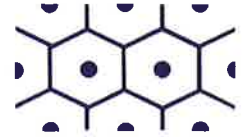


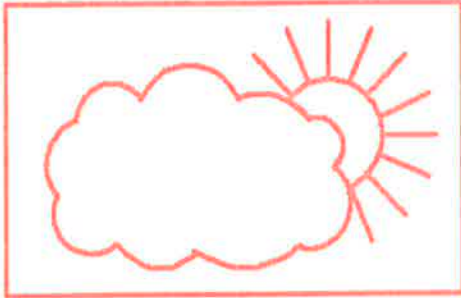
# Newsletter



Vol. 2, No. 35

Very Early Spring 1990

## Update



A brand new year again: what a wealth of opportunity that offers, and what an exciting year we have just experienced. Democracy breaking out all over Eastern Europe and the U.S.S.R. The people actually taking control again: sickened by decades of political patronage; tired of heavy handed government bureaucracy; wearied by wasteful and overmanned state industry allowed to pollute the environment in a way that no private firm would, or should, be allowed to do; exasperated at political posturing and empty promises; frustrated by a diet of ineptitude, waste, corruption and inertia. My God Atlantic Canada, there's hope for us too...if they can do it, so can we.

## TURNER DRAKE CONSULTING

### Assessment



It's that time of year again! Nova Scotia readers, thou art triply blessed! For whilst assessment notices are descending like the snow throughout Atlantic Canada, it is the time of the great tri-annual reassessment in Canada's Ocean Playground. So pay attention one and all; gird your loins and prepare to do battle, this is one tax grab you **can** do something about. You will find our brand new brochure on Assessment Appeals enclosed with this Newsletter. Although it does specifically address the situation in Nova Scotia it is applicable, with modifications, to New Brunswick, P.E.I. and Newfoundland. We regularly undertake assessment appeal work for clients in all four provinces. To date we have a batting average of 10:1; we have saved clients \$10 in taxes for every \$1 in fees. Just follow our suggested defence strategy...

When the assessment notice thuds on your desk, take a deep breath, grip the arms of your chair and read it **S L O W L Y**. When you regain consciousness ask your secretary to pour you a stiff drink and repeat the procedure. In Nova Scotia you only have 21 days from the date appearing on the assessment notice in which to appeal. If you are in any doubt as to the fairness of the assessment, and provided that Canada Post managed to get it to you before the appeal period lapsed, you should appeal it immediately. Do not wait until the last minute before phoning Tom Mills, our assessment specialist. We only have 5 telephone lines and, in any event, Tom is unable to answer more than three calls at any one time. If you miss the appeal period you lose the opportunity to appeal your 1990 assessment. In Nova Scotia the basis for the 1990 real estate assessment is the market value of the property as at 1st January 1988, but in its existing physical state as of 1st December 1989. However, even if your property is not overassessed by this test, it may still be unfairly assessed, eg. due to errors in the assessor's calculations. The Nova Scotia Assessment Department used a computer for the 1990 reassessment...a first for them...so there are bound to be plenty of errors. We suggest that you use the following wording as the grounds for your appeal (you gain little by being abusive):

"The assessment is excessive, unfair, not uniform with other assessments and any other grounds that may appear."

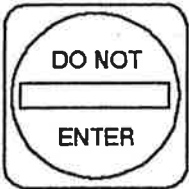
The Assessment Act stipulates that you be specific as to the grounds of appeal: resist the temptation, or the Attorney General Dept. lawyers will do their best to limit your appeal even if we find further grounds during our assessment audit.

If you wish us to act for you on the appeal, you should so state on the notice of appeal. If you intend handling the appeal yourself, you should send us back this Newsletter, our brochure and a 39 cent stamp!

There is some danger in appealing an underassessed property since the assessor then has the option of revising the assessment upwards! We have only known it to happen once. However, to safeguard your position you should notify us as soon as you file your appeal, or get us to appeal for you, so that we can implement an assessment audit without delay.

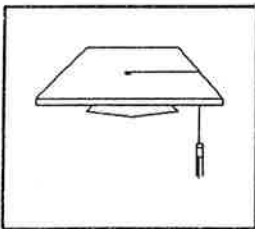
Enough of the serious stuff! Did you know, it is a widely accepted fact that people who read Newsletter from cover to cover fall within the top 1% of the nation's intelligentsia? Just thought we should mention it in case your attention is flagging...you wouldn't want to prove an embarrassment to your kids now would you?

### Contaminated Property



Purchasing property is a risky business these days and is becoming more so. Hazardous materials such as asbestos were commonly used in commercial buildings prior to 1970 in ceiling and floor tiles, plaster and pipe insulation, as well as being sprayed onto the underside of ceilings. Toxic waste, too, is now a major concern and, once the unfortunate purchaser is involved in the chain of title, can prove a very expensive proposition. We are very cognizant of the problems posed by hazardous materials and, as a routine part of any I.C.I. valuation assignment, will counsel clients where we feel an environmental audit is advisable.

### Each Year Our President Goes Back to School!



Actually, not just the president, everybody else too. We believe in education and training with a passion. The last two months have seen virtually all of our staff camped in Oncourse Learning Centre's facility in Halifax's West End Mall taking advanced computer courses. Oncourse offer an exceptional program, in our opinion, with virtually individual tuition (we own no shares, this is an unsolicited testimonial).



As part of our program to offer clients depth, as well as breadth of expertise, each senior member of our professional staff is a specialist in a particular field of real estate. Rick Escott, our agricultural specialist is experienced in valuing farms, orchards, woodlots, crop compensation claims, marshland, floodplains, rights of way, gravel pits and quarries, hog, poultry and other livestock operations, feed mills, fertilizer plants, juice and fruit processing facilities, meat packing plants, etc.

He undertook the valuation work and assessed the crop loss arising out of the Annapolis River Tidal Power Project and has recently advised Maritime Electric Ltd. on the appropriate compensation for a kilometre transmission line in Prince Edward Island. Rick's expertise has been in demand in all four Atlantic Provinces this last year.



Tom (T.C.) Gerard has now officially joined our professional staff as a trainee valuer having survived his initial six month term position with his sanity virtually intact. T.C. graduated from Dalhousie University, Halifax in 1989 with a B.A. degree, majoring in economics. We offered him a permanent position because he is ambitious, hard working, intelligent... and is in good health (and is therefore unlikely to place too much of a strain on our employee health care program). We are not sure why he accepted...

### TURNER DRAKE COMMERCIAL

We are determined that our brokerage division will occupy the same pre-eminent position in sales and leasing as our consulting division now enjoys in property valuation...and we have pulled out all the stops laying the groundwork to ensure that it does so. Since we already had an abundance of real estate expertise onboard, together with the resources and support staff, we concentrated on creating, and putting in place, our own innovative marketing and management systems. The result, we think, is a brokerage operation which is uniquely designed to serve the various requirements of the marketplace in Atlantic Canada. Judge for yourself, but first...



...meet Verna Turner, the newest member of our marketing team. Verna was a founding member of the firm 13 years' ago. She is experienced in the use and maintenance of large computerized databases and was instrumental in the expansion of our Compuval valuation system database. For the past 8 years Verna has been employed with us as a valuation consultant. In her spare time, she raises a family of 4 children, a dog, cat and husband (rarely seen but often heard) with patience that is truly remarkable.

### Purchasers

**PROPERTY  
INVESTORS  
CLUB**

Our Property Investors Club (PIC) has been created to take the frustration out of acquiring property and to provide investors, both professional and novice, with a low cost source of real estate advice. Each week, we analyze the investment real estate that is on the market in Atlantic Canada, screen it, and offer our choice as the "PIC of the Week". We offer qualitative and quantitative advice on each property. To date, our "PIC of the Week" has varied from a single property with

an asking price of \$630,000 to a diversified portfolio with a price of \$56 million.

If you would like an explanatory brochure on PIC please give Bonnie or Verna a call at 429-1811.

The properties selected for PIC have to appeal to a catholic range of taste. If an investor has very precise requirements with respect, for example, to property location, we will establish a watching brief specifically for him (or her).

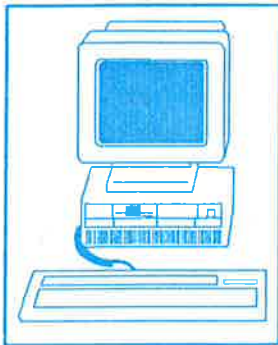
## Vendors



We appreciate that there is widespread cynicism about the role of real estate brokers. We have therefore devised a Listing Agreement which clearly delineates our contractual obligations to the vendor, rather than just the other way around. It commits us to allocate resources, personnel (salaried) and materials to the program, and to provide the vendor with a monthly accounting so that he can gauge the effort being expended on his behalf. Our computerized valuation system provides us with analytical and valuation capabilities unsurpassed in North America, and allows us to effectively market income producing property to the most sophisticated of investors.

**Our computerized databases allow us to effectively target property to the most promising groups of prospective purchasers.**

## Lessees/Lessors



We maintain a computerized database of industrial, office and retail space available for rent in the Halifax-Dartmouth Metropolitan Area. We are thus able to assist prospective tenants in locating the quality and quantity of space that best meets their requirements.

We will also offer advice and guidance on the anticipated operating costs for the tenant space, the standard method of measuring the space (a square foot is not a square foot), and other factors which impact on the leasing decision.

## Sovereignty Association Rejected - Canada Chooses Independence



One of our strengths as a company is our ability to "get the facts" about real estate and the factors which impact on its value. We can now reveal that our intelligence sources have uncovered details of a secret referendum conducted during the New Year's festivities in bars across the nation. Inflamed by the independence movements sweeping the Eastern Block, Canadians from coast to coast have rejected sovereignty association with the Ontario/Quebec axis and have opted instead for complete independence. Speaking from the nation's new parliament buildings, an abandoned heavy water plant in Glace Bay, the people's newly elected P.M. announced that ties with Ontario/Quebec will be severed without delay and the two former provinces floated off into the Atlantic beyond Canada's 200 mile limit. "Let them eat fish" said the P.M. in an apparent misquote from the

French revolution. Further developments include the relocation of the Senate to Baffin Island and the conversion of all Provincial Legislatures to used car showrooms to give useful employment to their occupants.