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[Mortgage Alliance Ottawa -
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Accelerate the Transition to
Canada's Sustainable Economy

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Please give us a brief description of your business.

As a Mortgage Agent with Mortgage Alliance Ottawa, I help new and existing residential and commercial owners obtain mortgage financing for their properties. I offer honest, practical advice and services to make purchases, refinances and renewals at end of term with as straightforward a process as possible.

How is your business changing the world?

I help individuals and companies finance their projects. I educate them on options to reduce stress while ensuring the fairest terms and conditions. I understand the financing side of green building – I can advise on where energy efficient homes can typically run overbudget, and how to get adequate financing for these projects. I work with and promote the various mortgage programs offered to borrowers that have a Green Energy and Energy Efficient focus. Because most lenders view passive homes as a more expensive, niche industry, they're not always sure they'll recoup their investment. I ensure lenders understand the full value of investing in green homes.

Tell us some interesting facts about you or your company.

- I love that once people acquire a home, it gives them nice smiles on their faces.
- I help Canadians succeed in some of their biggest goals in life. We provide services to clients right across the country.
- I'm involved in autocross and I promote the use of electric cars in racing.

What about environmental sustainability inspires you?

As an educated professional, I see that there are improvements to be made everywhere and that sustainable development requires a balance between our need to move advance technologically, and our need to protect the environments in which we live. As a father I look at the long-term effects of environmental consumption, especially as the houses around now will be there for the next 100-150 years. I continue to explore ways our actions can protect and improve our natural environment as well as our health. Also, I like to promote usage of electric vehicles.

What's your favourite emerging trend related to green energy/sustainability that will change our lives?

The electric vehicle is the emerging technology that will change our world. I have recently purchased an electric car for my daily driving needs.

What's one green technology invention you wish you'd thought of?

Vacuum seal foam insulation. It brings a very high level of insulation, with little material required.

What does your company aim to accomplish in the next five years?

I aim to increase my market share in construction loans, as well as in mortgages for sustainable housing.

How has SMARTNet Alliance helped your business so far?

They've put me in contact with various people in the industry. I work with many players in Ottawa's green industry, helping them finance their projects, including construction and renovation of homes.