

# LASERCAD® CASE STUDY JUST WHAT THE DOCTOR ORDERED

## The Challenge

The owner of this Moncton medical centre, concerned that the property was shouldering an inequitable real estate tax burden, sought our advice. During the assignment André Pouliot, the Manager of our Property Tax Division, noticed that the lease rentals were computed on the Usable, rather than the more commonly used Rentable, basis. (André is a former Manager of our Lasercad® Space Measurement Division). Structuring leases on a Usable, rather than a Rentable, basis places the landlord at a competitive disadvantage because the rent per ft.<sup>2</sup> appears higher and there is a risk that the landlord will absorb some of the common area costs that should be borne by the tenants. The Building Owners and Managers Association (BOMA) Standard Method of Measurement methodology for converting Usable to Rentable area “captures” an additional 10% or more in leasable space. Mark Turner, the Vice President of our Lasercad® Division provided a fixed price quote for remeasuring the building and certifying the area of each of the 55 tenant suites. He was able to reduce the cost by scheduling the work with another Lasercad® assignment in the area. The client chose “as built” rather than “perimeter” drawings. “As built” are a valuable leasing, space planning and preliminary construction tool because they detail the interior partitions, windows and doors.

## Turner Drake's Approach

Virtually all of the 55 tenant suites in this 74,000 ft.<sup>2</sup> office building were occupied as doctor's offices. “As built” plans require that we measure and locate all columns, partitions, windows and doors. We use a precision laser measuring system and work to a closing error of just  $\leq 0.5\%$  (the industry “average” is 2%). Whilst the measurement process is relatively unobtrusive and proceeds rapidly, doctor's offices pose something of a challenge. We therefore utilised a two person team to minimise time onsite and scheduled the work around the activities of the 55 tenants. About half of it was done after work-hours to accommodate the doctors and their patients.

## Winning Results

**We completed the work with minimal disruption to the tenants. Our client received a BOMA matrix showing all of our calculations, 55 Space Certificates detailing each suite's Usable and Rentable area, and “as built” floor plans for the entire building. The work was accomplished within our fixed fee.**

