

# OUTLOOK FOR N.AMERICAN INFRASTRUCTURE INVESTMENT 2023

FASKEN LLP, 24TH FLOOR, 333 BAY ST. TORONTO, ON M5H 2T6  
08.30-10.00, THURSDAY 12TH JANUARY 2023

08.30-09.00

Networking and coffee

09.00-10.00

Roundtable Panel Discussion

**Panel Members:**

- **Joey Comeau**, COO and Executive Vice President, Capital, **EllisDon**
- **Vickie Turnbull**, Managing Director and Head of Infrastructure Finance, **RBC Capital Markets**
- **Magda Sabat**, Vice President, Alternative Projects, **Pomerleau**
- **Catherine Jones**, Vice President, Business Development & Partnering, **Plenary Americas**
- **Michael Lindsay**, President and CEO, **Infrastructure Ontario**

**Panel Moderator:**

- **Ella Plotkin**, Partner & Leader Global Infrastructure & Projects, **Fasken**

10.00

Closing Comments and Wrap up



# SPEAKER PROFILES

## ELLA PLOTKIN

PARTNER & LEADER, GLOBAL INFRASTRUCTURE & PROJECTS GROUP, FASKEN



Ella Plotkin is the Leader of the firm's Global Infrastructure & Projects Group. Her practice focuses on project finance and development, banking, and public private partnerships. With considerable experience in infrastructure development and finance, Ella's expertise spans Canada and the U.S. as well as emerging markets.

Regularly advising lenders, developers, contractors, and procuring authorities, Ella assists clients with all aspects of project development and finance in the infrastructure, energy, telecom and natural resource sectors.

Ella has advised the winning consortia (or their lenders) on multiple award winning P3 projects in Canada and the US including the DC Streetlighting Project, US36 Express Lanes/Bus Rapid Transit Project, the Pennsylvania Bridges Project, the Miami Dade Courthouse Project and Merced Campus (UC) Project in the US, as well as Eglinton Crosstown LRT and numerous other civil infrastructure and social infrastructure projects across Canada. Ella is part of the team advising the procuring authorities on the Ontario Line Subway Project, as well as the Ottawa Civic and WAHA Projects in Ontario, both of which are procured using a progressive P3 model.

Ella has advised the Province of Ontario on the financing of the Wataynikaneyap Project, involving the rollout of a 1,800 km transmission line to connect 16 remote First Nations communities in Northern Ontario, being the first majority Indigenous owned project to be developed in Canada, as well as numerous other projects in the energy sector. Ella is a member of the steering committee for Women in Energy Canada (WIECan).

Ella also has extensive experience advising on international project finance transactions. She acted in the largest private sector financing at the time in Romania (Mobifon S.A. – mobile GSM network.), the financing of the development of an oil and gas project in India by an international financial institution, and the financing by other international financial institutions of the development of an oil terminal in Georgia, a mine development in Turkey, multiple mobile GSM projects in Eastern and Central Europe, a major eucalyptus pulp mill in Uruguay and numerous other project finance transactions in emerging markets globally.

A recognized leader in infrastructure and project finance, Ella has been ranked by Chambers Canada, Chambers Global, IFLR 1000, Who's Who Legal and by Legal 500 Canada.

## VICTORIA TURNBULL

MANAGING DIRECTOR AND HEAD INFRASTRUCTURE FINANCE CANADA, RBC CAPITAL MARKETS



Vickie joined RBC's Infrastructure Finance team in 2007, was appointed Co-Head of the team in 2015, Head in 2022 and has been involved in the infrastructure sector since 1998. Prior to joining RBC Capital Markets, she spent 12 years working in the debt capital markets (infrastructure and utilities team), loan syndications and treasury credit groups

for a major Canadian bank. Prior to that, she was with three foreign banks in Canada Vickie has been involved as the hands

on lead financial advisor and/or debt originator for the winning consortiums for 25+ infrastructure projects in Canada since 2005 and has been involved in over 90 bids. She also works with the broader RBC team across platforms and geographies on financings of corporate infrastructure assets, especially in relation to major capex programs and expansion projects.

## MICHAEL LINDSAY

PRESIDENT AND CEO, INFRASTRUCTURE ONTARIO



Michael Lindsay is President and CEO of Infrastructure Ontario (IO). He was appointed CEO in November 2020. In this role, he works closely with his Executive team and with partners in both the public and private sectors to build, manage, finance and enhance the value of the Province's assets.

Michael Lindsay rejoined Infrastructure Ontario as President, Project Delivery, in 2019, bringing his extensive experience supporting a range of innovative public and private partnerships.

Prior to returning to Infrastructure Ontario in 2019, Michael served as Special Advisor to the Government of Ontario on the upload of the Toronto subway system.

Michael also previously served as Head of Strategic Partnerships & Government for the Investment Management Corporation of Ontario ("IMCO").

As the Global Director of Infrastructure Planning & Advisory at Hatch, Michael helped governments create public private partnerships ("P3s"), and helped private investors effectively negotiate the terms and scope of those partnerships.

From 2014 to 2016, Michael was Senior Vice President of Commercial Projects at Infrastructure Ontario. In that role, he was responsible for commercial transactions related to the financing, development, and divestiture of public assets in Ontario (e.g. land, buildings, services). His team structured P3s related to energy, transit and social infrastructure, and contracted private entities to deliver services through a range of outsourced models.

Prior to this, Michael was an Associate Principal with McKinsey & Company, where he was a core leader of the Canadian Public Sector Practice. He helped provincial and federal ministries reduce costs, improve service, and analyze the effectiveness of money spent on economic development and innovation.

Michael is a graduate of Oxford (MPhil) and Queen's University (BAH).

## CATHERINE JONES

VICE PRESIDENT, BUSINESS DEVELOPMENT AND PARTNERING, PLENARY AMERICAS

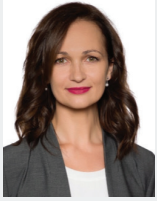


Catherine Jones serves as Vice President, Business Development and Partnering at Plenary Americas where she leads business development, partnering and project development activities across Canada. In this role, Catherine is responsible for identifying and developing new project opportunities, solidifying partner teaming and maintaining relationships with public sector representatives. Prior to joining Plenary, Catherine spent six years at DBRS where she helped to develop their US P3 ratings business. She is based in Toronto, Ontario.

# SPEAKER PROFILES

## MAGDA SABAT

VICE PRESIDENT, PRE-CONSTRUCTION – APEX,  
POMERLEAU



Magda Sabat, in her role as Vice President, Pre-Construction – APEX, is part of a centralized team at Pomerleau and leads the pursuit of Design-Build projects procured through alternative delivery models.

Prior to joining Pomerleau, Magda spent a number of years at Infrastructure Ontario in Project Delivery and Procurement and Program Management, most recently being an integral part of the team which helped structure and launch the ambitious Subways Program.

As Director Investment Development at SNC Lavalin Capital, Magda gained experience leading teams through P3 transactions, closing process, and transitioning through to the execution phase acting as ProjectCo Representative.

Magda's experience encompasses a wide portfolio of delivering healthcare and transit infrastructure procurements, including commercial structuring and re-evaluating contractual risk management and allocation. Her experience includes the first major smart hospital in Ontario delivered through the DBFM model, as well as extensive work on the GO Expansion program in partnership with Metrolinx.

At Pomerleau, Magda is instrumental in enabling the company's growth and expansion in building construction across Canada.

Magda holds a Master in Environment and Business (MEB) and an Undergraduate degree in Urban Planning (BES), both from the University of Waterloo.

## JOEY COMEAU

CHIEF OPERATING OFFICER AND EXECUTIVE VICE  
PRESIDENT, CAPITAL SERVICES, ELLISDON



Joey Comeau is Chief Operating Officer and Executive Vice President, Capital Services, at EllisDon, a construction and services company with 3,000 employees and \$5 billion in annual construction revenues. EllisDon Capital is the developer and equity arm for EllisDon on AFP/P3 infrastructure and real estate projects.

Since 2004, EllisDon has been successful in reaching Financial Close on 53 infrastructure projects with a combined capital value of over \$23 billion. The projects range in assets classes such as healthcare, transit, justice, education, and accommodation. In real estate development, EllisDon has begun directly investing in residential projects and mixed-use projects across the GTA and has two condominium and two affordable housing developments underway.

Joey joined EllisDon in 2014 and has been directly involved in leading both the infrastructure and real estate development and investing strategies for EllisDon over that period of time.