



EcoPark, Dundalk

Prepared for: Township of Southgate

October 6, 2021





Table of Contents

- I. Executive Summary
- II. JLL Canada
- III. Property Profile
- IV. Comparable Properties Sold & Availabilities
- V. Marketing Strategy
- VI. JLL Plan of Attack
- VII. Market Trends
- VIII. The JLL Advantage
- IX. Terms of Engagement
- X. Appendix I - Team Structure & Biographies
- XI. Appendix II - Sustainability
- XII. Appendix II - Case Studies
- XIII. Appendix IV - Competing Ontario Municipal Projects

Executive Summary

On behalf of JLL's Industrial Services Group, we thank you for reaching out to us on this exciting project. We are pleased to submit our analysis and marketing proposal for the disposition of the industrial and commercial land located in Dundalk, Ontario.

On the following pages, we outline the critical elements to ensure an effective marketing, negotiation and disposition process that will ensure maximum value consisting of excellent qualified users/developers and market leading sale prices. We include in these pages a thorough analysis of the business park, an extensive review of competing projects, an overview of the market trends, and the marketing campaign we propose to implement in order to maximize the sale price achieved.

We are very excited to be part of this project and we are prepared to initiate our disposition strategy immediately. More importantly, we have identified the key success factors in sale of your land and have already assigned the roles and responsibilities to the various members on our team. Between the in-depth agency experience our team possesses, the superb JLL corporate client roster and user/buyer representation track record that we have continuously demonstrated, we are the right partner to represent you in the market.

Thank you for the opportunity to provide our proposal and we look forward to continued dialogue as we move the project forward.

Sincerely,



ADAM SHERRIFF-SCOTT*
SVP & Practice Lead



KATHY KOLODZIEJ*
VP, Corp. Transaction Mgmt.



JAMIE MCELROY*
Sales Associate



CHRIS MARTIN
Sales Associate



GUNILA TAMBER
Sales Associate

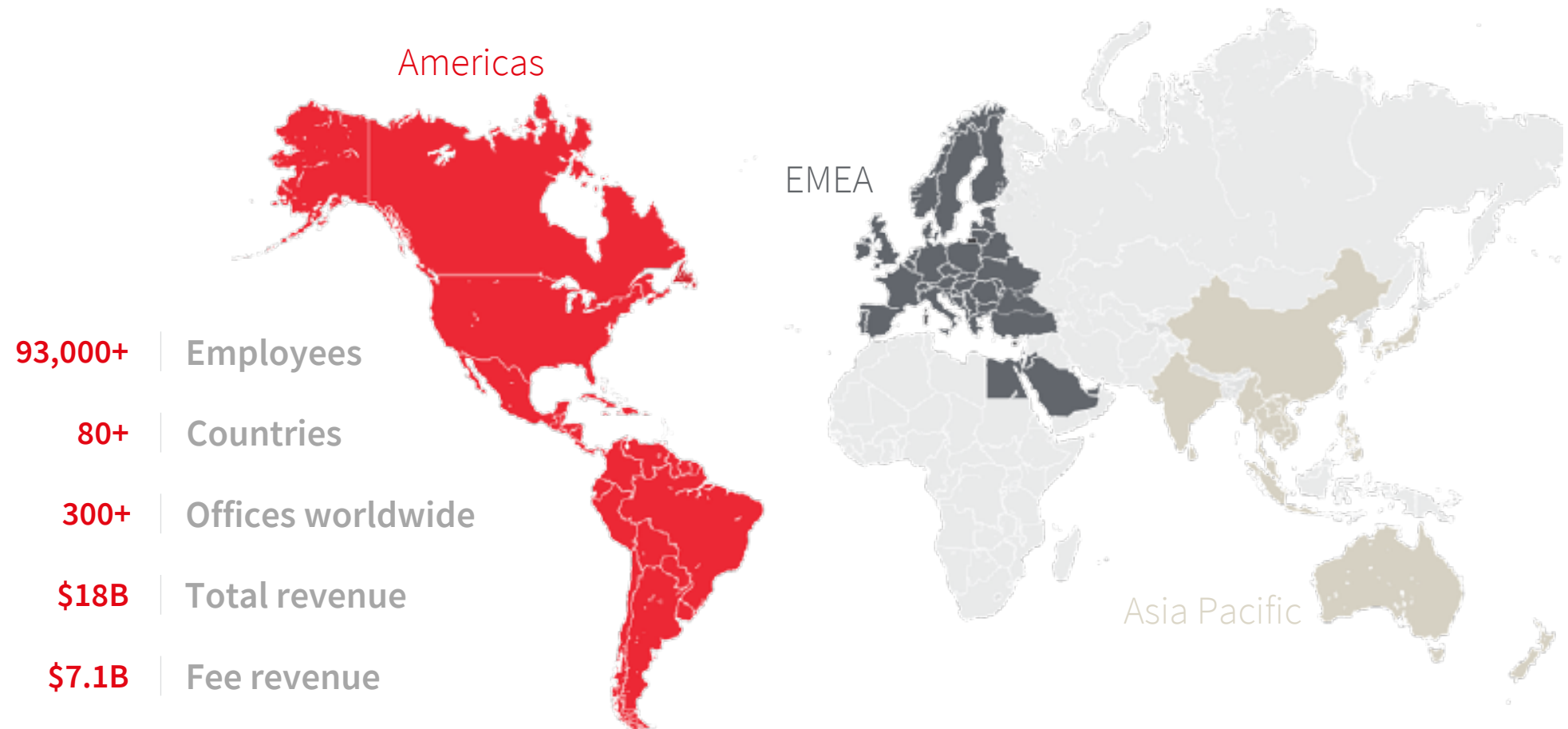


JLL Canada



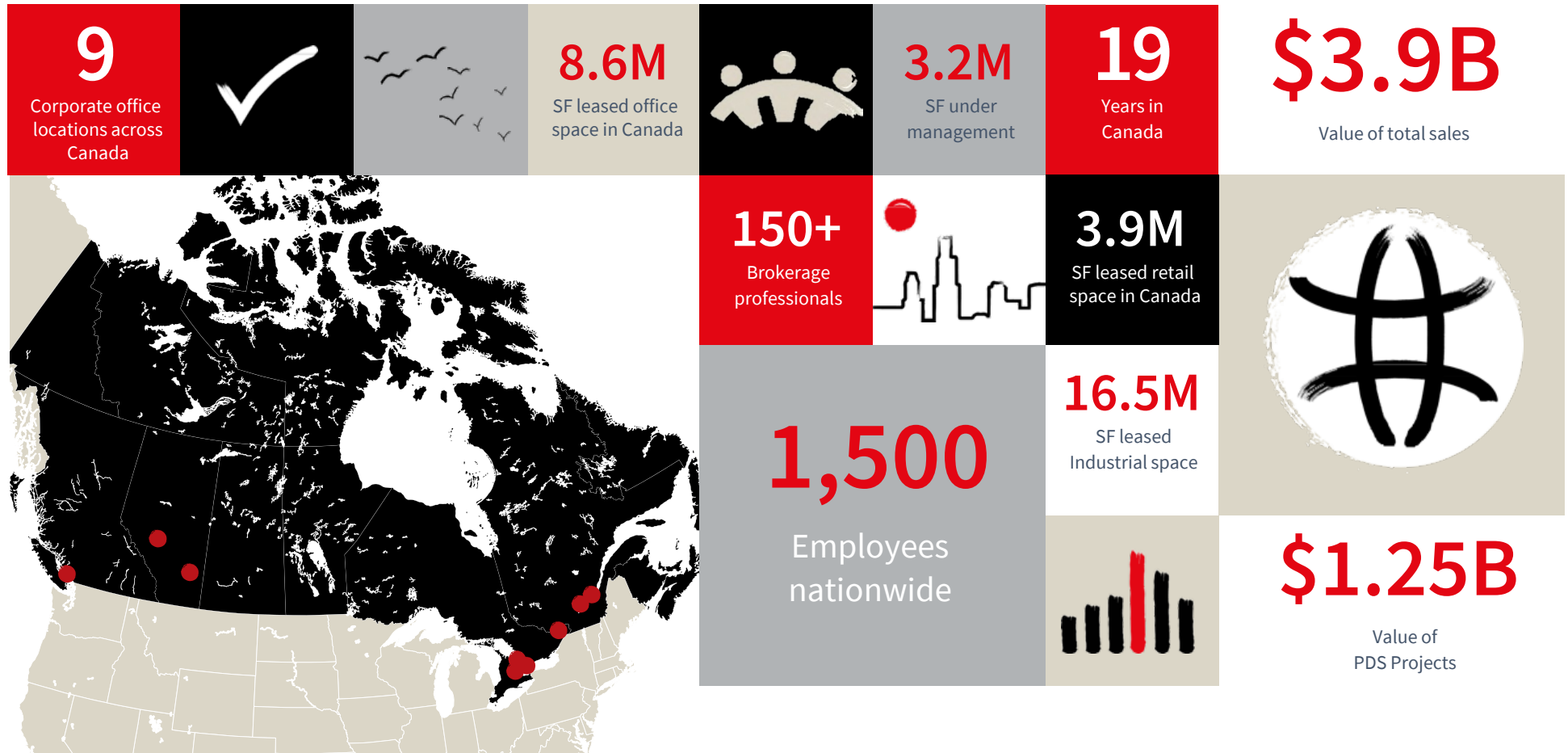
JLL Global Capabilities

JLL is the largest **full-service** commercial real estate advisory firm in the world.



JLL National Capabilities

JLL enjoys a **strong presence** across Canada, with representation in every major market covering all asset classes.



Teamwork.

**We believe in teamwork—
we share in order to succeed.**

We are 93,000 individuals, but one team. It's as one team that we achieve our common goals and share our mutual successes. We unite across locations and functions to build world-class teams offering first-class service.

Ethics.

**We believe in ethics in all
client business—we act
honestly and responsibly.**

Our clients rely on us to act in their best interests. It's a responsibility we take seriously, which is why we're committed to clear principles, a strong sense of decency, and the highest global standards.

Excellence.

**We believe in excellence—
we strive to be exceptional.**

We want to grow and do better for our clients and ourselves. That's why we're committed to excellence, and to always seeking new and innovative ways to make ambitions happen.

Our Culture Is Our Competitive Differentiator



Communication.



Collaboration.



Trust.

Whether client-facing, with colleagues or friends, these guiding principles, along with discipline and leadership will permit JLL Canada to guide our clients efficiently.



Property Profile



Property Profile

WATERCOURSE CROSSING

URBAN SECTION

RURAL SECTION

RAILWAY TRAIL

ASSUMED TRAIL ROW

59 acres

44 acres

PROPOSED 30m ROW

FUTURE NORTH LEG

C3

M1

HIGHWAY 10

ASKING PRICE	Unpriced Basis
ZONING	M1 & C3
RAIL ACCESS	No

Currently Permitted Uses

Highway Commercial Zone (C3)

- a) Motel
- b) Hotel
- c) Motor Vehicle Washing Establishment
- d) Motor Vehicle Service Station
- e) Motor Vehicle Sales Area
- f) Motor Vehicle Repair Establishment
- g) Building Supply Outlet
- h) Custom Workshop
- i) Farm Equipment Sales Establishment
- j) Farm Supply Outlet
- k) Commercial Greenhouse
- l) Animal Hospital
- m) Bus Depot
- n) Parking Lot
- o) Garden and Nursery Sales & Supply Establishment
- p) Marine Sales & Services Establishment
- q) Residential uses accessory to a motel or hotel
- r) Uses, buildings or structures accessory to any permitted use in Clauses (a) to (n).
- s) Outdoor display area accessory to uses permitted in Subsection 17.2

General Industrial Zone (M1)

- a) Building Supply Outlet
- b) Bulk Sales Establishment
- c) Contractor's Yard
- d) Custom Workshop
- e) Haulage Business
- f) Light or Dry Industry
- g) Manufacturing Plant
- h) Transport Terminal
- i) Storage Industry
- j) Dry Cleaning Establishment
- k) Warehouse
- l) Public Garage
- m) Self-storage/mini-storage
- n) Motor Vehicle Washing Establishment
- o) Animal Hospital
- p) Open Storage accessory to a permitted use
- q) Uses, buildings or structures accessory to a permitted use, including a business office and a retail outlet.

Recommend revisiting by-law to add additional uses to both industrial & commercial zoning.

Source: <https://www.southgate.ca/en/municipal-services/resources/Planning/General-Planning-and-Land-Use-Files/Zoning-By-law---consolidated-June-2020.pdf>

S.C.O.T. Analysis



STRENGTHS

- Excellent location with HWY 10 exposure
- Located about 1 hour and 20 minutes north of the Greater Toronto Area
- Conveniently located northwest of Shelburne and southeast of Owen Sound
- Business park to consist of commercial land along HWY 10 and industrial land of the new road
- 0-25 acre lots that are fully serviced
- Strong labour pool with growing residential development



CHALLENGES

- “Bedroom” community requiring employment growth
- Shortage of industrial land in Grey County



OPPORTUNITIES







- Attract users as well as developers to provide leasing options in the business park
- Attract sustainable eco friendly companies
- Commercial users along HWY 10 to complement business park businesses
- Attractive development charges @ \$12 psf
- Provincial incentives for rural developed areas
- Capitalize on growing demand of affordable housing outside of the GTA that requires local employment opportunities
- Downtown revitalization as lands are developed and business opened

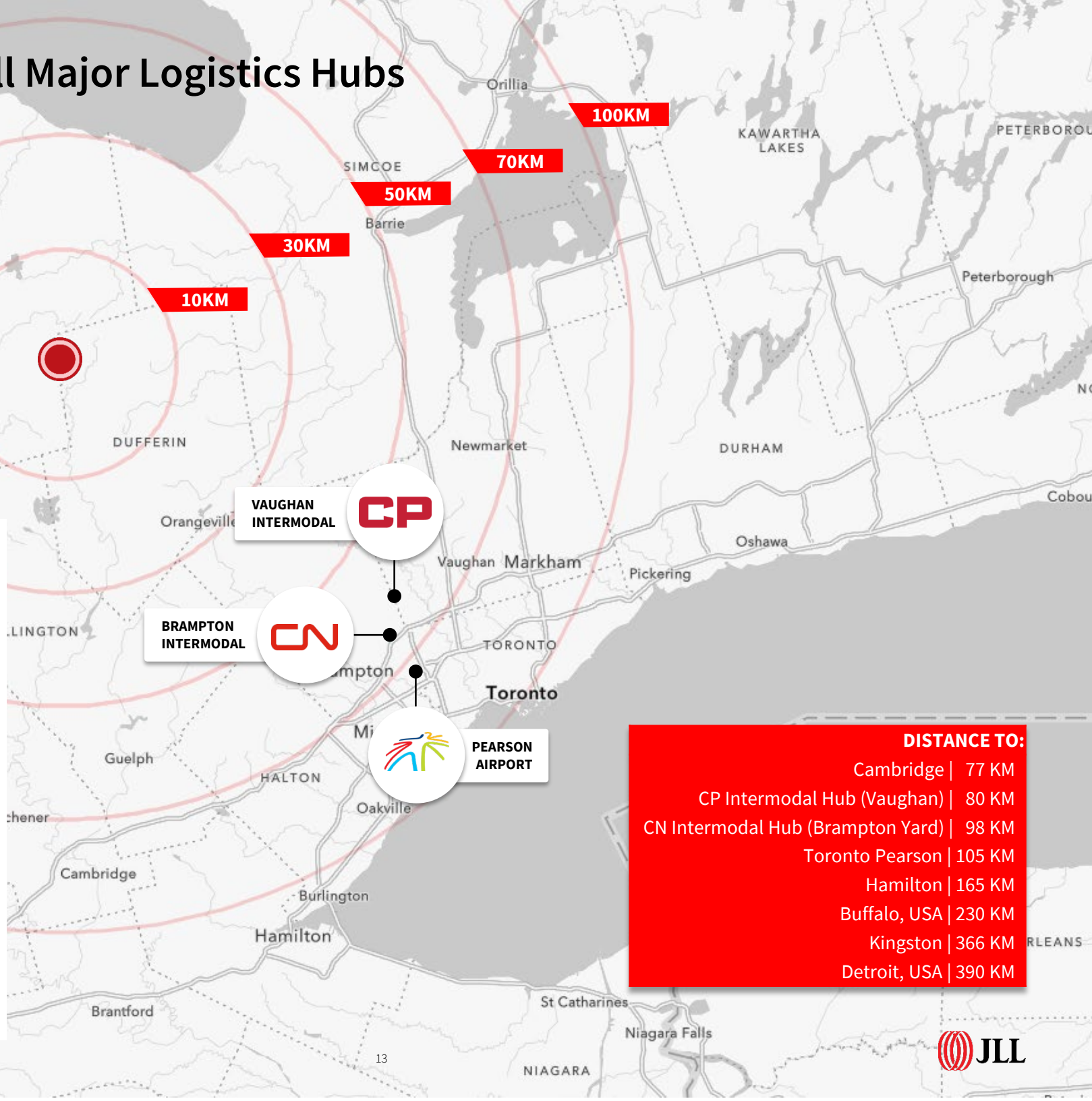


THREATS

- Geopolitical conditions
- Delays in road and services availability

Proximity to All Major Logistics Hubs

	
POPULATION*	AVERAGE HOUSEHOLD INCOME*
8,120	\$90,576
	
TOTAL LABOUR FORCE*	WAREHOUSE LABOUR FORCE*
4,205	1,408
	
EMPLOYMENT RATE*	USED CAR TO WORK*
95.9%	85.37%



DISTANCE TO:	
Cambridge	77 KM
CP Intermodal Hub (Vaughan)	80 KM
CN Intermodal Hub (Brampton Yard)	98 KM
Toronto Pearson	105 KM
Hamilton	165 KM
Buffalo, USA	230 KM
Kingston	366 KM
Detroit, USA	390 KM



Comparable Properties Sold and Available



Commercial Land Availabilities & Sales

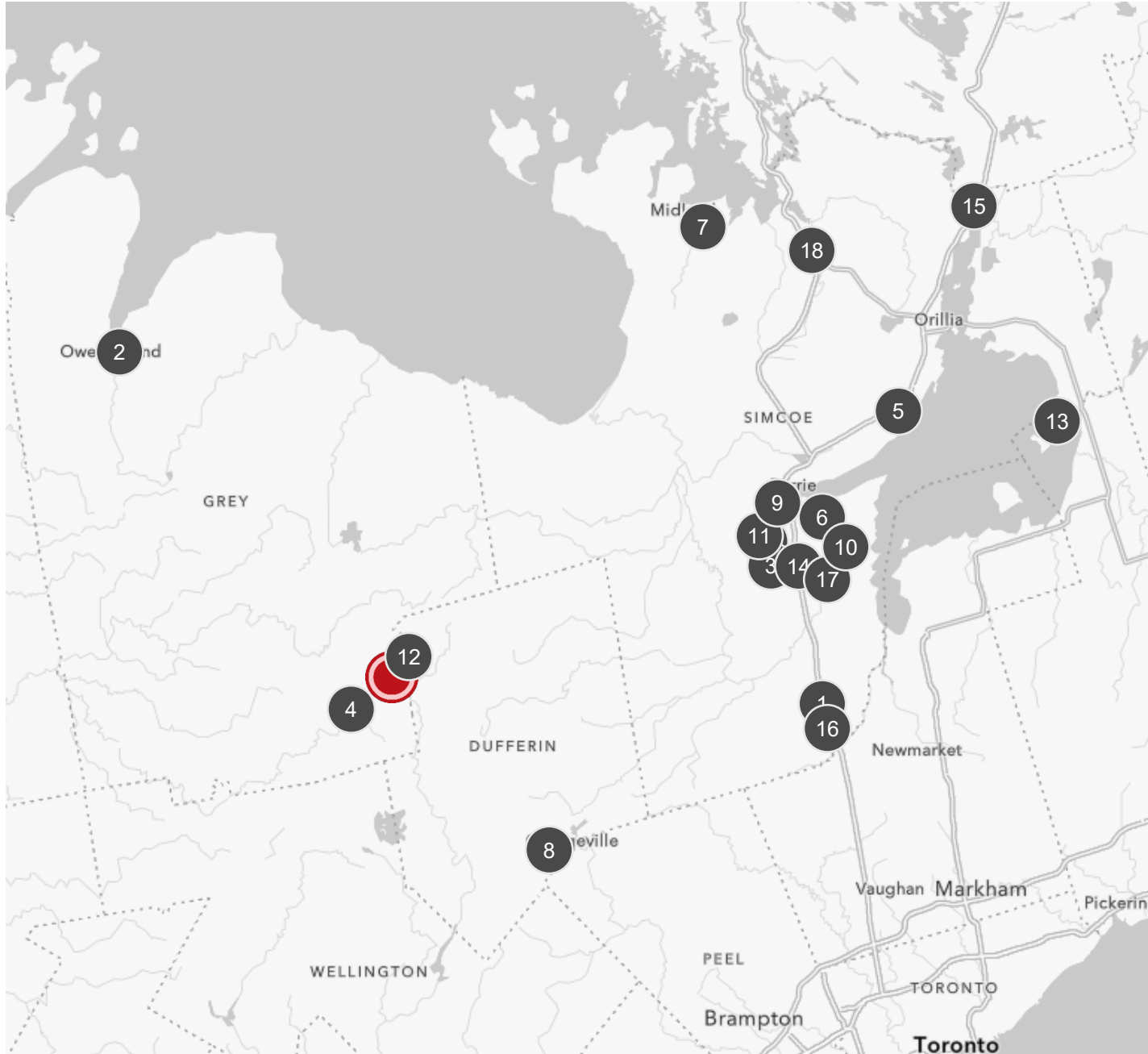
Available Properties For Sale

ADDRESS	MUNICIPALITY	LIST PRICE	\$ Per acre	LAND AREA (AC)	ZONING
2841 Mckinstry Road	Bradford West Gwillimbury	\$4,999,900	\$499,990	10	400 Lands, Industrial Commercial
L9 + 10 16th Street East Street E	Owen Sound	\$9,000,000	\$272,727	33	C2-1 Commercial/ M2-1 Industrial
7209 County Rd 27 Road	Innisfil	\$2,399,900	\$428,554	5.6	Ch-4
152149 Southgate Sideroad15 Sideroad	Southgate	\$799,000	\$15,980	50	Commercial
49 Line 11 South	Oro-Medonte	\$1,200,000	\$333,333	3.6	General Commercial
814 Yonge St	Simcoe	\$499,900.00	\$438,509	1.14	Hc
189 Pillsbury Road	Midland	\$998,900	\$96,048	10.4	Highway Commercial

Comparable Properties Sold

ADDRESS	MUNICIPALITY	LISTED PRICE	SOLD PRICE	\$ Per acre	LAND SIZE (AC)	ZONING	SOLD DATE
205495 County Road 109	Amaranth	\$4,500,000.00	\$4,500,000.00	\$120,320.86	37.4	C2-2 & M1-4	8/30/2021
1906 Commerce Park Drive	Innisfil	\$2,988,000.00	\$3,150,000.00	\$431,506.85	7.3	Commercial Business Park	8/16/2021
1941 Commerce Park Drive	Innisfil	\$1,150,000.00	\$1,100,000.00	\$402,930.40	2.73	Cbp - Commercial Business Park	7/14/2021
7428 County Road 27 Road	Essa	\$2,750,000.00	\$2,500,000.00	\$409,836.07	6.1	Highway Commercial	6/1/2021
240 Owen Sound Street	Southgate	\$1,185,000.00	\$977,500.00	\$263,477.09	3.71	C1 184 H	5/17/2021
1418 Sideroad 15 Sideroad	Ramara	\$1,350,000.00	\$1,250,000.00	\$55,903.40	22.36	Commercial	5/14/2021
1882 Commerce Park Drive	Innisfil	\$2,889,000.00	\$2,450,000.00	\$332,880.43	7.36	Commercial Business Park	3/11/2021
4338 Hamilton Street	Severn	\$175,000.00	\$160,000.00	\$106,666.67	1.5	C1	2/27/2021
2813 Mckinstry Road	Bradford West Gwillimbury	\$4,000,000.00	\$3,650,000.00	\$363,908.28	10.03	400 Lands Industrial/Commercial	2/19/2021
1843 Commerce Park Drive	Innisfil	\$1,425,000.00	\$1,350,000.00	\$326,876.51	4.13	Commerce Business Park	2/2/2021
87 Coldwater Road	Severn	\$599,900.00	\$550,000.00	\$229,272.07	2.40	C1	1/4/2021

Commercial Land Map



- 1** 2841 Mckinstry Road, Bradford West Gwillimbury
- 2** L9 + 10 16th Street East Street E, Owen Sound
- 3** 7209 County Rd 27 Road, Innisfil
- 4** 152149 Southgate Sideroad15 Sideroad, Southgate
- 5** 49 Line 11 South, Oro-Medonte
- 6** 814 Yonge St, Simcoe
- 7** 189 Pillsbury Road, Midland
- 8** 205495 County Road 109, Amaranth
- 9** 1906 Commerce Park Drive, Innisfil
- 10** 1941 Commerce Park Drive, Innisfil
- 11** 7428 County Road 27 Road, Essa
- 12** 240 Owen Sound Street, Southgate
- 13** 1418 Sideroad 15 Sideroad, Ramara
- 14** 1882 Commerce Park Drive, Innisfil
- 15** 4338 Hamilton Street, Severn
- 16** 2813 Mckinstry Road, Bradford West Gwillimbury
- 17** 1843 Commerce Park Drive, Innisfil

Industrial Land Availabilities & Sales

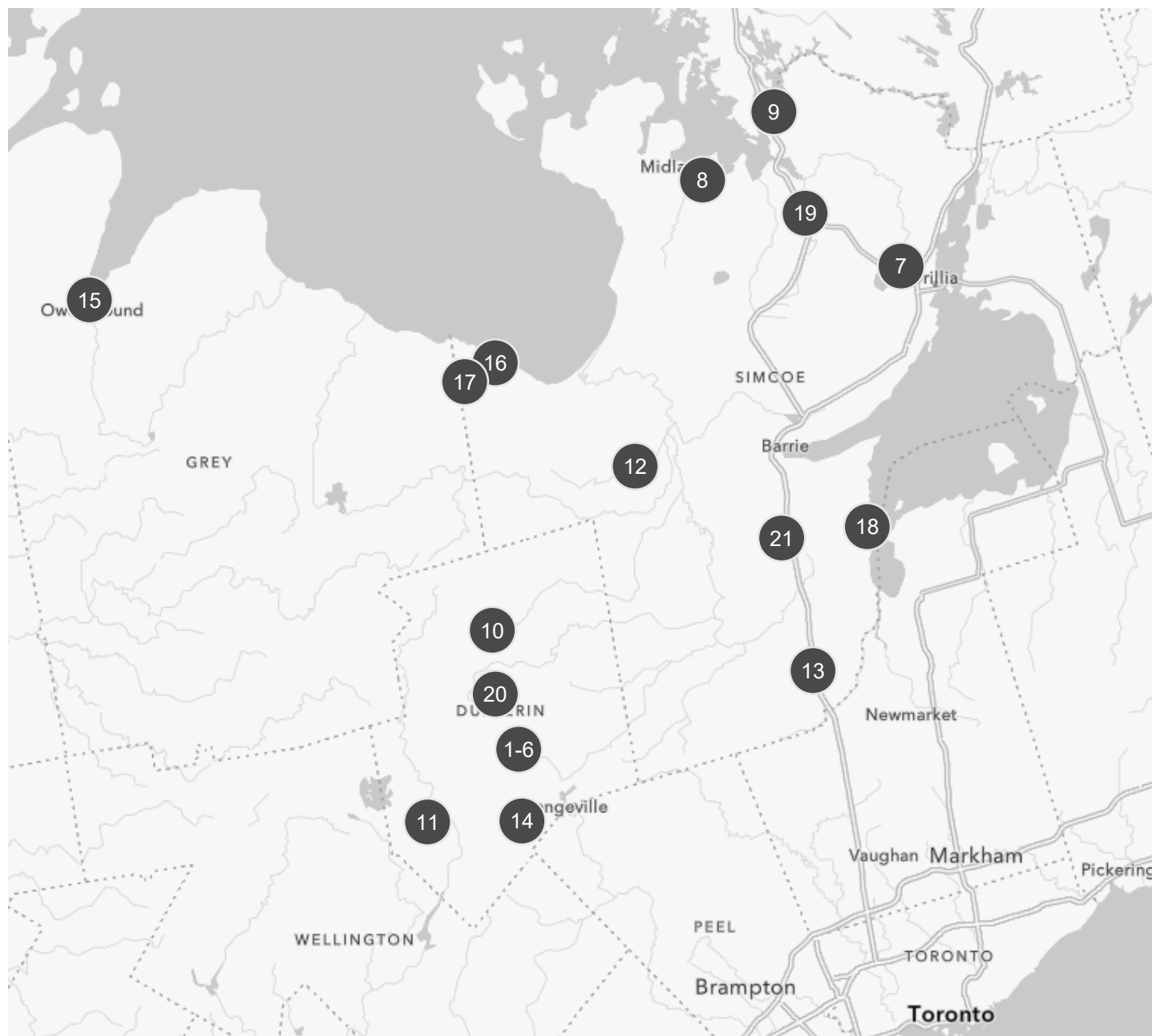
Comparable Properties for Sale

ADDRESS	MUNICIPALITY	LIST PRICE	\$ Per acre	LAND AREA (AC)	ZONING
N/A 2nd Line	Amaranth	\$5,000,000	\$250,000	20	M1-10 (H) & M1-11(H)
N/A 2nd Line	Amaranth	\$6,250,000	\$250,000	25	M1-10 (H) & M1-11(H)
N/A 2nd Line	Amaranth	\$12,500,000	\$250,000	50	M1-10 (H) & M1-11(H)
N/A 2nd Line	Amaranth	\$18,750,000	\$250,000	75	M1-10 (H) & M1-11(H)
N/A 2nd Line	Amaranth	\$25,000,000	\$250,000	100	M1-10 (H) & M1-11(H)
N/A 2nd Line	Amaranth	\$70,750,000	\$250,000	283	M1-10 (H) & M1-11(H)
351 West Street S	Orillia	\$2,500,000	\$126,518	19.76	M2- Industrial Two (General Industrial)
1001 Kindred Road	Midland	\$299,000	\$82,143	3.64	M2-2
3881 Darling Island Road	Severn	\$499,000	\$259,896	1.92	Sr3 - 19 - H13

Comparable Properties Sold

ADDRESS	MUNICIPALITY	LISTED PRICE	SOLD PRICE	\$ Per acre	LAND AREA (AC)	ZONING	SOLD DATE
537042 Main Street	Melanchton	\$2,250,000.00	\$1,850,000.00	\$70,799.85	26.13	Development / Light Industrial & Ec	7/12/2021
152 Main Street N	East Luther Grand Valley	\$625,000.00	\$589,000.00	\$449,618.32	1.31	Ind-4	7/9/2021
5 Greengage Road	Clearview	\$649,000.00	\$649,000.00	\$214,900.66	3.02	Industrial- Mr	7/6/2021
3538 Line 8	Bradford West Gwillimbury	\$5,525,000.00	\$5,000,000.00	\$294,117.65	17	Future Development	5/28/2021
473043 County Rd 11 Road	Amaranth	\$3,000,000.00	\$2,562,000.00	\$252,912.14	10.13	Industrial	3/1/2021
Lt 8 17Th Street E	Owen Sound	\$675,000.00	\$595,000.00	\$109,174.31	5.45	M2 - Heavy Industrial	2/21/2021
380 High Street	Collingwood	\$1,150,000.00	\$1,050,000.00	\$211,267.61	4.97	Dr	2/1/2021
420 High Street	Collingwood	\$6,250,000.00	\$5,200,000.00	\$77,611.94	67	Dr, Ru, Ep	2/1/2021
Ptblka Maple Road	Innisfil	\$449,000.00	\$404,500.00	\$311,153.85	1.3	Ep & R1	1/30/2021
2956 Southorn Road	Severn	\$850,000.00	\$800,000.00	\$31,633.06	25.29	M2 - General Industrial	1/13/2021
Xxx Luxton Way	Shelburne	\$487,500.00	\$500,000.00	\$128,205.13	3.9	M1 Industrial Employment	12/16/2020
7131 5 Sideroad	Innisfil	\$13,750,000.00	\$13,750,000.00	\$210,824.90	65.22	lbp	

Industrial Land Map



- 1 N/A 2nd Line, Amaranth
- 2 N/A 2nd Line, Amaranth
- 3 N/A 2nd Line, Amaranth
- 4 N/A 2nd Line, Amaranth
- 5 N/A 2nd Line, Amaranth
- 6 N/A 2nd Line, Amaranth
- 7 351 West Street S, Orillia
- 8 1001 Kindred Road, Midland
- 9 3881 Darling Island Road, Severn
- 10 537042 Main Street, Melancthon
- 11 152 Main Street N, East Luther Grand Valley
- 12 5 Greengage Road, Clearview
- 13 3538 Line 8, Bradford West Gwillimbury
- 14 473043 County Rd 11 Road, Amaranth
- 15 Lt 8 17Th Street E, Owen Sound
- 16 380 High Street, Collingwood
- 17 420 High Street, Collingwood
- 18 Ptblka Maple Road, Innisfil
- 19 2956 Southorn Road, Severn
- 20 Xxx Luxton Way, Shelburne
- 21 7131 5 Sideroad, Innisfil



Marketing Strategy



Disposition Strategy

Our goal is to deliver **innovative**, differentiated and best-in-class marketing across multiple communication channels.



Two Strategic leads & Three on-the-ground prospectors

Our cross-regional team collaborates and shares best practices, driving innovation in our property marketing



Access to expertise & best practices

Our regional marketing team benefits from full connectivity to our expanded JLL national marketing leads



Full-service, in-house agency

Rivalling a stand-alone creative agency, JLL's in-house capabilities can meet any needs your project might entail



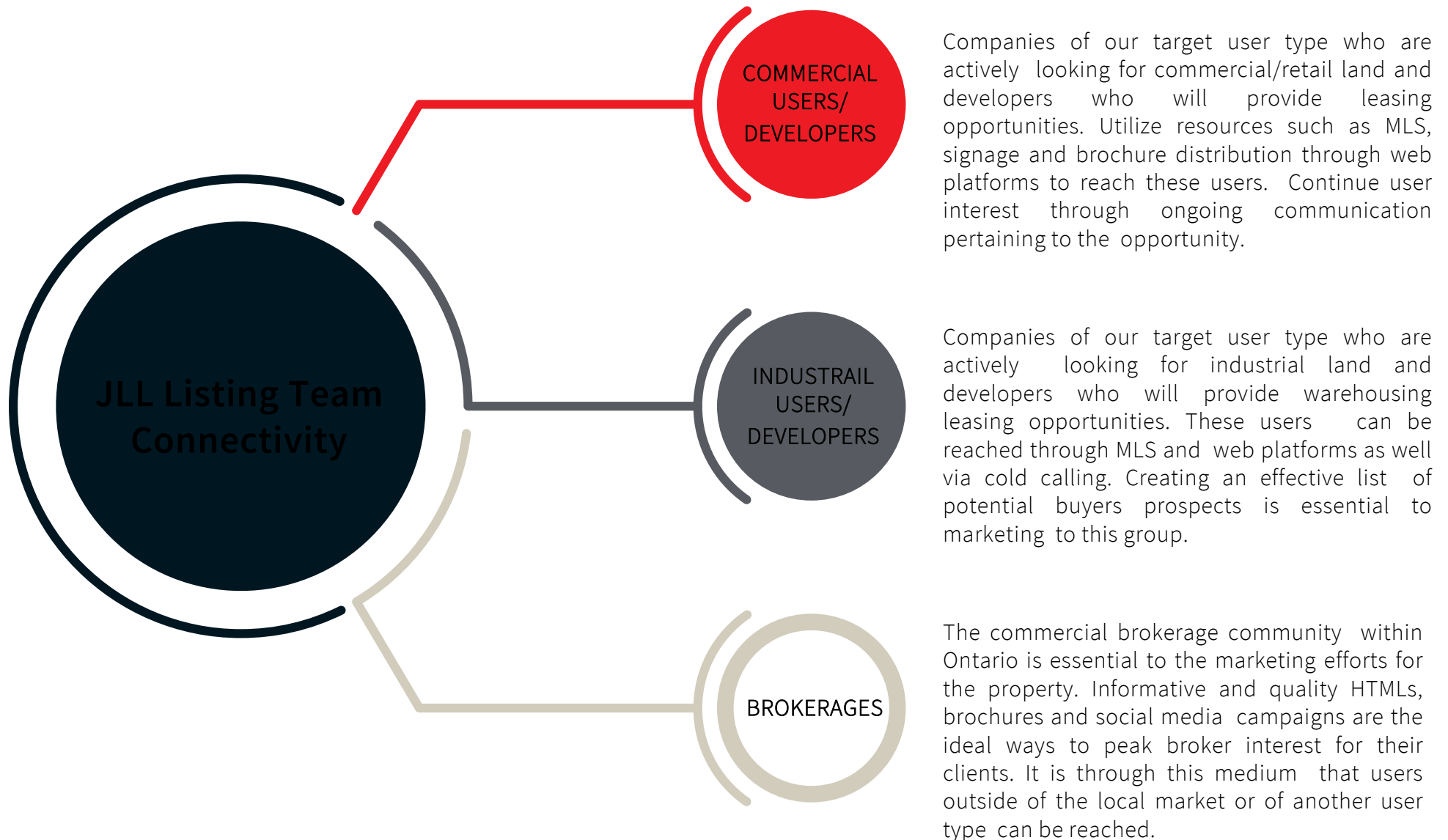
Technology & Covid-19

The latest technology for property marketing and prospect outreach including virtual tours

Superior in-house Marketing & Design Services

- Online print media & website
- Virtual data room (VDR)
- Design services
- Custom marketing video
- Custom HTMLs
- Property signage
- Active reporting

Marketing Strategy - Target Buyers



“Success” Formula



100



Marketing Campaign Development Process

1

Target Buyers

- Warehousing/Logistics/Distribution
 - Light manufacturing
 - Transportation
- Medical/Institutional
 - Retailers

4

Delivery Method

- Broker e-blasts
- Cold-calling campaign
- Broker road show – branded “SWAG”
- Signage, website and virtual tour video

2

Buyer List

- Businesses that are looking to exit the expensive Toronto market
 - JLL Corporate Client List

5

Offer/Lease Process

- Standard offer and lease documents
- Business Park Welcome Package

3

Product Offering

- Zoned and fully serviced land
- Land offered in variety of sizes
- Affordable location within 1 hour of GTA
 - Buyer Incentive package

6

Reporting

- Bi-weekly Activity zoom reporting
- Listing activity
 - Cold-calling activity
 - Tours & follow-ups

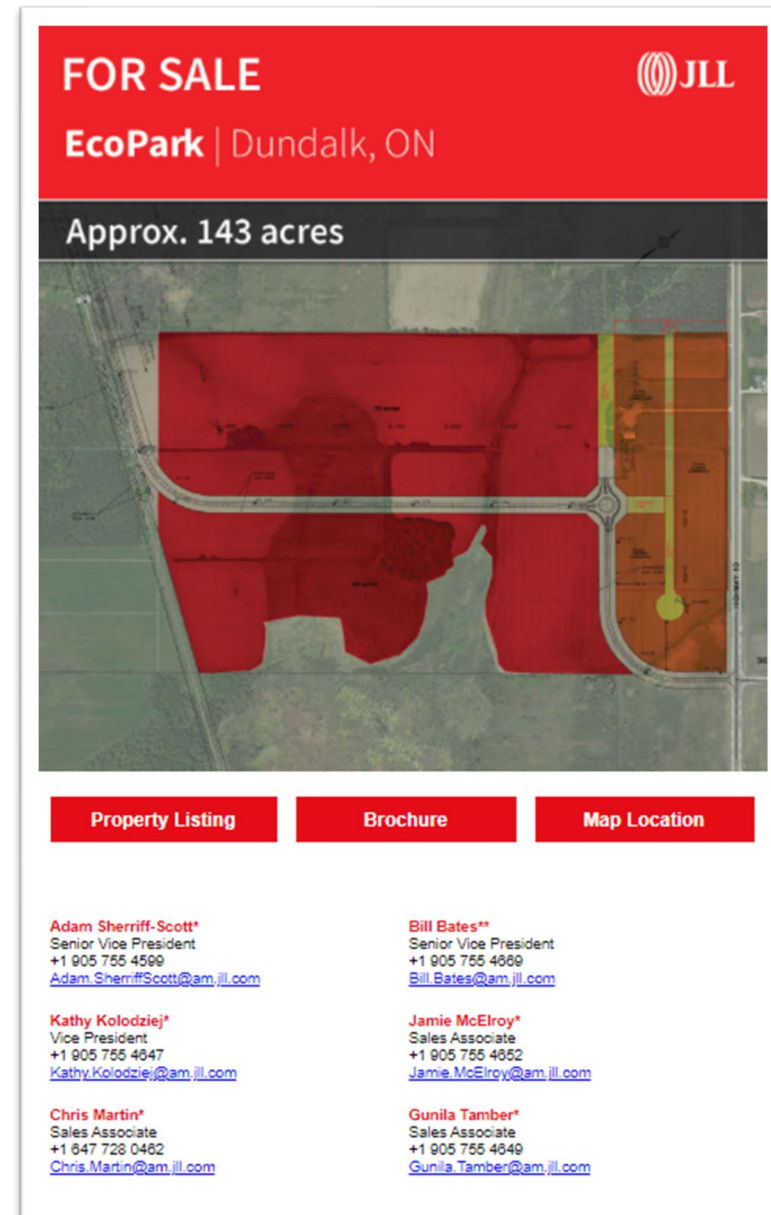
Marketing Materials

Property Brochure

- Custom designed high-quality brochure
- Highlights and features of the opportunity
- Distributed through door-knocking & upon request

E-mail Blast

- Custom e-mail blast created with link to brochure
- Distributed bi-weekly to JLL's network and target users



Marketing Materials

Custom Marketing Video

- Video showcasing the property features, connectivity, proximity to transit, amenities and surrounding tenants

Social Media

- Custom social media posts
- Distributed to the personal LinkedIn networks of the listing professionals on the project



FOR SALE

EcoPark, Dundalk

Approx. 143 acres

Adam Sherriff-Scott* Senior Vice President +1 905.755.4599 Adam.Sherriff@jll.com	Bill Bates** Senior Vice President +1 905.755.4569 Bill.Bates@jll.com	Kathy Kalodazig* Vice President +1 905.755.4617 Kathy.Kalodazig@jll.com	Jamie McElroy* Sales Associate +1 905.755.4652 Jamie.McElroy@jll.com	Chris Martin* Sales Associate +1 947.728.9162 Chris.Martin@jll.com	Gunila Tambay* Sales Associate +1 905.755.4619 Gunila.Tambay@jll.com
--	---	---	--	--	--

©2021 Jones Lang LaSalle IP, Inc. All rights reserved.

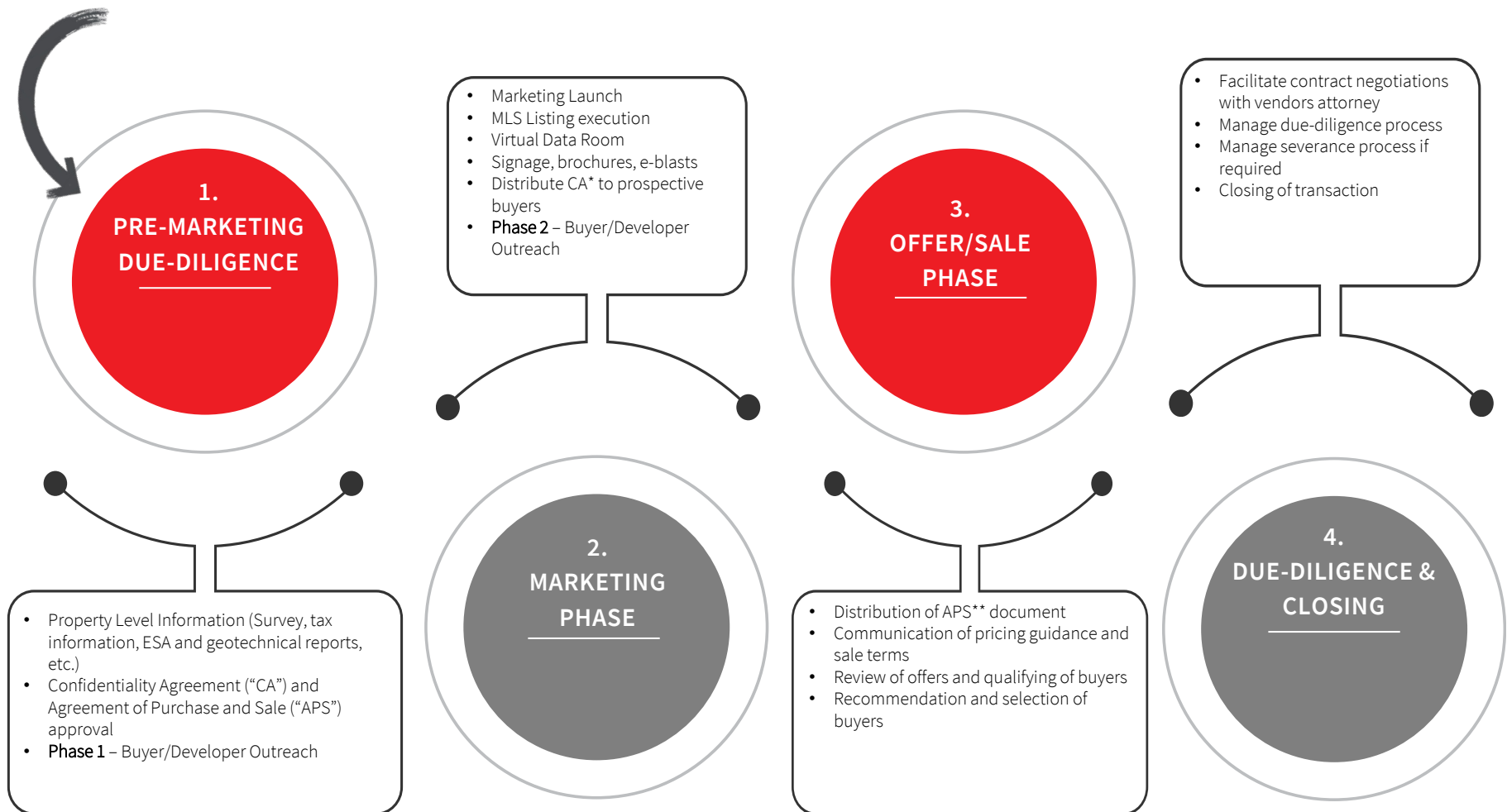


JLL Plan of Attack



JLL Plan of Attack

READY TO GO TODAY!



* CA – Confidentiality Agreement

** APS – Agreement of Purchase and Sale



Market Trends



Current Market Trends

COMMERCIAL/RETAIL

- Impact of Covid disrupted retail market initially but is rapidly improving, high vaccination rates, and mandatory vaccination policies are providing stability to the sector with less risk for future lockdowns.
- Consumer confidence is at an all-time high since the onset of the pandemic, dining, entertainment, and service-based retail overall have recovered to levels equal to 2019.
- With reduced travel and the desire to evolve homes into more comfortable spaces to live, work, and play, the home improvement and home goods retail categories have sustained strong performance throughout the pandemic.
- The appetite for expansion from quick service restaurants has been insatiable with drive-thru product the most in demand real estate type.
- As Rural and Suburban retail markets have been the beneficiary of population migration and a sustained hybrid work from home model, retail product has performed better in Rural and Suburban markets and demand for these markets has strengthened.
- Accelerated progression of residential development in rural markets is of interest to many service-based retail brands due to lower rents and the ability to service larger markets digitally from satellite locations. These retailers need to see concrete evidence of the residential growth being realized to commit to bricks and mortar locations based on future market size.
- As retailers have shifted to omnichannel paths to the consumer, many bricks and mortar retailers are examining their models and exploring using their locations to offer retail storefronts and e-commerce fulfillment opportunities.
- Retailers have reduced capital budgets for growth due to the pandemic, will prioritize capital to highest returns on investment.

INDUSTRIAL

- High demand for industrial product in Ontario from both users and investors
- Increasing land sales prices across province
- E-commerce and last-mile needs increasing industrial demand in GTA and rural areas
- Low availability and rising land prices for industrial land is forcing the developers to purchase land outside of urban areas
- Rising demand for temperature-controlled space for food vertical and manufacturing industry

Retail Void Analysis

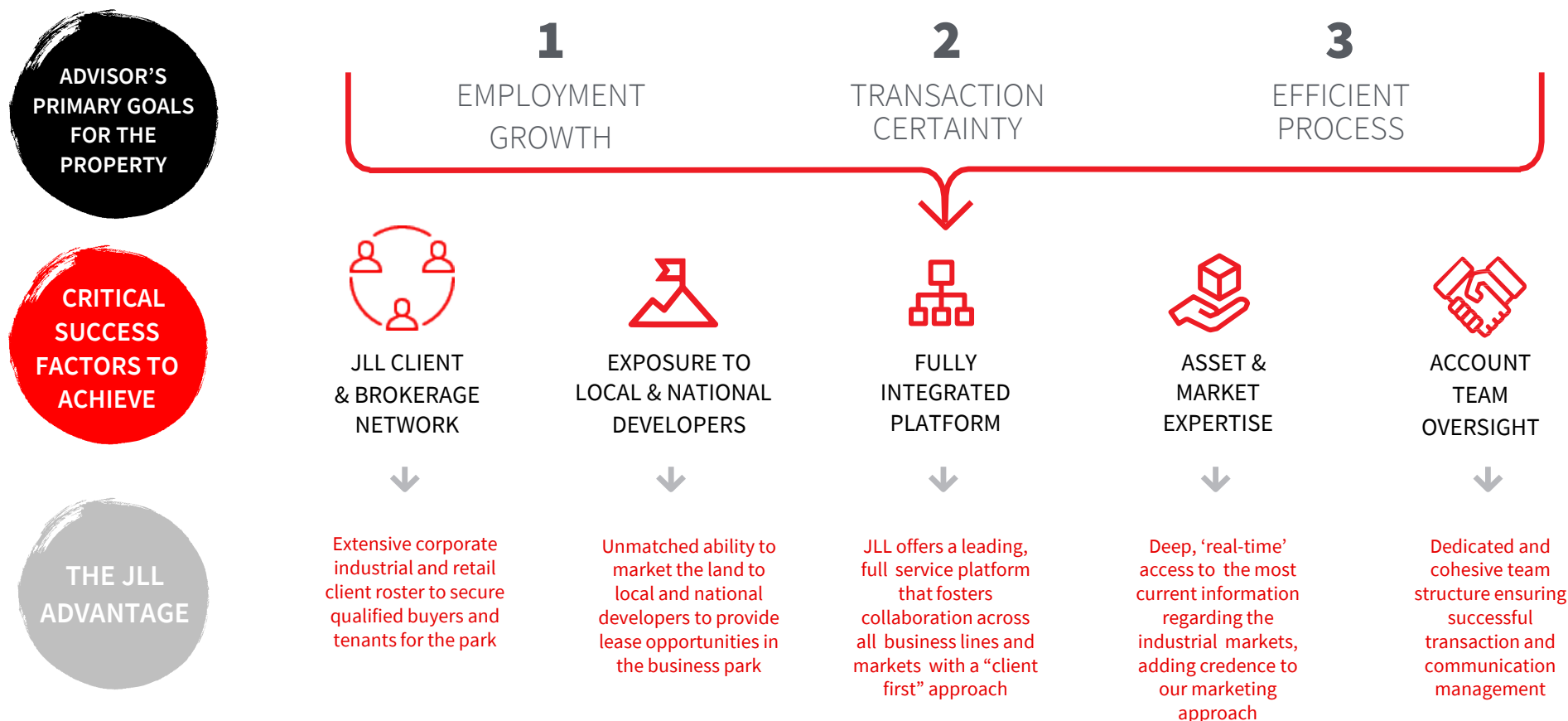
DEMOGRAPHICS	SHELburnE	DURHAM	WALKERTON	MOUNT FOREST	DUNDALK
Population (2016)	8,126	2,609	4,517	4,643	2,046
Pop. Growth (2011-2016)	39.1%	-1%	2.6%	4%	2.9%
Occupied Private Dwellings (2016)	2,785	1,155	1,920	2,075	800
RETAILERS BY CATEGORY					
Retail Banking	TD TBC	CIBC RBC Northern Credit Union	CIBC Meridian Credit Union BMO TD	BMO Scotiabank TD Kindred Credit Union	CIBC Dundalk District Credit Union
Retail Pharmacy	IDA Shelburne Town Pharmacy	IDA	Guardian Pharmasave	IDA Pharmasave Loblaws Pharmacy	Guardian
QSR	Tim Hortons (2) Domini's Pizza New Orleans Pizza Subway	Tim Hortons Godfathers Pizza New Orleans Pizza Subway	Tim Hortons Godfathers Pizza Dairy Queen Subway KFC Pizza Delight	Tim Hortons A&W New Orleans Pizza Subway Domino's Pizza Coffee Culture	Tim Hortons Square Boy Pizza Jug City The Grill Junction Family Restaurant
Supermarkets & Grocery Stores	Foodland No Frills	Foodland	Foodland Your Independent Grocer	Foodland No Frills M&M Food Mart	Foodland
Convenience/Discount Retail	Looney Tooney On the Run Circle-K Giant Tiger	Crazy Dollar Plus Store	Looney Tooney Circle-K Towne Convenience	Looney Tooney Bargain Mart Variety Town Convenience Circle-K	On the Run Daisy Mart
Consumer Discretionary	Home Hardware LCBO Beer Store	Home Hardware LCBO Beer Store	Home Hardware LCBO Beer Store The Source Peavey Mart Timber Mart	Home Hardware LCBO Beer Store Peavey Mart Canadian Tire	Home Hardware LCBO



The JLL Advantage



The “JLL Advantage”



Why JLL

- Account Team Oversight and Management:
 - Single-point of contact
 - Effective and transparent communication
 - Defined roles and responsibilities
 - Overall transaction and project timeline management
- Strong will and ability of your JLL dedicated team to provide unparalleled and **conflict free** advisory services
- Unique combination of:
 - Recent and **relevant sales experience**
 - Best-in-class** marketing materials
 - Deep **markets expertise**
 - Unparallel **client network**
 - Government** process experience
- JLL will brand this opportunity as a **strategically located business park**.



Terms of Engagement

Terms of Engagement

Term Length: 18 months

List Price: UNPRICED

Sales Fee: For disposition of the land parcels in EcoPark Dundalk, the following fee schedules will apply due in full upon successful closing as a disbursement:

- Total Fee: 6%
- Listing Team: 3%
- Cooperating Booker: 3%
- If sold by JLL Team: 5%
- Fees payable on closing

Marketing Expenses: All marketing materials, professional photos and brochures to be paid for by JLL.

Holdover Period: 180 Days



Appendix I

Team Structure & Bios

Meet our Team

Core Team



ADAM SHERRIFF-SCOTT
Senior Vice President

Project Role
Negotiation,
Buyer Qualifying &
Transaction Execution



KATHY KOLODZIEJ
Vice President

Project Role
Negotiation,
Buyer Qualifying &
Transaction Execution



JAMIE MCELROY
Sales Associate

Project Role
Prospecting, Touring &
Transaction Management



CHRIS MARTIN
Sales Associate

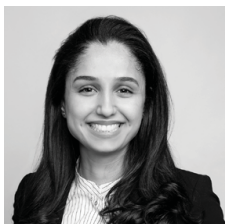
Project Role
Prospecting, Touring &
Transaction Management



GUNILA TAMBER
Sales Associate

Project Role
Prospecting, Touring &
Transaction Management

Support Team



JULIANA SCUDERI
Client Services Coordinator



YOANA KOWLESSAR
Marketing Associate



CHAD PICHE
Research Manager

CORE VALUES

DIVERSITY

CONTINUOUS IMPROVEMENT

INTEGRITY

RESULTS-DRIVEN

COLLABORATION

TRUE TEAM

JLL Local Industrial Capabilities



\$2.1B

Value of leases &
sales for past 24
months



16.8M

Total SF leased & sold by
the Toronto Industrial
Team for past 24 months



450+ AC

Total acreage leased &
sold by the Toronto
Industrial Team for past 24
months

JLL Local Industrial Capabilities



2200 YUKON COURT MILTON

1,100,000 sf, Design-build
Purchase \$160,000,000
181,000,000 Forward Sale



HUMBER STATION ROAD BOLTON

37.14 acres of land
Sold for \$28,500,000



7447 BREN ROAD MISSISSAUGA

39,892 sf on 9.2 acres
Sold for \$24,000,000



1001 BELMORE LINE WROXETER

24,705 sf on 23 acres
Sold for \$900,000



1035 INDUSTRIAL ROAD AYR

156,318 sf on 8 acres
Leased for \$281,464



297 RUTHERFORD RD. & GLIDDEN RD, BRAMPTON

17.9 acres of land
Sold for \$59,250,000



107 SINCLAIR BLVD. BRANTFORD

FOR SALE
1379 acres



28 COMMERCE CRES NORTH BAY

FOR SALE
70,000 sf on 5.97 acres



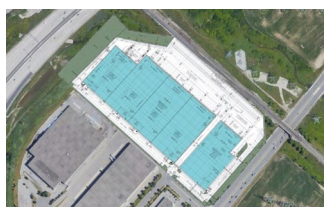
2265 MARKHAM ROAD SCARBOROUGH

FOR SALE
3.0 acres
Conditionally sold at \$7,050,000



771 WILSON AVENUE KITCHENER

FOR SALE
72,200 sf



400-420 PARKHURST SQUARE BRAMPTON

FOR LEASE
89,346 – 322,660 sf



5275 HIGHWAY N33 BATH

FOR SALE
195.67 acres

Team Biographies



Adam Sherriff-Scott

Senior Vice President | Co-Practice Lead, GTA West Industrial

Adam Sherriff-Scott joined JLL in the fall of 2014 to help grow the Agency Leasing and Sales presence of JLL Industrial in the GTA West market. Since joining he has been integral in winning multiple noteworthy listing assignments and has brought to market over \$985 million dollars' worth of Industrial assets for sale.

Over the past 22 years Adam has represented owners, both private and institutional, across the Greater Toronto Area, Canada and North America which has enabled him to develop a strategic approach to solving client challenges with respect to facilities throughout the entire life-cycle of a real estate transaction. Adam's main focus is assisting industrial and corporate users in the areas of agency leasing, portfolio acquisition/disposition, documentation review, site selection/comparison, financial analysis and lease negotiations.

Prior to joining JLL Adam spent six years as a Vice President of Industrial at Avison Young in the GTA West working on industrial agency leasing and sales assignments. Adam and his team won the largest leasing and disposition assignment in company history of over 2 million square feet. Prior to that he spent over five years working in Prague, Czech Republic, and Moscow, Russia working for two international real estate firms as Senior Director managing teams in both office and industrial leasing.

Adam attended the University of Guelph where he graduated in 1999 with a Bachelor's Degree in Political Science. Adam is a member of the Real Estate Council of Ontario, the Ontario Real Estate Association, the Toronto Real Estate Board and is a licensed real estate Broker in Ontario, Canada.

MAJOR TRANSACTIONS

- Canada Post: 850,000 sf
- Morguard: 375,000 sf
- HOOPP: 185,000 sf
- Jeld-Wen: 190,000 sf
- Triovest Realty: 925,000 sf
- Hopewell: 280,000 sf
- Panattoni: 180,000 sf
- One Properties: 285,000 sf
- Nicola Crosby: 450,000 sf
- Nova Ridge: 270,000 sf
- McMillan Transport: 150,000 sf
- ProXhibit: 73,000 sf
- Bentall Kennedy: 450,000 sf
- Skyline REIT: 258,000 sf
- Artis REIT: 120,000 sf
- Old Castle Building Products: 540,000 sf
- DSV: 1,100,000 sf
- Plat Du Chef: 110,000 sf
- LaSalle Investment Management: 400,000 sf
- The Rathcliffe Group: 425,000 sf
- Rayonier Advanced Materials: 250,000 sf

Team Biographies



Kathy Kolodziej

Vice President | Corporate Transaction Management, Industrial

Kathy brings 20 years of real estate experience, concentrated at the management level and working with complex public and private corporate real estate portfolios. In late 2018, Kathy joined the JLL industrial team and is responsible for managing tenant representation assignments, agency leasing/sales and JLL corporate client requirements.

Prior to joining the industrial team, she led the Transaction Advisory Services team responsible for the Canada Post account. In that role, she led a team of three Transaction Managers and an Analyst who executed in excess of 350 transactions annually across Canada. During her tenure as the transaction lead, Kathy in conjunction with the markets team completed a number of complex transactions in excess of 100 million dollars. Previously, Kathy held a management role at CML Health Care/LifeLabs where she was responsible for transaction management and lease administration. In this role she also managed the planning, design and construction of all new-builds and renovations.

Prior to CML/Lifelabs, Kathy spent 3 years as Program Manager, Facility Acquisitions, for the Region of Peel where she oversaw the acquisition, leasing, and lease administration of the Region's portfolio of real estate assets. Her initiatives and leadership led to millions of dollars in cost savings, and the successful delivery of the Paramedic acquisition program. In this role Kathy completed a 200,000 sf office purchase and land purchases for 12 paramedic stations. She also worked as a Transaction Manager at SNC Lavalin/Nexacor where she was responsible for managing the portfolio for Bell Canada in Ontario.

Kathy started her career in real estate at Cushman & Wakefield where she was responsible for managing industrial corporate accounts such as Emco, Bridgestone-Firestone and Frito-Lay Canada.

MAJOR PORTFOLIOS

- Canada Post: 20,000,000 sf
- Emco: ~ 250 Properties
- CML/LifeLabs: ~ 300 Properties
- Bridgestone: ~ 250 Properties
- Acklands Grainger: ~ 200 Properties
- Bell Canada: 12,000,000 sf
- Region of Peel: 1,000,000 sf

Team Biographies



Jamie McElroy | Associate, Industrial Sales & Leasing

Jamie joined JLL in the spring of 2017. Working closely with Bill Bates and Adam Sherriff-Scott, Jamie has assisted them in their efforts to grow the Leasing and Sales presence of JLL Industrial in the GTA North market. Jamie has begun to hone his market knowledge and develop industry relationships, focusing on Vaughan with specific regard for the Woodbridge and Concord submarkets. Having already garnered a collection of clients, Jamie's persistence and enthusiastic approach to delivering quality service allows him to cultivate meaningful partnerships and has made him a valuable member of the Mississauga Industrial team.

Jamie attended Western University where he graduated in 2014 with a Bachelor's Degree in Management and Organizational Studies. Jamie is a member of the Real Estate Council of Ontario, the Ontario Real Estate Association, and the Toronto Real Estate Board.



Chris Martin | Associate, Industrial Sales & Leasing

Chris joined JLL in the summer of 2018. Working closely with Bill Bates, Adam Sheriff-Scott and Jamie McElroy, Chris has begun to develop industry relationships with Landlords, Tenants, and Developers with a primary focus on the Bolton submarket.

Chris attended St. Lawrence University in Canton, New York where he graduated in 2015 with a Bachelor's Degree in Economics. Chris is a member of the Real Estate Council Of Ontario, the Ontario Real Estate Association, and the Toronto Real Estate Board.



Gunila Tamber | Associate, Industrial Sales & Leasing

Gunila Tamber joined JLL as an Associate in March 2020. Gunila's prior experiences in sales and cultivating business relationships supports JLL's growth strategy. Her collaborative approach with stakeholders and her data driven mindset complement the JLL Industrial team.

Gunila graduated from Ryerson University with a bachelor's degree in Accounting and prior to JLL worked as a financial analyst for an automotive manufacturer.

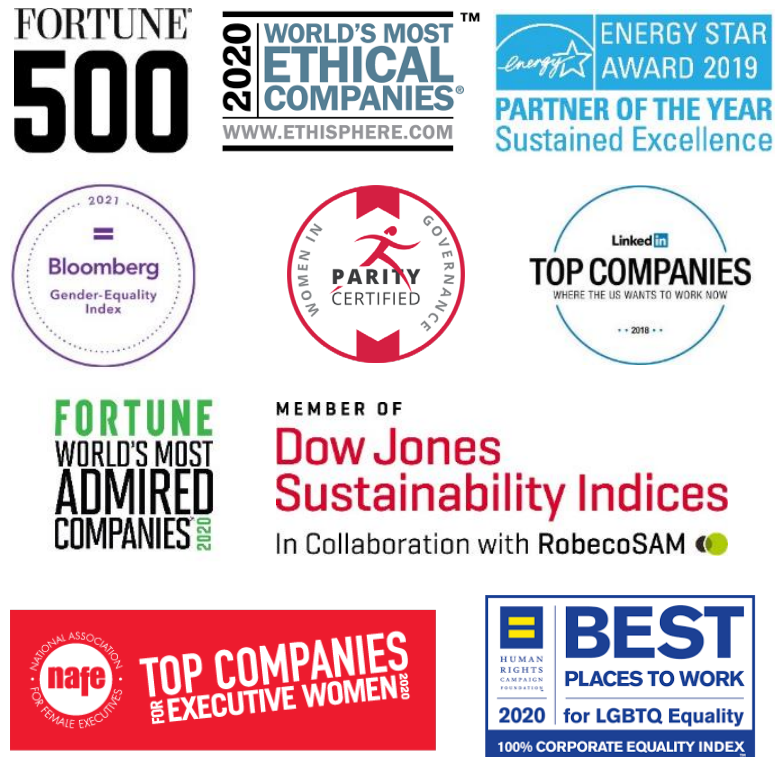


Appendix II

Sustainability



We shape the future of real estate for a better world



Some of JLL's awards & recognition

Building a better tomorrow.
Our sustainability leadership ambition.



Clients

Specialist energy & sustainability advice

Embedded sustainability in the core real estate services

LaSalle sustainable property investing



People

Health and safety

Diversity and inclusion

Personal and career development

Rewards and recognition

Health and well-being



Workplaces

Energy and resource use

Health and sustainable buildings

Sustainable procurement



Communities

Employee volunteering

Charitable contributors

Sustainability Product Families & Specific Products



Sustainability
Consulting &
Reporting



Ratings &
Certifications



Engineering
Design &
Project Execution



Renewable
Energy
Supply Solutions



Portfolio Energy &
Sustainability
Management



Building
Assessments &
Optimizations



Sustainability Asset
Value
Measurement



Sustainability
Program
Management



Renewable
Energy
Financial
Transactions

Why JLL?

A proven track record of reducing energy costs and supporting progress towards sustainability goals.



In 2019 alone, we achieved **\$40 million** in energy cost savings



Averted **112,674 metric tons of CO2 emissions** by advising on renewable energy projects



Processed more than **1.1 million utility invoices** for more than **80 clients** globally



Advised on energy and sustainability management across more than **1.5 billion SF** of space across more than **70,000 sites globally**

Our team works hand-in-hand with your onsite **JLL facilities management team**—which means that their recommendations and initiatives are informed by the technical personnel that know your buildings and systems best.

JLL Ambitious Net Zero 2040 Pledge

- JLL will achieve **net zero carbon emissions** by 2040
- This pledge covers not just our own operations around the world, but also **all of the sites we manage** for our clients and our **extensive global corporate supply chain**
- It builds on **JLL's existing science-based target for reducing carbon emissions** and earlier key steps such as signing the World Green Building Council's Net Zero Carbon Buildings Commitment in 2020
- To deliver on our net zero pledge, we will need to be **fully equipped** to guide our clients on their own journeys
- Therefore, as a core global strategic priority, **we are embedding and growing sustainability products and services across all our business lines**



Appendix III

Case Studies

Appendix – Case Studies

N/A Humber Station, Bolton



Property Type: Industrial Land

Location: N/A Humber Station, Bolton

Area: 37.143 acres

Sale Price: \$28,400,000.00

Sold Date: July 2020

Services Provided:

- Valuation
- Marketing consultation
- Disposition management
- Debt financing

Situation:

- Receivership sale for one the last remaining large parcels of outdoor storage land in Caledon
- Rising asset value, with a number of high profile corporate neighbours with operations in Bolton limited Tenant pool for subject asset
- Conducted a multi-step bid process on behalf of receiver amid a global pandemic

Scope:

- Detailed valuation and underwriting to accommodate sale to either a user or an investor
- Full scale due diligence, including environmental site testing, TRCA requirements, potential plans of sub-divisions/land development, etc.
- In depth and phased marketing program to proprietary database of users and investors
- Negotiation and advisory with list of “top buyers” during first round of bid process
- Minimize buyer due diligence time by providing data room with documents to lower the required due diligence period
- Coordinate successful closing in minimal timeline during global pandemic

Results:

- Sale agreement within weeks of second round bid
- Successful coordination of closing and private debt financing during global pandemic

Appendix – Case Studies



Property Type: Industrial

Location: 280 Victoria Street W, Dundalk

Area: 40,000 SF

Listing Duration: Feb. 2021 – 3 years

Services Provided: • Tenant Representation

Situation:

- Property was listed for both lease with local residential brokerage
- JLL was approached by Friuli-Jarrow Holdings Inc. in September 2020 assist in finding a tenant for the vacant warehouse

Scope:

- JLL was working with Backyard Discovery to find their first Canadian warehouse and distribution location
- A number of GTA options were introduced to the Tenant but no suitable location was identified
- Decision was made to look outside of GTA to find a more affordable option

Results:

- Dundalk warehouse was introduced to Backyard Discovery for consideration
- Within 2 months, JLL had the building leased creating additional warehousing jobs in the area
- JLL achieved the highest rental rate for the Dundalk market for a 3 year term with rental rates starting in the high \$5's PSF Net
- Building leased during the COVID-19 pandemic

Appendix – Case Studies

Government Experience - Canada Post Letting at 855 Brookfield Drive in Ottawa



Property Type: Office

Location: 855 Brookfield Drive, Ottawa

Area: 112,349 sq. ft.

List Price: \$26.00 per sq. ft. gross

Listing Duration: November 2014 – December 2017

Services Provided: Market and lease out property

Situation:

- The above office building located at Canada Post's head office campus was deemed surplus
- JLL was mandated with the listing and leasing of the surplus space

Scope:

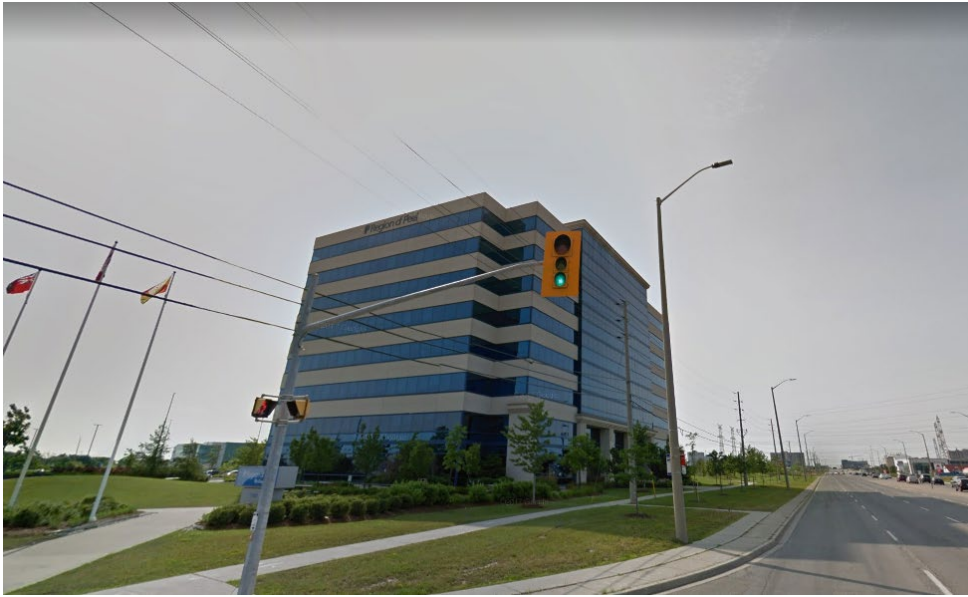
- K. Kolodziej, who was responsible with managing the Canada Post transaction nationally, was tasked to list the building for lease
- The property was listed with local JLL brokers
- A tenant was found to occupy approx. 60,000 sq. ft. in 2015 and a lease was negotiated
- The tenant has since requested to extend their lease for additional 12 years and expand into an additional 12,000 sq. ft.
- The extension/expansion is being negotiated right now

Results:

- Leased approximately 60,000 sq. ft. in 2015 with projected rent revenue of \$5M
- The extension/expansion will provide Canada Post with additional rent revenue of \$21M
- In early 2018, CPC had a requirement for office space and moved into the remaining available space

Appendix – Case Studies

Government Experience - Region of Peel Mississauga Office Acquisition



Property Type: Office

Location: 7120 Hurontario Street, Mississauga

Area: 200,000 sf on 10 acres

Purchase Price: \$40.5M

Search/Acquisition Duration: January 2011 – December 2011

Services Provided: Acquisition and due diligence

Situation:

- Region of Peel (ROP) was leasing 5 separate office locations in Mississauga and Brampton with most of the leases expiring within 24 months.
- An opportunity was presented to ROP to purchase an office building in the heart of Mississauga.

Scope:

- K. Kolodziej, who was an employee of ROP at that time, was tasked to negotiate the purchase of the office building.
- The purchase of 5 acres of land was also undertaken to provide for employee parking.
- Detailed due diligence process was followed and approval package was completed to present to Peel Council.
- Subsequent to the purchase, decommissioning of a large portion of the leased office space was completed.

Results:

- Consolidation of 5 leased office spaces into a new owned office building.
- Purchase price of the building was \$36M.
- Purchase price of the 5 additional acres of land was \$4.5M.
- Elimination of \$20M of rent payment over 20 years.

Appendix – Case Studies

Government Experience - Region of Peel – Paramedic Acquisition Program



Property Type: Industrial/Institutional

Location: 28 location in Mississauga, Brampton & Caledon

Area: 1 acre to 10 acres per site

Capital Program

Value: \$60M

Search/Acquisition 2009-2011

Duration:

Services Provided: Site selection, acquisition and due diligence

Situation:

- The Region of Peel (ROP) leased the majority of their paramedic stations. Due to growth of the Region the 11 existing stations were not sufficient to service the 3 city region
- ROP approved a Paramedic Services acquisition program for 28 new locations within the Region.

Scope:

- K. Kolodziej was hired by the ROP to source land for 4 large hub stations (40,000 sf) and 24 small stations (3,000 sf) within the 3 city region.
- Responsibilities included land acquisition, planning due diligence (rezoning, Official Plan amendment, minor variances), feasibility studies, municipal co-location opportunity assessment and development .
- Detailed due diligence process was followed, including collaboration with legal counsel.
- Negotiated all APS' and lease documents and prepared all approval packages for presentation to Peel Council.

Results:

- Sourced land for 4 hub stations within the Region (2 co-located with City of Mississauga Fire department and 2 free standing facilities).
- Sourced a number of sites for the small stations.

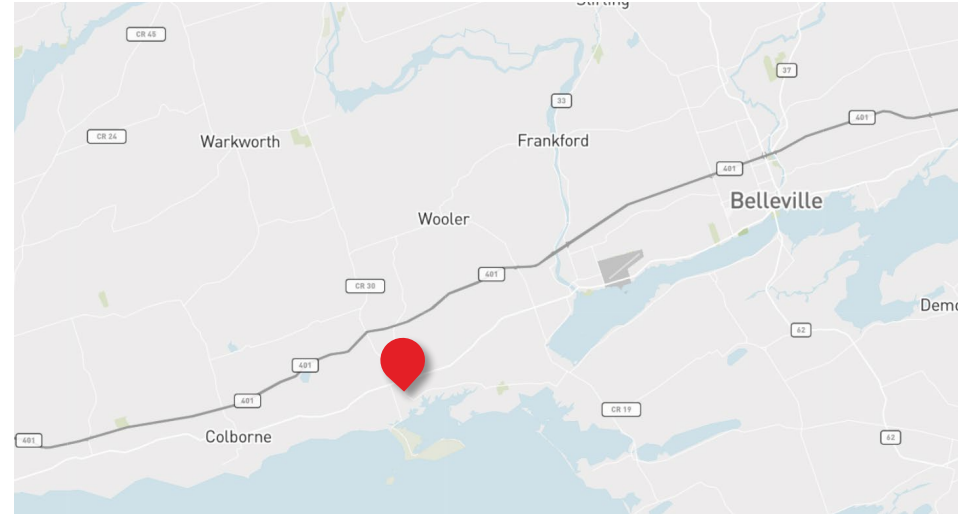


Appendix III

Competing Ontario Municipal Projects



Brighton Industrial Park, Brighton



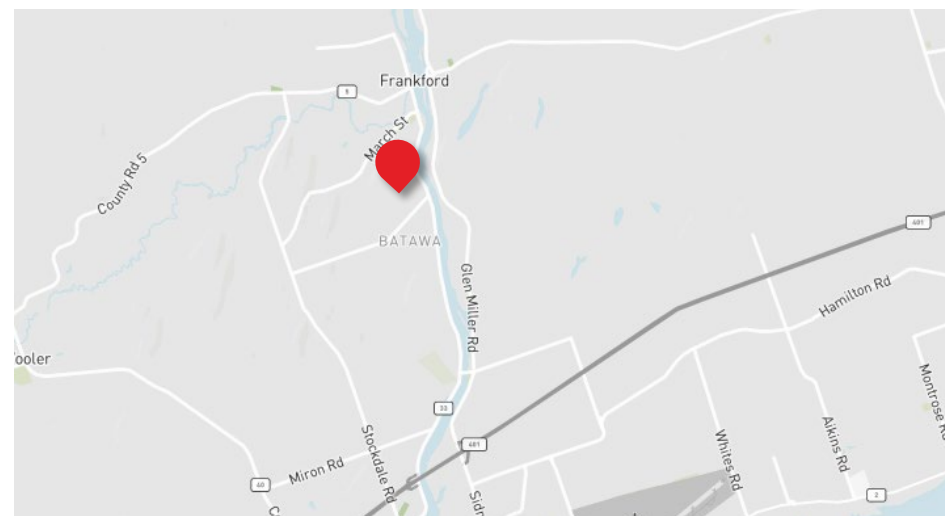
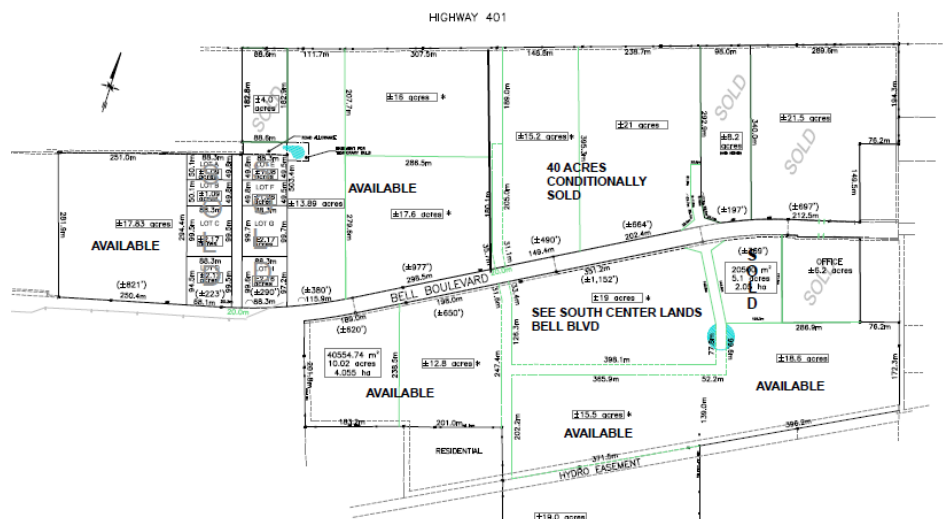
Land Size	-/+7 acres
Main intersection	Interchange 509 HWY 401
Serviced Land	Yes

Asking Price	\$35,000 per acre
Zoning	M1 & M1-H
Rail Access	No

NOTES AND HIGHLIGHTS

- Investment Ready Certified Site
- Industrial Park, serviced lots with close access to HWY 401
- There are no industrial development charges in the Municipality of Brighton
- HWY Access: Interchange 509 HWY 401
- Distance to HWY: 6km
- Natural Gas: Enbridge Gas
- Electricity: Hydro One
- Water/Sewage: Municipal

Jenlands, Belleville



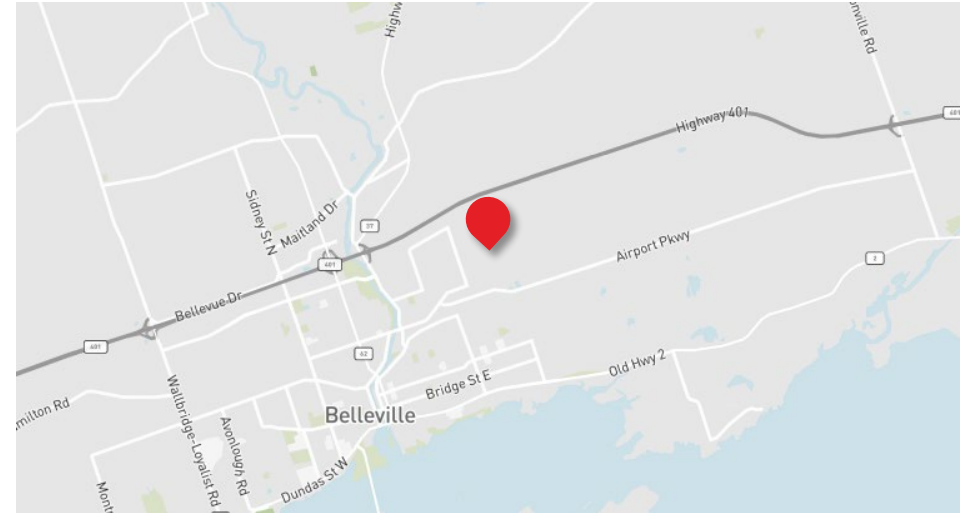
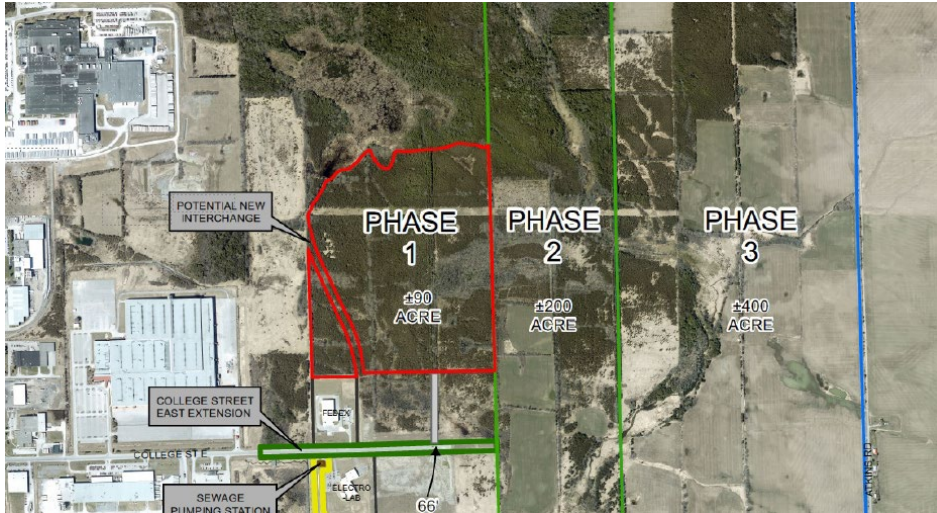
Land Size	+/-160 acres
Main intersection	
Serviced Land	Yes

Asking Price	\$200,000-\$225,000 per acre
Zoning	CH-25 & MS-H
Rail Access	No

NOTES AND HIGHLIGHTS

- Excellent Site bordering South side of HWY 401
- Property is bisected by a new arterial road that links the property with two interchanges on HWY 401
- Lot Characteristics: Relatively Flat
- Rail Spur Available: No
- Highway Access: HWY 401 - 1km approximately
- Natural Gas: Available - Enbridge Gas
- Electricity: Hydro One
- Water/Sewage: Municipal
- Communications: Bell Canada

North East Industrial Park, Belleville



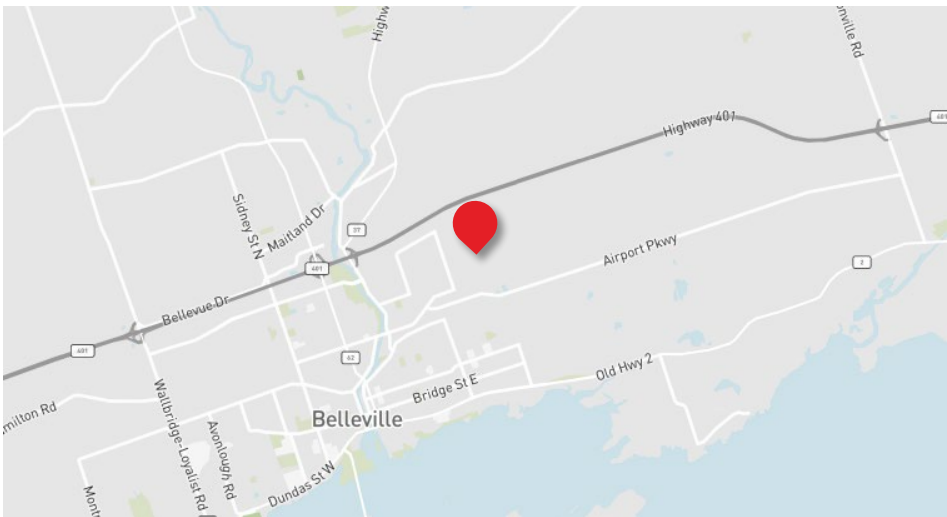
Land Size	690 acres
Main intersection	College St. East in Belleville's North East Industrial Park.
Serviced Land	Yes

Asking Price	\$40,000 per acre
Zoning	M2-1 & M1
Rail Access	No

NOTES AND HIGHLIGHTS

- Excellent parcel of industrial land is fully serviced with water, sanitary sewer, fibre optics, natural gas, electricity and storm water management.
- Lot Characteristics: Flat, some tree cover
- HWY Access: HWY 401
- Distance to HWY: 2km
- Natural Gas: Enbridge Gas
- Electricity: Elexicon
- Water/Sewage: Municipal
- 6" water main, 12" Sanitary Sewer

North Murray Industrial Park, Quinte West



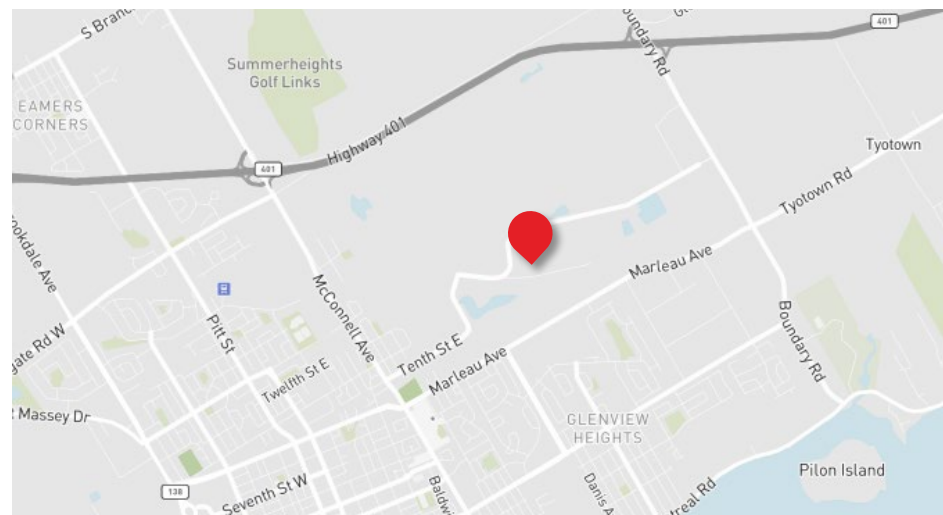
Land Size	32 acres
Main intersection	RCAF Rd. & Hamilton
Serviced Land	Yes

Asking Price	\$45,000 per acre
Zoning	M2 Yard Storage and Heavy Manufacturing
Rail Access	No

NOTES AND HIGHLIGHTS

- Province of Ontario, Investment Ready Certified Site
- Industrial Development is exempt from development charges in the City of Quinte West.
- There are no upper tier or education development charges in place for Quinte West.
- HWY Access: HWY 401
- Distance to HWY: 2km
- Natural Gas: Enbridge Gas
- Electricity: Hydro One/Elexicon
- Water/Sewage: Municipal
- 16" water main, 12" sanitary sewer

Cornwall Business Park, Cornwall



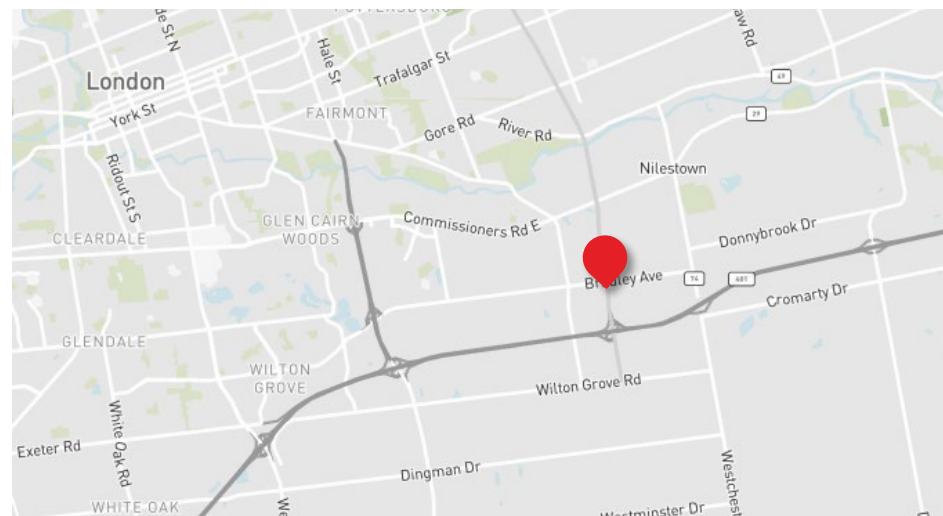
Land Size	121.22 acres
Main intersection	Industrial Park Dr & Boundary Rd
Serviced Land	Yes

Asking Price	\$50,000 per acre
Zoning	MFR 30 & MFR 40
Rail Access	Yes

NOTES AND HIGHLIGHTS

- Cornwall Business Park offers immediate access to CN Rail's mainline and Team Track facility. The Seaway International Bridge to the USA is only minutes away, as is Cornwall Harbour.
- Full telecommunication servicing available on Industrial Park Drive, including fibre optic.

Innovation Park, London



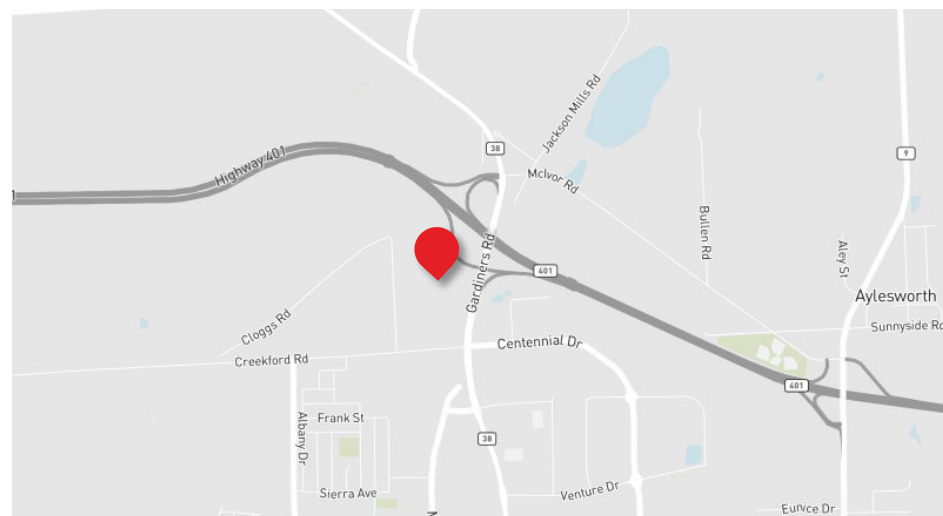
Land Size	180.87 acres
Main intersection	Bradley Avenue at Veterans Memorial Parkway
Serviced Land	Yes

Asking Price	TBD
Zoning	Industrial
Rail Access	No

NOTES AND HIGHLIGHTS

- Innovation Park is a 4-phase City-owned park located north of Highway 401, west and east of Veteran's Memorial Parkway, and south of Hamilton Road. Sanitary sewers, storm sewers, and water services are available..

Cataraqui Estates Business Park, Kingston



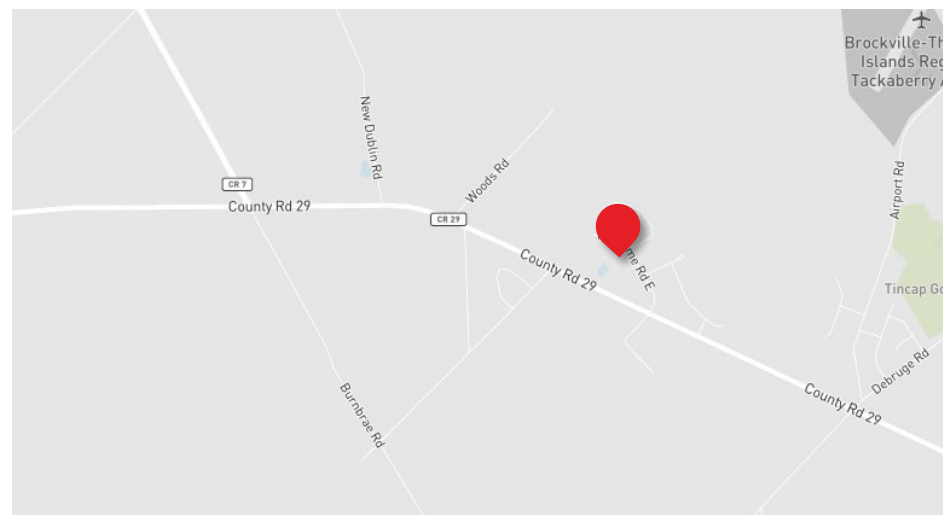
Land Size	14.5 acres
Main intersection	West end of Kingston
Serviced Land	Yes

Asking Price	\$100,000 per acre
Zoning	BP and GI
Rail Access	No

NOTES AND HIGHLIGHTS

- It is prestige in character, accommodating a number of small to medium to large sized businesses including manufacturing and assembling operations, processing plants, warehousing and distribution facilities, and business or professional offices.

Township Business Park, Brockville



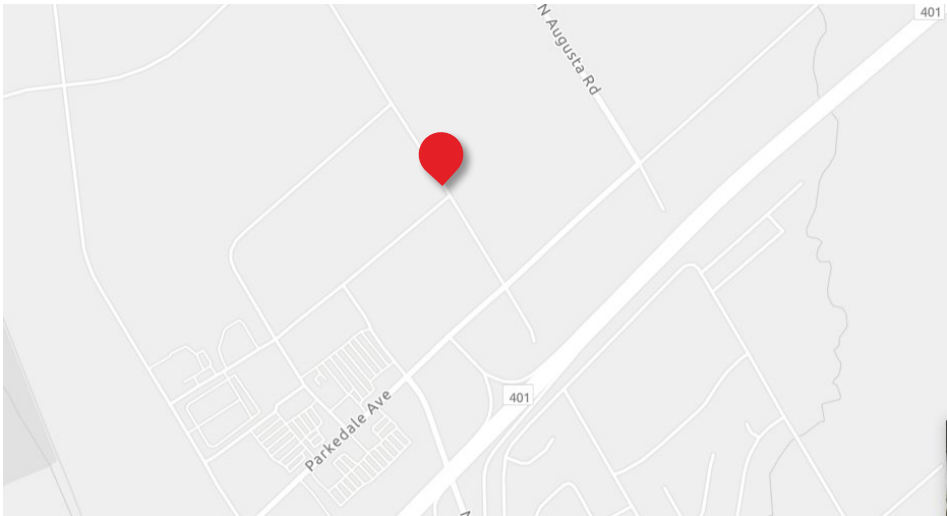
Land Size	25 acres
Main intersection	County Road 29 Corridor
Serviced Land	No, water in the Industrial site for insurance and fire suppression

Asking Price	\$12,000 - \$15,000
Zoning	commercial/industrial
Rail Access	No

NOTES AND HIGHLIGHTS

- Close to the 401 and 416 highways, and connected to a number of high traffic county roads, such as County Roads 29, 15, 16 and 2.
- Roads within the Township of Elizabethtown-Kitley are well maintained and accessible twelve months of the year.

John G. Broome Business Park, Brockville



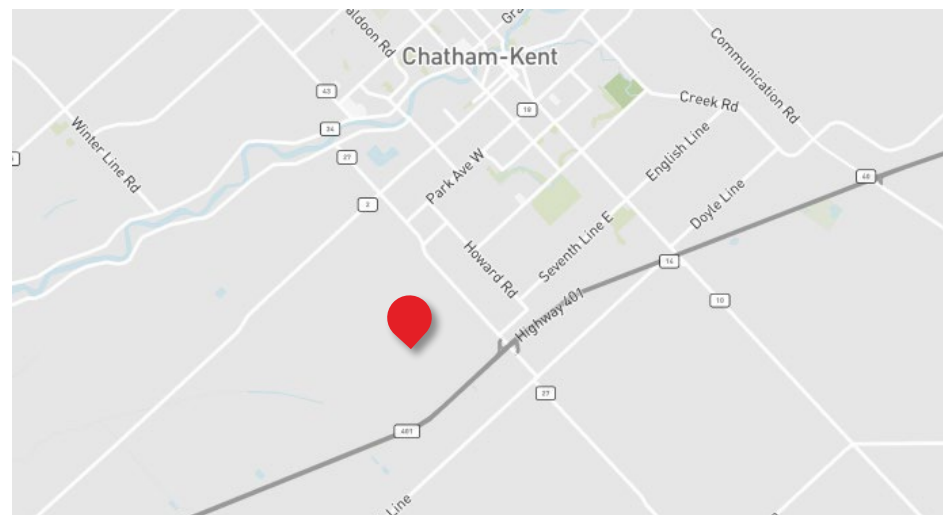
Land Size	20 acres
Main intersection	Waltham d and Broome Ed
Serviced Land	Yes

Asking Price	\$30,000 - \$60,000
Zoning	Industrial
Rail Access	No

NOTES AND HIGHLIGHTS

- Brockville's largest Industrial Park with easy access to Highway 401

Bloomfield Business Park, Chatam-Kent



Land Size	32 acres
Main intersection	Prosperity Way and Seventh Line W.
Serviced Land	Yes

Asking Price	\$89,000 per acre
Zoning	Light Industry
Rail Access	No

NOTES AND HIGHLIGHTS

- The Bloomfield Business Park at Bloomfield Road and Highway 401 is Chatham-Kent's newest industrial park. The Bloomfield Business Park consists of approximately 105 acres of prestige industrial land with visibility on Highway 401. Sites are already serviced with municipal water, sanitary and storm sewers, three-phase electrical, natural gas and fibre.



Adam Sherriff-Scott*

SVP & Practice Lead

Industrial

+1 905 755 4599

Adam.SherriffScott@am.jll.com

Kathy Kolodziej*

VP, Corp. Transaction Mgmt.

Industrial

+1 905 755 4647

Kathy.Kolodziej@am.jll.com

Jamie McElroy*

Associate, Sales & Leasing

Industrial

+1 905 755 4652

Jamie.McElroy@am.jll.com

Chris Martin*

Associate, Sales & Leasing

Industrial

+1 647 728 0462

Chris.Martin@am.jll.com

Gunila Tamber*

Associate, Sales & Leasing

Industrial

+1 905 755 4649

Gunila.Tamber@am.jll.com

Toronto, ON - Head Office
22 Adelaide Street W, 26th Floor
Toronto, ON M5H 4E3
+1 416 304 6000

Mississauga Office
110 Matheson Blvd. West, Suite 107
Mississauga, ON L5R 4G7
+1 905 502 6116

North Toronto
235 Yorkland Blvd, Suite 500
Toronto, ON M2J 4V8
+1 647 728 0457

Ottawa Office
275 Slater Street, Suite 1004
Ottawa, ON K1P 5H9
+1 613 656 0145

Edmonton
TD Tower, 10088-102 Ave, Suite 2101
Edmonton, AB T5J 2Z1
+1 780 328 2550

Montreal Office
1 Place Ville-Marie, Suite 3838
Montreal, QC H3B 4M6
+1 514 849 8849

Vancouver Office
355 Burrard Street, 14th Floor
Vancouver, BC V6C 2G6
+1 614 998 6001

Calgary Office
301-8th Ave. SW, Suite 500
Calgary, AB T2P 1C5
+1 403 456 2104

©2021. Jones Lang LaSalle IP, Inc. All rights reserved.

Although information has been obtained from sources deemed reliable, Owner, Jones Lang LaSalle, and/or their representatives, brokers or agents make no guarantees as to the accuracy of the information contained herein, and offer the Property without express or implied warranties of any kind. The Property may be withdrawn without notice. If the recipient of this information has signed a confidentiality agreement regarding this matter, this information is subject to the terms of that agreement. *Sales Representative, **Broker