

# TOWNLINE CONNECT

SEASONAL UPDATE  
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TOWNLINE

# The Creation of Something Unique

With the rapid pace of residential and mixed-use real estate development today, is there still time to create something special? For Townline, the answer is: “always.” Each new undertaking poses its own unique challenges and distinct opportunities that we embrace to create a truly interesting, successful community – one that improves our city and deepens our understanding of how we can live better.

Enter Sussex, Townline’s 41-storey residential high-rise tower in the heart of Metrotown. With Sussex, we considered each aspect of our homeowners’ daily lives to create something uniquely distinguished and highly livable.

## Quiet, Green... and Urban?

Sussex is located on a tree-lined street in Burnaby’s sought-after Metrotown neighbourhood. Part of what makes this vertical community special is its carefully selected site: north of Kingsway on a quiet, residential street. Sussex is just steps from the SkyTrain, Metropolis at Metrotown and all the many enticing features of this lively area, yet set back from the hustle and bustle of Kingsway.

## Elevated Perspectives

The site also boasts the geographic advantage of being perfectly positioned at the summit of a natural crest. That means almost entirely unobstructed views of mountains, ocean and city. Those who have yet to experience living with a view may be pleasantly

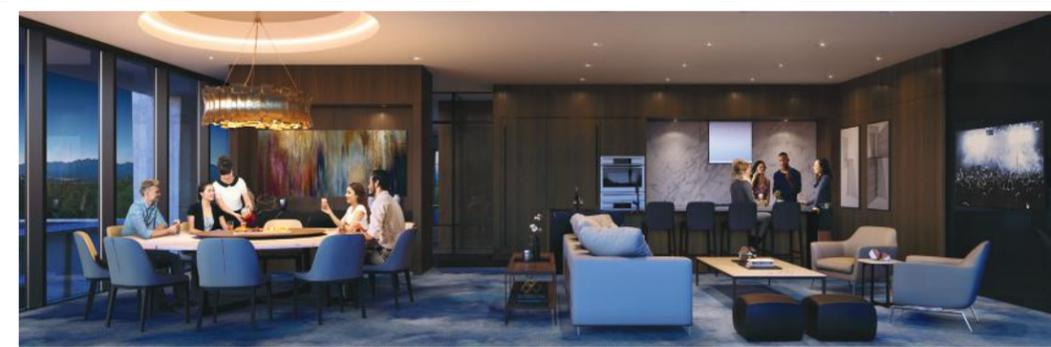
surprised by how greatly it can impact your quality of life.

## Architecting a Way of Life

Few things get us as excited as beautiful architecture. With Sussex, we know you’ll share in our enthusiasm. The building is both contemporary and timeless. Each detail is elegantly designed to make daily life feel more luxurious – from the rectangular floorplate angled to maximize views, to the spacious private balconies perfectly positioned for enjoying those views with friends and family while dining or relaxing outdoors.

## The Pleasures of Social Space

At Townline, we carefully design living spaces that create pleasurable and social living



“Thinking about how people really live is so important to Townline. We put a lot of thought and energy into how we understand interior and exterior living space, amenity layout and usage, suite orientation and exposure.”

– Chris Colbeck, VP Sales & Marketing, Townline



“Sussex is one of the most stunning architectural pieces we’ve been involved in to date.”

– Rick Ilich, President, Townline



experiences for each of our homeowners. Sussex residents will enjoy a state-of-the-art fitness and yoga studio and a dramatic, Feng Shui inspired, double-height lobby. But we wanted to go well beyond the typical amenity offering to make this a truly unique vertical community where social gathering spaces invite connectivity and improve the experience of each person who lives here.

With this aim, we included more than 6,000 square feet of elite amenities designed to enhance our homeowners’ lifestyles. Indoor and outdoor dining spaces, where you can connect with friends and family. A hotel-inspired guest suite for your visitors. Double-sided fireplaces, BBQs, and plenty of comfortable seating on the terrace. There is even an elevated modern bowling lounge: two full-sized lanes with an

engaging social lounge. Choosing your social activities at Sussex can be a tough split!

## Homes Where Life Happens

While the experience at Sussex is about so much more than personal

“What we’ve created at Sussex will remain topical for a long time.”

– Rick Ilich, President, Townline

space, each home is undoubtedly spectacular. The interior design is stunning; the floorplans are well thought-out; the outdoor spaces are large and inviting. We paid special attention to the little details that make everyday life comfortable. People tend to congregate in kitchens, so we

designed large, functional kitchen islands with additional storage and extra seating. In smaller homes, these islands double as dining tables to maximize living space. Every bathroom is subject to moisture, so we curated oversized tiles that run to the ceiling, protecting the wall surfaces while adding a luxury hotel feel.

Whether you’re in a 489 square foot junior one-bedroom or a 1,603 square foot penthouse, your home should be as beautiful to look at as it is impeccably designed to suit your lifestyle requirements.

## Set Yourself Apart

At Sussex, we offer the location, the experience, and the level of sophistication that set us apart. The demand for homes at Sussex was unprecedented, so it came as no surprise that the homes virtually sold out as quickly as they did.

# The Art of Vertical Community Building

Vancouver has become a world leader in building vertical communities, with more high-rise developments per capita than most urban centres in North America. Along the way, we as a city began to realize that our vertical communities require careful consideration to ensure they don't become isolating.

At Townline, our passion is community building – both at street level and skyward. We embrace it as an art form involving clever design, planning and valuable insights into today's lifestyles and how people want to live.

## Spaces for Every Moment

A truly successful vertical community is one that creates and

sustains a thriving neighbourhood within the building. It fosters connection not only with each resident but also with its surroundings at street level – whether through its social amenities, curated retail, art installations, gardens or public spaces. Each vertical community embodies and reflects the neighbourhood in which it is built. It offers thoughtfully designed space for each person, for every part of their day.

## How Do We Want to Live?

A vertical community is a microcosm of a neighbourhood. We want to know our neighbours and feel connected to them, but also have privacy. So we need social spaces that are attractive to everyone, that invite community,

and that are both separate from our personal spaces and extensions of them. At Sussex in Metrotown, we have an enormous, beautiful third-level terrace where you can lounge by the outdoor fireplaces with friends or host a dinner party for your entire family. These activities aren't necessarily available to you in smaller homes, but a well-planned vertical community provides these advantages.

## How Do We Improve the Condo Experience?

Condos have many perks and are typically more affordable than detached homes. We consider what the trade-offs are – and we create attractive alternatives. Condos don't usually have backyards; therefore, in addition to expansive outdoor spaces, we

“Townline is leading the pack in evolving vertical living. You can see this in all our communities.”

– Rick Ilich, President, Townline

provide west coast-inspired playgrounds and garden-like terraces to relax in. Condos have shared interior walls, so we create sound-proof music rooms for homeowners to practice their trombone or clarinet without causing disruption to others. We create zones for kids that flow with space for parents, but also separate places for people who don't have children. And we understand the importance of your furry four-legged friends, so we offer dog runs and dog-washing stations so you never have to bring a wet, dirty pet through your front door. These examples illustrate how Townline understands – and meets – the needs of our diverse homeowners and their individual lifestyles.

## How Can We Make Daily Life More Convenient?

There are many aspects of condo living that are wonderfully convenient, from underground

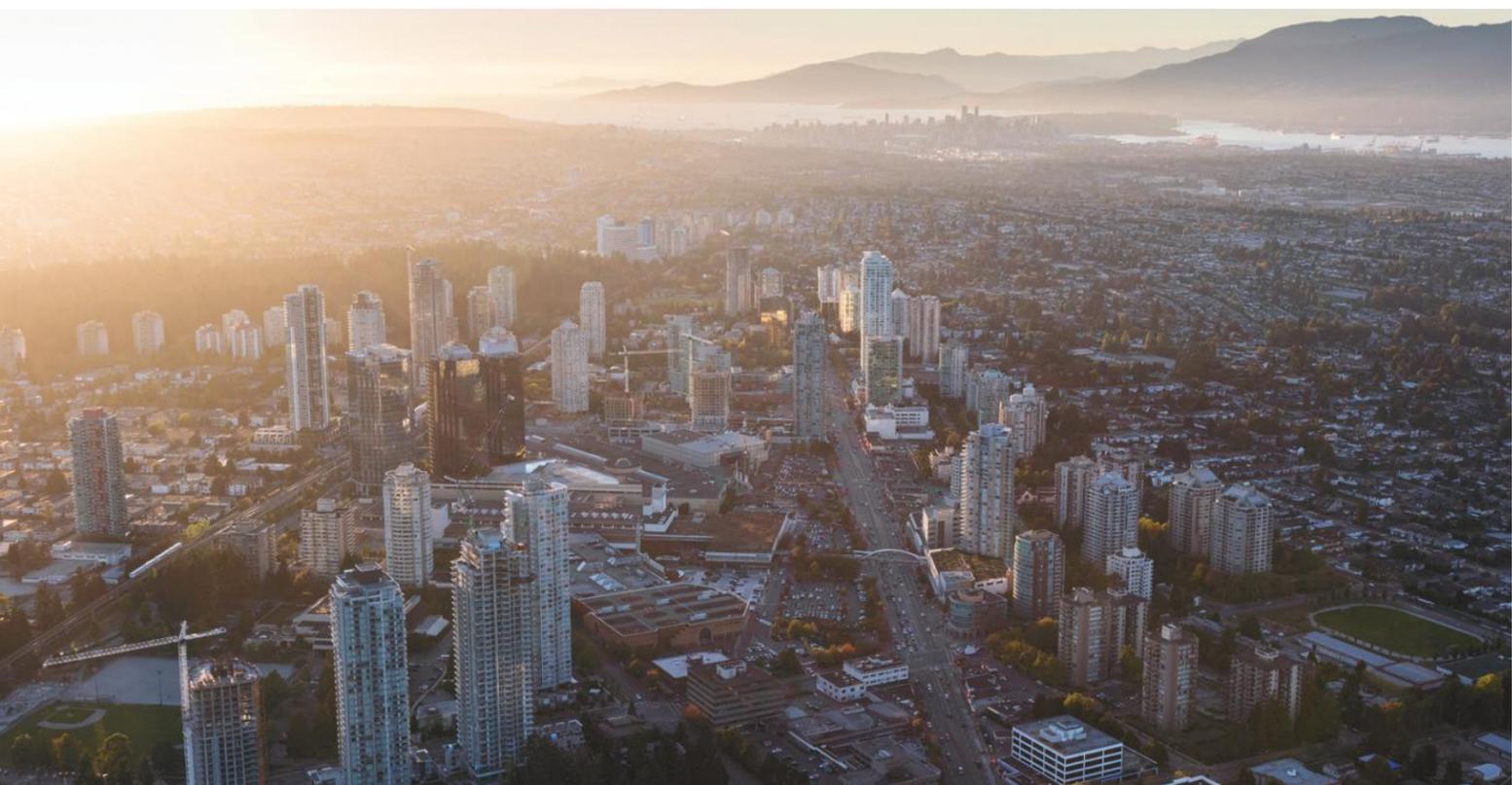
parking to conveniently accessed gyms. At Townline, we take it even further by including a wide range of conveniences, from two-lane bowling lounges to electric car charging stations in your building. People are working from home more, so we're creating comprehensive work spaces both within the home and as part of our amenities for shared use to allow for flexibility. We include convenient outdoor barbecues that create community interaction; plus games rooms, dining rooms, and social lounges. Lobbies are no longer places that people simply pass through; they are sophisticated extensions of each home that invite social gatherings. At Sussex, the gym overlooks the playground, so busy parents can squeeze in a workout while keeping an eye on the kids. Each element of every building is thoughtfully

considered and designed to enhance your lifestyle.

Townline builds for everyone – for the life that unfolds in our homes, in our buildings, on the surrounding streets and in our neighbourhoods. When we've successfully carved out spaces for each moment, for all people, we know we've done our job.



How do we build skyward, while creating space for connection and community?





## Building Opportunity: Purpose-Built Rentals

Picture a typical rental apartment building. What do you see? Likely, a 1960s stucco fortress with an oddly coloured façade, bicycles awkwardly propped on cluttered decks; the location and perhaps the view its only saving grace.

It's been our reality in Metro Vancouver and Victoria for decades now: rental living has been an inferior experience. For those who weren't ready to commit to a condo purchase, or simply preferred the flexibility and simplicity of renting, there were few attractive options.

Now, however, the rental landscape is changing.

**“We’ve always known there was a demand for more and better rental homes,” says Townline President Rick Ilich.**

The purpose-built rental market just wasn't economically viable for many years, according to Townline President Rick Ilich, due to restrictive city policies, lack of land

options and the cost of lending. “We’ve always known there was a demand for more and better rental accommodations,” he says. “Rentals were always on our radar, so it was very exciting when the stars aligned and we were able to start doing it.”

There are many benefits of purpose-built rental housing in the city. These are some of the most important:

**Contemporary Rental Homes:** Bringing beautiful, contemporary rental homes to the market means renters are no longer treated like second-priority urban dwellers. It's an opportunity to live the way they wish, in the neighbourhoods they choose, with all the design and amenities of a “forever” home.

**Amazing Amenities:** Purpose-built rentals allow us to offer our residents kid-friendly, pet-friendly, lifestyle-friendly amenities that are truly amazing – not just “a rental.” That includes state-of-the-art gyms, children's play structures, dog runs, and more. It's unusual for rental homes to allow pets, but every Townline rental community is built with them in mind, too.

**Security:** Renting a condo from a private owner comes with the risk of being asked to leave whenever the homeowner decides. Private-owner rentals may not allow residents to put down roots and really feel at home. With a purpose-built rental, however, there is a greater sense of longevity, and a more stable sense of home.

**“It was too good to be true!” says Hudson Mews renter Heidi Roblesky.**

**Flexibility:** The flexibility of renting is a major draw for many people. Without the ties of home ownership, you have the ability to move when and where you like. It's the freedom to change your mind – and your job, location or lifestyle – any time you choose.

**Financial Freedom:** The cost of home ownership makes renting an increasingly attractive option for many people. Free from the burden of coming up with a down payment, renting can offer a level of financial freedom that allows for exploration of other interests, like travelling, skiing and dining out.

**The Customer Experience:** Townline believes that customer care should be an ongoing relationship – whether you rent or own your property. With a Townline home, programming is put in place to ensure long-term care and satisfaction of our residents – something not offered in a private rental.

“It was too good to be true!” says Heidi Roblesky, who lived at Hudson Mews with her husband and daughter for more than two years. “We'd sold our house in the Okanagan and didn't know if we were going to stay in Victoria, so we really wanted to rent. But the typical options for renting – especially with pets – were not what we wanted. Then we found Hudson Mews and it was everything we could ask for: a modern, upscale condo with a nice kitchen, beautiful views and an amazing location. Everything is right there and it's just a great community.”

However, warns Rick, with the cost of borrowing going back up and the price of land acquisition becoming increasingly difficult, the stars that govern purpose-built rentals may soon fall back out of alignment. If you're not in a hurry to purchase, you may want to secure the right rental while you can.

### 664 Recently Completed Urban Rental Homes by Townline

Hudson Mews, Victoria  
120 rental homes

Hudson Walk One, Victoria  
178 rental homes

Hudson Walk Two, Victoria  
106 rental homes

Camellia at the Gardens, Richmond  
163 rental homes

The Bristol, Cloverdale  
97 rental homes



Images Clockwise:  
Opposite page: Hudson Walk Two  
This Page: Hudson Walk One, Camellia at the Gardens

# Holiday Events in Metro Vancouver & Victoria

The holiday season is here! There are so many wonderful events and fun things to do around Metro Vancouver and Victoria at this time of year, so mark your calendars!

The logo for Metro Vancouver, featuring the words "Metro Vancouver" in a white, cursive font inside a white, cloud-like shape with a soft shadow.

## Vancouver Christmas Market at Jack Poole Plaza

November 23 – December 24

More than 75 huts filled with an array of authentic German delicacies.

## Bright Nights at Stanley Park

November 30 – January 6

The classic holiday train ride and light display in Stanley Park – a can't-miss hit every year.

## VanDusen Festival of Lights

December 1 – January 2

A winter wonderland with over one million lights in stunning VanDusen Gardens!

## Grouse Mountain Peak of Christmas

November 24 – January 7

A true winter wonderland with Santa's workshop, real live reindeer, outdoor skating and sleigh rides in the snow.

## Heritage Christmas at the Burnaby Village Museum

November 25 – January 5

Twinkling lights and old-fashioned fun with a different activity almost every day in December, including Christmas carols and stories, crafts and films, carousel rides and more.

## Coquitlam's Lights at Lafarge Winter Lights Display

November 35 – January 22

One of the largest free outdoor light events in the Lower Mainland, with more than 100,000 twinkling lights wrapping all around Lafarge Lake.

The logo for Victoria, featuring the word "Victoria" in a white, cursive font inside a white, cloud-like shape with a soft shadow.

## Victoria Festival of Trees

November 15 – January 2

Vote for your favourite holiday tree at the Bay Centre and support the Excellence in Child Health Fund.

## Marina Light Up

November 24 – December 31

Come for a hot drink on November 24th to see the boats in front of the Empress Hotel light up for Christmas!

## Magic of Christmas at Butchart Gardens

December 1 – January 6

Thousands of lights plus ice skating and festive high tea in beloved Butchart Gardens!

## Annual Gingerbread Showcase at Parkside Hotel

November 18 – January 2

Pro and hobby bakers from across the island showcase their creativity while supporting the work of Habitat Victoria.



## Residential Update

### NOW SELLING

#### THE GARDENS - JASMINE

Jasmine, the fifth and final phase at The Gardens, is a limited collection of 23 luxurious air-conditioned townhomes featuring efficient layouts, stunning interior finishes and spacious outdoor living areas. Oversized rooftop decks overlooking a natural 12-acre park and double balconies on select homes are just a few of the features that make Jasmine the most sought-after townhomes in Richmond.

SALES CENTRE: #140-10880 No. 5 Road, Richmond BC  
CALL: 604.271.3331 (by appointment only)  
EMAIL: [thegardens@townline.ca](mailto:thegardens@townline.ca)  
REGISTER AT: [townline.ca](https://www.townline.ca)

#### SUSSEX

Located on a tree-lined street in the heart of Burnaby's sought-after Metrotown area, Sussex is just 1-block from the shops and services of Metropolis at Metrotown and the SkyTrain, yet set back from the hustle and bustle of Kingsway. Only two luxury homes now remain in this stylish 41-storey residential high-rise featuring expansive, breathtaking views and over 6,000 sq. ft. of elite amenities.

SALES CENTRE: #118-5021 Kingsway, Burnaby, BC  
CALL: 604.454.0889 (by appointment only)  
EMAIL: [sussexmetrotown@townline.ca](mailto:sussexmetrotown@townline.ca)  
REGISTER AT: [townline.ca](https://www.townline.ca)

### ON THE HORIZON

#### MERIDIAN

An upcoming luxurious 32-storey residential high-rise tower comprised of 198 carefully crafted and intelligently designed 1-, 2-, and 3-bedroom condos, along with a limited collection of only a few exclusive, two-level 3-bedroom townhomes. Conveniently located at Cottonwood Avenue and Clarke Road, residents of these west coast contemporary homes will enjoy living in the centre of Burnaby's burgeoning community, adjacent to the Evergreen SkyTrain line and just steps from a plethora of urban amenities.

SALES CENTRE: Opening 2018  
EMAIL: [meridian@townline.ca](mailto:meridian@townline.ca)  
REGISTER AT: [townline.ca](https://www.townline.ca)

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#### HUDSON PLACE ONE AND TWO

The final mixed-use, residential market towers to complete downtown Victoria's popular Hudson District. Located within walking distance to Old Town, Chinatown, the Theatre District and Victoria's scenic Inner Harbour, residents will enjoy living in a vibrant and energetic urban village with doorstep access to transit, shops, cafes, banking, boutiques and the Victoria Public Market at The Hudson. The first release, Hudson Place One, is a luxurious 25-storey landmark tower offering 176 intelligently-designed homes, along with downtown's highest elevated city, harbour and mountain views. It also includes over 11,000 sq. ft. of indoor and outdoor amenities.

SALES CENTRE: Opening 2018 at 755 Caledonia Avenue, Victoria, BC  
EMAIL: [HUDSONPLACE@TOWNLINE.CA](mailto:HUDSONPLACE@TOWNLINE.CA)  
REGISTER AT: [townline.ca](https://www.townline.ca)

#### NO. 3 ROAD

Coming to the heart of Richmond's City Centre, at Lansdowne and No. 3 Road, this mixed-use, residential development features 3 high-rise towers with close to 300 stylish homes, exclusive amenities, along with 100,000 sq. ft. of vibrant street-level retail and a signature office tower. Located adjacent to the Lansdowne Shopping Centre and the Lansdowne SkyTrain Station, these residences will provide instant access to the YVR Airport, Downtown Vancouver, the McArthurGlen Designer Outlet and are walking distance to a diverse collection of shopping destinations, restaurants and grocery stores.

SALES CENTRE: Coming Soon to Richmond, BC  
REGISTER AT: [townline.ca](https://www.townline.ca)

#### HOLLAND PARK

A 25-storey residential high-rise tower offering 248 well-finished city homes, consisting of condominium suites and three-level townhomes. Located in the heart of Surrey's emerging City Centre and overlooking Holland Park. This high-rise tower boasts close proximity to the King George SkyTrain Station, SFU's Surrey Campus, and the Central City Shopping Centre.

SALES CENTRE: Opening 2018 at 13260 Old Yale Road, Surrey, BC  
REGISTER AT: [townline.ca](https://www.townline.ca)

## Custom Homes

Our story began by building custom homes. Thirty-eight years later, custom single-family homes still make up a significant portion of our portfolio. Contact us today for a consultation to start planning the foundation and design of your dream home.

EMAIL: [custom.homes@townline.ca](mailto:custom.homes@townline.ca)  
REGISTER AT: [townline.ca](https://www.townline.ca)

## Office / Commercial

#### HUDSON DISTRICT

Downtown Victoria's new urban village neighbourhood located close to Chinatown and Victoria's scenic Inner Harbour. With 556 homes now completed and another 350 homes on the horizon, Hudson District is becoming known as the "it" neighbourhood for urbanites of all ages and Victoria's preferred place to live, work, play and socialize. It features dynamic street-level retail offering a diverse range of daily conveniences, shops, services, leisure and wellness activities including the Victoria Public Market at The Hudson, home to a variety of merchants and local farmers.

- **Hudson Mews** has only two retail spaces remaining, one is approximately 2,000 sq. ft. and the other is 600 sq. ft. For details contact Anne Tanner from Cushman Wakefield at: **T: 250.410.3001 | E: Anne.Tanner@ca.cushwake.com**
- **The Victoria Public Market at The Hudson** currently has one prime 800 sq. ft. space available next to the main entrance off Douglas and Interior Market Stalls available for lease. For details contact Jaymie Humber with Quay Management at: **T: 778.433.2787 | E: info@victoriapublicmarket.com**

#### THE STRAND

Now selling nine prime street-front retail spaces within walking distance to the Moody Centre Station. Spaces range between 594 sq. ft. - 1010 sq. ft. totaling 6,800 sq. ft. Retail spaces are located below 84 residential suites in the heart of Port Moody's emerging Oceanfront District and also home to the Port Moody Legion Branch 119. For details contact Craig Ballantyne from Cushman Wakefield at:

LOCATION: 2513 Clarke Street, Port Moody, BC  
CALL: 604.608.5928  
EMAIL: [craig.ballantyne@ca.cushwake.com](mailto:craig.ballantyne@ca.cushwake.com)

#### THE BRISTOL

A total of eight street-front retail spaces available for lease, totaling 10,300 sq. ft. with spaces ranging between 810 sq. ft. - 1528 sq. ft. Located below 97 residential suites in a new purpose-built rental building in the heart of Historic Cloverdale, just off of Highway 15 and north of Highway 10. For details contact Craig Haziza from Cushman Wakefield at:

LOCATION: 5738 175th Street, Surrey, BC  
CALL: 604.640.5891  
EMAIL: [craig.haziza@ca.cushwake.com](mailto:craig.haziza@ca.cushwake.com)

1. Hudson Place One 2. Meridian 3. Sussex 4. The Gardens - Jasmine





## Spotlight: Al Hathaway

Director of Construction

Al Hathaway is partial to the old ways of doing things: work hard, work long, be accountable and beat the budget.

The new ways – not so much. That includes our modern tendency to hide behind email. “I get an email from one of my guys saying City Hall says no. I show up at City Hall, have a conversation, and in ten minutes, City Hall says yes. You have to show up and talk to people to get everybody on the same page.”

It’s that personal accountability and that focus on personal relationships that are the keys to Al’s kingdom. Al has worked with Townline for only a few years, but he’s known many team members for years. “I like Rick,” says Al, “and I like the team. We’re doing good things here.”

In fact, after putting up a total of 74 buildings (including five currently in progress) across Metro Vancouver, San Diego, Toronto, and Victoria, he knows practically everyone in the industry. And everybody knows: if you’re not doing your best and doing it well, you won’t last long on Al’s job site.

His own philosophy for operating a project? Show up, make sure everybody’s on task, and give ‘em hell if they’re not. Al is on the job 12 hours a day, including Saturdays. “I can’t sit still,” says Al. “If I’m not on the site or in the office, I’m in my garage tinkering with old cars at 3 a.m. I don’t sleep much. 4 a.m., I start calling my trades.”

### “Do what you say. Stay on budget. Schedules are everything.”

His bottom line: “Do what you say. Stay on budget. And schedules are everything.” If one person misses a deadline, explains Al, the domino effect causes 200 more missed deadlines. So he makes sure every last detail gets done – no matter what. “I told one guy he couldn’t have the day off to get married because I thought it would affect the schedule,” laughs Al, with some colourful commentary about marriage in general.

### After putting up a total of 74 buildings, Al Hathaway knows a thing or two about getting stuff done.

But here’s the thing: loyalty is Al’s holy grail. He’s been a loyal partner to his wife since they began dating in grade 11. When he takes trips with his team, he’d rather be going with her. When his team members have a drink and confess what they really think of the “old way” of doing things, Al takes it. And gives it back, of course. Often, the next day, there’s a new sense of loyalty – even friendship.

“You command respect, you demand hard work and at the end of the day, you reward them.” That right there is the story of Al. He’ll push you hard. He’ll ride you. And when a job is well done, he’ll reward you for your efforts. Fridays are for team gatherings. Rewards come to those who work hard. Special plaques showcasing the final product are delivered to each team member, so they can proudly show their family and friends the incredible building they helped create.

When asked what he is most proud of, for the first time, Al pauses. “You’re proud of your kids. You’re proud of your buildings.” He pauses again. “I wake up every day trying to do the best I possibly can, trying to get other people to do the best they possibly can. If you succeed in doing that, it’s something to be proud of.”

He doesn’t really need to work anymore, but there’s no end to Al in sight. “I love it. And I love teaching people the value of hard work!” he laughs. “That’s part of the deal.”

## Remembering Mike Mallard

(April 29, 1962 – August 23, 2017)

This summer we were shocked and saddened by the loss of our colleague Mike Mallard, Customer Service Technician, who passed away suddenly after a very short and courageous battle with cancer. The news hit our team hard, especially those who worked with Mike directly within our Sales, Marketing & Customer Service departments.

As stated by his family, “Mike was larger than life with a generous heart and always eager to lend a helping hand.”

We’d like to tell you a bit about Mike as we knew him, a valued member of our Townline team.

Mike first joined Townline Homes in March 2016. He had a few years’ experience with construction and renovations, but it was Mike’s enthusiasm, willingness to learn and strong work ethic that awarded him his position with Townline, mentored in both Construction and Customer Service. Mike worked hard to learn all aspects of his role quickly and efficiently; and strived to deliver quality service to Townline clients. If he didn’t have an answer, he’d diligently ask questions and do his research, determined to give his best no matter what the circumstances.

Mike will be missed and remembered fondly as his smile and laughter continues to reign within our hearts. Rest in peace, Mike. You made a wonderful contribution to Townline, to our team and to our homeowners.

