

BROKERAGE (LEASING) CASE STUDY MERGING MATTERS

IDN Canada's Challenge

IDN Canada Limited rented space in two separate locations in the region's largest industrial park, Burnside. They wanted to consolidate their operations in a single location in the park but were undecided whether to continue to rent, or to purchase a building. They turned to NAI Turner Drake for advice.

NAI Turner Drake's Approach

NAI Turner Drake worked closely with the IDN Canada's local manager to painstakingly identify their physical requirements, financial constraints and locational objectives. Once these parameters had been established NAI Turner Drake matched them with inventory available within the timeline targeted for the move. NAI Turner Drake has access to virtually all of the space available to rent: landlords make their space available to all commercial brokers on an "open listing" basis. NAI Turner Drake, through their on-going tenant prospecting program are often aware of space availability before the landlord. Tenants wishing to downsize before lease expiry typically list their space with a commercial broker, who in turn circulates details to the other commercial brokerage houses. NAI Turner Drake prepared a list of suitable premises and arranged for site inspections when IDN Canada's President was next in town. Since IDN Canada also wanted to consider a "build to suit" option they were shown sample buildings which fitted their space requirement profile, and were furnished with the cost. IDN Canada decided to rent instead, so two premises were targeted as best meeting their requirements and a Request for Proposals (RFP) was issued by NAI Turner Drake to each of the landlords. The responses to the RFPs were carefully analysed and NAI Turner Drake opened negotiations with the landlord of the space which best fitted IDN Canada's fiscal, physical and locational objectives.

Winning Results

By working closely with IDN Canada's local manager, NAI Turner Drake developed a real sense of their space requirements and were able to source viable options on fairly short notice. NAI Turner Drake represented the tenant in the lease negotiations and were able to conclude a long term lease for a suitable space at a very reasonable rent. IDN Canada successfully merged its two separate leased premises into a single location.

