



**INSIDE EDGE**  
PROPERTIES

CASE STUDY

**QUEENSWAY  
CORPORATE CAMPUS**

# LONG-STANDING AND EXPANDING MANDATE AT THE QUEENSWAY CORPORATE CAMPUS, OTTAWA, ON

## SERVICES RENDERED



PROPERTY MANAGEMENT



ASSET MANAGEMENT



LEASING



PROJECT MANAGEMENT

Growing revenue and enhancing asset value throughout the life cycle of the investment is a testament to our ability to be an effective real estate partner.



**Based on our extensive knowledge of the commercial real estate market, we were engaged to represent our client's interests in the acquisition of the Queensway Corporate Campus in 2009.** The campus, totaling 284,838 sq. ft. in Ottawa's east end, comprises three office buildings situated on 15.16 acres of land. It was an opportunity to offer advice and manage the acquisition process which ultimately lead to the ongoing management of the real estate portfolio.

**OPPORTUNITY**



While our original mandate was to offer real estate advisory services, our roll quickly expanded to include full-service real estate management. We continue to provide asset, property and project management as well as leasing services all of which have led to stable income and long-term growth for our client. This highly successful strategy involved:



- developing and implementing leasing campaigns that resulted in high occupancy levels, the right mix of high-quality tenants and optimal results for our client;



- putting cost-control measures in place through a sustainable capital expenditures program;



- coordinating the acquisition of an adjacent property to assist with our client's long-term vision to expand its real estate portfolio;



- focusing on future growth potential through a highest- and best-use analysis for excess land;



- creating significant development potential on the site by developing a plan to replace an asset that had reached the end of its life expectancy;



- providing a stable revenue base by successfully managing a mix of private and public tenants within the portfolio; and



- continually enhancing asset value and tenant satisfaction by implementing operating efficiencies.

**SOLUTION**



**Our team at Inside Edge has acted as a real estate advisor to our client for more than 10 years. Leveraging a variety of in-house services, we have successfully attracted and retained a strong, diverse tenant base that provides stable income.** Our strategic insight and value-enhancing strategies were instrumental in expanding and unlocking the value of our client's real estate portfolio. With many robust development plans in the works around the Cyrville light-rail transit station, the site is positioned exceptionally well for long-term growth.

**RESULT**

**OPERATIONAL EXCELLENCE**

TENANT SATISFACTION

LEASING EXPERTISE

SUSTAINABLE OPERATIONS

ACCESS CAPITAL

MANAGE ASSET LIFECYCLE

MAXIMIZE ASSET VALUE

**VALUE CREATION**



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