



About the Tri City Group

The Tri City Group and its related companies (collectively “TCG”) have been mortgage lenders and real estate developers in Western Canada since the 1960s, and is an intergenerational business managed by the Goodman family, based out of Vancouver, BC. Since its inception, TCG has been carefully selecting and funding short-term residential, commercial, industrial and construction mortgages that have provided a consistent return over the decades. Our mission is to provide safety, security and longevity over our capital, while producing reliable returns. Over time, we have found that mortgage financing is the surest way to achieve our goals in all kinds of economic cycles.

Throughout our history, we have established strong relationships with bankers, brokers, builders and other lenders that provide a steady flow of mortgages into our mortgage flow pipeline. Out of that pipeline, we select those mortgages that meet our criteria, including having a borrower with a track record and a sound exit strategy for the loan. After an internal underwriting process, we then deploy our capital over a timeframe that we control, typically 12–15 months. We receive a consistent return while taking security over the real estate asset at a loan-to-value ratio that is, on average, one third lower than a conservative market value appraisal of the property. As a result, we ensure that we have enough equity in each property to safeguard the stability of our capital investment and the interest on the loan.

Investments in TCG’s managed mortgage trusts are RRSP/RRIF/TSFA-eligible. While many people have seen their RRSPs either earn very low returns or erode over time due to unmanaged fluctuations in public markets, TCG has been able to steadily preserve and grow its capital base due to the success in its lending businesses.

Management Team

Michael Goodman, Principal

Michael Goodman, Chairman and Principal Shareholder of the Tri City Group, has more than 40 years of experience in the mortgage lending industry. After graduating from UBC in 1972, Mr. Goodman joined the company his father had founded, where he has continued to build and manage the company’s extensive mortgage and real estate portfolio in BC and Alberta. Under his guidance, TCG has expanded into other real estate areas, including income property management and land development.

Sandy Oh, MBA, President and Director, Tri City Fund Management

Sandy Oh brings together over 20 years of business experience in private and public companies to Tri City Group. In the 1990s, Mr. Oh worked as Project Manager for Okim Holdings, retrofitting several downtown Vancouver buildings, including the St. Regis Centre in 1997.

Mr. Oh obtained his Bachelor of Arts Degree from University of Toronto, his Master of Arts Degree from New York University, and his Master of Business Administration from University of British Columbia.

Throughout the 2000s, Mr. Oh was involved in the technology sector, incubating start-up firms, working with investment banks and developing private businesses for public offerings on the Toronto Ventures Exchange.



Between 2006 and 2010, Mr. Oh was Vice President of the Newgen Group, a major real estate development and management consulting firm in BC. There he helped assemble, finance and manage a portfolio of properties for the firm and its clients. The commercial portfolio was brought to over \$20 million and included branded hotels and mixed-used commercial buildings in Nova Scotia. Mr. Oh performed the initial investment analysis and advising, arranged the financing, and then installed management systems.

Mr. Oh has been with Tri City since 2011, first heading the Real Estate division and then overseeing daily operations of the private lending business. Mr. Oh currently handles all incoming mortgage files and underwrites all the loans together with Mr. Birch, and the Credit Committee. During Mr. Oh's time with Tri City, he has underwritten over \$150 million in mortgages and managed over \$50 million in real estate.

Winston Wong, Director

Associate of Institute of Bankers, London, UK (with Distinction in Finance of Foreign Trade and Foreign Exchange)

Winston Wong is a veteran banker with over 20 years' experience in lending to small businesses. Mr. Wong started his career at the Standard and Chartered Bank of Hong Kong, where he was responsible for authoring the plan to expand the bank into China and later became the Head of the China Desk. He went on to become the Marketing Manager for all 110 branches.

Mr. Wong came to Canada in 1986 at the request of a very wealthy Hong Kong Family, and founded the real estate division of Magusta Development (B.C.) Ltd. which set out to develop a high-rise residential tower in downtown Vancouver plus a 300-unit condo project in Richmond B.C.

In 1992, he became the Group Managing Director and was recalled back to Hong Kong for 3 years, to run Polytek Engineering, which had eight manufacturing joint ventures in China. He then returned to Canada to become Group Managing Director of Magusta's complete operations and managed their interests in both Hong Kong (including a brokerage firm and a trucking company with a fleet of more than 100 containers tractors) and their real estate division. He has since engaged himself in the tourism and financial industry.

He is well established in the local business community, and has sat on the Board of a handful of public companies, including Director and Member of the Finance Committee of both Avcorp Industries Inc., the largest aerospace manufacturer in B.C., and Pyxis Capital Inc. with assets in excess of US\$ 700 million consisting principally of marketable securities.

Mr. Wong was a Director of New Business Development for Desjardins Financial Security Independent Networks, Burnaby Office, BC before joining the Board of Directors for the Tri City Group, Tri City Mortgage Fund Ltd. and Tri City Fund Management Ltd. He has been a director of an offshore fund managed by China Universal Assets Management Company Ltd., and a major fund manager based in Shanghai, China. Mr. Wong is also active in community service, and has been a Trustee, Director and a Member of Finance Committee of Richmond Hospital Foundation since 2008.



Michael Birch, Vice President and Senior Broker

Michael Birch has been the Vice President, Mortgage Investments of the Tri City Group of Companies since 2009. Mr. Birch brings to Tri City Group more than fifty years of experience in the banking and mortgage industry, and has transacted in excess of \$1.5 billion worth of commercial and residential financings.

Mr. Birch started his career in merchant banking in 1965 in the U.K. where he rose to Area Manager for General Guarantee Corp. in London. He was responsible for five branches from South London reaching down to Portsmouth.

In 1975, Mr. Birch immigrated to Canada and joined the Bank of Montreal where he held the roles of Branch Manager and subsequently Commercial Manager. Three years later, Mr. Birch opened a branch of the Gulf & Fraser Fisherman's Credit Union. Despite the economic downturn of the early 1980's, Mr. Birch built a \$16 million commercial and retail lending business. In 1986, Mr. Birch co-founded the Home Mortgage Group (HMG), a mortgage brokerage company that is now one of the most established brokerages in B.C. While at the helm of HMG, he helped introduce new and progressive ideas to the mortgage brokerage industry, and was one of the founding members of the original Mortgage Brokers Association of British Columbia.

Mr. Birch's earlier endeavors involved military and athletic contributions in England. He was a Physical Training Instructor in the RAF, a member of the RAF Gymnastic Display Team that performed in a Royal Tournament at Madison Square Gardens, a member of the Parachute Rescue Team, the Water Polo Team in Singapore, and a manager of a health club in Birmingham.

After coming to Canada 1975, Mr. Birch contributed to several provincial teams. As Secretary of the BC Field Hockey Association, he obtained grants from \$5,000 to \$60,000. While Manager of the BC Junior and the Senior Field Hockey Teams, his teams both won gold medals at the Provincial Championships. As a member of the Canada Senior Field Hockey Team, he played in a Vancouver tournament with Japan, Korea, Australia and Hong Kong. As a keen runner, Michael ran 20 miles a week in training to complete the Vancouver Marathon.

Lastly, a highlight for Michael, who is a long-time golf enthusiast, was presented with a limited edition set of golf clubs from Jack Nicklaus, the Golden Bear himself.

Omar Lalani, M.Eng, Vice President Real Estate

Omar Lalani obtained his undergraduate engineering degree from McGill University and has been working in the building and development industry since 2002. He has also worked as project manager for small- to medium-sized developers, having managed infill developments and historic building renovations in Brooklyn and Berkeley. In 2007 he obtained his Master of Engineering Degree from McMaster University.

After graduate school, Mr. Lalani took some time to appreciate the technology side of the development industry, and was the interim President of SpaceDox, a Seattle-based software company delivering online, real-time plan review systems for builders, architects and developers to communicate with city planners. Mr. Lalani has been with Tri City Group since 2011 and is currently the Land Development and Real Estate Manager. He oversees the Commercial Real Estate portfolio containing several large tracts of land located near Squamish, Gibbons; and Edmonton, He also oversees Tri City's Income Property portfolio which consists of a variety of property types, including shopping and strip malls, multifamily properties and a marina.