



# 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

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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,



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SVP & Practice Lead



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VP, Corp. Transaction Mgmt.



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Sales Associate



CHRIS MARTIN  
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Sales Associate



# JLL Canada



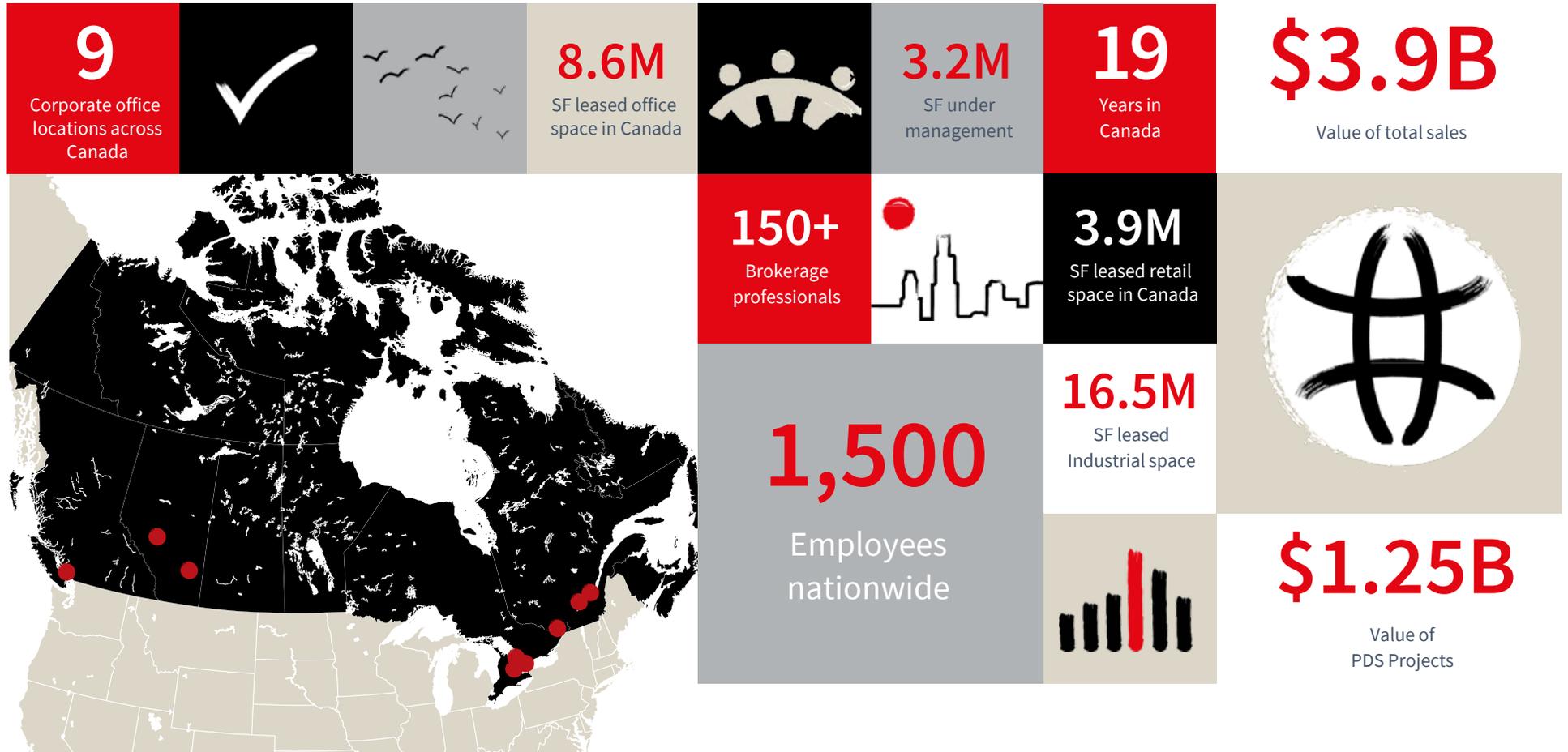
# JLL Global Capabilities

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.



# Our Core Values

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## Teamwork.

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

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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.**

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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.

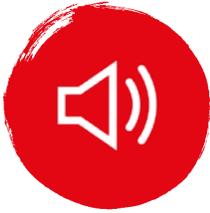
**We believe in excellence—we strive to be exceptional.**

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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

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**Communication.**



**Collaboration.**



**Trust.**

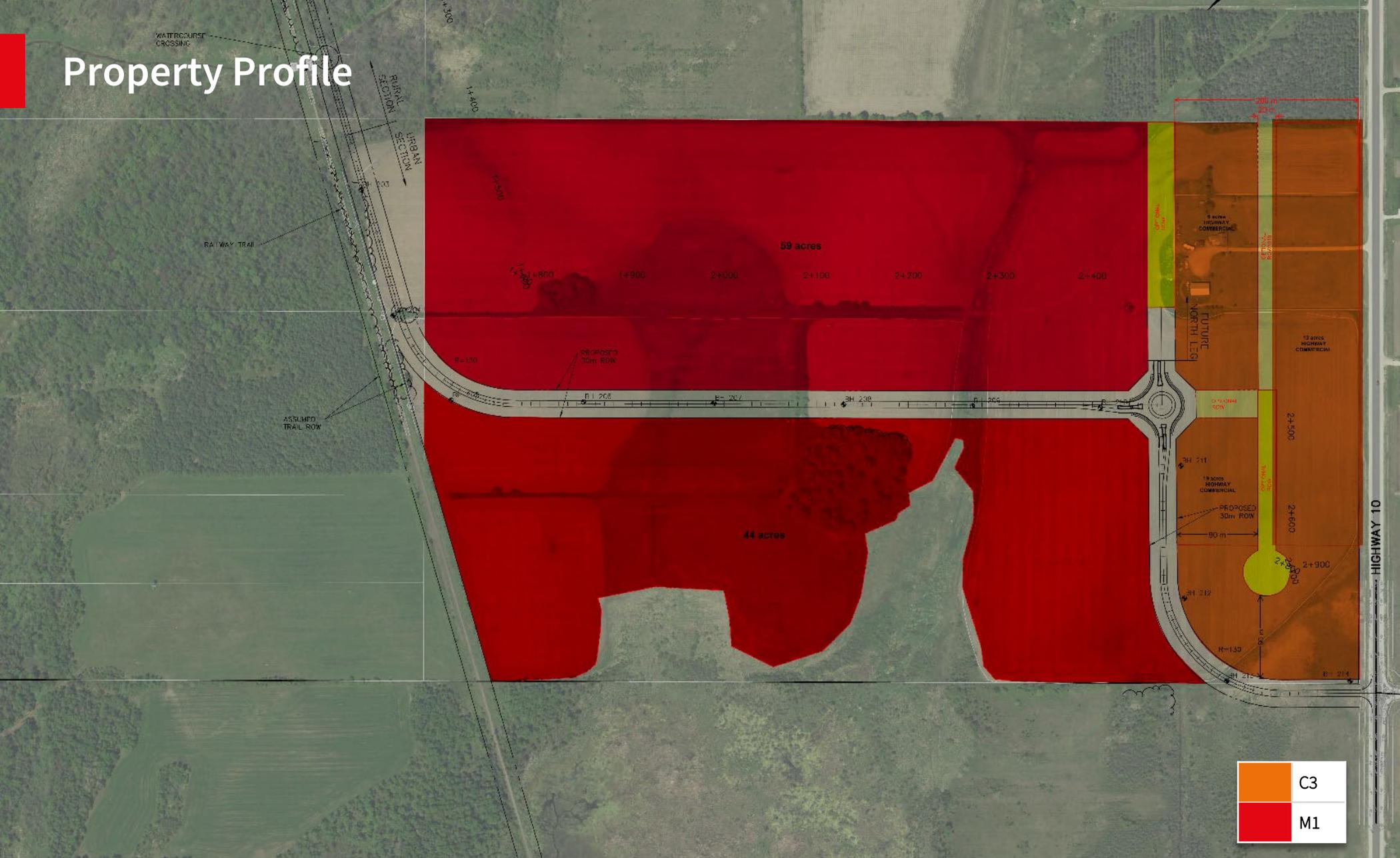
Whether client-facing, with colleagues or friends, these guiding principles, along with discipline and leadership will permit JLL Canada to guide our clients efficiently.



# Property Profile



# Property Profile



<b>LAND SIZE</b>	~142 acres (~32 acres of highway commercial and ~103 acres of industrial land)
<b>LOCATION</b>	HWY 10 north of HWY 89
<b>SERVICED LAND</b>	Yes

<b>ASKING PRICE</b>	Unpriced Basis
<b>ZONING</b>	M1 & C3
<b>RAIL ACCESS</b>	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

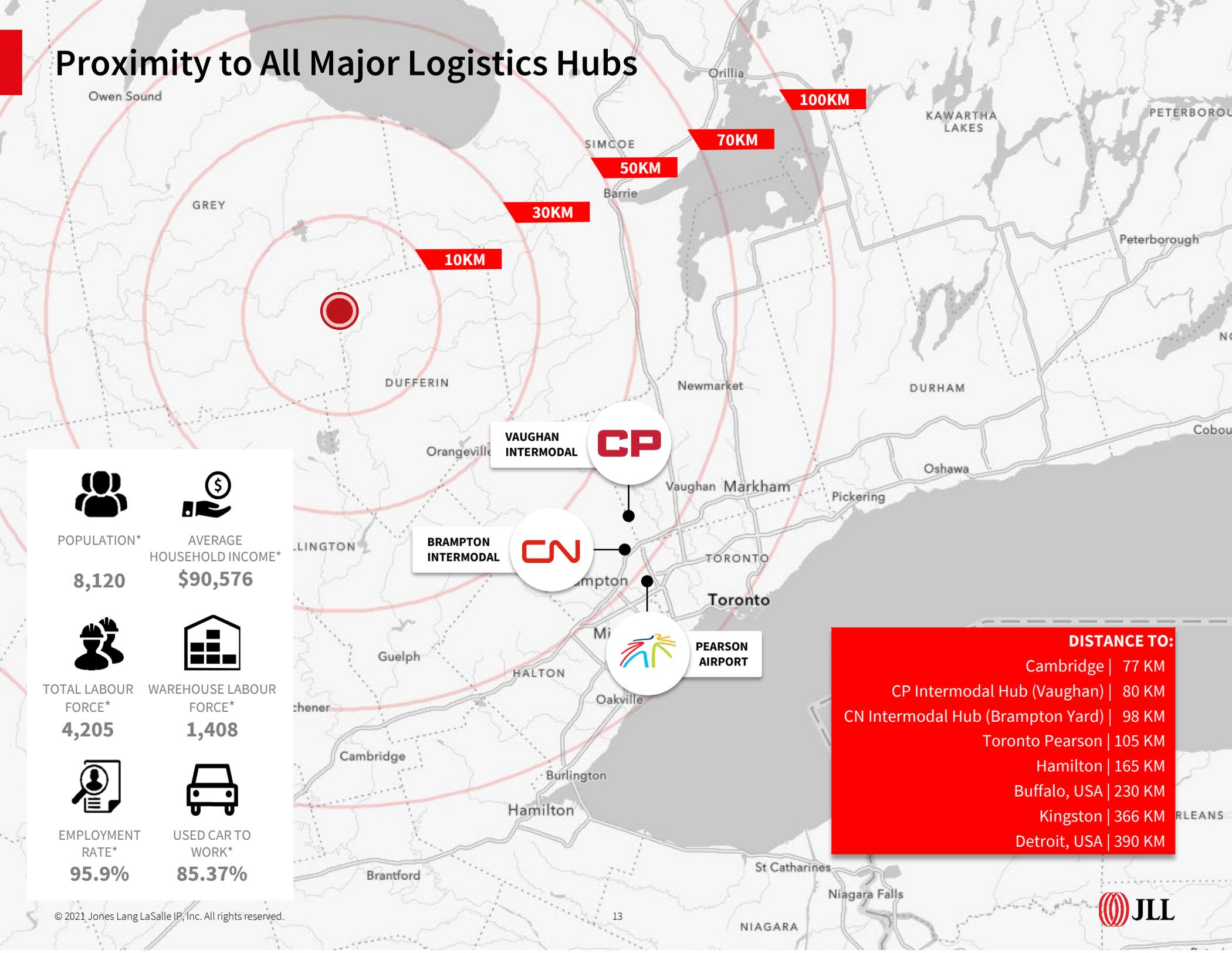
- Attract users as well as developers to provide leasing options in the business park
- Attract sustainable eco friendly companies
- Commercial users along HWY 10 to complement business park businesses
- Attractive development charges @ \$12 psf
- Provincial incentives for rural developed areas
- Capitalize 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*
<b>8,120</b>	<b>\$90,576</b>
TOTAL LABOUR FORCE*	WAREHOUSE LABOUR FORCE*
<b>4,205</b>	<b>1,408</b>
EMPLOYMENT RATE*	USED CAR TO WORK*
<b>95.9%</b>	<b>85.37%</b>

**VAUGHAN INTERMODAL**   
**BRAMPTON INTERMODAL**   
**PEARSON AIRPORT**

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

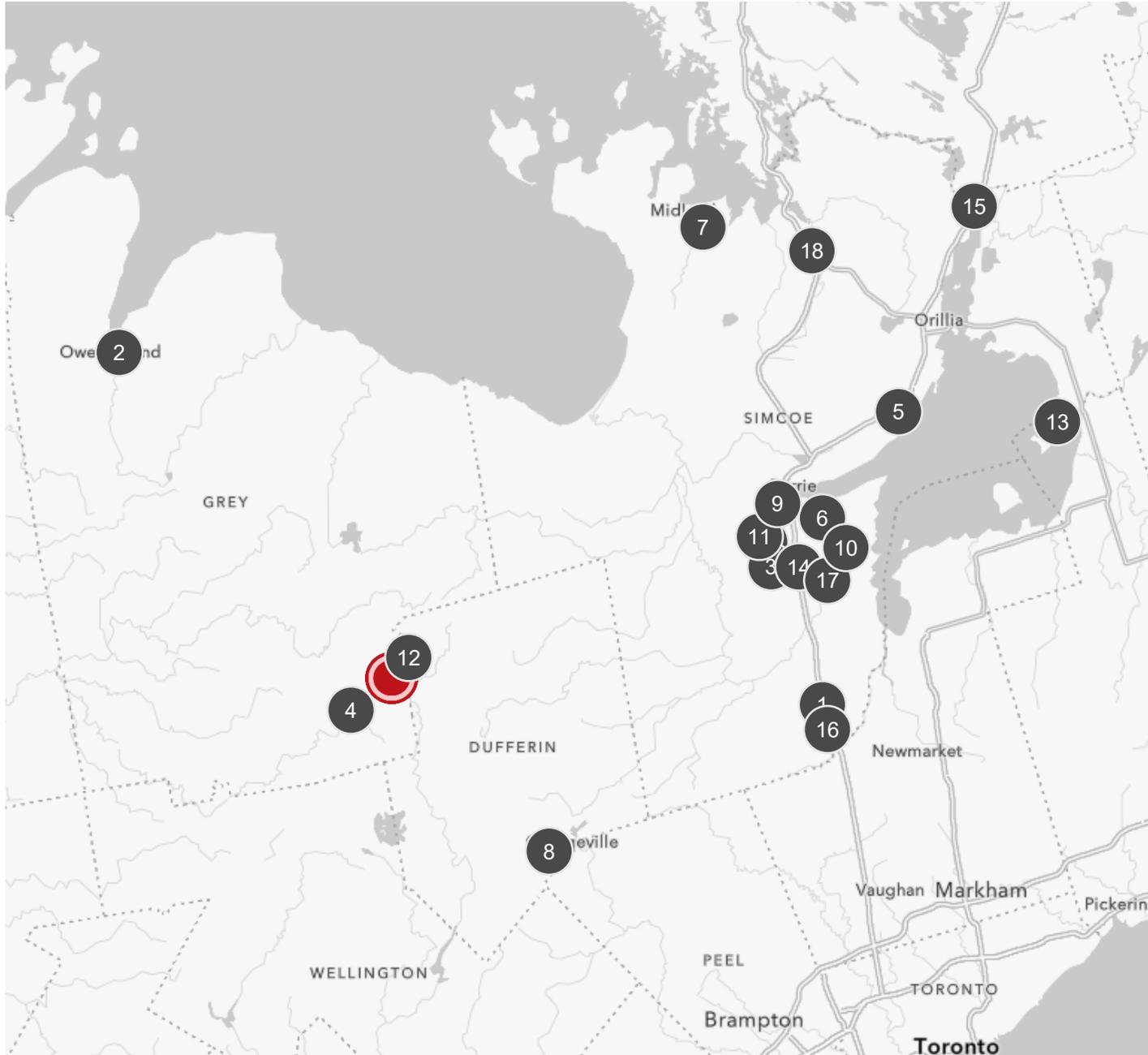
## Available Properties For Sale

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

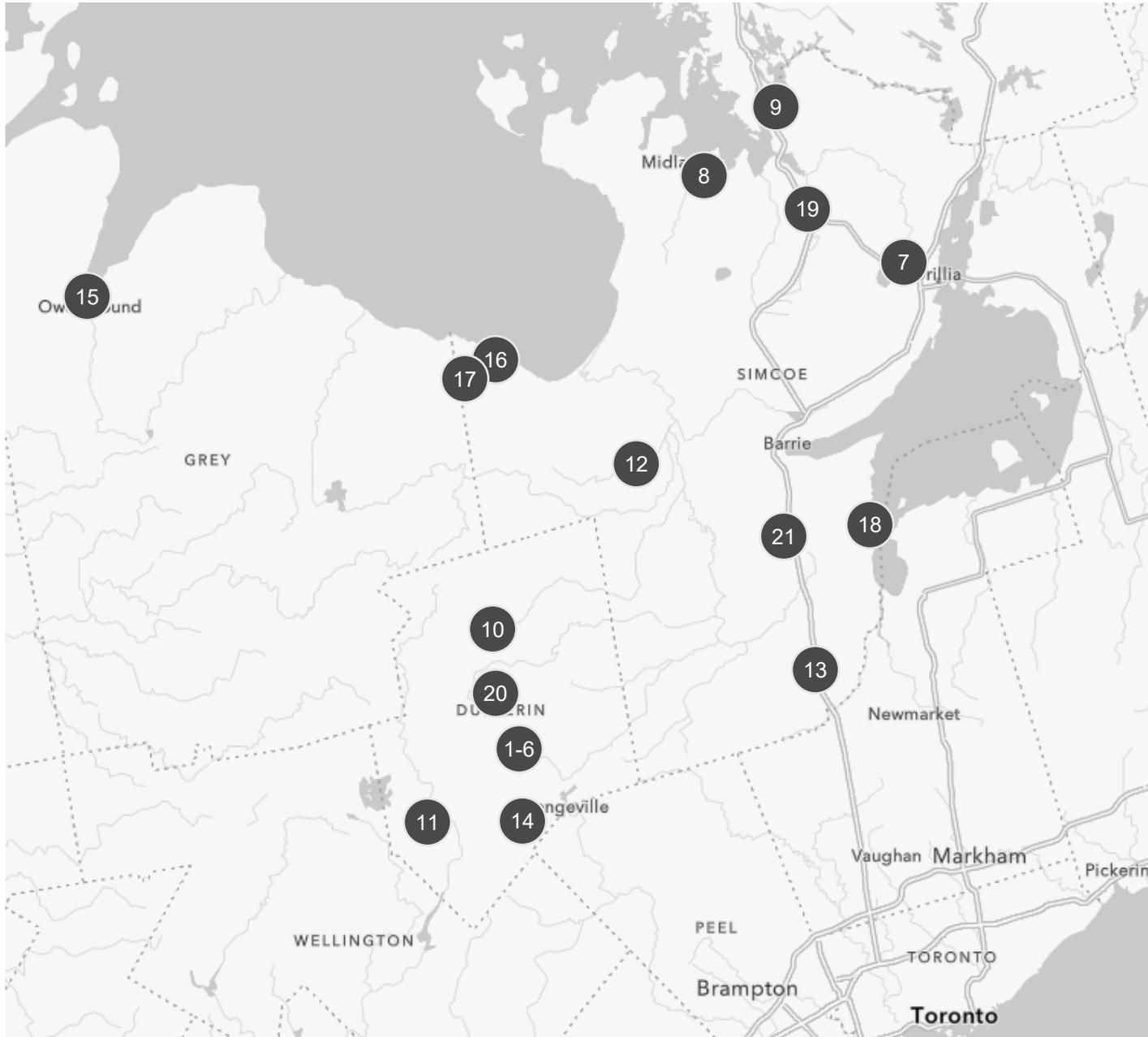
## Comparable Properties for Sale

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



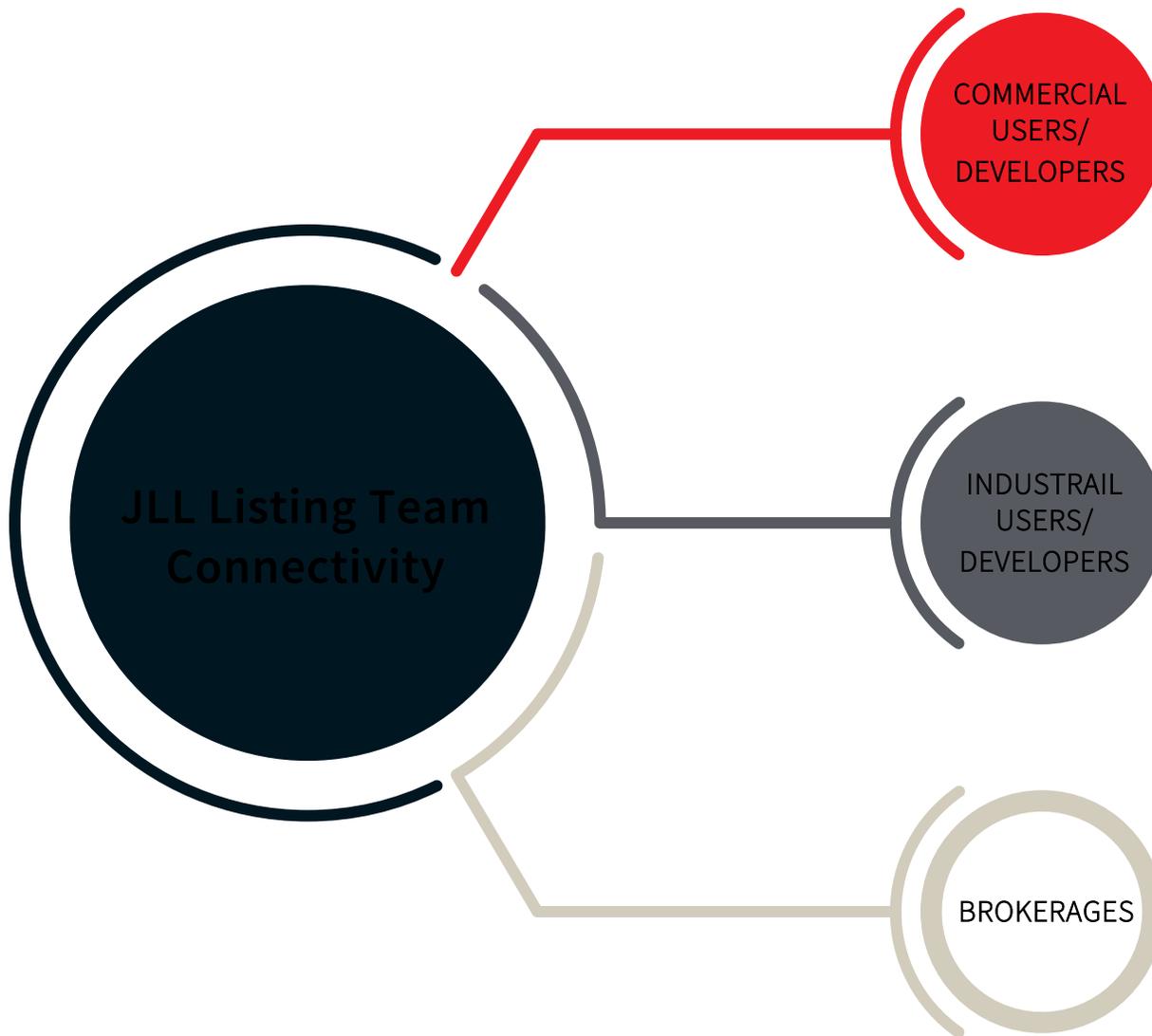
## Technology & Covid-19

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



Companies of our target user type who are actively looking for commercial/retail land and developers who will provide leasing opportunities. Utilize resources such as MLS, signage and brochure distribution through web platforms to reach these users. Continue user interest through ongoing communication pertaining to the opportunity.

Companies of our target user type who are actively looking for industrial land and developers who will provide warehousing leasing opportunities. These users can be reached through MLS and web platforms as well via cold calling. Creating an effective list of potential buyers prospects is essential to marketing to this group.

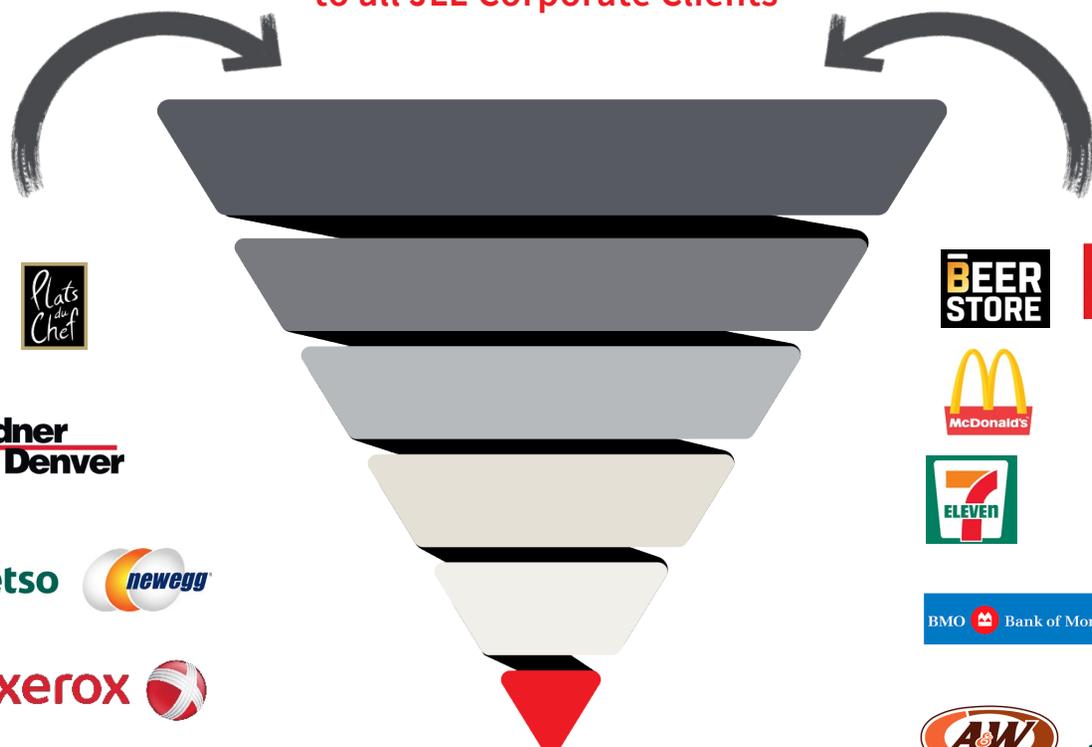
The commercial brokerage community within Ontario is essential to the marketing efforts for the property. Informative and quality HTMLs, brochures and social media campaigns are the ideal ways to peak broker interest for their clients. It is through this medium that users outside of the local market or of another user type can be reached.

# “Success” Formula

## Industrial



OUR COMMITMENT: Exposure to all JLL Corporate Clients



100% Sold Project

## Commercial/Retail



# JLL's Corporate Connections



# 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



**FOR SALE**  
EcoPark | Dundalk, ON  
Approx. 143 acres

**Property Listing**   **Brochure**   **Map Location**

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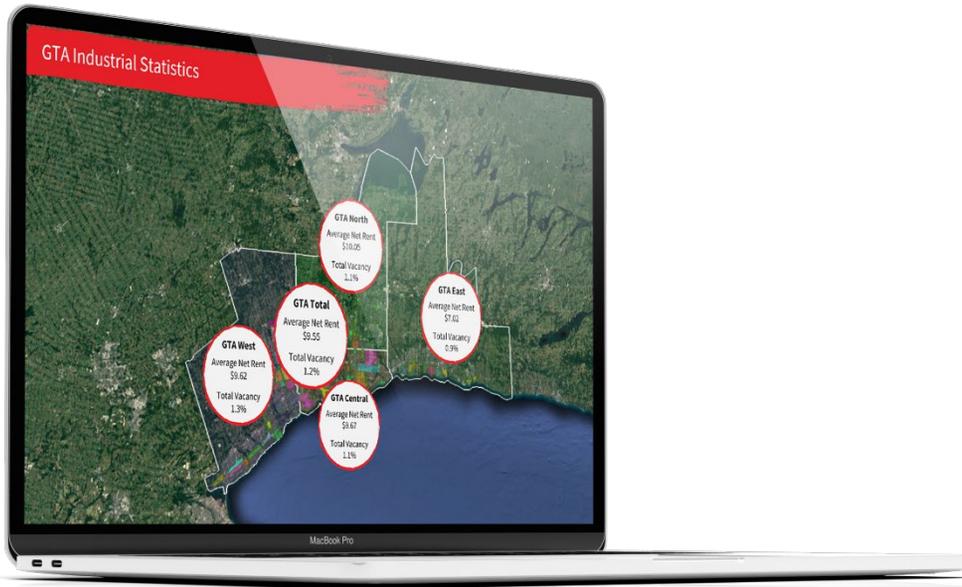
# Marketing Materials

## Custom Marketing Video

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

## Social Media

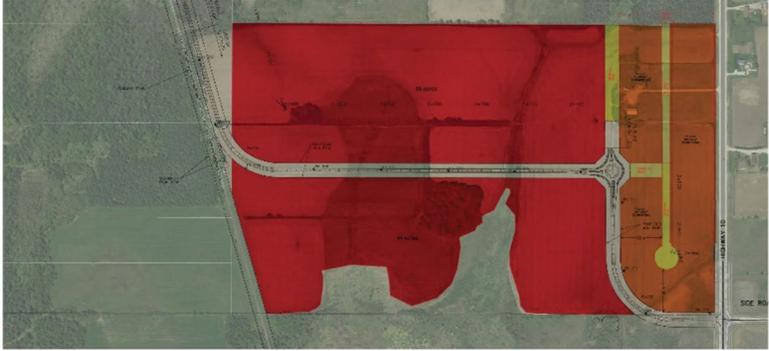
- Custom social media posts
- Distributed to the personal LinkedIn networks of the listing professionals on the project



**FOR SALE** 

EcoPark, Dundalk

**Approx. 143 acres**



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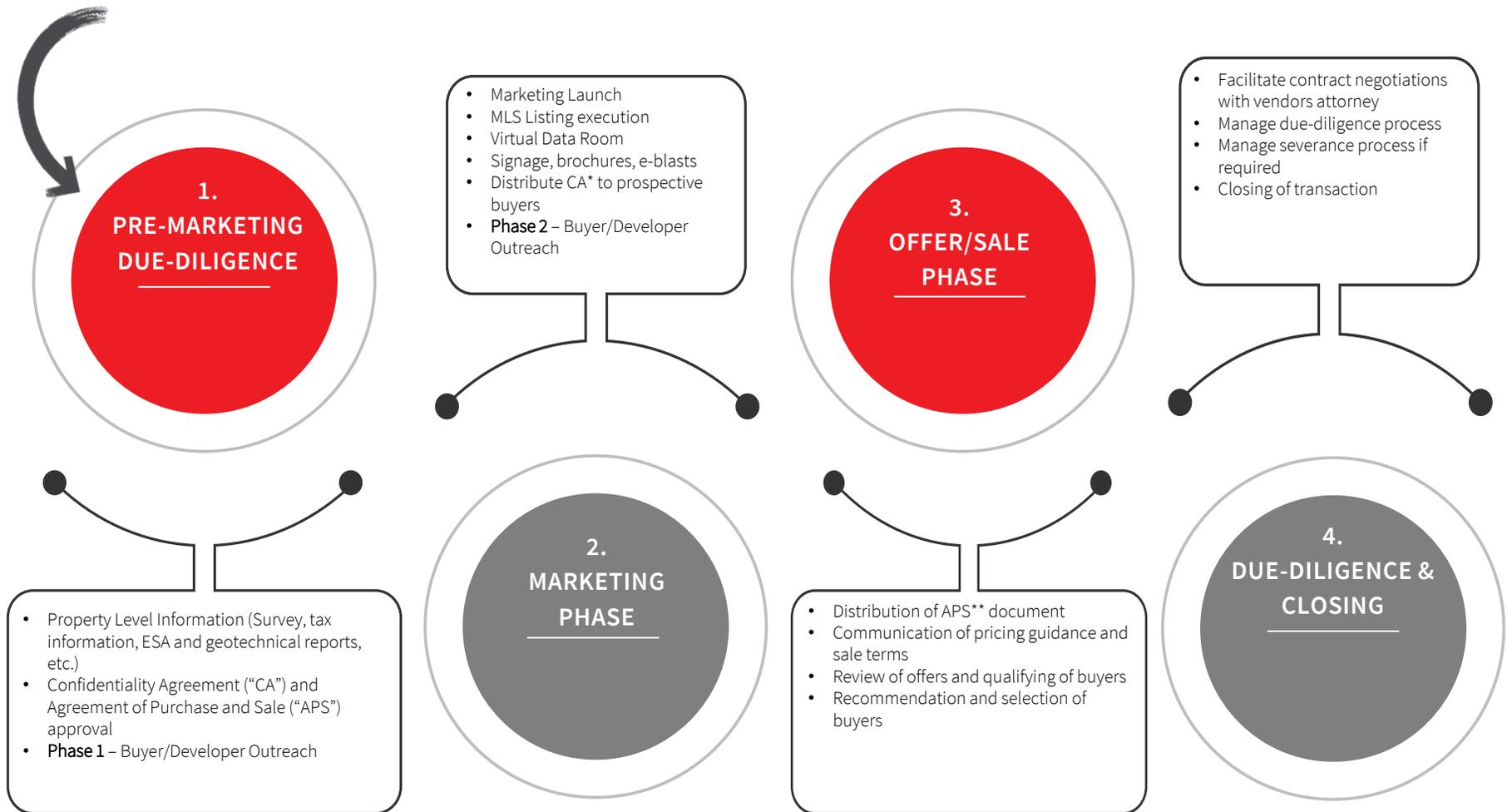


# JLL Plan of Attack



# JLL Plan of Attack

**READY TO GO TODAY!**



\* CA – Confidentiality Agreement

\*\* APS – Agreement of Purchase and Sale



# Market Trends



# Current Market Trends

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## 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

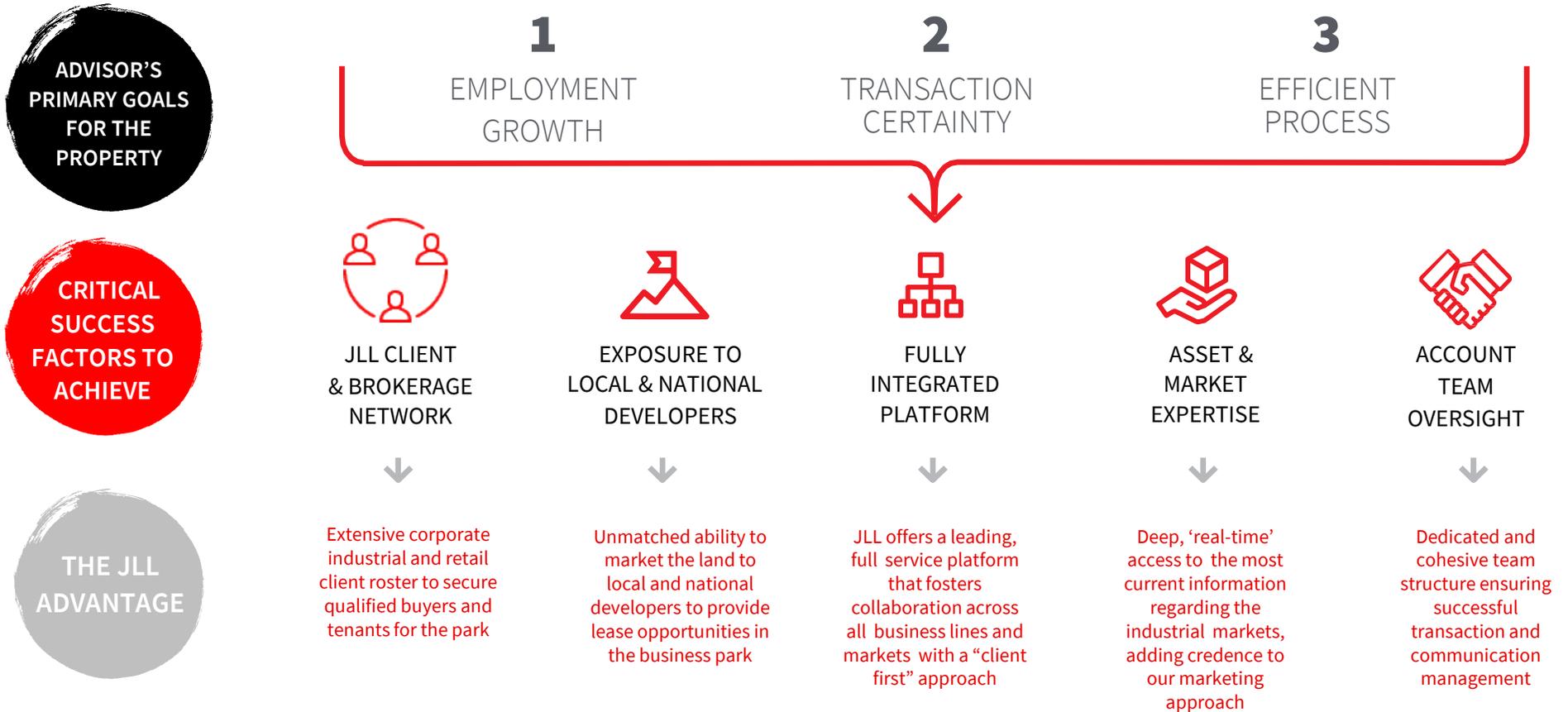
DEMOGRAPHICS	SHELburnE	DURHAM	WALKERTON	MOUNT FOREST	DUNDALK
Population (2016)	8,126	2,609	4,517	4,643	2,046
Pop. Growth (2011-2016)	39.1%	-1%	2.6%	4%	2.9%
Occupied Private Dwellings (2016)	2,785	1,155	1,920	2,075	800
RETAILERS BY CATEGORY					
Retail Banking	TD TBC	CIBC RBC Northern Credit Union	CIBC 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

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# Terms of Engagement

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**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

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# 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

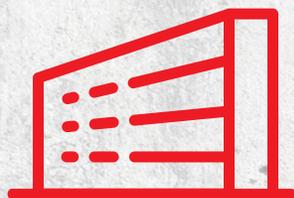
# JLL Local Industrial Capabilities



**\$2.1B**

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Value of leases & sales for past 24 months



**16.8M**

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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.

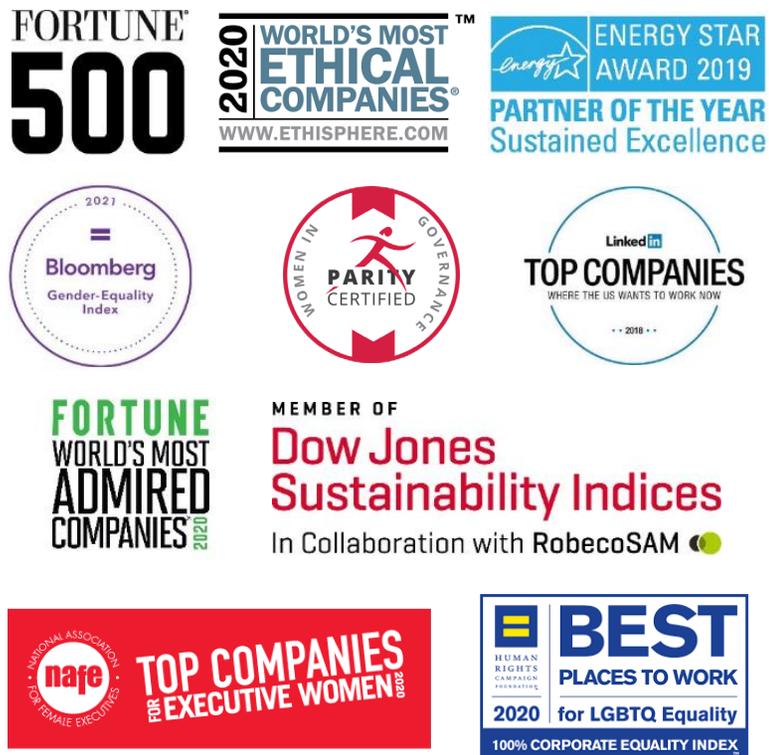


# Appendix II

## Sustainability

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# 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

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- 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

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# 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:

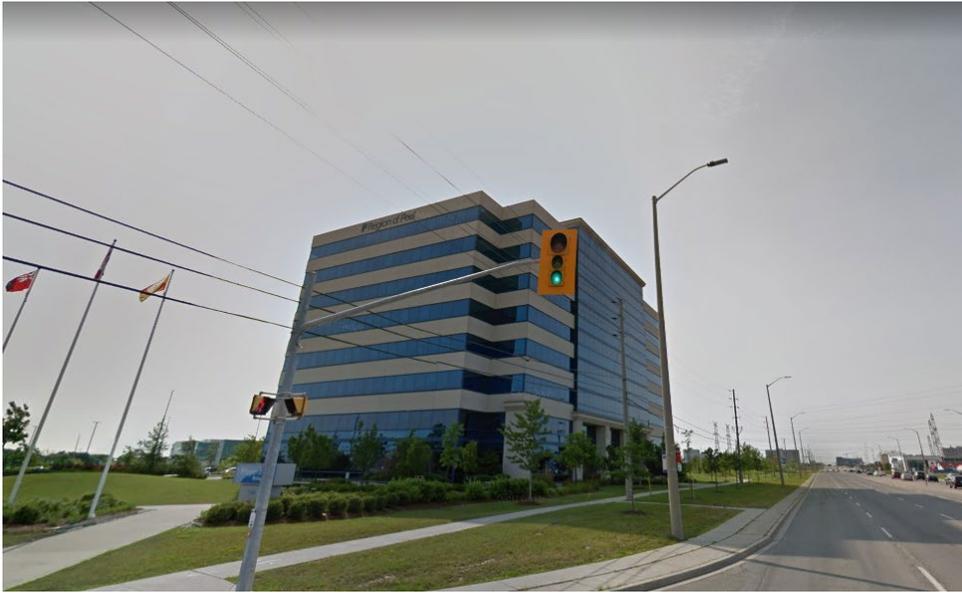
- K. Kolodziej, who was responsible with managing the Canada Post transaction nationally, was tasked to list the building for lease
- The property was listed with local JLL brokers
- A tenant was found to occupy approx. 60,000 sq. ft. in 2015 and a lease was negotiated
- The tenant has since requested 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.

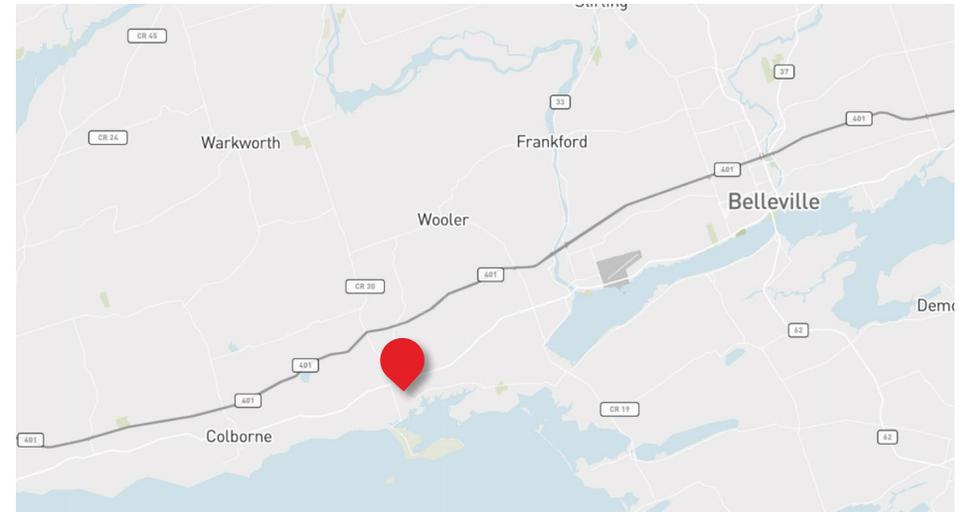


# Appendix III

## Competing Ontario Municipal Projects



# Brighton Industrial Park, Brighton



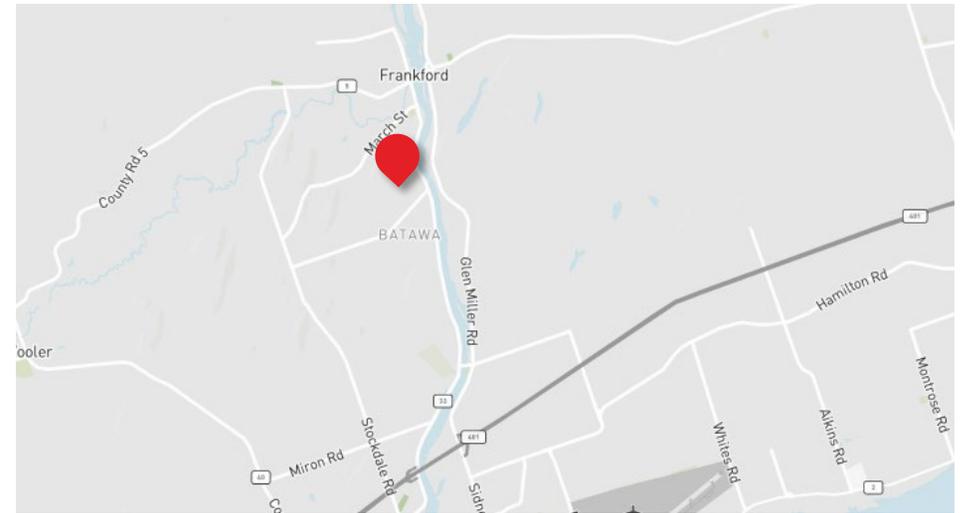
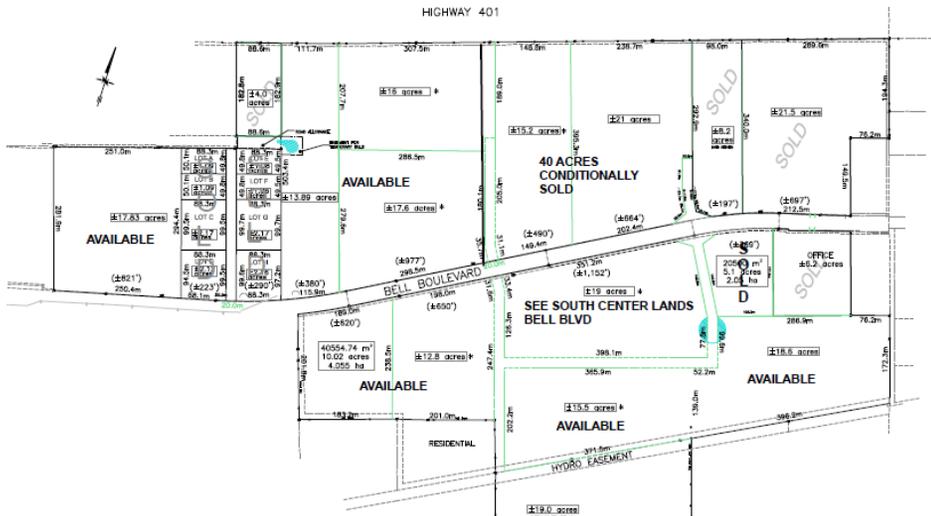
<b>Land Size</b>	-/+7 acres
<b>Main intersection</b>	Interchange 509 HWY 401
<b>Serviced Land</b>	Yes

<b>Asking Price</b>	\$35,000 per acre
<b>Zoning</b>	M1 & M1-H
<b>Rail Access</b>	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



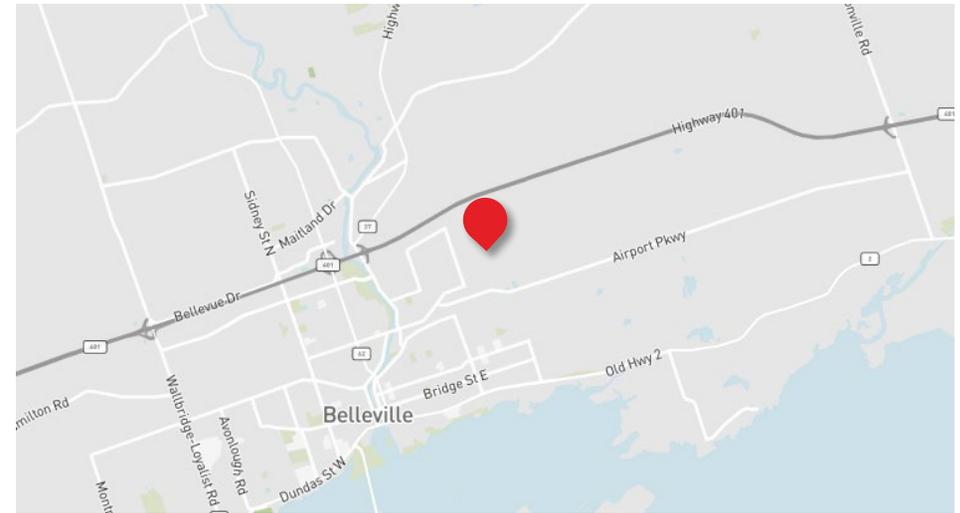
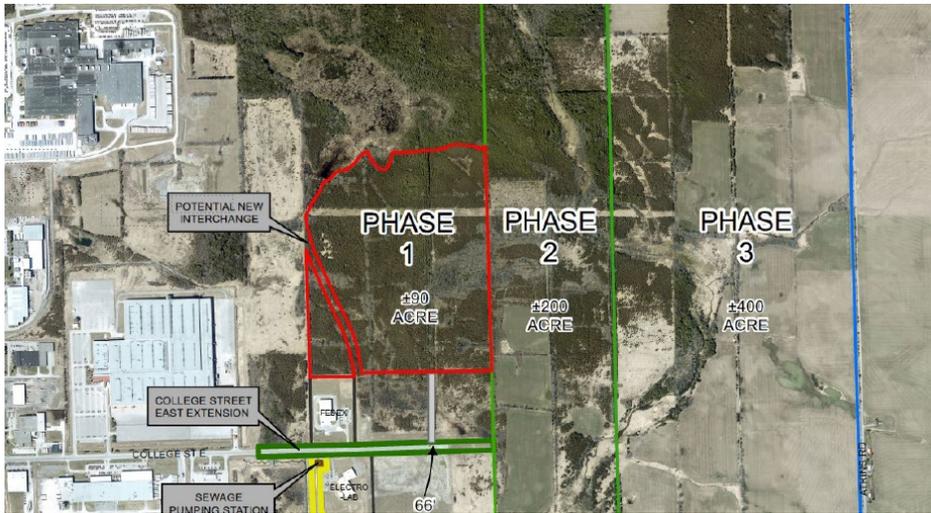
<b>Land Size</b>	+/-160 acres
<b>Main intersection</b>	
<b>Serviced Land</b>	Yes

<b>Asking Price</b>	\$200,000-\$225,000 per acre
<b>Zoning</b>	CH-25 & MS-H
<b>Rail Access</b>	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



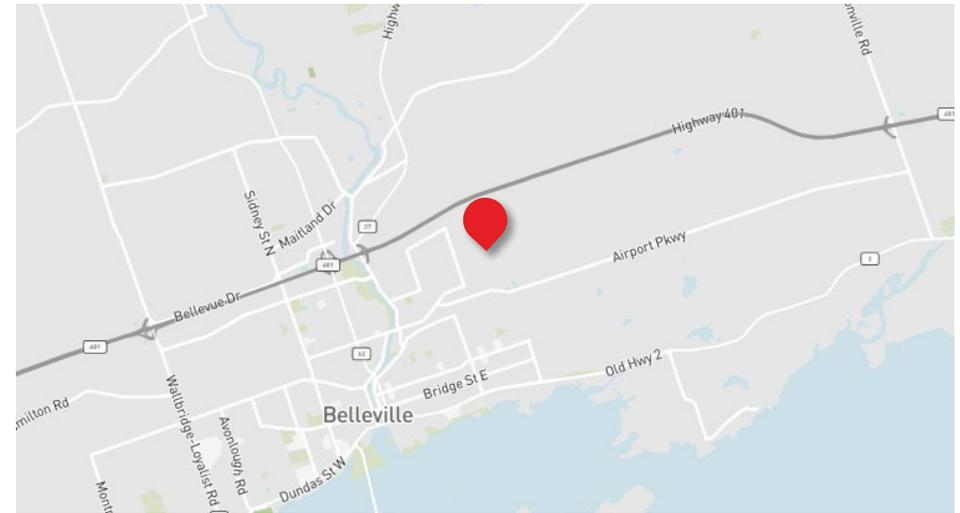
<b>Land Size</b>	690 acres
<b>Main intersection</b>	College St. East in Belleville's North East Industrial Park.
<b>Serviced Land</b>	Yes

<b>Asking Price</b>	\$40,000 per acre
<b>Zoning</b>	M2-1 & M1
<b>Rail Access</b>	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



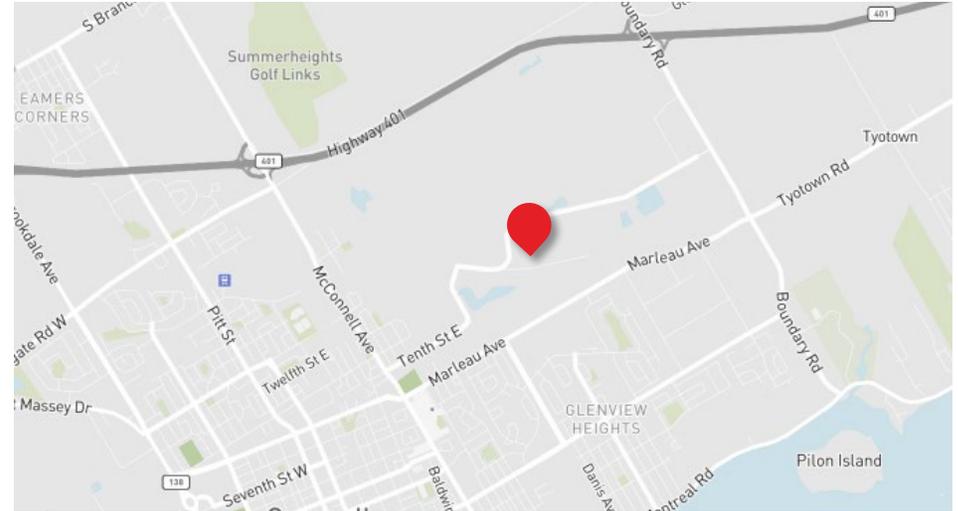
<b>Land Size</b>	32 acres
<b>Main intersection</b>	RCAF Rd. & Hamilton
<b>Serviced Land</b>	Yes

<b>Asking Price</b>	\$45,000 per acre
<b>Zoning</b>	M2 Yard Storage and Heavy Manufacturing
<b>Rail Access</b>	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



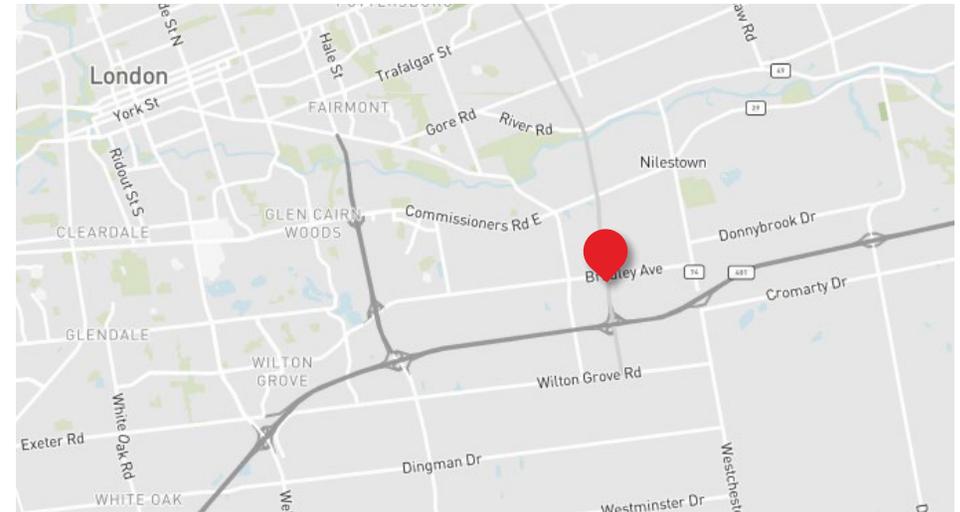
<b>Land Size</b>	121.22 acres
<b>Main intersection</b>	Industrial Park Dr & Boundary Rd
<b>Serviced Land</b>	Yes

<b>Asking Price</b>	\$50,000 per acre
<b>Zoning</b>	MFR 30 & MFR 40
<b>Rail Access</b>	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



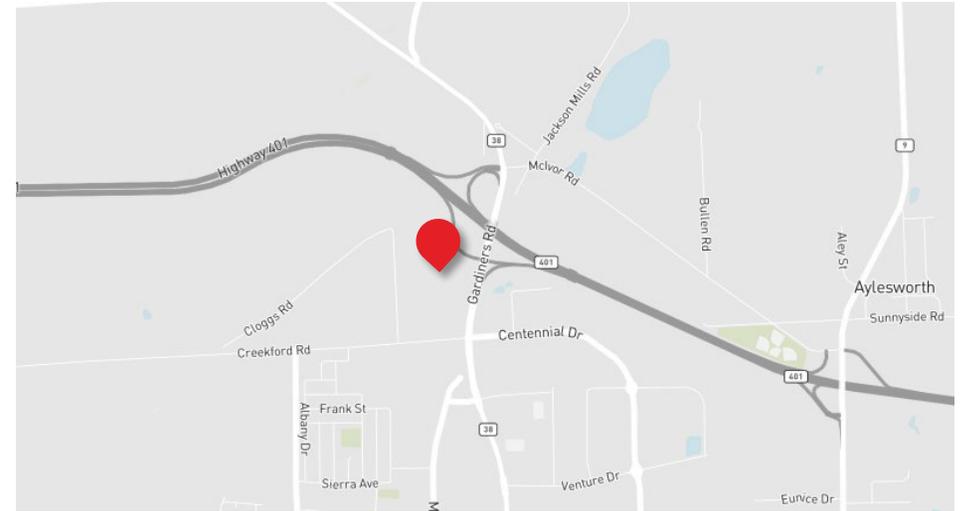
<b>Land Size</b>	180.87 acres
<b>Main intersection</b>	Bradley Avenue at Veterans Memorial Parkway
<b>Serviced Land</b>	Yes

<b>Asking Price</b>	TBD
<b>Zoning</b>	Industrial
<b>Rail Access</b>	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



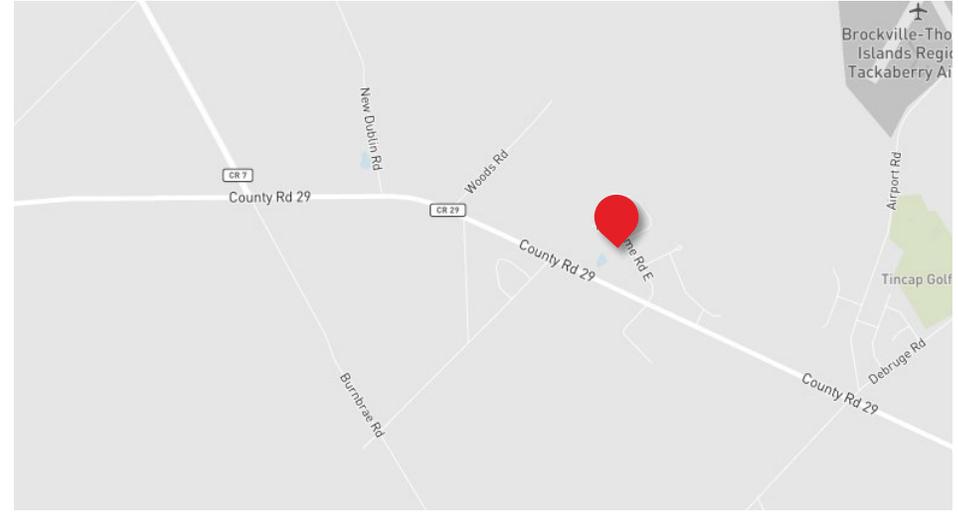
<b>Land Size</b>	14.5 acres
<b>Main intersection</b>	West end of Kingston
<b>Serviced Land</b>	Yes

<b>Asking Price</b>	\$100,000 per acre
<b>Zoning</b>	BP and GI
<b>Rail Access</b>	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



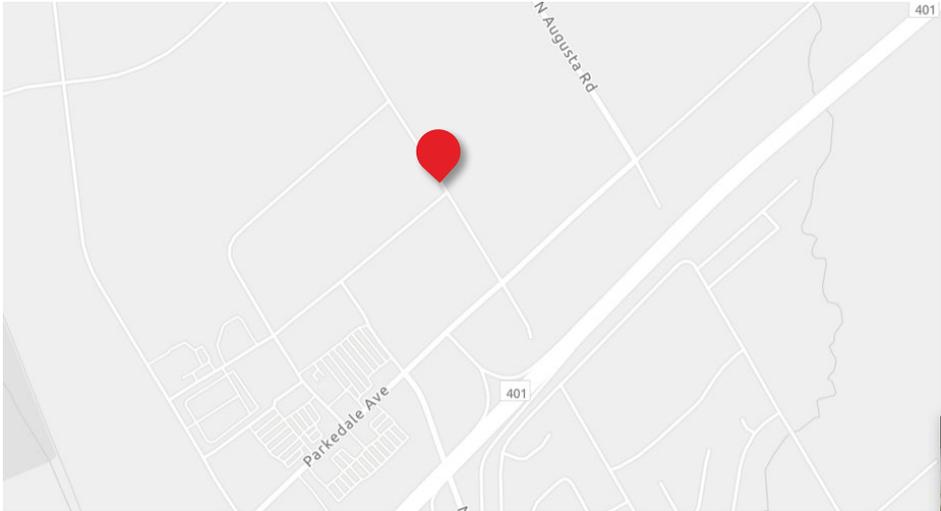
<b>Land Size</b>	25 acres
<b>Main intersection</b>	County Road 29 Corridor
<b>Serviced Land</b>	No, water in the Industrial site for insurance and fire suppression

<b>Asking Price</b>	\$!2,000 - \$15,000
<b>Zoning</b>	commercial/industrial
<b>Rail Access</b>	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



<b>Land Size</b>	20 acres
<b>Main intersection</b>	Waltham d and Broome Ed
<b>Serviced Land</b>	Yes

<b>Asking Price</b>	\$30,000 - \$60,000
<b>Zoning</b>	Industrial
<b>Rail Access</b>	No

## NOTES AND HIGHLIGHTS

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

# Bloomfield Business Park, Chatam-Kent



<b>Land Size</b>	32 acres
<b>Main intersection</b>	Prosperity Way and Seventh Line W.
<b>Serviced Land</b>	Yes

<b>Asking Price</b>	\$89,000 per acre
<b>Zoning</b>	Light Industry
<b>Rail Access</b>	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.



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SVP & Practice Lead

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