

# CASE STUDY



CLIENT: SNC Lavalin

ADDRESS: 8648 Commerce Court, Burnaby, BC

AREA SIZE: 21,234 sq. ft

TERM: 5 years

**THE CHALLENGE:** The SNC Lavalin Environmental Inc. business has grown organically, occupying space throughout Commerce Court Business Park in Burnaby, BC. Given such growth, the business unit was leasing well in excess of SNC Lavalin's square foot per employee metrics. A thorough analysis revealed the business unit was occupying approximately 10% excess capacity relative to the current per square foot standard.

**THE SOLUTION:** Notwithstanding SNC's consolidation into 745 Thurlow Street in downtown Vancouver, it was determined the Environmental business unit would remain suburban. Accordingly, a thorough review of alternatives was undertaken, focused on existing A and B class buildings where a laboratory could be accommodated. Subsequent to inspections, shortlisted candidates were invited to submit requests for proposals, including the incumbent landlord. During their due diligence, the Advisors uncovered two latent contiguous units within Commerce Court which would allow for the return of noncontiguous units, increasing floor space efficiency and reducing the business unit's overall footprint.

Negotiations ensued with third party owners and the incumbent landlord. Ultimately, the Advisors were successful in extracting a substantial allowance to complete upgrades to the premises; negotiating a generous fixturing period to afford staged construction while in occupancy; and further, secured 67 onsite surface parking at no charge for the term. Together, the inducement package negotiated represented an exceptional financial opportunity within a market segment that had been outperforming the market as a whole.