

**Sunil K. Bahadoorsingh**  
9 Oakmount Drive St. Catharines, ON L2T2G6  
Tel. 416-576-5067, Email: sunil@summar.ca

**Senior Executive**

Mr. Bahadoorsingh has 24 years successful experience in creating and building businesses, and leading strong teams in uniquely challenging situations.

He is the chairman of The Summar Group of Companies, active in real estate development and the manufacturing and distribution of private label packaged goods to major retailers and international brands.

Prior to founding Summar, he served in a senior management capacity at Xerox Canada and EMC Corporation where he led a number of key initiatives during a period of growth and unprecedented change.

- Finance, Budgeting & Cost Management
- Public Relations & Media Affairs
- Policy & Procedure Development
- Government Regulations & Relations
- Human Resources Management
- Team Building & Performance Improvement
- Strategy, Vision & Mission Planning
- Sales & Marketing Leadership
- Profitability & Cost Analysis
- Programs, Services & Products
- Billing, Collections & Cash Management
- Contract Negotiations & Strategic Alliances

**Professional Experience**

1991 - present

Chairman & Founder Summar Group

Delivered year over year growth since 1991 and expanded the business from real estate development, to manufacturing and consulting.

- Exhibited tireless energy, positive attitude and visionary leadership.
- Recognized as a business leader by both major corporate leaders and elected public officials.

**Penn Terra 2010 - present**

Chairman and CEO of PennTerra that controls over 200,000 square feet of commercial and residential property in downtown St. Catharines and is planning to develop a further 120,000 square feet in 2018. In this role he provides strategic and operational leadership to ensure operating results and leads the management team to create internal procedures and controls, and implement best practices and performance monitoring systems in support of continuous improvement and business growth.

**Notable Accomplishments:**

- Worked together with St. Catharines Economic Development officials and led internal management team to purchase several parking lots in a municipal tender which was used to develop an \$40 Million urban revitalization plan for commercial and residential development in downtown St. Catharines.

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### **New Wave 2008 - present**

Chairman and CEO of New Wave that developed intellectual property in several formulae and manufacturing processes for several PVOH cleaning products which are sold as private label brands to major retailers globally. In this role, created and developed strong infrastructure and implemented the operational leadership and quality process to ensure operating results and lead our company for significant growth for the future.

### **Notable Accomplishments:**

- As the Chairman and CEO of NWG he has worked with the CEO of KIK, the world's largest private label manufacturer of household cleaning products, to establish an exclusive supply and distribution agreement for the company's PVOH products and formulae. This agreement has formed created a platform for NWG & KIK to dominate the multi-million private label PVOH market in years to come.

### **Brave Lion 2004 - 2008**

As the CEO of Brave Lion, he was responsible for developing 250 single family homes in Trinidad. He provided strategic and operational leadership to ensure operating results and lead the management team to create internal procedures and controls, and implement best practices to ensure the completion of a successful project.

### **Notable Accomplishments:**

- Mobilized a multi-disciplined, workforce and management team outside of Canada.
- Worked with Foreign Government Agencies, Royal Plastics, Genivar, and Major Banks to build a 250 home development in the Caribbean

### **Sunmar Group 1991 - present**

Chairman & Founder Sunmar secured several major outsourcing solutions in the areas of service maintenance, plant operations and manufacturing.

### **Notable Accomplishments:**

- Invested, founded, and own several companies in the areas of real estate development and, production of private label products for Major Global Retailers and International Food Brands.
- Worked with Foreign Government Agencies, Royal Plastics, Genivar, and Major Banks to build a 250 home development in the Caribbean
- As the CEO I worked with the EVP of BCE on several major outsourcing deals which have resulted in revenue in excess of \$200 Million.

### **The Document Company Xerox - Xerox Global Services 2002 - 2004**

#### **Senior Partner Technology**

- Partnered with BCE to develop key marketing and business plans to ensure XGS and Bell market penetration and success.
- Secured several strategic XGS solutions within BCE resulting in sales in excess of US\$200 Million.
- Increased XGS awareness and structured key alliances.

# **Sunil K. Bahadoorsingh**

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## **EMC Corporation 2000-2002**

### **Global Sales Manager BCE**

- Managed the global team to develop marketing and business plans to ensure EMC success at BCE.
- Secured several strategic EMC solutions within BCE.
- Increased annual revenue 300% across several BCE BDUs.
- Develop and trained and appointed EMC channel partners to identify opportunities and succeed in emerging markets.
- Created a new sales assignment to establish market share in the Canadian legal vertical.

## **The Document Company Xerox 1994-2000**

### **General Manager**

- Worked with President & Sr. Vice President to implement both financial and marketing strategies to ensure the success of the respective sales teams.
- Contributed to the success of Xerox Sales Teams and individuals by setting and surpassing objectives.
- Conduct quarterly management review sessions for individual sales, program, & account managers.
- Responsible for implementing and ensuring new policies are adhered to.
- Promote an atmosphere of teamwork and encourage the utilization of company resources.
- Encourage employees to promote company awareness through client events, corporate sponsorships, and participation in numerous events.
- Work with Xerox Learning and Development to ensure all manager, and staff have the necessary competencies to attain success.
- Develop managers to use their resources and ability to identify opportunities and succeed in emerging markets.
- Implemented reward and recognition programs for individual and team performance.
- Work with account and program managers and achieve annual budgets.
- #1 Program Manager in North America
- Increased market share and delivered year over year growth in markets like government, education, medical, legal, manufacturing, and pharmaceutical.
- Directly responsible for 35 employees, their budgets, and career planning.
- Propelled to the number one manager in the country by balancing individual and team success.
- Worked with account managers and sales teams to negotiate several million dollar nationwide fleet deals.

### **Notable Accomplishments:**

- #1 Program Manager in North America
- #1 Manager in the country by balancing individual and team success.
- 7 time President's Club winner & 4 time Par Club winner for outstanding sales and management.

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- Awarded the Xerox Watch and Mercedes for excellence in sales leadership.
- As an Account & Program Manager targeted business results were always over-achieved

**New Yorker (1970) Ltd. 1991-1994**

**Vice President**

- Increased annual sales from US\$5 million to US\$20 million over 3 years.
- Introduced a quality management program (ISO\_9000)
- Worked closely with corporate auditors to implement sound financial and marketing strategies.
- Managed a staff of 440 employees.
- Worked extensively with major clients and their advertising firms to develop campaigns for new products and increase sales of traditional products.
- Managed all stages of product development which included product design, manufacturing, marketing and sales.
- Broadened existing product range through plant expansion and purchase of new equipment.
- Implemented a customer feedback program.
- Responsible for personnel management.
- Decreased overall production costs through inventory reduction, corporate restructuring and improved aspects of time management.
- Negotiated with foreign industrial suppliers.

**Education**

EMC Sales Training

Miller Heiman Sales Training

Sandler Sales Training

Leesburg, Virginia, U.S.A.

Xerox Management School Levels 1 & 2

Solution Selling 1 & 2

Advanced Focus Selling

Sales Levels 1 & 2

The University of Western Ontario

London, ON, Canada

Bachelor of Arts Degree

Ridley College

St. Catharines, ON, Canada

Ontario Secondary School Honors Graduation Diploma

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**Major Deals**

**Professional Services (i.e. Legal, Technology, Consulting, etc.)**

- Bell Canada \$200 Million
- Borden & Elliot \$2.4 Million
- McCarthy Tetrault \$5 Million
- Tory Haythe \$2 Million
- Smith Lyons \$2 Million
- Goodman Phillips & Vineberg \$2 Million
- Towers Perrin \$2 Million
- Dun & Bradstreet \$1 Million
- Enterprise Property/O&Y \$1 Million
- B & H Architects \$500 K
- Livingston \$1 Million
- Globe & Mail \$2 Million
- CGI \$1 Million
- Bell Sympatico \$4 Million
- RIM \$40 Million
- Emergls \$20 Million

**Pharmaceutical**

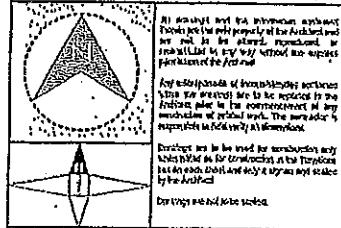
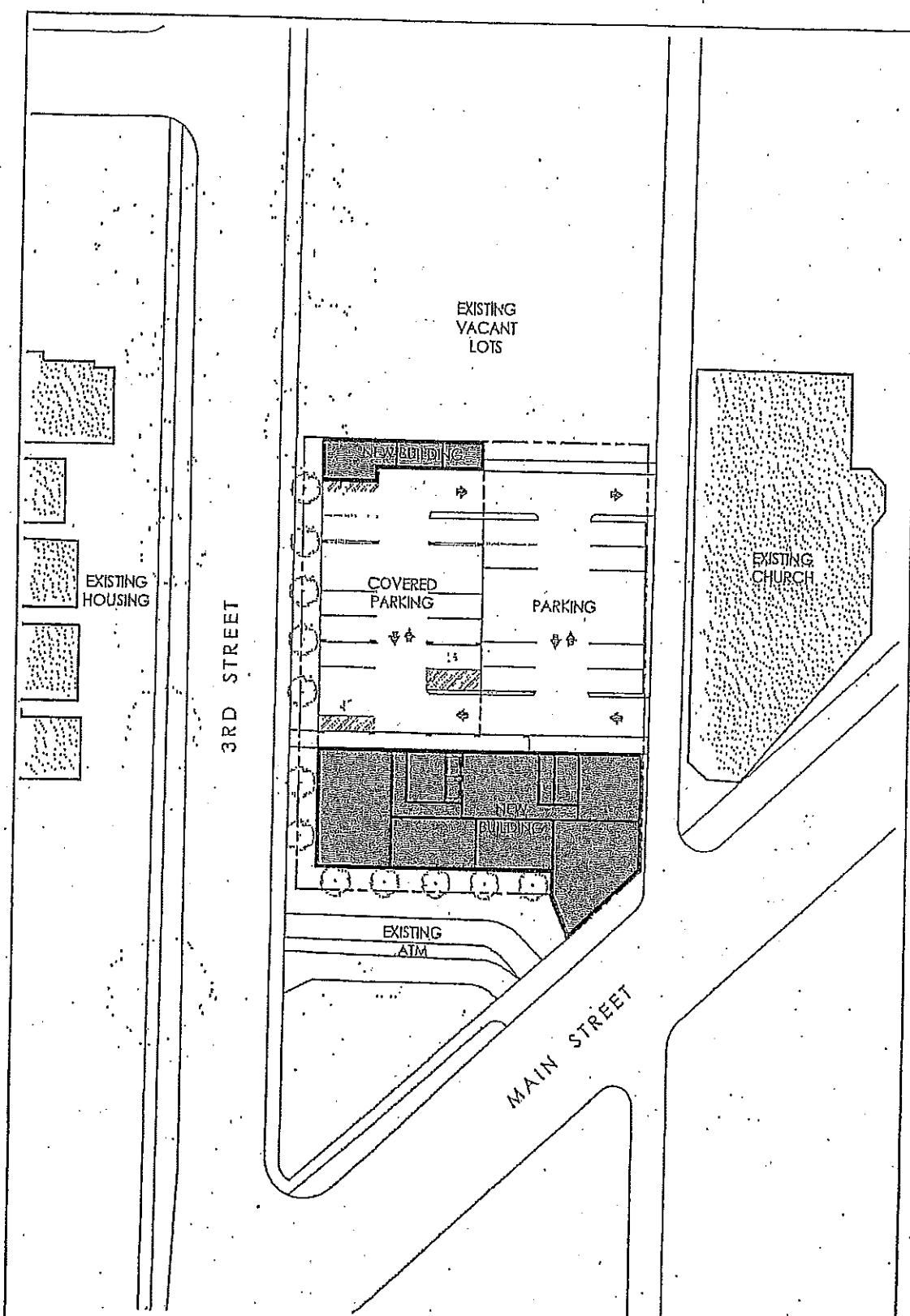
- Apotex \$2 Million
- Bayer \$2 Million
- Astra Zeneca \$3 Million
- Johnson & Johnson \$3 Million

**Public Sector**

- WSIB \$3 Million
- Ontario Hydro \$3 Million
- Ministry of the Attorney General \$1 Million
- City of Toronto \$5 Million
- Toronto Libraries \$3 Million
- City of Vaughn \$1 Million

**Hospitality & Associations**

- CAW \$2 Million
- NHLPA \$1 Million
- Delta Chelsea \$1 Million
- Sirca Foods \$1 Million
- Canadian Arthritis Society \$1 Million



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PROPOSED DATE:

SITE PROPOSAL FOR:

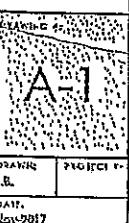
**The Cannon Block**

3rd Street & Main Street  
Niagara Falls, NY



Building No:

Site Plan



DRAWING NO.: A-1  
DATE: Nov-2017  
PROJECT #:

# APPENDIX B

## CANNON BLOCK DEVELOPMENT

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**1996**

- Presidents Club
- Xerox Finance Award
- Team Member #1 Team in Xerox Corporation

**1995**

Presidents Club

- Xerox Rookie of the Year for outstanding sales performance
- #1 Account Manager
- Xerox Finance Leasing Award

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**Professional Awards**

**2010 -**

- Sunmar Group - Chairman
- PTGL - \$80 Million
- Kik - Multi-Million

**2006 - 2009**

- Sunmar Group - Chairman
- National Housing \$30 Million
- Gumperts - \$3 Million
- ANSA - \$2 Million
- Bryden \$1 Million

**2002 - 2006**

- Sunmar Group - Chairman
- Bell Outsourcing \$40 Million
- RIM \$10 Million

**2000 - 2002**

- EMC Global Manager
- Bell Canada \$12 Million
- Globe & Mail \$2 Million
- Sympatico \$2 Million

**2000**

- Xerox
- Presidents Club
- Head Office Marketing Assignment
- June - December Delivered 85% Year over Year Revenue Growth as a General Manager

**1999**

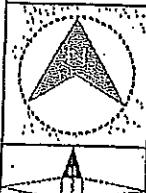
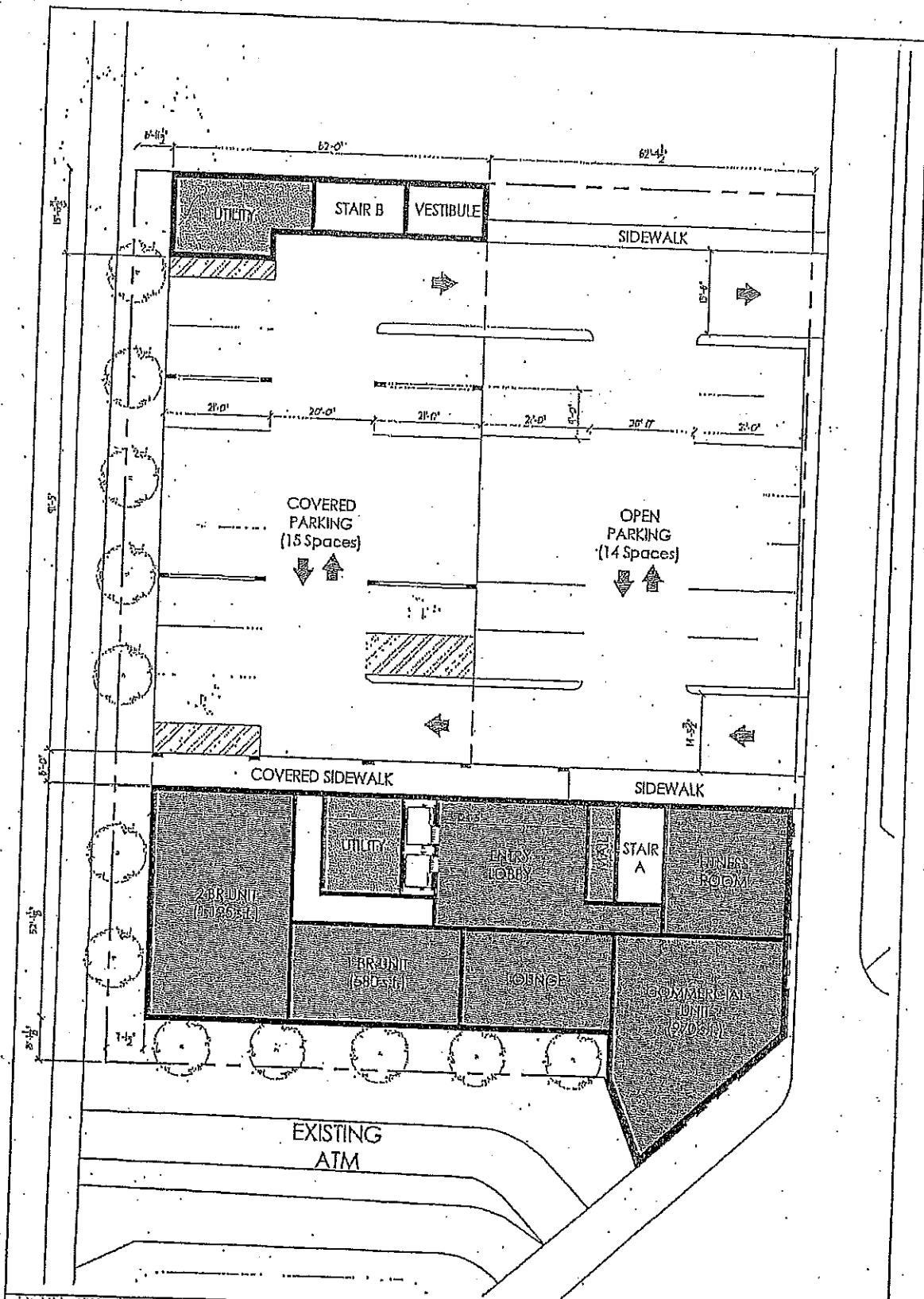
- Presidents Club
- #1 Program Manager in Xerox Corporation

**1998**

- Presidents Club
- #1 High Volume Program Manager
- Xerox Finance Award
- Xerox Watch
- Awarded a Mercedes for outstanding sales performance
- Team Member #1 Team in Xerox Corporation

**1997**

- Presidents Club
- Presidents Club
- #1 High Volume Account Manager



Any changes or alterations made to the footprint are to be approved by the architect prior to the commencement of any construction or related work. The architect is responsible for all costs of alterations.

Drawings are to be used for construction only. Any changes or alterations made to the footprint must be approved by the architect. The architect is responsible for all costs of alterations.

PROJECT TITLE:

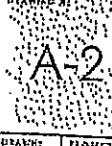
SITE PROPOSAL FOR:  
The Cannon Block

3rd Street & Main Street  
Niagara Falls, NY

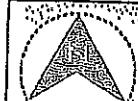
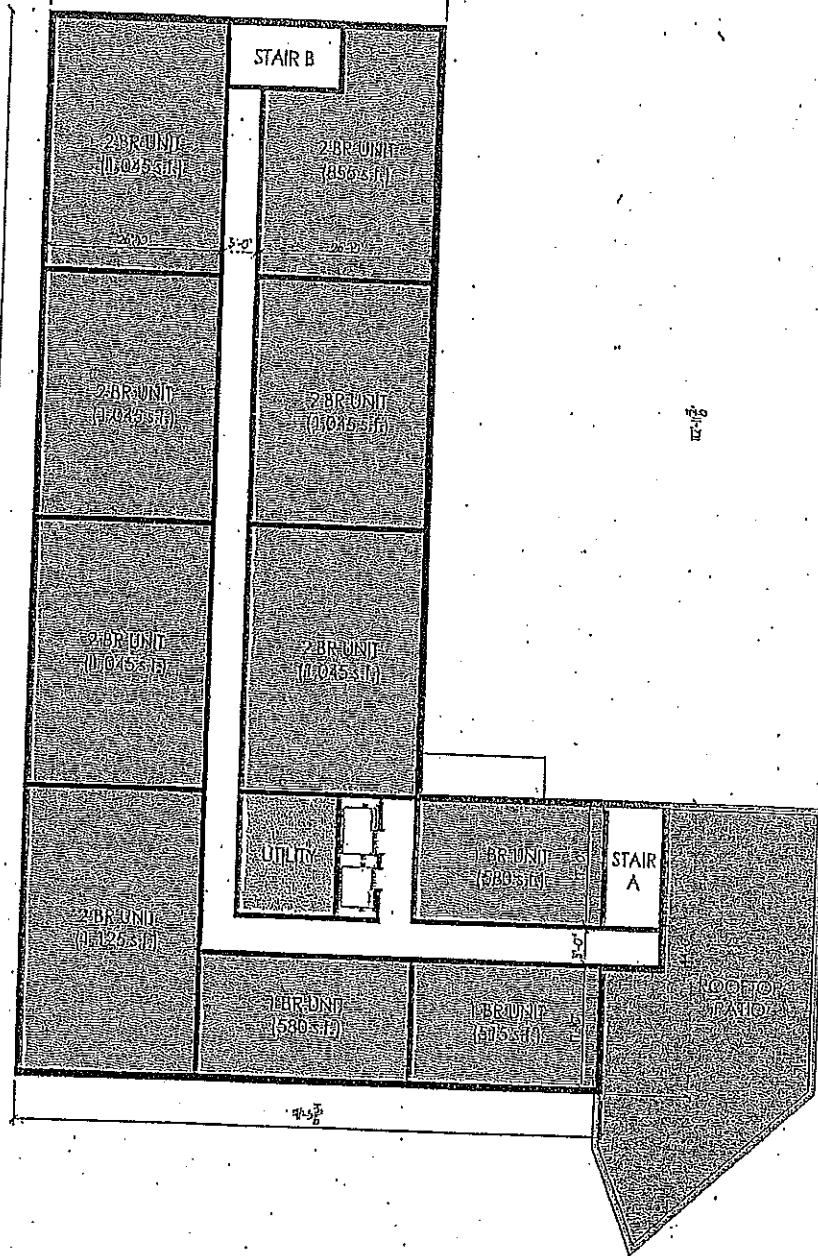


DRAWING NO.:

Ground  
Floor Plan  
7,405 s.f.



DRAFTER: J.B.  
DATE: Nov-2017



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the architect and not of the client.

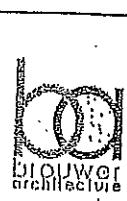
Changes are to be kept to a minimum and  
will be made at the discretion of the architect  
and not of the client. Any changes made  
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Drawings are not to be copied.

PROJECT TITLE  
SITE PROPOSAL FOR

The Cannon Block

3rd Street & Main Street  
Niagara Falls, NY

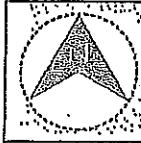
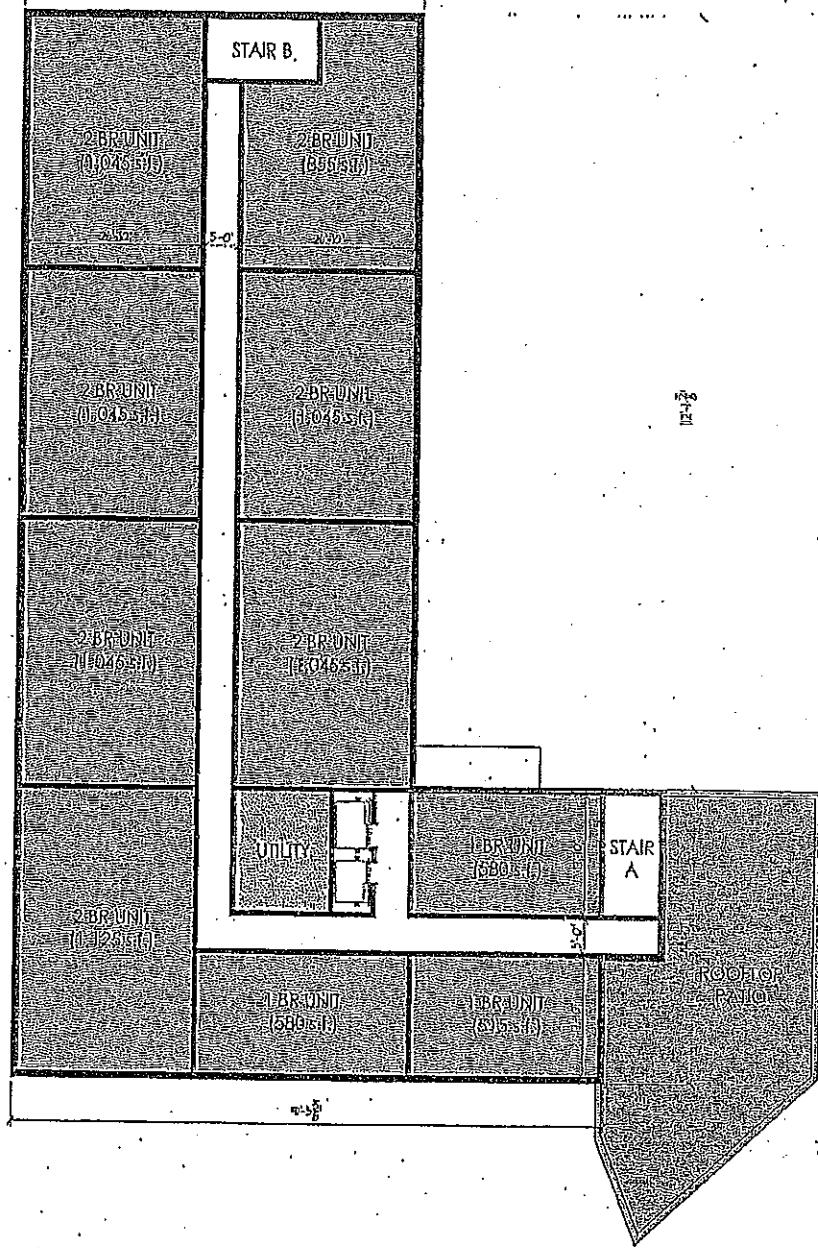


DRAWING TITLE

4th  
Floor Plan  
11,260 s.f.

DRAWING NO.

A-4  
DRAWN BY: J.B.  
DATE: NOV-2017



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Drawings are not to be used.

PROPOSED  
SITE PROPOSAL FOR:

The Cannon Block

3rd Street & Main Street  
Niagara Falls, NY



DRAWING NO.

4th  
Floor Plan

11,260 s.f.

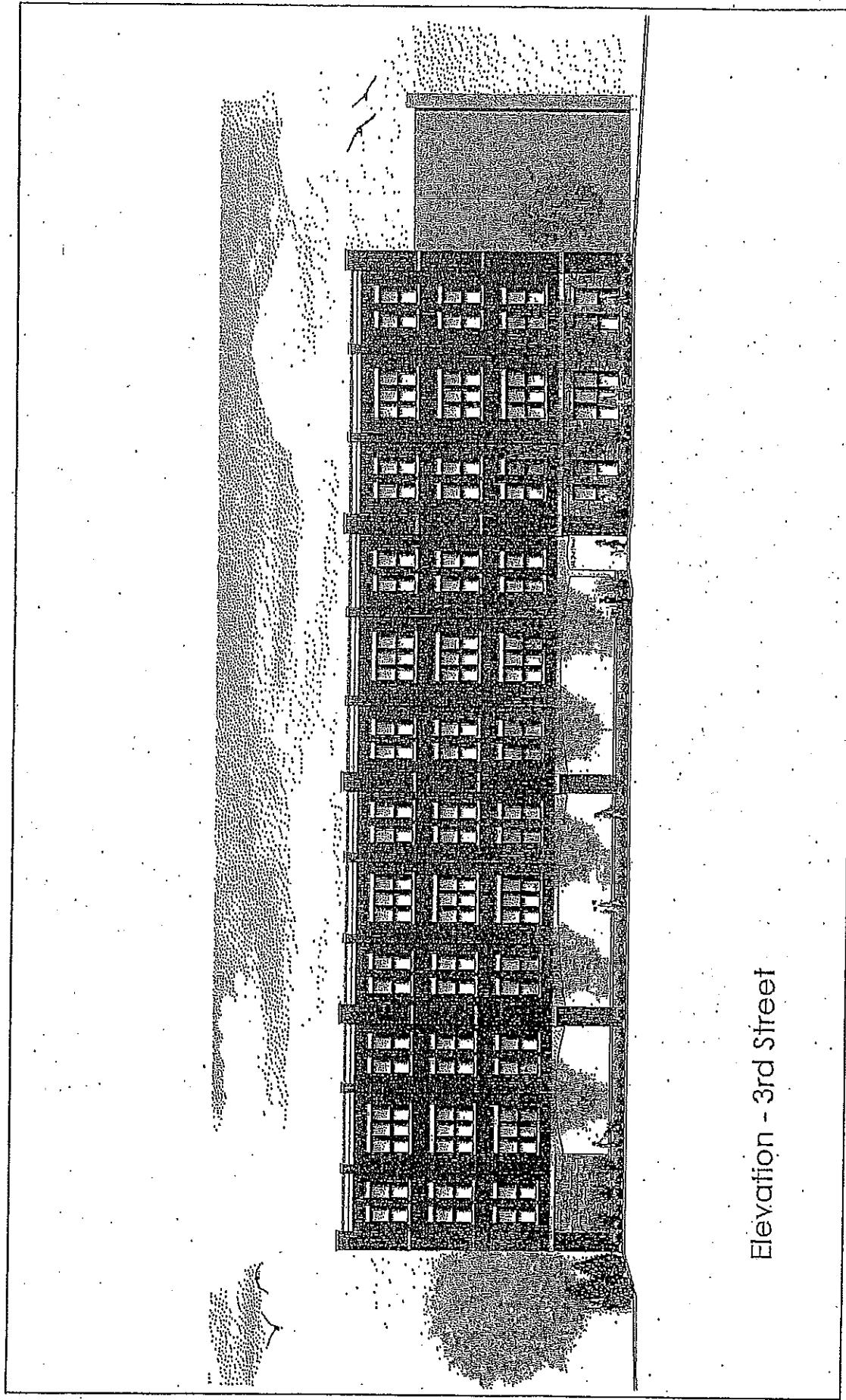
DRAWING NO.

A-4

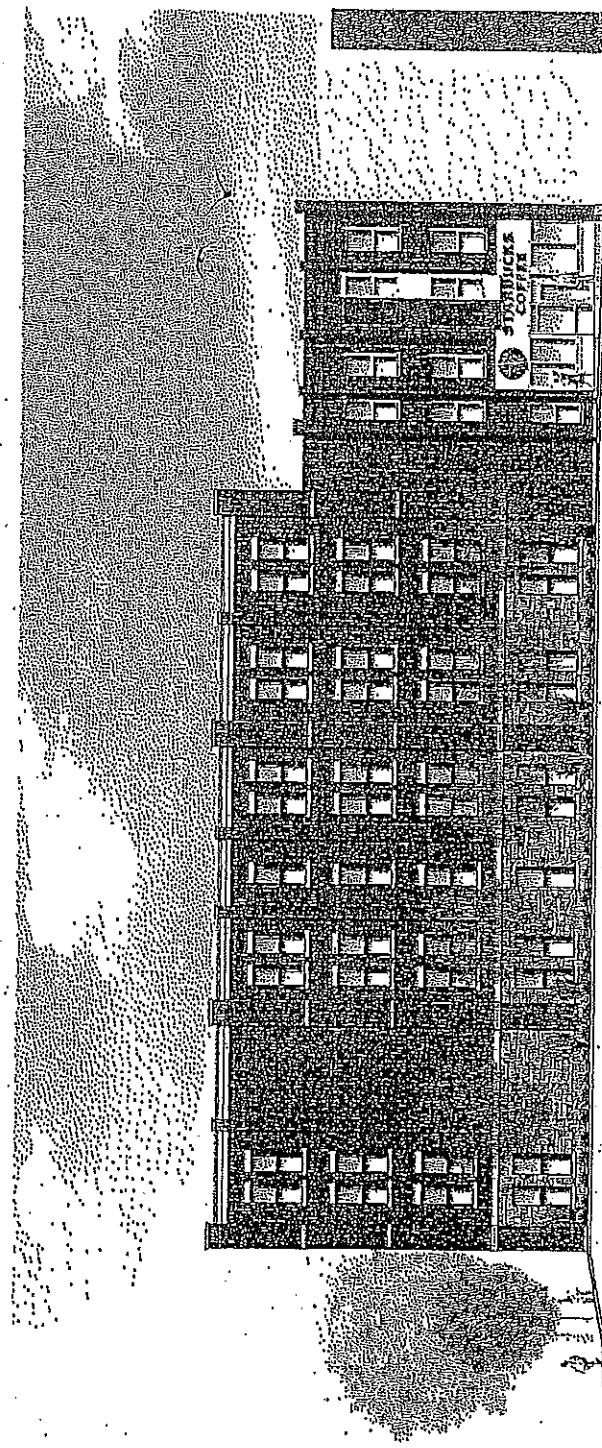
OWNER: J.B.

ARCHITECT: J.B.

DATE: Nov-2017



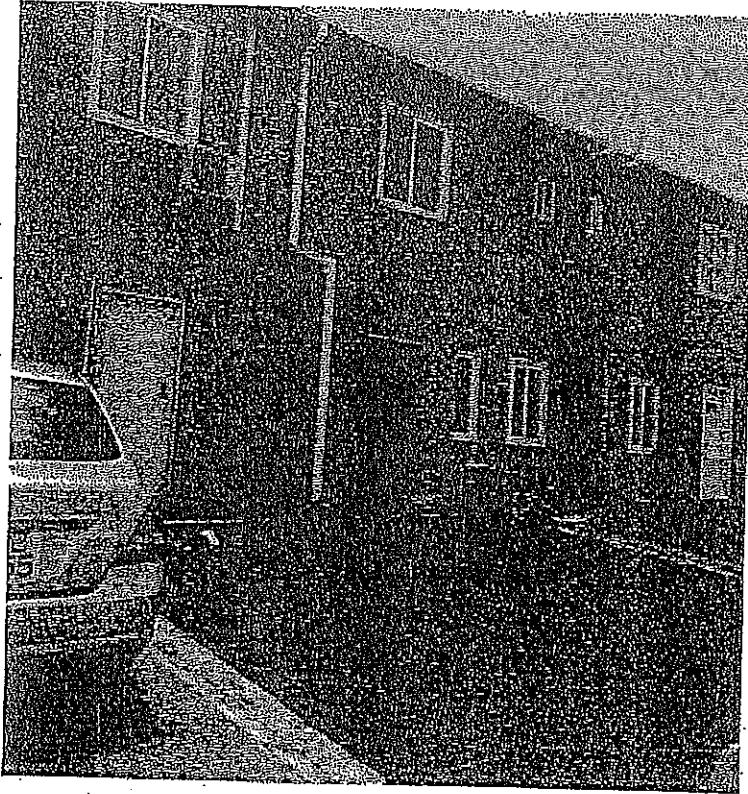
Elevation - 3rd Street



Elevation - Main Street

pennterra

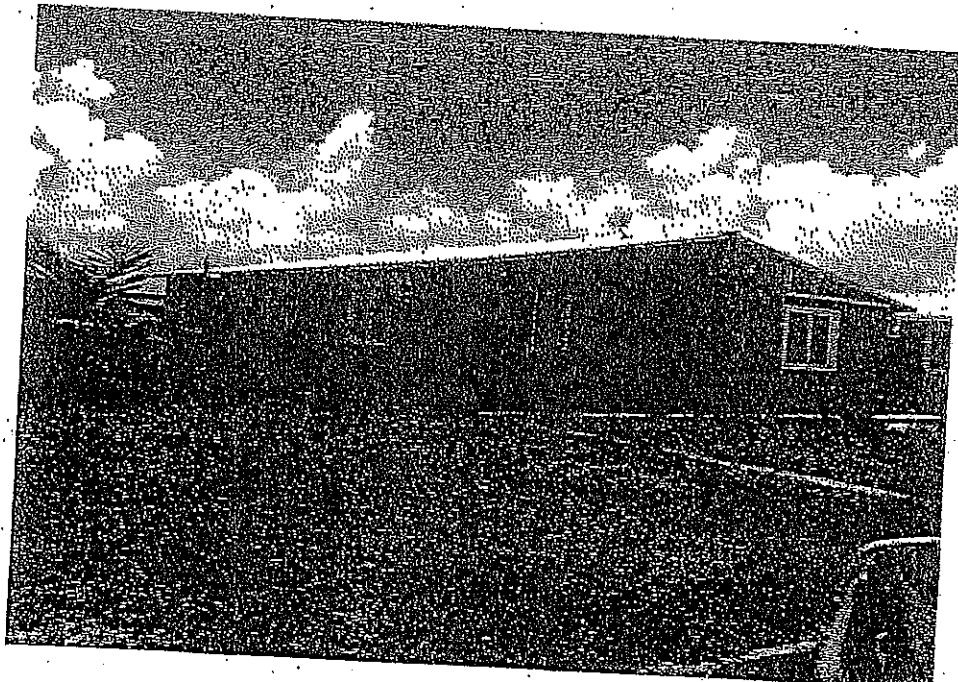
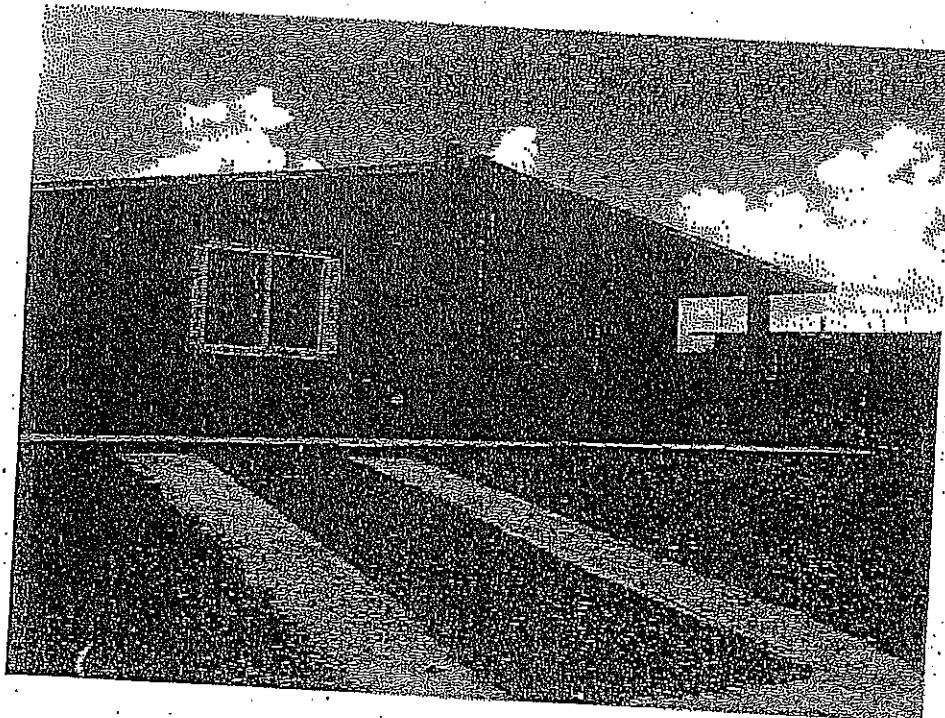
Trinidad Development



**APPENDIX C**  
**TRINIDAD HOUSING**  
**DEVELOPMENT**

pennterra

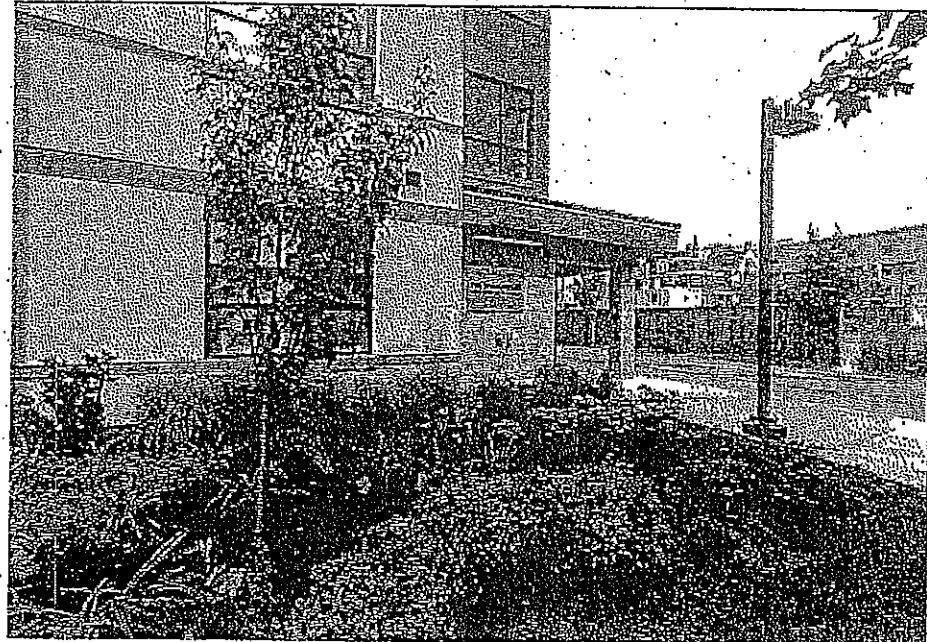
Trinidad Development



# APPENDIX D

## WELLINGTON DEVELOPMENT

# pennterra Wellington Development



# pennterra Wellington Development

