

# VALUATION CASE STUDY WALKING THE LINE

## The Challenge

Nova Scotia Power Inc. (NSPI), the province's privately owned electrical authority has an ongoing requirement for real estate valuation and property acquisition services to support its distribution network. In 2017 they issued an RFP for those services. Turner Drake were the successful respondent.

## Turner Drake's Approach

The project is ongoing until terminated and includes tracking down property owners and their contact information. Turner Drake schedule face to face meetings with each land owner to review the engineering drawings showing the impact of the project on their property, answer questions, alleviate their concerns and identify site specific problems. We negotiate access permission and where necessary easements, to allow NSPI undertake tree clearing and the realignment, or upgrading, of distribution lines and poles to improve service. Compensation is usually determined by NSPI mandated fees but certain properties are uniquely impacted and require our valuation expertise. The projects typically comprise single family homes, agricultural land and woodland involving about 70 to 80 property owners each year. We provide progress reports to NSPI on a bi-weekly basis. As we secure agreements with the property owners we prepare the formal documentation, obtain signatures and deliver them to NSPI for action and payment of compensation.

## Winning Results

We undertake the work and obtain negotiated agreements with property owners across the Province of Nova Scotia on an on-going basis using personnel trained in valuation and negotiation.

