

## The Beiramar Group - Profiles of Success 2005

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Manny Santos and Barry Morrison wear many hats in the course of their day-to-day operations.

Co-founders of the Beiramar Group, the two oversee the mandate, function and operations of the group of companies working in the business of land acquisitions, construction and real estate development.

“This corporate inter-relation allows us to be agile and innovative, which is vital in real estate,” says Santos.

He says the group specializes in the acquisition of large parcels of land strategically positioned for future development. As Mark Twain exclaimed so eloquently: “Buy land; they’ve stopped making it,” or Grover Cleveland who said: “no investment on Earth is so safe, so sure, so certain to enrich its owners as undeveloped realty.”



These statements, made by famous and successful people who understood the power of real estate, is the wisdom that propels the Beiramar Group.

Typically, the business of land and real estate development requires large sums of capital and thus only a few wealthy individuals get to participate, while those with only a small amount of capital can never get involved.

“We make a real estate investment affordable,” explains Santos. “Our model allows investors with even a small amount of capital to join the real estate game.”

In a fluid and dynamic field like real estate, Beiramar Group has distinguished itself through integrity, reliability and reputation - evolving to meet the needs of an ever-changing market, but maintaining core corporate values and best practices throughout.

“We are a company with substance, and ambition,” Santos says.

And with significant land holdings in and around the Calgary area - all poised for development - Beiramar is indeed a substantial player already, and the desire to continue to grow and become an even larger player is at the heart of the organization.

For those reasons, Beiramar recently added the talents of Syd Loeppky, as Vice-president Land Development. With Loeppky in charge, things are bound to heat up quickly.

Santos credits the company's success to the people who not only work in the company - a fully committed leadership group supported by talented staff with the desire to succeed - but also all the investors who see the Beiramar vision and have joined the group.

Santos also offers a tip of the hat to Dan McDermott and Doug Sharp, Vice-Presidents of Investor Relations, who have been with Beiramar since 1999.

“Their work is absolutely critical. They are the front people who manage the investment division and investor relations representatives with whom investors typically interact - no small task, given the company mandate and expectations.”

Santos says the true wealth of the company is in its people, too numerous to detail by name, but integral to the reputation and performance of Beiramar.

“As always, with any successful corporation, committed people make the difference and we are very fortunate to have the most dedicated and best bunch of people.”