



## Build Toronto Building Profits

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**Build Toronto's** ICSC booth and CEO **Lorne Braithwaite** drew lots of traffic, which should please taxpayers. In conjunction with private developers such as Tridel and Cityzen, BT has given the public a profitable developer leveraging value from its massive real estate holdings. Most projects have been office and residential, but BT has a half dozen retail properties. Lorne, founder of Cambridge Shopping Centres (now Ivanhoe Cambridge) and a former ICSC chairman, has worked around the world, from Dubai to China. He figures we're about 40 years behind the world in understanding the lucrative potential of integrating development with infrastructure needs. "Right now, it's all silos," he says, "narrow thinking that shortchanges the city. But we're changing that."