

PROPERTY TAX CASE STUDY OVER \$2 MILLION SAVED

Our Client's Challenge

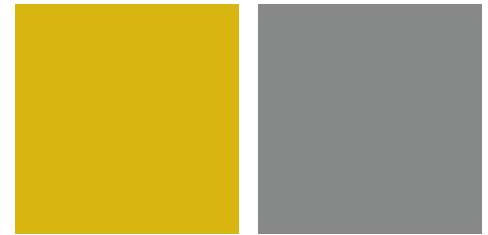
Retailing is a tough business; competition is fierce and the Canadian consumer demanding. Technology too poses its own challenge: on line retailers frequently forego the bricks and sticks necessary to have a physical presence in the marketplace. For municipalities however, retailers with hard assets present a very visible and rich vein of tax revenue which they mine assiduously. Our client, a national retailer, had adopted various strategies to control their property tax burden. Their own staff were responsible for the firm's core assets, the remainder they entrusted to a national property tax advisor. In 2007 the retailer decided instead to out source property tax control to the most effective firm in each region. They chose Turner Drake to represent them in the Maritime Provinces. In 2008 we were asked to handle their core assets too. André Pouliot of our Property Tax Division assumed responsibility for the properties in New Brunswick.

Turner Drake's Approach

The New Brunswick Assessment Act stipulates that commercial property has to be assessed at its market value on its base date, January 1st of the assessment year. All property assessment is undertaken by Service New Brunswick (SNB), a provincial agency. Sales information on which the market value is based was not made available to taxpayers until last year. Even today the information can only be gathered by searching the Province's on line registry service on a property by property basis. Information is limited and no physical data is available other than the site dimensions. Fortunately we have had the past thirty four years to gather property information. In 1980 we launched Compuval™ our information technology platform which today comprises a family of intelligent databases that "talk" to each other and analyse data on the fly. Compuval™ allows us to work smarter. Advances in broadband communication over the past decade has liberated Compuval™ to harness the Internet, seamlessly integrating our proprietary intelligence with an array of external government and private databases. We were an early adopter of aerial and satellite imagery for our IT platform,. Recently we have added high resolution, "3D" imagery that allows us to identify and measure any object 6" or greater in size without leaving our office. We have married technology with an industry leading, six year training program. Our professional staff join us direct from university; we hire the cream of the region's business schools. Some joined us 8 to 30 years ago ... and whilst 50% of our staff are under the age of 35, the average tenure of our senior consultants is 12 years. We provide continuity in a rapidly changing world, allowing companies such as retailers who utilise real estate as their critical operating asset, to focus on their core competency.

Winning Results

Since we were first retained by this client, we have achieved cumulative tax savings of \$2,169,256 on their New Brunswick real estate.



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