

BUILDING TO A HIGHER STANDARD



QUALICO[®]

2018
A YEAR IN REVIEW

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MESSAGE FROM THE PRESIDENT

Reflecting on our businesses activities of 2018, we've seen a drive and determination to achieve success and we have a lot to be proud of. Our teams have been hard at work, reaching to make sales goals, recognizing achievements, hitting milestones on company-wide initiatives - all while finding time to give back to the community. We believe that we have a responsibility to give back to the communities that we help build. This is a tradition that dates back to our founders at Qualico, David and Katherine Friesen.

Qualico's strength is our diversification.

Qualico operates in a cyclical industry with highs and lows. Where some markets and areas of business face tougher market conditions and other influences over which we have little control. We can be confident in our position to weather the storm and take advantage of industry cycles.

We have great people who are doing some fantastic things in Qualico. The more that we can share those things and take advantage of those ideas in other areas of the business, the further we will strengthen our company.

Working together, problem-solving and leveraging our diversity will be key. This is the time when investment in our future growth and success will be most important. As we bring on new technologies, improve our systems and enhance our procedures, we can strengthen our businesses for even greater success.

I believe there is a bigger picture to working at Qualico. I want our employees to be proud of where they work and strive to do their best.

We all have the ability to create a lasting impact. I want to help all of those who work at Qualico understand the significant role they play in helping to shape our communities.

Sincerely,

Kevin Van



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INTEGRATED REAL ESTATE MODEL

— PROPERTY MANAGEMENT —

RANCHO





HISTORY

OUR STORY

The story of how Qualico came to be is the story of its founders – Dr. David Friesen and Katherine Friesen. It was their vision, incredible work ethic, and intuitive business savvy that laid the foundation for what Qualico has been able to achieve since its inception in 1951. A vision that began with the construction of six homes and grew to become one of Canada’s most successful integrated real estate companies.

Established in Winnipeg, Quality Construction expanded into Calgary in 1954 and Edmonton in 1955. In 1972, the company changed its name to Qualico and has since expanded into Vancouver, Saskatoon, Regina, Austin and Dallas, Texas.

Today, thousands of families choose Qualico to build their homes. The company’s activities span the entire real estate spectrum and include land acquisition and development, single family and multi-family home divisions, commercial development, property management, concrete ready-mix supply, building materials supply, and manufacturing divisions.

HISTORICAL HIGHLIGHTS

- — **1951**
QUALITY CONSTRUCTION COMPANY LTD. IS INCORPORATED
13 homes are built
- — **1954**
QUALICO BUILDS OFFICE AND PREFAB FACILITY IN CALGARY
- — **1955**
QUALICO EXPANDS INTO EDMONTON
20 homes are built in the first year



- — **1957**
RANCHO REALTY IS FORMED TO DELIVER A NEW WAY OF SELLING HOMES
- — **1969**
QUALICO WINNIPEG INTRODUCES CONDOMINIUM LIVING TO THE PRAIRIES
- — **1973**
QUALICO ENTERS THE VANCOUVER MARKET
- — **1989**
STAR BUILDING MATERIALS IN WINNIPEG EXPANDS BUSINESS TO THE REST OF THE BUILDING INDUSTRY
- — **2004**
QUALICO ENTERS THE AUSTIN, TEXAS MARKET
- — **2008**
RANCHO MANAGEMENT SERVICES HITS THE TOP 10 IN CANADA FOR THE TOTAL SQUARE FOOTAGE OF CONDOS MANAGED
- — **2011**
EPCOR TOWER IS COMPLETED IN DOWNTOWN EDMONTON, A JOINT-VENTURE PROJECT THAT IS QUALICO’S LARGEST AND TALLEST OFFICE TOWER
- — **2013**
QUALICO ESTABLISHES BUSINESS UNITS IN BOTH REGINA AND SASKATOON
- — **2017**
QUALICO ENTERS INTO DALLAS, TEXAS MARKET





Quadrants and districts, streetscapes and skylines, hi-rises, low rises, homes of all shapes and sizes, from the neighbourhood design to the concrete in the foundation:

WE BUILD IT ALL

We speak the language of architects and economists, of engineers and contractors, of city planners and project managers. As a private company, we find ourselves building on the most public stage in the world.

**THE CITY.
YOUR CITY.**

The place where your children will grow up.
And your parents will share stories of days long past.
It is the backdrop for our victories and our failures,
of our adventures and our friendships.
It is the stage on which so many of our experiences play out.



AND MORE THAN ANYTHING, WE NEED TO GET IT RIGHT.



We need to bring longevity and sustainability to our city's built spaces so that they can be enjoyed today, and for decades to come.



We need to thoughtfully design and support our communities so that they encourage stronger connections between people, services, and businesses.



We need to take every opportunity to improve the way our cities grow and interact so that the legacy we leave behind is one that future generations will be proud to continue.



We need to understand our customers *so well* that when we build an office tower, a family home, or a network of roads and walkways, it's done with such care and purpose, and to such a high standard, that it provides an experience that's second to none.

On every block, every street, and every lot, we have the chance to build a better city.
For us, that's the best reason to come to work each day.

Qualico, Building to a Higher Standard.





SINGLE FAMILY HOMES COMPLEMENT EVERY LIFESTYLE

Qualico has built single family homes since 1951. Today, we offer alternatives to fit every stage of life and every budget—from entry-level models to luxury residences. The demographics of homeowners are constantly evolving and household structures are becoming more and more varied. Our homes are designed to meet the needs of an increasingly diverse society.

In every design, our decades of experience and innovation are evident in the quality of materials and workmanship, the trend-setting design features, and the energy-saving materials and technologies that are so important in challenging climates.

Our commitment to customer service is unmatched and, as part of that commitment, all of our homes are backed by independent third-party warranty programs. We have single family home divisions in every market in which Qualico operates that includes such brand names as Foxridge Homes, Broadview Homes, Pacesetter Homes, Sterling Homes, Montana Homes, Kensington Homes, NuVista Homes, and Augusta Fine Homes.





PACESETTER HOMES RECOGNIZED FOR A SECOND TIME ON BUILDER TOP 100 LIST

AUSTIN, TEXAS. Pacesetter Homes Austin has made the Builder Magazine Top 100 list for the second consecutive year. "A special thank you goes to Qualico for supporting our growth efforts to make this possible. The entire team of Pacesetter Homes deserves this prestigious recognition as they unselfishly put forth exceptional efforts each and every day," said Tom Lynch, President and General Manager, Pacesetter Homes.

Making it onto the Builder Top 100 list is an important indicator of professionalism, dedication, and quality, and is a valuable asset for marketing and establishing a trusted reputation within the industry and among potential customers.

Dennis Ciani, Marketing Manager, Pacesetter Homes, has previously attributed the company's success and placement on the list to affordable pricing, product diversity, relationship-based sales training, and effective growth management.

Congratulations to Pacesetter Homes for being recognized again as one of the most successful builders in the U.S.!





FOXRIDGE WINNIPEG NEW AND AWARD-WINNING

WINNIPEG, MANITOBA. Under Vice-President Tony Balaz's direction, the future of Foxridge Homes in Winnipeg is extremely bright.

"We work with the best tradespeople in Winnipeg and our core value proposition in the market will be the refinement and appeal of a well-built home," said Tony.

"We're in the exciting process of creatively re-thinking how we present the Foxridge Homes brand to compete with local custom builders," said the Sales Manager for Foxridge Homes. So far, Foxridge Homes Winnipeg has won gold for two homes at the Manitoba Parade of Homes: Bridgwater Trails at 364 Willow Creek Road, and Ridgewood West at 3 Munnion Road.





AUGUSTA FINE HOMES DELIVERS ON CUSTOMER'S FORWARD-THINKING DREAM HOME



EDMONTON, ALBERTA. Augusta Fine Homes built a net-zero home in the community of Langdale, Edmonton in 2017. Net-zero means it produces the same amount of energy as it consumes over time. Features that accomplish this include solar panels, a heat recovery ventilator (HRV) system, upgraded insulation, and an airtight building envelope.



The project taught the Augusta Fine Homes team a lot, according to Shawn Kosowan, Director of Operations at Augusta Fine Homes Edmonton. "We are slowly introducing energy-saving and sustainable items into our specification," said Shawn. "The Alberta government and City of Edmonton have incentives right now that equate to about a 30 percent rebate on a solar-energy system. This also reduces the payoff by approximately five years, on average."





PACESETTER HOMES AUSTIN RECOGNIZED FOR USE OF ENERGY-EFFICIENT TECHNOLOGY

AUSTIN, TEXAS. The Best Production Homebuilder Award was presented to Pacesetter Homes at the Austin Business Journal's 2018 Residential Real Estate Awards luncheon. Held for the past 19 years, these awards celebrate top-selling realtors and the area's best homebuilders.

Pacesetter Homes was selected for using cutting-edge technology to create energy-efficient homes and for offering affordable housing options in the Austin area - specifically for their work in the Whisper Valley community.

"Pacesetter Homes was the first volume builder to step forward and incorporate geothermal heating, cooling, and hot water technology at the neighbourhood level in Whisper Valley," said Dennis Ciani, Marketing Manager at Pacesetter Homes Austin. "Recognition by the city and the industry we are in is an honour."

Other features by Pacesetter Homes in Whisper Valley include solar panels, Google Fiber and integrated network capability, Nest smart environment systems, and energy-saving plumbing, light fixtures, and appliances.





STERLING HOMES CALGARY AND QUALICO FORT MCMURRAY WIN FOR CUSTOMER SATISFACTION AT H.O.M.E. AWARDS



CALGARY, ALBERTA. Sterling Homes Calgary and Qualico Fort McMurray both won Best Customer Service at the 2018 H.O.M.E. Awards hosted in Calgary, with the highest customer satisfaction scores in their regional category.

"Congratulations to Bill Bobyk and his team at Sterling Homes," said Glynn Hendry, Regional Vice-President of Southern Alberta, on the Single Family 150+ Homes subcategory win. "For Sterling Homes to achieve such an award is worth taking a moment to reflect upon."

Nicholas Carels, Assistant General Manager of StreetSide Developments Edmonton, noted the significance of the Single Family 46-149 Homes award for the Fort McMurray team. "Building homes in Fort McMurray has never been more difficult than over the past few years while completing the rebuilds of homes lost in the 2016 wildfires," he said. "We are exceptionally proud of our local team in Fort McMurray."

PACESETTER HOMES DALLAS-FORT WORTH CELEBRATES FIRST CLOSING



DALLAS-FORT WORTH, TEXAS. The Pacesetter Homes Dallas-Fort Worth (DFW) team celebrated their first closing on August 30, 2018. The inventory home sold early in the process and was a significant milestone for the DFW team, which continues to grow and learn as Pacesetter Homes positions itself in the local market.

"The first closing we did was absolutely wonderful," said Shyril Small, New Homes Sales Specialist at Pacesetter Homes DFW. "It was very smooth, and we sold to a great family. We all pulled together to make it happen."

The team accomplished a lot since the beginning of the year. They have 12 communities under contract, started over 45 homes, opened or started several models, completed five sales at the time of this article, and built the brand among peers, developers, and brokers.

Blake Friesenhahn, Vice-President of Pacesetter Homes DFW, noted that there is still much work to be done to make even bigger strides.





EXCELLENCE IN ALBERTA 2018 CHBA EDMONTON REGION AWARDS

EDMONTON, ALBERTA. Qualico business units were well represented at this year's Awards of Excellence in Housing presented by the Canadian Home Builder's Association Edmonton Region on March 17, 2018. Notably, Sterling Homes Edmonton earned the Best Sales and Information Centre award in the Single Family homes category for Allard in Heritage Valley.



PACESETTER HOMES REGINA RECEIVES MULTIPLE AWARDS AT ANNUAL MASTER AWARDS

REGINA, SASKATCHEWAN. Pacesetter Homes Regina did well at the Regina & Region Home Builder's Association (RRHBA) Annual Master Awards. They received a number of awards and recognitions, both for home designs and for individual sales employees.

Awards and recognitions from the evening include:

Best Semi-Detached

(Duplex) Master Award - 8881 Kestral Drive

Best Production Home Over 1,900 Square Feet

(Chelsea Model) - 7968 Barley Crescent

Finalist for Best Production Home Under 1,399 Square Feet

Valencia Model design

Finalist for Best Townhome Under 1,200 Square Feet

Remington Townhouse design

Finalist for Best Townhome Over 1,200 Square Feet

Kensington Townhouse design

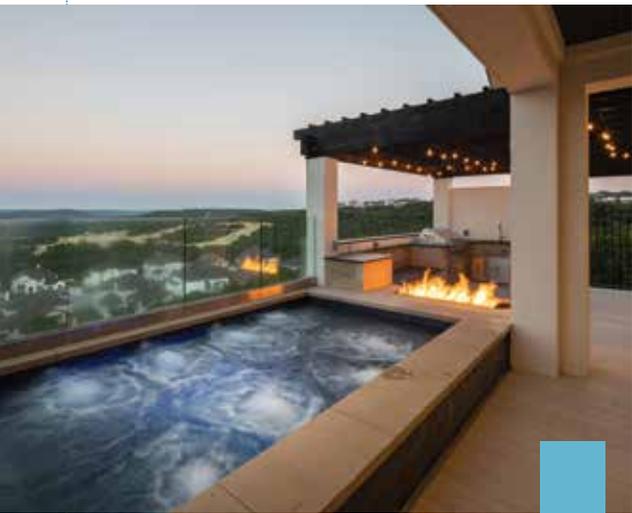


HILL COUNTRY ARTISAN HOMES WINS BEST IN SHOW AT AUSTIN PARADE OF HOMES

LEANDER, TEXAS. Hill Country Artisan Homes earned the title of Best in Show at the Austin Parade of Homes, along with awards for Best Outdoor Living, Best Pool, Best Master Bath, Best Formal Dining, and Best Fireplace. This was the first year that Hill Country Artisan Homes entered the Parade of Homes Awards, and Roy Edmiston, General Manager, was extremely proud of the accolades that this beautiful home earned.

"The building of this year's Parade of Homes entry was a highly-coordinated team effort that brought out the best in our construction team and all of the vendors and suppliers that were involved," said Roy. The home itself features 5,056 square feet of living space and is situated on a beautiful hillside.

Hill Country Artisan Homes is known for luxury, comfort, and functionality. Its 2018 Austin Parade of Homes winner is a standout example of the homebuilder's impressive ingenuity and attention to detail.





MULTI-FAMILY HOMES

GREAT QUALITY AND EXCEPTIONAL VALUE



With over 65 years of building excellence, Qualico has earned a reputation for market leadership and building distinction. Qualico’s multi-family projects build on this legacy.

Operating under the StreetSide Developments umbrella, our multi-family division has developed apartment-style, townhome-style, detached-home, and luxury condominiums throughout Western Canada.

With projects that range from innovative urban developments to historic retrofits to adult lifestyle communities, we provide a range of solutions for home ownership. With a focus on quality, value, and service, we are passionate about building lasting relationships with our suppliers and our customers.





STREETSIDE DEVELOPMENTS CALGARY WINS BIG AT THE BILD AWARDS

CALGARY, ALBERTA. StreetSide Developments won the Best Town Home awards in two categories at the 2018 BILD Calgary Region awards.

The Vivace D2 Model in West Springs won the \$410,000-\$509,000 category. This three-bedroom townhome features high-quality finishes and three outdoor living areas for ample opportunities to relax and dine outside.

The \$510,000 and over category was won by StreetSide Developments' Alba model in Killarney. Also a three-bedroom townhome, it has luxurious features like nine-foot ceiling height, quartz countertops, designer lighting, and outdoor space.

The BILD Calgary Region Awards Gala brought together 1,400 guests to recognize the achievements of industry professionals and companies who have contributed to the prosperity and industry development of the Calgary region. Qualico business units were well represented among the nominees and winners.

There were 700 entries for 58 awards in 11 different categories, which meant there was some serious competition.





STREETSIDE DEVELOPMENTS WIN FOR CUSTOMER SATISFACTION AT H.O.M.E. AWARDS

EDMONTON, ALBERTA. StreetSide Developments Edmonton brought home the Best Customer Service award in the Multi-Family 116+ Homes category at the 2018 H.O.M.E awards, hosted in Calgary.

Qualico's commitment to customer satisfaction was recognized through multiple nominations and wins for the eighth annual CustomerInsight H.O.M.E. Awards. CustomerInsight provides customer satisfaction tracking services that survey homebuyers throughout the various stages of the purchasing process. The awards celebrate industry members who continuously strive towards providing exceptional home buying experiences for their customers.

"We are excited and humbled to see that those who have purchased a home from StreetSide Developments Edmonton feel we have done an award-worthy job of discovering and exceeding those expectations," said Nicholas Carels, Assistant General Manager of StreetSide Developments Edmonton.





STREETSIDE DEVELOPMENTS VANCOUVER

EVERLY GREEN PROJECT HONOURED AT AWARDS GALA

VANCOUVER, BRITISH COLUMBIA. StreetSide Developments Vancouver received two honours at the 26th annual Georgie Awards gala event on March 10th in Vancouver, winning the Best Project Identity Award and Best Corporate/Project Website Award for the Everly Green project in Langley, BC.

The Georgie Awards are presented each year with categories representing all aspects of the industry, including new residential construction, renovation, marketing, innovation, and energy efficiency.

Vanessa Isler, Director of Sales & Marketing for StreetSide Developments Vancouver, said the team is proud of the awards and noted that they will benefit the company beyond the gala event. "Entering the awards also encouraged the entire team to band together," she said, "because we really had to pull together as much project information as possible in order to even enter the awards."





MANAGING HIGH DEMAND FOR THE IDYLIC CANOPY AT TYNEHEAD PARK



SURREY, BRITISH COLUMBIA. StreetSide Developments Vancouver is delighted to be hard at work on one of their largest townhome projects to date: Canopy at Tynehead Park. A master-planned community of townhomes nestled in an established single family home neighbourhood in North Surrey, these homes are attainable yet designed with a contemporary feel that will make owners proud.

Canopy at Tynehead Park fills a unique need in the market, there are no other townhome offerings in the area. StreetSide Developments' main obstacle has been handling the high demand. The team acquired technology that enabled them to instantaneously adjust pricing from anywhere, write contracts electronically, and monitor homes.

"We want to ensure our registrants who have been following us from the beginning have a fair chance to purchase ahead of the general public," said Jennifer Wilson, Sales Administration Manager.





METRO PROJECT WINS GOLD AT MANITOBA PARADE OF HOMES GALA

WINNIPEG, MANITOBA. Qualico was well represented at this year's Manitoba Home Builders' Association Parade of Homes Gala at the RBC Winnipeg Convention Centre. Several business units received awards and a few even won in multiple categories.

Notably, StreetSide Developments' Metro project at 108-670 Hugo Street South was a Gold Winner.

Kelli Roach, Sales Manager of StreetSide Developments Winnipeg, remarked on the achievement:

"It has been a successful project thanks to a superb team effort. It's a great new development within an established neighbourhood that is getting better by the day with easy access to all areas of the city."





COMMERCIAL SOLUTIONS

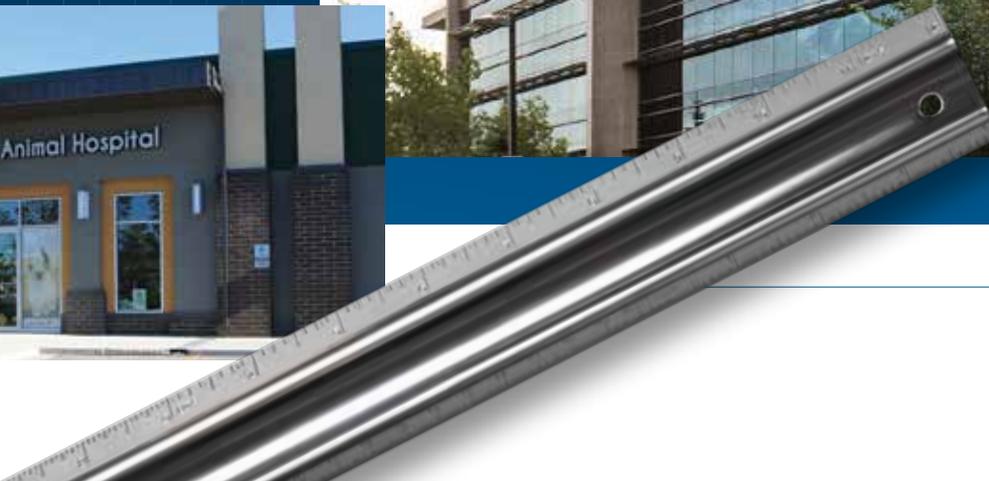
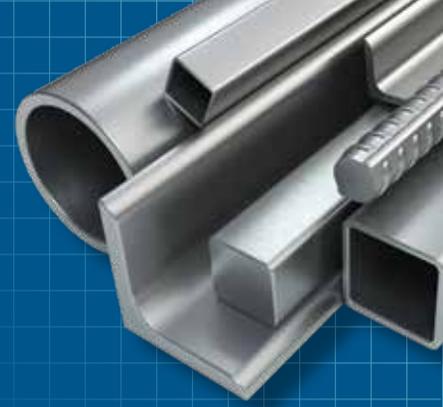
FORM, FUNCTION AND VITALITY

Qualico's commercial projects are comprised of more than three million square feet of commercial space. These properties include downtown and suburban office buildings, community and neighbourhood shopping centres, and industrial subdivisions. Our objective, in every case, is to develop or purchase projects where our management expertise can add value for tenants and the community at large.

All investment assets are managed by our sister company, Rancho Property Management Services.

We continuously seek opportunities to participate in projects that will rejuvenate urban areas with infill projects, bring welcoming amenities to suburban neighbourhoods, or provide needed operational facilities to industry.

QUALICO[®]
commercial





EPCOR TOWER

BALANCES ENERGY EFFICIENCY AND COMFORT

EDMONTON, ALBERTA. At the heart of Edmonton's downtown is EPCOR Tower, built in 2011 as a joint venture between Qualico and Ledcor Group. In 2015, EPCOR Tower achieved BOMA BEST Gold certification and received the Regional TOBY award for its exceptional environmental performance management system. In 2018, BOMA introduced EPCOR Tower as a case-study example of a BOMA BEST Gold winner.

EPCOR Tower uses a variety of sustainable systems to reduce energy consumption and operating costs. The Honeywell building management system ensures comfort and safety through efficient control of HVAC, energy, lighting, air quality, gas detection, and smoke management. An earth tube system is located under the building and uses geothermal exchange to pre-heat and pre-cool the building's air. There is also a storm water storage tank under the parkade which reduces the need for potable water by an estimated 63 percent.

The BOMA BEST Gold certified EPCOR Tower is an example of Qualico's efforts to make a positive impact on the environment while constructing efficient and affordable buildings.





QUALICO COMMERCIAL BC SCOOPS UP PRESTIGIOUS PEER-RECOGNITION AWARD

VANCOUVER, BRITISH COLUMBIA. Qualico Commercial BC took home the award for “Best of the Fraser Valley” at this year’s UDI Awards for Excellence for Phase 3 of Willoughby Town Centre in Langley.

“Willoughby Town Centre is Langley’s first and only walkable, master-planned community comprised of thoughtfully designed residences, quality commercial spaces, and pedestrian-oriented plazas and greenways,” said Gary Mertens, Regional Vice-President of Qualico BC region. “With an increase in population of over 200 percent in the last seven years, the emerging neighbourhood of Willoughby was in dire need of amenities, services, and restaurants.”

Gary shared that the Qualico Commercial BC team feels an immense amount of pride about their recent UDI award win:

“ AT QUALICO, WE STRIVE TO CREATE BETTER HOMES AND COMMUNITIES FOR LIFE, WORK, AND PLAY, AND ARE HONOURED THAT INDUSTRY PEERS HAVE RECOGNIZED US FOR DOING JUST THAT. ”





COMMUNITY

WHERE COMMUNITIES COME TO LIFE

Qualico Communities is recognized as a leader in the development of award-winning, master-planned communities. Our objective for these communities is to provide a variety of housing types and price ranges with attractive features such as extensive walking and cycling trails, lush wetlands, acres of designated parks, and extensive landscaping and playgrounds. These are communities in the truest sense, incorporating not just aesthetic and recreational elements, but amenities such as retail, office sites, community gathering spaces, pedestrian-friendly paths, and community sport facilities.



QUALICO[®]

communities

Since the mid-1970s, Qualico Communities has developed nearly 90,000 residential home sites for single family homes in Winnipeg, Calgary, Edmonton, the lower mainland of British Columbia, Fort McMurray, and Austin, Texas.

We work with local governments, builder contractors and residents to create neighbourhoods with homebuyers in mind. Every community Qualico develops aims to bring homeowners excitement, warmth and discovery.





INTRODUCING CRESTMONT VIEW TO THE CALGARY MARKET

THE LAST FULL-ACRE LOTS WITH A CALGARY ADDRESS



CALGARY, ALBERTA. With views of the Bow River Valley and the Rocky Mountains, Crestmont View is one of Calgary's most scenic communities. Qualico purchased the land almost 20 years ago under a different land use agreement that now affords Qualico "the opportunity to provide the last full-acre lots with a Calgary address," according to Clark Piechotta, Associate Director, Development, Qualico Communities Calgary.

Qualico has developed a website that captures the natural beauty of Crestmont View with drone footage of each lot. Custom videos showcase unique features with animations that outline each lot's size and structure.

"It's about lifestyle over amenities, which is exactly why we wanted the website to feature such remarkable video footage," said Cheryl Heilman, Director of Marketing, Qualico Communities Calgary.

Qualico plans to submit the Crestmont View website to the BILD Calgary Region Awards for the "Best Website" category of 2019.

See it for yourself at: www.crestmontview.ca





HARMONY IN ROCKY VIEW WINS COMMUNITY OF THE YEAR FOR THE SECOND YEAR IN A ROW

CALGARY, ALBERTA. Harmony in Rocky View by Bordeaux Developments Corporation and Qualico Communities took home the Community of the Year award at the 2018 BILD Calgary Region awards.

An extraordinary amount of planning and teamwork went into Harmony, with single family homes surrounded by green belts, parks, a large lake, plus a village centre that will include multi-family housing options and commercial space with plenty of amenities. This beautiful Rocky View community is complemented by trails and greenspace to encourage residents to get outdoors.



LIVING PRAIRIE CHILDCARE QUALICO ANNOUNCES DESIGNATED WORKSITE CHILD CARE CENTRE FOR ITS EMPLOYEES AND SAGE CREEK FAMILIES

WINNIPEG, MANITOBA. Qualico's Manitoba & Saskatchewan Region is proud to announce the ground-breaking of Living Prairie in the Qualico community of Sage Creek in Winnipeg. The 6,060 square-foot daycare facility is the first of its kind for Qualico as it doubles as both a community daycare for Sage Creek and a worksite child-care centre for Qualico.

Living Prairie Childcare—an independently run and provincially licensed daycare—will provide a minimum of 30 priority spots serving Sage Creek community, and another minimum of 30 spots for Qualico employees.

Through collaboration with the Province of Manitoba and with its worksite centre status, the project was expedited over the Summer of 2018 and is targeted to begin operations in Spring 2019.

BUILDING TO A
HIGHER STANDARD



SAGE CREEK ENTERS NEXT BIG PHASE IN THE COMMUNITY'S DEVELOPMENT



WINNIPEG, MANITOBA. The first signs of a future community began in Sage Creek just over 10 years ago - it has now grown to a population of 5,000. When fully complete, the 900-acre development's population will more than double and it will be one of the largest communities Qualico has ever built in Winnipeg.



The community now has a school, as well as numerous amenities including a grocery store, a pharmacy, restaurants, banks, fitness and recreation businesses, health service providers, and a fire hall.

Sage Creek's development is expected to be complete by 2025. There will be "a good mix of commercial amenities, possibly a community centre and a second school, and just a really neat mix of housing options," said Sarah Anderson, Marketing & Community Relations Manager at Qualico Communities.





NEW COMMUNITY OF DAWSON'S LANDING BRINGS NATURE TO THE FOREFRONT

CHESTERMERE, ALBERTA. Qualico Communities broke ground for the new development of Dawson's Landing this past summer. Nestled along the border of Chestermere Lake and within the growing city of Chestermere, the community features a number of ecologically-minded elements that strive to preserve and enhance the natural surroundings of the environment.

At the heart of Dawson's Landing will be a 30-acre EcoPark wetland and duck sanctuary. The wetland will feature boardwalks and natural walking paths, along with several sheltered education areas for students from Chestermere and the surrounding area. The long-term investment in environmental conservation includes storm ponds and specialized loam management.

The community itself is growing quickly. With 4.8 km of lakefront available to enjoy, residents will have the luxury of cottage-country recreation right in their backyard. Dawson's Landing will feature six phases with over 1,300 homes with options like single family, duplex, townhomes, condominiums, and cottages. Showhomes open in 2019.





STRENGTHENING OUR BUSINESS WITH BUILDING MATERIALS AND SERVICES

SUPPLYING THE INDUSTRY'S BUILDING PRODUCTS AND SOLUTIONS

Star Building Materials, with locations in Calgary and Winnipeg, has been serving the retail and building trades industry for decades. The company supplies all types of building products—from foundation to finishing—providing materials and support that our customers need throughout the entire job. Star Building Materials has become a leader in the building supply industry. We bring extensive building experience and a high level of product expertise and commitment to work each and every day.

We also manufacture engineered roof and floor systems in Winnipeg and Calgary through our truss manufacturing operations. As members of the Western Wood Truss Association, we take every detail into account when supplying trusses or engineered floor systems for a project.

Through the Star Ready To Move Homes (RTM) division, we bring over 30 years of experience to building homes and cottages, garages and sheds, and post-frame buildings.



BUILDING A FULLY-INTEGRATED PRODUCT AND SERVICE OFFERING

Qualico has moved into other areas of the homebuilding industry to supply both its own companies, other builders, contractors, and retail customers with an integrated offering of services and products.

Wholly-owned companies of Qualico include The Floor Show, and Star Plumbing. Qualico's sister company Rancho wholly owns Star Mechanical. We also have partnerships with Building Products & Concrete Supply, WM Schmidt Mechanical Contractors Ltd., Leduc Truss, Gypsum Drywall Interiors, and Empire Drywall.





NEXT PHASE OF EXPANSION PROJECT STAR BUILDING MATERIALS WINNIPEG

WINNIPEG, MANITOBA. The expansion of Star Building Materials Winnipeg has been going strong as the third and final stage of the project begins in the coming months.

The first phase, started in 2014, included a new warehouse and asphaltting the entire customer service area. "It has allowed us to separate customers and our own shipping department," said Mark Kennedy, Vice-President of Star Building Materials Winnipeg. "We're able to do more deliveries, about a 30 percent increase in capacity."

Phase 2 of the expansion is wrapping up. It involved 4.5 acres of additional space for a new shipping office and a new cold storage warehouse.

The next phase will be to build a 15,000 square-foot retail store, an upgrade from the previous 4,000 square-foot space. Mark said he expects the next phase - which should be complete by Summer or Fall 2019 - to run just as smoothly.





INNOVATOR AWARD FROM EPICOR TECHNOLOGY

STAR BUILDING MATERIALS CALGARY

LAS VEGAS, NEVADA. Star Building Materials Calgary earned the EPICOR Excellence Award for Technology Innovator at this year's EPICOR conference in Las Vegas.

The Star Building Materials Calgary team uses EPICOR software called BisTrack, a cloud-ready business management software for building centres, pro dealers, and lumber distributors in the lumber and building materials industry.

Ken Crockett, Vice-President of Star Building Materials Calgary explained that they are power users, including using the technology to implement customized dashboards to understand other department's workloads and business needs.

"We have been a beta user for BisTrack on every new release and often provide feedback on improvement ideas," said Ken.

"We consistently are looking at what we have implemented to date and are improving to fit the changing business needs, as well as looking at ways to implement business intelligence that will make our business more efficient, effective, or elegant."

The award came with \$1,000 US cheque for Star Building Materials' charity of choice. The lucky recipient was the 359 Royal Canadian Sea Cadets Corps Chicoutimi.





DISTRIBUTION YARD EXPANSION

STAR BUILDING MATERIALS CALGARY

CALGARY, ALBERTA. Star Building Materials Calgary is proud to announce the relocation of their distribution yard. An industry leader in Alberta, Star Building Materials is expanding to better position themselves to meet market demands and to create room for growth. They are also introducing leading edge technology with the first Boise Cascade precision cut saw for engineered wood products (EWP) in Canada.

The main store, including the truss plant, main office, customer service yard, and door shop will remain at the current location.

The new location is triple the size of their existing location on over 12 acres of land with access to Stoney Trail, and Calgary's ring road. This location strategically locates the distribution yard to better serve current and emergent market needs in Calgary and surrounding areas.

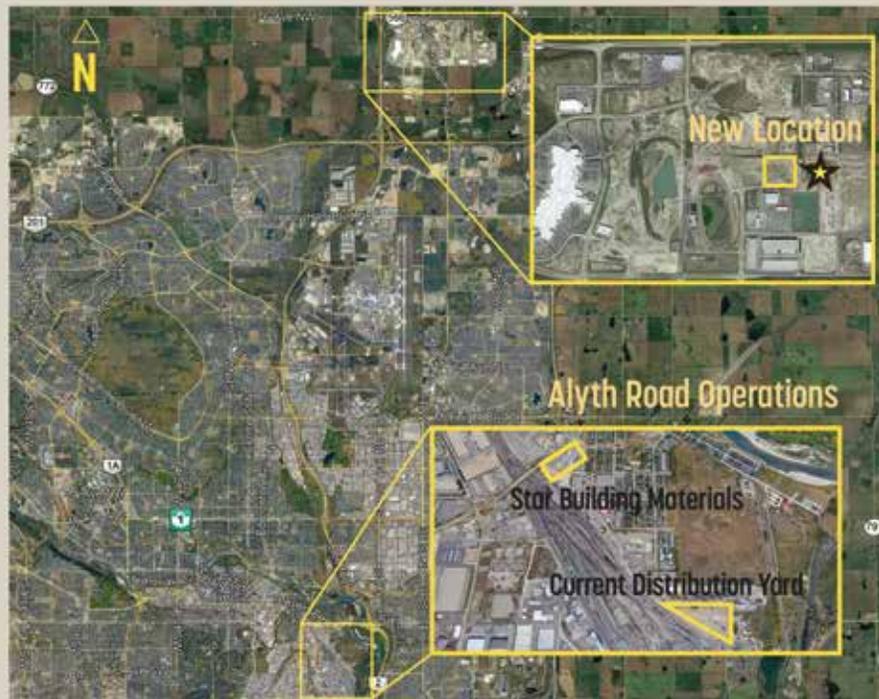
The new site includes:

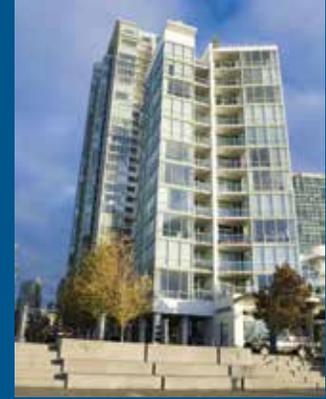
5,000 square-foot,
state-of-the-art EWP saw shop

24,000 square-foot warehouse
with a 3,600 square-foot canopy

New office and staff facilities

**New 12.67
Acre
Distribution
Yard and
Current
Location**





DEVELOPING EXPERTISE IN REAL ESTATE PROPERTY MANAGEMENT

Rancho Realty was established by Katherine Friesen in 1957 to provide real estate sales services to Qualico. The company has since evolved and under the Rancho Management Services brand has developed into one of the largest property management companies in Western Canada with offices in Winnipeg, Edmonton, Calgary, and Vancouver.



Few companies have the history and in-depth knowledge that Rancho Management Services does. A solid understanding of property management coupled with a professional, customer-focused approach has contributed to Rancho's success. The company's management portfolio includes office, retail, residential rental and condominium properties. Across Western Canada, Rancho currently manages 3,500 rental apartments, 40,000 condominiums, and over 3.2 million square feet of office and retail space.

Rancho is consistently shown among the top ten largest strata/condominium managers in the annual survey of "Who's Who" in the Canadian Property Management Magazine. The goal at Rancho Management Services is to maintain the investment projects we manage in a manner that maximizes return on investment according to our client's priorities. Rancho's residential and commercial real estate investment clients include single investors, limited partnerships, co-ownerships, and joint ventures. The company is able to tailor its management and reporting to meet each client's needs. Rancho is also skilled in helping condominium corporations meet the financial and lifestyle goals of unit owners.





RANCHO RANKS FIFTH IN PROPERTY MANAGEMENT MAGAZINE'S WHO'S WHO RANCHO PROPERTY MANAGEMENT SERVICES



VANCOUVER, BRITISH COLUMBIA.

Rancho Property Management Services once again ranked as fifth largest property management company for condos managed in the Canadian Property Management Magazine annual Who's Who survey.

Rancho manages over 40 million square feet of office, condo, apartment, industrial, and retail space in Winnipeg, Calgary, Edmonton, and Vancouver - including over 38,000 condominium units.

According to the Canadian Property Management Magazine survey, Rancho Property Management Services is the 17th largest overall property management company in Canada.

Between 2010 and 2015, Rancho increased its portfolio by 65 percent and has since increased its size by another 26 percent. The company has surpassed Canadian retail giant Cadillac Fairview and now competes with top contenders like FirstService Residential Management Canada. Rancho's steady growth can undoubtedly be attributed to its commitment to delivering a high level of service.

"We are very excited about the future growth opportunities for our condo portfolio, particularly in Vancouver and Calgary. We also anticipate more rapid growth in our commercial portfolio in the next five years," said Dennis Hildebrandt, Vice-President and CFO of Rancho Property Management Services.

WHERE WE OPERATE



EDMONTON

QUALICO[®]
communities

QUALICO[®]
commercial

RANCHO

Sterling
HOMES
A QUALICO Company

Leduc Truss

Pacesetter
HOMES
A QUALICO Company

Empire
DRYWALL LTD.

STREETSIDE
DEVELOPMENTS
A QUALICO Company

STAR
MECHANICAL ELEM. LTD.

AUGUSTA
HOMES
A QUALICO Company

QUALICO[®]
fort mcmurray

VANCOUVER/SURREY

FOXBRIDGE
HOMES
A QUALICO Company

STREETSIDE
DEVELOPMENTS
A QUALICO Company

QUALICO[®]
communities

QUALICO[®]
commercial

RANCHO

FORT MCMURRAY

QUALICO[®]
fort mcmurray

SASKATOON

MONTANA
HOMES
A QUALICO Company

WINNIPEG

Sterling
HOMES
A QUALICO Company

QUALICO[®]
communities

broadview
HOMES
A QUALICO Company

QUALICO[®]
commercial

Kensington
Homes
A QUALICO Company

STAR
BUILDING MATERIALS

STREETSIDE
DEVELOPMENTS
A QUALICO Company

Building Products
A QUALICO Company

RANCHO

GOI
GYPSUM DRYWALL INTERIORS

THE FLOOD
SHOW

STAR
PLUMBING

FOXBRIDGE
HOMES
A QUALICO Company

CALGARY

Sterling
HOMES
A QUALICO Company

Pacesetter
HOMES
A QUALICO Company

W
SCHMIDT
M

Pacesetter
HOMES
A QUALICO Company

broadview
HOMES
A QUALICO Company

AUGUSTA
fine
HOMES
A QUALICO Company

NAVISCA
HOMES
A QUALICO Company

THE FLOOD
SHOW

STREETSIDE
DEVELOPMENTS
A QUALICO Company

Empire
DRYWALL LTD.

GOI
GYPSUM DRYWALL INTERIORS

QUALICO[®]
communities

RANCHO

QUALICO[®]
commercial

STAR
BUILDING MATERIALS

REGINA

AUSTIN, TEXAS

QUALICO[®]
communities

Pacesetter
HOMES
A QUALICO Company

Hill Country
APARTMENT HOMES

DALLAS, TEXAS

Pacesetter
HOMES
A QUALICO Company



COMMITTED TO A BETTER WORLD

For more than 65 years, Qualico has been committed to providing shelter and vibrant communities for families to live, work, and play. That commitment does not stop there. As part of Qualico's long-term vision and mandate, it also recognizes that the company has a commitment not only to its employees, but also to the larger community in terms of environmental stewardship and community support.

SUPPORTING OUR COMMUNITY

Qualico has a long history of giving back to the communities in which we build. This began with our founders, Dr. David Friesen and Katherine Friesen, over 65 years ago, and has continued down through the generations of leadership.

Brian and Ruth Hastings continue to be pillars in the philanthropic communities in cities where Qualico has a history. Kevin Van and Lisa Hastings and their daughters continue this tradition in the third generation of leadership at Qualico.

Both David and Katherine Friesen came from humble beginnings and through their drive and determination, they built successful businesses under the Qualico banner. They would be so proud to not only see what Quality Construction, as it was known in 1951, has become but they would also be proud of how Qualico continues today to deliver on its responsibility to give back to the community.

As Qualico has grown under the leadership of Brian and Ruth Hastings, the approach to corporate giving has also evolved. We want to thoughtfully support our communities, allowing for lasting, practical impact that is both relevant and true to the philosophy of our founders.

Under the leadership of Kevin Van, Qualico has chosen to dedicate our impact giving in five areas: focusing on poverty reduction, gender equality, sustainable building, encouraging lifelong education, and promoting healthy lives.



**END THE CYCLE
OF POVERTY**



**GENDER
EQUALITY**



SUSTAINABILITY



EDUCATION



**HEALTHY
LIVES**





2018

1,100
hours donated
in volunteer time in 2019.

Acts of Kindness QUALICO 2018

Acts of Kindness has gifted over

65

deserving charities that you have nominated with a **\$1,000** donation to help them make a difference. Let's see what your kindness looks like:

We Give Where We Live
The distribution of Acts of Kindness matches the number of employees we have in each region.

18	Winnipeg
14	Edmonton
12	Calgary
10	Surrey
4	Austin
3	Regina
2	Saskatoon
2	Dallas

65
Total awarded Acts of Kindness



QUALICO BUILDING TO A HIGHER STANDARD



QUALICO VOLUNTEERS QUALICO STAFF SERVE UP SUPPORT AT SILOAM MISSION

WINNIPEG, MANITOBA. Over the summer months, staff from the Qualico Corporate and regional employees used a Volunteer Day to serve up nutritious meals to community members in need at Siloam Mission.

Siloam Mission offers a number of programs and services, including employment training and assistance, on-site health care, mental health counselling, and emergency shelter relief. With over 600 people using the organization's meal service three times a day, every day, Siloam has a huge impact on the well-being of many Winnipeggers.

QUALICO SETS VOLUNTEER RECORD HABITAT FOR HUMANITY BUILD

EDMONTON, ALBERTA. The Qualico Northern Alberta Regional office had 86 employees, the most participants ever, take part in a Habitat for Humanity build on September 9, 10, and 11. Staff commented that they are appreciative that Qualico has partnered with Habitat for Humanity to encourage people to volunteer each year.

"Participating in the building of these homes not only makes us glad that we can help make dreams come true for well deserving families, but it also gives us all a chance to sharpen our home building skills," said Nicole Rueb, StreetSide Developments Edmonton. "We feel very privileged and blessed to work for a company that gives back to the community we live in."





HELPING A HERO QUALICO AND PACESETTER HOMES TEXAS SUPPORT

GEORGETOWN, TEXAS. U.S. Army Saergent (Ret.) James “Shane” Ray was wounded while serving in Iraq in 2006, which has forced him to rely on the use of a wheelchair. He received the Purple Heart for his injuries in combat, the Bronze Star for his selflessness and valour, and numerous other medals. He and his wife Tessa have two children. Recently, they lost their home to a fire.

For his service and hardships he has faced, Shane was nominated for the Nominate a Wounded Hero program, which presents an accessibly-designed home to wounded veterans in the MorningStar community of Georgetown.

The home’s construction is partially funded by donations, and Qualico and Pacesetter Homes Texas provided a donation of \$5,000 as part of a recent fundraiser event for Shane and his family.

Brian Higgins, Regional Vice-President, Qualico US Region, and Tom Lynch, President of Pacesetter Homes Texas attended the event.



QUALICO VOLUNTEER DAY FOXTRIDGE HOMES EMPLOYEES PITCH IN TO CLEAN UP REDWOOD PARK

SURREY, BRITISH COLUMBIA. As part of Qualico’s Volunteer Day program, employees are offered one day per year in which they can volunteer for their charity of choice. This year, Foxridge Homes Vancouver chose to organize a group event at Redwood Park where they picked up trash and debris along the park’s trails, picnic areas and playgrounds.

Redwood Park is one of Surrey’s most spectacular nature destinations, boasting over 32 species of exotic trees and scenic hiking trails. Hundreds of people visit the park every day, and although most visitors leave only their footprints behind, a surprising amount of litter collects over time.

WILF TAILLIEU THORACIC ENDOSCOPY UNIT AT HSC QUALICO SUPPORTS HEALTH SCIENCES CENTRE FOUNDATION

WINNIPEG, MANITOBA. When Headingley Mayor Wilf Taillieu’s battle with esophageal cancer sadly ended in June 2016, his wife Mavis decided to make a lead donation to launch the campaign for the Wilf Taillieu Thoracic Endoscopy Unit at the Health Sciences Centre (HSC) Winnipeg. Once operational, the unit will allow for faster diagnosis, treatment, and care for patients with esophageal and lung cancers, and other conditions.

Over the years, Wilf and Mavis developed a close friendship with Qualico owners Brian and Ruth Hastings. To honour Wilf’s memory, Brian and Ruth joined Mavis as contributors to the campaign to develop the Wilf Taillieu Thoracic Endoscopy Unit at HSC.

This is a multi-million-dollar endeavour, and Qualico is proud to have made a significant contribution.





HONOURING OUR LIFEBLOOD GALA

PACESETTER HOMES REGINA SHINES IN PARTNERS FOR LIFE EFFORTS

REGINA, SASKATCHEWAN. The national Honouring Our Lifeblood Gala celebrates the donors, volunteers, employees, community partners, and peer recruiters whose support sustains our country's blood system, stem cell network and transplant system. The gala was held September 7, 2018 at the Canadian Science and Technology Museum in Ottawa.

Pacesetter Homes in Regina was recognized at the national event, represented by Vice-President, Curt Keil.

Pacesetter Homes was nominated for this award by the Regina branch of Canadian Blood Services for signing up 49 donors who gave 106 units of blood.

FIRST WOMEN OF INFLUENCE SPEAKER SERIES

QUALICO SPONSORS HABITAT FOR HUMANITY MANITOBA'S WOMEN BUILD

WINNIPEG, MANITOBA. Habitat for Humanity Manitoba's Women Build hosted the first-ever talk in the Women of Influence speaker series at the RBC Convention Centre, just in time for International Women's Day.

With an audience of 140 and hosted by Global News Winnipeg anchor Lauren McNabb, the inaugural talk featured Mariette Mulaire, President and CEO of the World Trade Centre Winnipeg. Her upbeat and interesting talk discussed lessons she'd learned earning her black belt in Tae Kwan Do, and how the experience helped her in promoting trade with Manitoba's francophone community.



Women Build empowers women to help families build strength, stability and independence.

No experience necessary! Whether you are learning new skills or simply adding a few to your tool belt, this is a rewarding experience for all involved. Habitat provides opportunities for hands-on learning, and given these tools, women can succeed in changing their communities.

Come alone or with some friends - Women helping women through the Habitat Women Build program inspires hope and provides a family an opportunity for a better life.

Upcoming Events

WOMEN
of influence SPEAKER SERIES
Presented by **QUALICO**

Wednesday, September 19, 2018



Save the date!

Series of all-time
held at the RBC
Convention Centre
with guest speaker
President and CEO of
The Canadian Medical
Association, Dr. (Dr)
Omer Malikani, M.D. FRCPC



To make a donation in support of Women Build or register for an event, please visit www.habitat.mb.ca.



QUALICO WINS THE 2018 GVHBA COMMUNITY SERVICE AWARD

GREATER VANCOUVER HOME BUILDERS' ASSOCIATION

BURNABY, BRITISH COLUMBIA. The GVHBA presented its annual Awards of Excellence at the Riverway Clubhouse on October 3rd and Qualico was celebrated as the winner of the prestigious Community Service Award.

"For almost 30 years, Qualico has played a major role in shaping the city of Surrey and has committed to giving back through various charities and organizations," said Gary Mertens, Regional Vice-President, BC Region.

Qualico's local sponsorship contributions included raising over \$2.1 million towards the Children's Health Centre for the Surrey Hospital Foundation's Celebration of Care Gala, \$100,000 to the Langley Memorial Hospital for its new Emergency Department & MRI Suite and \$10,000 to Sunnyside Elementary School for a second playground.

Qualico and its employees also donated time through the Volunteer Day initiative collecting garbage at Redwood Park and volunteering at the Surrey Food Bank.



RIDE THROUGH THE ROCKIES

RAISES NEARLY \$160,000 FOR HABITAT FOR HUMANITY



CALGARY, ALBERTA. Star Building Materials Calgary sponsored Habitat for Humanity's fifth Ride Through The Rockies tour with RBC. The three-day 345 km trek included 26 riders and raised nearly \$160,000. The funds raised by the cyclists will go directly toward Habitat's development of 10 affordable homes in the Calgary community of Bowness. Development began November 2017 and is expected to be complete in March 2019.

Helen Smith, Jeff Laidlaw, and Derrick Resler from Star Building Materials Calgary volunteered to help riders along the trek.

"Our industry is filled with so many passionate people who are highly engaged within their organizations and who all share a desire to help others," said Ken Crockett, Vice-President of Star Building Materials Calgary.

Qualico participants who made the journey include:

- Nicole Younge, Star Building Materials Calgary
- Yan Shedrick, StreetSide Developments Calgary
- Joel Souchette, Qualico Commercial Calgary
- Mike Saunders, Qualico Commercial Edmonton
- Ken Crockett, Star Building Materials Calgary



QUALICO AND KIDS WITH CANCER SOCIETY CELEBRATE THE GRAND OPENING OF PAPA KEN'S HOUSE

EDMONTON, ALBERTA. The Kids with Cancer Society recently hosted its grand opening of Papa Ken's House, a short-term accommodation facility for families who are visiting Edmonton in order to seek treatment for childhood cancer. In partnership with Paddy Webb and the Dave Lede Family Charitable Foundation, Qualico was a major donor and offered expertise and assistance throughout the home build.

"Qualico has really become very much a part of who the Kids with Cancer Society is and what it stands for," said Val Figliuzzi, Executive Director of Kids with Cancer Society.

"You can't think of anyone who needs you more than families with a child who is going through cancer treatment," said Shane Erickson, Regional Vice-President, Qualico Northern Alberta Region, who began Qualico's partnership with the society about seven years ago.

Papa Ken's House is named in honour of Mr. Ken Webb, who was one of the Kids with Cancer Society's early visionaries and advocates.

BIG BROTHERS BIG SISTERS OF CALGARY QUALICO SPONSORS ALL-STARS FOR KIDS CAMPAIGN

CALGARY, ALBERTA. This past August, Qualico partnered with local philanthropist Gary Nissen to sponsor the Big Brothers Big Sisters of Calgary All-Stars for Kids campaign. Together, Nissen and Qualico offered to match all donations up to \$125,000. The fundraising goal was ultimately surpassed at over \$316,000.

The campaign supports the overall mandate of Big Brothers Big Sisters to create and strengthen life-changing mentoring relationships for children and youth facing adversity in Calgary.

All-stars included: Stampeders quarterback Bo Levi Mitchell, Canadian Paralympic snowboarder Michelle Salt, Canadian curler John Morris, and Flames star Sean Monahan.

Several Qualico business units participated in the All-Stars for Kids Day, and Qualico's Southern Alberta Region office ran bingo and a Family Feud-style competition to raise funds.

Qualico has also committed to donating \$250 to Big Brothers Big Sisters for every goal Sean Monahan scores this season. The Calgary Flames Foundation and Monahan himself will match the donation.





SOCIETY OF MANITOBANS WITH DISABILITIES

WINNIPEG EMPLOYEES RAPPEL OFF OF THE MANITOBA HYDRO BUILDING FOR A GOOD CAUSE

WINNIPEG, MANITOBA. Qualico was a gold sponsor of the annual Easter Seals Drop Zone event, a Society of Manitobans with Disabilities fundraiser. This special event had people donning capes and superhero outfits while rappelling down the side of the Manitoba Hydro building – a daring 272-foot descent.

As a sponsor, Qualico had the opportunity to provide two brave volunteers to harness in for the adventure. Paul Gray, Project Manager at StreetSide Developments and Sandra Brand, Payroll and Benefits Manager at Qualico, grabbed their capes and disguises, ready to save the day.



QUALICO HONOURED AT MANITOBA PHILANTHROPIC AWARDS EVENT

2018 OUTSTANDING LARGE PHILANTHROPIC ORGANIZATION

WINNIPEG, MANITOBA. Qualico received the award for Outstanding Large Philanthropic Organization at the AFP Manitoba Philanthropy Awards luncheon.

AFP is an organization that unites both individuals and businesses who serve their communities in a variety of ways, each driven by the goal of tackling some of society's most important issues.

"There really is a long history of philanthropy within Qualico, and it started with the founders, Dr. David Friesen and Katherine Friesen," said Kevin Van, President. "They would give to the community in various ways, and so it's very important for me and the rest of our organization that we continue that legacy, and continue to give back to the communities where we work, live, and play."





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NORTHERN ALBERTA REGION

EDMONTON REGIONAL OFFICE
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HIGHER STANDARD**