

Case Study

The Canadian Broadcasting Corporation
Toronto, Ontario

Ashlar Delivers Real Estate Solutions for CBC

Challenge

The Canadian Broadcasting Corporation (CBC) had the potential to create excess space and the Academy of Design and Technology wanted to consolidate in one building in a phased occupancy due to staggered leases elsewhere. Ashlar had the additional task of satisfying the needs of multiple third parties with complex requirements including media, technology and transmissions.

Approach

Ashlar structured a lease to provide a solution with approximately 113,000 square feet of space with a phased occupancy. Ashlar interfaced with all departments at the CBC insuring all needs were met regarding timing, construction and capital.

Result

With the successful implementation of Ashlar's negotiating strategy, Ashlar was able to generate additional revenue for the CBC in excess of \$65 million over 15 years while limiting capital outlay, operational risks and disruption.

Furthermore, Ashlar continued to work with the CBC and its tenant after the lease to allow occupancy of space ahead of schedule, thus capturing additional revenue.

To date, Ashlar has generated savings and revenue to the CBC in excess of \$90 million throughout the CBC portfolio.

"Ashlar has significantly supported the CBC with their commercial real estate decisions. Your communication and negotiation skills during complex real estate deals are unmatched. Furthermore, your ability to close deals that create a win-win situation for all parties involved is extraordinary."

*Michael Saint-Cyr, President of Real Estate
Canadian Broadcasting Corporation*



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