

ELENA TERYOHIN

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PROFESSIONAL PROFILE

Elena has 15 years of real estate acquisition, planning and development management experience. With strong ability to solve problems and expedite projects. During Elena's tenure at Empire Communities, she manages all aspects of the development process from Rezoning and Site Plan approval to attaining Building Permits and registration of Draft Plan of Condominium. Her strength is in building and maintaining strong relationships with multiple agencies such as: City Planning, ECS, Transportation and Building department, York Region, TRCA, GTAA, Toronto Water, Toronto Hydro, Enbridge gas, Bell Canada. On the acquisition side, Elena has been leading the land acquisitions including feasibility study, cost proforma and review of any potential issues that can affect project timeline and cost, including servicing, geotechnical, hydrogeological and environmental evaluations. On the development side, Elena has been commissioning, coordinating and reviewing background studies and reports required for; design solutions, rezoning and site plan approval submission to the City Planning Department

In addition, Elena has extensive experience in managing project consultant team including engineers, architects and planners to ensure applications submission are on time and within the budget. Furthermore, Elena's day-to-day development management tasks would involve:

- Directing design solutions and implementation through day-to-day work with consultants to ensure successful and profitable projects
- Create and track and approve development budgets on a monthly basis to ensure accuracy in billing and progress
- Work with Marketing, Sales, Legal, Construction and Finance teams to execute full cycle projects from start to completion
- Request, review and analyze consultants' proposals
- Contract administration, insuring conformity with the scope of work
- Obtaining of permits for: Right-of-Way, Encroachment, Road Closure, Tower Crane, and Water Discharge to facilitate construction site activities.
- Obtaining Agreements with Toronto Water for Short- and Long-Term Storm and Sanitary Discharge
- Coordinating RA, RSC, Peer Review for Land conveyance and site
- Coordinating LC release from city ECS, transportation, urban forestry
- Coordinating Road assumptions with the city
- Managed Landowners Group Shared agreements on behalf of the developer

Some of Elena's most notable projects include Empire Communities' Eau De Soleil (a two-tower project on Etobicoke's Humber Bay Shores – the 66-storey tower is the tallest building outside Toronto downtown core) as well as the Maverick project in the downtown Entertainment District (a marquee downtown Toronto project with a significant heritage restoration component).

Elena holds a Master Degree in Electro Mechanical Engineering as well as a Bachelor of Applied Technology in Construction Science and Management from the George Brown College.

AREAS OF EXCELLENCE

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|------------------------|-----------------------|---------------------------|
| • Land Acquisitions | • Land Use & Planning | • Mixed Use Development |
| • Due Diligence | • Sustainable Design | • Contract Negotiations |
| • Community Engagement | • Project Budgeting | • Construction Management |

PROFESSIONAL EXPERIENCE

Manager, Planning & Development, Empire Communities (April 2021 – February 2023)

Land Development and Construction Manager, Royal Grand Woodbine Developments (May 2012 – April 2021)

Construction Project Manager, Vista Homes (June 2008 – December 2011)

EDUCATION

Construction Science and Management (Bachelor of Applied Technology), George Brown College (2009)

Electro Mechanical Engineering (Master Degree Program), Novosibirsk State Technical University

SELECTED PROJECTS

Maven (Empire Communities) | Toronto, Ontario

Time of Involvement: April 2021 – February 2023

- 7-storey mixed-use condominium building on the northwest corner of Avenue Rd and Brookdale Ave. The project features 75 units (including 18 rental replacement units) and approximately 20,000 sf of retail space along the ground floor.
- Elena served as development manager in the project. Overall project budget is approximately \$125MM

Maverick (Empire Communities) | Toronto, Ontario

Time of Involvement: April 2021 – February 2023

- 49-storey mixed-use condominium building on the southwest corner of King Street W and John St
- Units 328 (10 rental replacement units)
- 0.3-acre heritage site
- Elena served as development manager in the project. Overall project budget is approximately \$225MM

89 Park St N (Empire Communities) | Hamilton, Ontario

Time of Involvement: September 2022 – February 2023

- In partnership with the Coliseum, the 89 Park St N project involves the redevelopment of an existing 2-acre Philpott Memorial Church property into a 2-30 storeys towers, 750+ units residential development
- Elena served as acquisition/development manager in the project.

Lexington II Condos (RGWD) | Etobicoke, Ontario

Time of Involvement: January 2017 – April 2021

- 13-storey with 4 levels of underground parking garage condominium building at 750 Queen's Plate Drive
- Elena served as a planning and development manager in the project. Overall project budget is approximately \$55MM

JRCC 9699 Bathurst St. Richmond Hill, Ontario

Time of Involvement: April 2018 – April 2021

- Place of worships with daycare and Clergy residence
- Rezoning from Residential to Institutional
- Official Plan Amendment, Zoning By-law Amendment, and Site Plan Approval
- Elena served as a planner and development manager in the project.

Steeple Hill | Pickering, Ontario

Time of Involvement: June 2008 – December 2011

- 45 Single detached and Townhomes
- Elena served as a construction PM

Quay House (Empire Communities) | Toronto, Ontario

Time of Involvement: April 2021 – February 2023

- Quay House development is part of Waterfront Toronto's single largest revitalization endeavor along the city's inner harbour.
- 21 storey, 463 residential units (350,000 sf) and commercial space (10,000 sf)
- Elena served as development manager in the project. Overall project budget is approximately \$300MM

Eau Du Soleil (Empire Communities) | Etobicoke, Ontario

Time of Involvement: April 2021 – February 2023

- Eau Du Soleil is a mixed-use residential development joint venture project with Dream Developments located in the Humber Bay Shores
- 2 Towers (49-66 storeys), 1,280 residential units (1,450,000 sf) and retail space (55,000 sf).
- Elena served as development manager in the project. Overall project budget is approximately \$535MM

Phoenix (Empire Communities) | Etobicoke, Ontario

Time of Involvement: April 2021 – February 2023

- Located near the Humber Bay Shores area, Phoenix is a two-towers development (11-29 storeys) with 498 residential units (425,000 sf)
- Elena served as development manager in the project. Overall project budget is approximately \$210MM

Lexington Condos (RGWD) | Etobicoke, Ontario

Time of Involvement: May 2012 – March 2020

- 17-storey with 5 levels of underground parking garage condominium building at 840 Queen's Plate Drive
- Registered December 2017
- Elena served as a planner, development and construction manager in the project. Overall project budget is approximately \$60MM
- OMB, TRCA, GTAA, Toronto water ST< discharge

719 Sheppard, (RGWD) | Toronto, Ontario

Time of Involvement: October 2019 – April 2021

- 9-storey condo
- Acquisition, Site Plan Approval
- Elena served as an acquisition / development manager