



CASE STUDY

14 CHAMBERLAIN AVE

INSIDE EDGE
PROPERTIES

14 14

VITAS



EXPENSE RECOVERY AND VALUE CREATION, OWNER-OCCUPIED PROPERTY, 14 CHAMBERLAIN AVENUE, OTTAWA, ON

SERVICES RENDERED



PROPERTY MANAGEMENT



FACILITIES MANAGEMENT



LEASING



PROJECT MANAGEMENT

Our extensive industry knowledge and well-tested property-management systems increased cash flow and overall value for the owner-occupier.



Develop a strategy to implement industry standard practices for the owner whose core business is not real estate. Our goal at Inside Edge was to maintain tenant satisfaction, create significant savings for the owner, increase the net operating income of the property and increase the asset's value.

OPPORTUNITY

We leveraged our internal property management and leasing expertise to plan and execute an innovative strategy that maximized revenue for the owner. Originally hired to assist with facilities management, our mandate quickly grew to include both project and property management as well as leasing. The strategy involved:



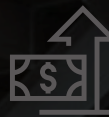
- promoting an open and collaborative relationship between the owner and tenants while recognizing common needs that would improve the property's performance within a competitive market;



- completing a review of the leases to identify terms and opportunities to increase value for our client;



- reviewing all service contracts to recognize potential savings and improve efficiencies;



- implementing industry standard operating-expense recovery from tenants that aligned with the lease agreements; and



- reducing the building's energy and maintenance costs and promoting environmentally conscious practices by installing, among other things, a building-automation system and LED lighting.

SOLUTION



Our team effectively implemented a strategy that dramatically increased cash flow and overall value for the owner. Through the use of an array of Inside Edge services, the owner was able to shift its focus back to its core business. The outcome, achieved through the use of a comprehensive array of our real estate management services, is a testament to our teams' commitment to the success of our clients.

RESULT



We've been very happy with the property management services we've received from Inside Edge. They have the technology in place to give us the financial reports we need and the people on site to give us the services we require—and the response times are fantastic. At the end of the day, they are great partners.

JOEL LALONDE,
PRESIDENT AND CEO, YOUR CREDIT UNION



OPERATIONAL EXCELLENCE

TENANT SATISFACTION

LEASING EXPERTISE

SUSTAINABLE OPERATIONS

ACCESS CAPITAL

MANAGE ASSET LIFECYCLE

MAXIMIZE ASSET VALUE

VALUE CREATION



INSIDE EDGE
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