

# PROPERTY TAX CASE STUDY

## GOOD THINGS COME IN SMALL PACKAGES

### Our Client's Challenge

Our client, Chafe's Flooring & Furniture located in Port Hawkesbury, Nova Scotia, had spent 28 years successfully building its business in a quiet corner of the town. The local economy began to falter, but the assessment failed to drop. The owner questioned the validity of the assessed value, and turned to Turner Drake for help. Mathieu Chaput; a junior consultant and a member of our Property Tax Team, took the lead on the assignment.

### Turner Drake's Approach

Chafe's assessment, at \$190,000, was only about one-tenth the size of our typical commercial assessment appeal, and was situated outside Nova Scotia's major urban centres. Turner Drake was nevertheless able to complete the assignment in an economic manner by employing a strategic (and cost-conscious!) team approach.

We deployed the most appropriate consultants to each layer of the assignment, with an eye to maximizing our client's cost-benefit equation. Mathieu completed the lion's share of the legwork and analysis, with a senior consultant providing a quick polish to the negotiating position prior to its provision to the assessors ... and some minor behind-the-scenes support as Mathieu fronted and completed negotiations.

### Winning Results

**The strategy paid off. We were able to reduce the assessment by 17% in a cost-effective manner that contributed to the owner's bottom line.**

