Limited

Public Consultation Assistant
(2015-2016)
Brook Pooni Associates

Student Planner (2015)
Diamond Corp

ACADEMIC

Bachelor of Urban and Regional
Planning
Toronto Metropolitan University
2016

Bachelor of Geography
Simon Fraser University 2012

Certificate of Urban Studies
Simon Fraser University 2012

PROFESSIONAL AFFILIATIONS

Candidate Member, Planning
Institute of British Columbia &
Canadian Institute of Planners

Joe Chipman joined N. Barry Lyon Consultants as a Planner and Real Estate Analyst in May 2016 and rejoined the firm as a Senior Analyst in January 2021. His professional experience at NBLC includes feasibility analysis, real estate strategy, market analysis, affordable housing policy, and economic analysis of land use planning and policy.

Joe graduated with a Bachelor of Urban and Regional Planning from Toronto Metropolitan University in 2016. His research focused on development feasibility analysis, urban economics, and housing policy. He also holds a Bachelor of Arts in Geography and a Certificate of Urban Studies, both from Simon Fraser University.

While at Toronto Metropolitan University, Joe worked as a student planner for Diamond Corp., assisting with due diligence research for the acquisition of high-density residential and mixed-use development sites in Toronto. He also worked as a public consultation assistant for Brook Pooni Associates, where he and his team helped to educate the public and solicit feedback regarding the proposed redevelopment of Honest Ed's/Mirvish Village in downtown Toronto. Prior to rejoining NBLC in 2021, Joe worked as a development analyst and project manager for New Commons Development, a non-profit owner's representative and real estate developer based in Vancouver and Toronto.

Joe is a Candidate Member of the Ontario Professional Planners Institute and is currently working toward his accreditation as a Registered Professional Planner.

Some of the work undertaken by Joe includes:

DEVELOPMENT FEASIBILITY

- Cadillac Fairview – Affordable Rental Housing Analysis
- Great Eagle Holdings – Development Feasibility Analysis
- Spotlight Development – Affordable Ownership Analysis
- Emshih Developments – Affordable Housing Feasibility Analysis
- City of Hamilton – Affordable Rental Housing Analysis
- New Commons Development – Affordable Housing Cost Analysis
- North American Development Group – Residential Market Update & Affordable Housing Gap Analysis

Joe Chipman

Senior Analyst

- Options for Homes – Development Feasibility Analysis
- Toronto Community Housing – Residential Market and Land Value Analysis
- Build Toronto – Land Value Analysis
- Maplegrove York Apartments – Purpose-Built Rental Market Feasibility Analysis

REAL ESTATE STRATEGY

- Metrolinx – Commercial Review of Transit Oriented Communities Project
- Woodbine Entertainment – Affordable Housing Advisory
- Northcrest Developments – Affordable Housing Advisory
- Region of Halton – Regional Ontario Street (Allendale Campus) Phase 1 Implementation Plan
- City of Greater Sudbury – Social Housing Regeneration Plan
- Chartered Professional Accountants of Ontario – Real Estate Strategy
- Windsor-Essex Community Housing Corporation – Social Housing Regeneration Plan
- United Church of Canada & CMHC – National Land Inventory & Real Estate Strategy
- Town of Oakville – Financial Analysis of Surplus Lands

LAND USE PLANNING AND POLICY

- City of Toronto – Evaluation of Potential Impacts of an Inclusionary Zoning Policy
- City of Markham – Evaluation of Potential Impacts of an Inclusionary Zoning Policy
- City of London – Evaluation of Potential Impacts of an Inclusionary Zoning Policy
- City of Toronto – Evaluation of Potential Impacts of Proposed Municipal Charges and Fees for Residential Development
- City of Mississauga - Evaluation of Potential Impacts of Proposed Municipal Charges and Fees for Residential Development
- City of Kitchener – Evaluation of Potential Impacts of Proposed Municipal Charges and Fees for Residential Development
- City of Markham – Analysis of Alternative Approaches to Stormwater Management & Parkland Dedication
- City of Toronto – Parkland Strategy
- City of Toronto – Financial Analysis of Alternative Parkland Dedication Rates
- City of Mississauga & Region of Peel – Affordable Housing Program: Cost of Incentives Study
- City of Mississauga – Downtown Office CIP Financial Analysis
- Metrolinx – Development Impact Assessments of the Crosstown LRT
- Infrastructure Ontario – Literature Review of Land Use Impacts of LRT Investment