

# CASE STUDY



CLIENT: SNC Lavalin Inc.  
ADDRESS: 745 Thurlow Street  
AREA SIZE: 65,000 sq. ft  
TERM: Variable

**THE CHALLENGE:** In 2011, John Megan represented SNC Lavalin Inc. regarding their prelease commitment of 100,000 square feet at 745 Thurlow Street. SNC's commitment kicked off the development, allowing SNC to consolidate operations under one roof. Shortly after committing to the original lease, economic conditions and SNC's demand for additional space had improved such that they needed in excess of double the original 100,000 SF commitment. Through late 2014 and into 2015, economic conditions deteriorated to the extent that SNC requirements reduced to approximately 160,000 SF.

**THE SOLUTION:** Messrs. Megan and Ulinder were engaged to manage the disposition process of the redundant space on SNC's behalf. A campaign was developed to ensure all significant tenants and their representatives were aware of the opportunity. Given Messrs. Megan and Ulinder's understanding of significant tenants in the market, coupled with a strategic marketing strategy, the entire 65,000 SF was subleased on very favorable terms within nine months.

