

PUBLIC APPOINTMENTS SECRETARIAT

Appointments Information Form for Submission to the Standing Committee on Government Agencies

Board Name: Ontario Trillium Foundation

Position: Member (Part-Time)

Part-time/Full-time: Part-Time

Candidate Name: Natalka Falcomer

Candidate Information: Attached

Responsibilities of the Agency, Board, or Commission:

The foundation provides time-limited grants to not-for-profit charitable organizations in four sectors: social and human services, arts and culture, sports and recreation, and the environment.

Public Appointment Application

Applicant

Natalka Falcomer

Position

Member (Part-Time)
Ontario Trillium Foundation
Heritage, Sport, Tourism and Culture Industries

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Application Notes/Comment/Additional Data

[Association created in PAMS by Michael.Sparling@ontario.ca on 8/21/2020 11:02:51 AM]

Language(s)

English Proficient

Other Languages: Ukrainian and Italian (basic)

Education

Institution	Credentials	Year
Wilfrid Laurier University	Honours Bachelor of Arts, Political Science & History	Sep. 2003-Jun. 2007
Osgoode Hall Law School	Juris Doctorate	Sep. 2007 - Jun. 2010
Ontario Real Estate Association College	Brokerage Program	Feb. 2018 – Present
Real Estate Institute of Canada	Teacher and Certified Leasing Officer	May 2015 - Sep. 2015

Employment

Employer	Position/Title	Dates	Responsibilities
Chestnut Park Real Estate Limited, Brokerage, Christie's International Real Estate	Executive Vice President Corporate Development	Feb. 2018 - Present	Work directly with the CEO as his trusted advisor & provider of timely & insightful advice on people, opportunities, strategic partners, technology and competitive threats, resulting in growth into various markets & increasing CP's sales volume rank from top 8th to top 3rd brokerage. Translate the organization's strategic goals & aspirations into concrete, measurable plans. Drive the talent succession/development agenda for CP to ensure the organization is well-positioned amid its competition & stands out as a brokerage of choice as demonstrated by the 117% increase in agent recruitment from 2017 - 2018 & 2019. Stay informed of developments within the industry to identify best practices & innovative approaches for potential application within CP; share knowledge & educate the organization's leadership about potential benefits as they relate to core strategy. Monitor real estate technologies & innovation, with a view towards the potential for industry disruption.

Employer	Position/Title	Dates	Responsibilities
Royal LePage Your Community Realty, Brokerage	Manager	Feb. 2017 – Feb. 2018	Improve the organization's market position and achieve financial growth by developing meaningful and effective relationships with industry leaders, agents and new clients. Support agents and the organization by setting targets for sales and providing assistance that will continually improve stakeholder and agent relationships. Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends. Present to and consult with mid and senior level management on business trends with a view to developing new services and relationships. Identify opportunities for growth that led to an increase in agent recruitment and retention by 20.9% between 2017 and 2018.
Groundworks Firm Commercial Leasing Services	Founder and Managing Partner	May 2015 to Present	Effectively developed, implemented and marketed unique lease review system and commercial leasing legal service by incorporating legal and business experience. Coordinating, marketing and leading the development pre-populating lease software in conjunction with legal software developers. Responsible for corporate development initiatives, identifying and developing positive relationships with key stakeholders and managing client expectations. Within 6 months, grew the company from \$0 in revenue in 2015 to \$254,058 in 2018 and \$223,961 in 2019 and developed a national presence. Currently managing a team of senior lawyers and working with some of Canada's largest landlords, tenants and brokerages.
Mohawk Medical Growth Partners	Associate and VP Property Management, Leasing	May 2013 - May 2015	Defined and implement strategic growth strategies and developed new business opportunities. Worked closely with the company's leasing, accounting, operations and acquisitions teams to enhance productivity and maximize revenue, as demonstrated by 98% average increase in NOI per property and increasing overall number of tenants from 2013 to 2015 by 421%. Negotiated, drafted and closed leasing and commercial agreements with various third parties. Identified potential sources of litigation and developed a variety of preventative solutions such as workplace health and safety policies and emergency response procedures. Initiated, led and managed various construction projects such as implementing paid parking gates to massive suite renovations. Led the recruitment, training and development of staff.

Volunteer

Organization	Position/Title	Dates Involved	Responsibilities
Real Estate Institute of Canada	Board Member/Director	Apr. 2016 – Present	Empower the leadership team of REIC to guide the organization towards a sustainable future by embracing comprehensive, ethical, and legal governance and budgetary policies, as well as by making sure REIC has ample resources to drive its mission.
Real Estate Institute of Canada	Educational Consultation and Teacher	Apr. 2015 - Present	Reviewing and providing recommendations for a revision of commercial leasing courses. Suggesting new course topics on negotiation and commercial leasing. Participating in an intensive faculty training program with the goal of teaching consumer behaviour, negotiation and commercial leasing in Spring 2016.

Organization	Position/Title	Dates Involved	Responsibilities
Various Real Estate Boards/Associations	Educator and Public Speaker, Topics: Law, Real Estate and Consumer Behaviour	Mar. 2013 - Present	Present to and engage a variety of audiences, from novel real estate agents to established lawyers. Frequently receive requests to return and independently mentor audience members. Taught Commercial Leasing Law, Consumer Behaviour & Negotiation Strategies at Royal LePage, CBRE, Dan Lawrie Insurance (Real Estate Division) and CWCA Group (Business Evaluations Division). Keynote speaker on real estate law at The InvestorForum 2016. Moderator for commercial leasing panelist at SpringFest 2016, 2017 & 2018, keynote at the Ontario Real Estate Association, various real estate boards in Canada and Christie's International Real Estate.
Rogers TV, Local Television	Co-Producer and Host of Toronto TV Show, Toronto Speaks Legal Advice	Sep. 2011 - Jan. 2017	Responsible for all front end aspects of the show such as: researching legal issues and developing show materials that engage and inform viewers; organizing and contacting the legal expert panel for each show. Identified opportunity to create the show and recognized potential sponsors. Negotiated sponsorship agreements and maintained sponsor and guest relationships. Created promotional materials and made strategic relationships to raise awareness about the show.
Real Estate Magazine and Real Estate Institute of Canada	Monthly Featured Contributor	May 2015 - Present	Synthesize complex legal concepts into short articles explaining commercial leasing legal matters and providing tips to prevent litigation and poor business outcomes.
Minister of Government and Consumer Services	Member of the Ministerial Advisory Council, Job Recovery Task Force	May 2020 to July 2020	Conducting research, preparing informal reports and formulating government led plans to address economic problems related to the broader economic and societal impacts of the COVID-19 pandemic.

Associations

Organization	Dates Involved
Law Society of Ontario	2011 - Present
Real Estate Institute of Canada	2015 to Present
Ontario Real Estate Association	2013 to 2014 and 2018 to Present
Toronto Regional Real Estate Board	2013 to 2014 and 2018 to Present
Real Estate Council of Ontario	2013 to 2014 and 2018 to Present

Matching Preferences

Compensation

- Either

Time Commitment

None specified

Locations

None specified

Interests

None specified

Functions