

# EVENT MARKETING CASE STUDY

## Women In Tech Panel Discussion

WINtech was launched in order to bring together prominent business leaders from Toronto's technology sector. The event generated over 150 leads for JLL's office leasing team, and raised their profile among Toronto's growing technology community.



1  
EVENING

3  
PANELS

11  
SPEAKERS

150+  
ATTENDEES

\$2,000+  
RAISED FOR  
CHARITY

12%  
TWITTER  
ENGAGEMENT





# EVENT MARKETING CASE STUDY

## Branding and Email Marketing

Branding centered around bold colours and images of women that evoke a sense of community and emphasize the impact of women's achievements. Email marketing was used to register guests, solicit charitable donations and communicate event details.



- ✓ Website Development
- ✓ Email Marketing
- ✓ Copywriting
- ✓ Graphic Design
- ✓ Logo Design and Branding



SAVE THE DATE

01 | 24 | 19

## WOMEN IN TECH PANEL DISCUSSION

JLL cordially invites you to attend an intimate panel discussion. Join a group of inspiring women who have paved their own way to become business leaders, sharing advice on achieving career success in the dynamic technology sector. The evening will include a unique mentorship experience. For more information please see our website [www.WINtech2019.com](http://www.WINtech2019.com)

SCOTIABANK DIGITAL FACTORY  
333 KING STREET EAST, TORONTO

**REGISTER YOUR DONATION  
TO ATTEND THE EVENT →**

IN LIEU OF TICKETS FOR THIS EVENT, WE ARE ASKING FOR A  
DONATION IN SUPPORT OF WOMEN'S CHARITIES THROUGH  
[CANADAHELPS.ORG](http://CANADAHELPS.ORG)

[www.WINtech2019.com](http://www.WINtech2019.com)



DIGITAL FACTORY



# EVENT MARKETING CASE STUDY

## Social Media Engagement

Social media strategy focused on showcasing the speakers' contribution to Toronto's tech sector and the companies they worked for/founded. Twitter engagement was very strong at 12%. Event hashtag #WINtech2019 was trending in Toronto on the evening of the event.



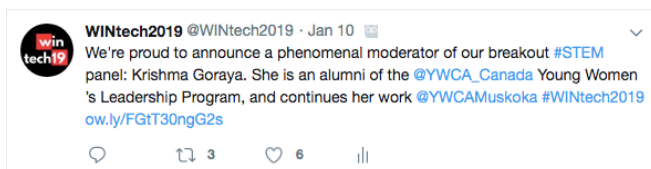
- ✓ Social Media Management
- ✓ Sponsorship Coordination
- ✓ Event Logistics
- ✓ Guest List Management





# EVENT MARKETING CASE STUDY

## Appendix - Social Media Examples



## #WINTech2019 - Trending in Toronto



2019-01-25 01:09 UTC : CA\_TOR\_gyiptv

Looking forward to the @JLL Women in Tech panel discussion tonight, featuring five OneEleven community members: Traci Cheng @Zoomdotai, Lindsay Fong @oneeleven\_111

About to start the panels here at #WINTech2019 - cannot wait to hear from so many brilliant minds! @jgoodyxv

Here at #WINTech2019 with @unicorndojo learning about leadership from the best of the best in Toronto's tech sector

Listening to Leadership is about vision, communication & team building & support to achieve a shared goal. (Trying to summarize @jebannister perspective) @jgoodyxv

If you take care of your people, they'll take care of your business. @jebannister #WINTech2019 @e\_ambursley

1. Leadership is setting a vision with creativity + strategic thinking  
2. Getting people behind it with passion  
3. Building and supporting a team to @explorux

"If you care about people and helping accomplishing their goals, then you will be a successful leader." @jebannister #WINTech2019 @stefankberg

LOVED #WINTech2019 's question about luck... Enjoying this fantastic female powered discussion #womenintech @JLL @by\_summerleigh





CANADA'S HEALTHCARE LANDLORD

[www.nwhleasing.com](http://www.nwhleasing.com)



# NORTHWEST IN CANADA



*Hargrave Place, Winnipeg, Manitoba*



*1205, boulevard de la Rive-Sud Lévis, Québec*



*Glenmore Professional Centre, Calgary, Alberta*



*Riley Park Health Centre, Calgary, Alberta*

## FULL-SERVICE MODEL

Our healthcare real estate is typically composed of full-service multi-tenant medical office buildings, thoughtfully curated with a mix of high quality medical, clinical, laboratory, dental, diagnostic, and pharmacy office space.

**3.8M**  
SF OF SPACE

**6**  
PROVINCES

**~60**  
PROPERTIES

**~1,000**  
TENANTS

**~7,500**  
INDIVIDUAL  
HEALTHCARE  
PROFESSIONALS



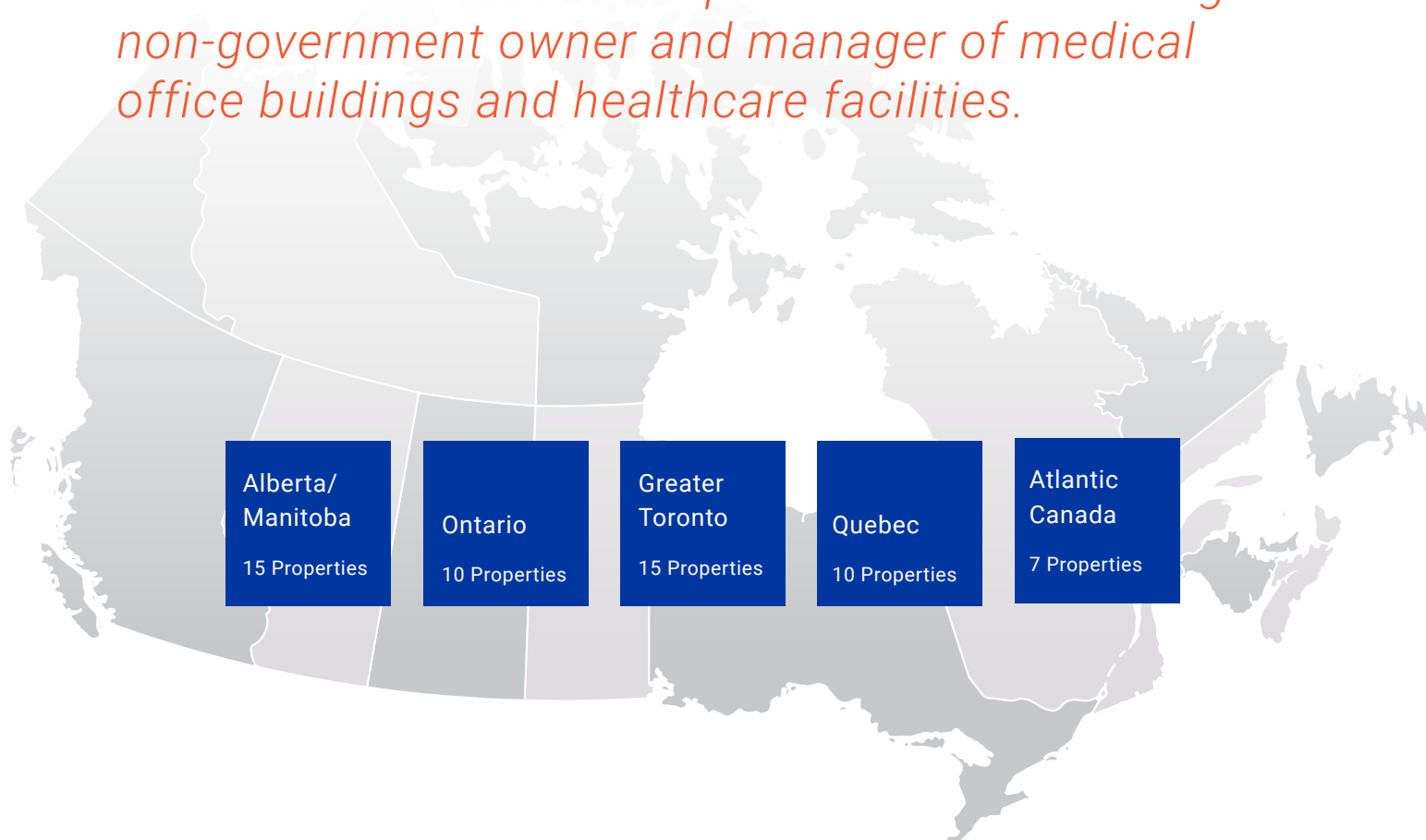
### SPECIALIZED APPROACH

We employ a team-based approach to managing our properties that combines real estate expertise with specific knowledge of healthcare to meet the specialized needs of our tenants.

### NATIONAL PRESENCE

Our national portfolio and operating scale offers tenants the flexibility to grow or move their business while at the same time affording them operating cost advantages and additional services adapted specifically for healthcare professionals.

*NorthWest Healthcare Properties is Canada's largest non-government owner and manager of medical office buildings and healthcare facilities.*



# ONTARIO PORTFOLIO

## *FHT and FHO tenants in NorthWest's Ontario properties.*

The Family Health Teams and Family Health Organisations in NorthWest buildings are supported by a range of medical services such as laboratory, diagnostic, and pharmaceutical, that are typically offered in each building.

### **SUMMERVILLE** Family Health Team

#### **SUMMERVILLE FHT**

*Queensway Professional Centre,  
Mississauga, Ontario*

Approximately 13,000 sf space

### **Don Mills Family Health Team**

#### **DON MILLS FHT**

*One Medical Place,  
Toronto, Ontario*

Approximately 6,200 sf space

### **North York** Family Health Team

#### **NORTH YORK FHT**

*North York Medical Arts Building,  
Fairview Health Centre  
North York, Ontario*

Over 10,000 sf space (combined)

### **Etobicoke Medical Centre** Family Health Team

#### **ETOBICOKE MEDICAL CENTRE FHT**

*West Toronto Health Centre  
Etobicoke, Ontario*

Over 20,000 sf space

### **Malvern Medical Centre**

#### **MALVERN MEDICAL CENTRE**

*Malvern Medical Arts Building  
Scarborough, Ontario*

Over 12,000 sf space

### **Trafalgar Medical Clinic**

#### **TRAFALGAR MEDICAL CLINIC**

*Trafalgar Professional Centre  
Oakville, Ontario*

Over 7,000 sf space





**Barrie and Community  
Family Health Team**

**BARRIE AND COMMUNITY FHT**

*Barrie Primary Care Campus  
Barrie, Ontario*

Over 20,000 sf space



**Owen Sound  
OSFHT FAMILY HEALTH TEAM**

**OWEN SOUND FHT**

*Owen Sound Family Health Centre  
Owen Sound, Ontario*

Over 40,000 sf space



**Georgian Bay  
FAMILY HEALTH TEAM**

**GEORGIAN BAY FHT**

*Collingwood Health Centre,  
Guelph, Ontario*

Over 7,000 sf space



**Thames Valley  
Family Health Team**

**THAMES VALLEY FHT**

*Springbank Medical Centre,  
London, Ontario*

Over 30,000 sf space (combined)



**TWO RIVERS™  
Family Health Team**  
Shaping the Health of our Community Together

**TWO RIVERS FHT**

*Canamera Medical Centre,  
Cambridge, Ontario*

Over 14,000 sf space (combined)



**Guelph Family  
Health Team**

**GUELPH FHT**

*Guelph Medical Place I,  
Guelph, Ontario*

Over 15,000 sf space (combined)

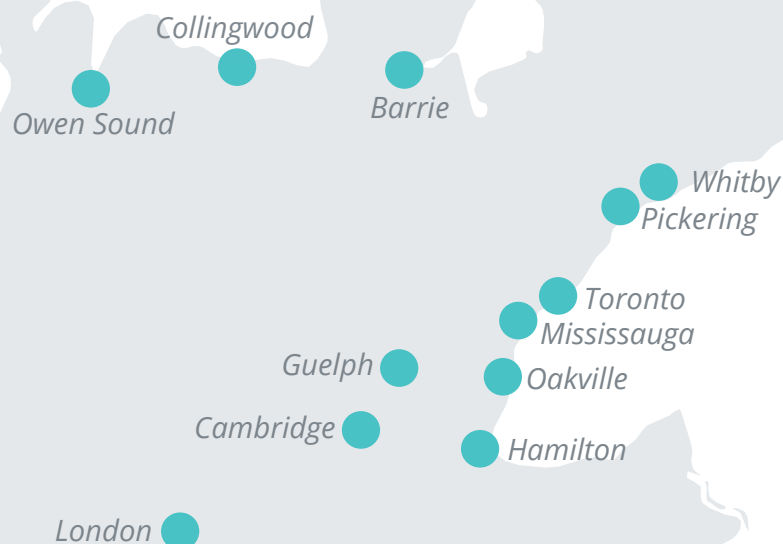


**Albany Medical Clinic**  
Patient caring since 1946

**ALBANY MEDICAL CLINIC**

*Albany Medical Clinic,  
Toronto, Ontario*

Over 40,000 sf space



# NORTHWEST PROPERTIES

*NorthWest properties are established in local communities, throughout Ontario.*



*Albany Clinic, Toronto*



*Danforth Health Centre, Toronto*



*Queen's University, Kingston*





Springbank Medical Centre, London



Fairview Health Centre, North York



Guelph Professional Centre, Mississauga



Guelph Medical Place, Guelph



# PROPERTY FEATURES



## PRIME LOCATIONS

Our properties are typically situated near major hospitals for maximum convenience to practitioners and patients.



## PROPERTY MANAGEMENT AND OPERATIONS

The buildings in our portfolio are well-maintained and are kept up-to-date through a comprehensive annual capital improvement program.



## CURATED TENANT MIX

We thoughtfully curate our tenant mix to offer a range of medical services, with a mix of high quality professional office, medical office, clinical, laboratory, diagnostic, and pharmaceutical space.



## CONSTRUCTION MANAGEMENT

Our in-house construction and design team collaborates with tenants to build out state-of-the-art suites designed to individual tenant specifications.



# TENANT SERVICES

*Whatever your practice needs are, NorthWest Properties has the solution.*

NorthWest is committed to providing hands-on and proactive property management. We boast dedicated professionals with years of experience in healthcare real estate management and operations who are motivated by the challenge of delivering great service day after day. In addition to providing a comprehensive range of tenant services, we continually assess current practices and industry trends to improve and enhance our tenants' satisfaction.



**24/7 SECURITY  
MONITORING**



**WIREScore  
CERTIFIED**



**ELECTRONIC WORK  
ORDER MANAGEMENT  
SYSTEM**



**AODA AWARE**



**EXTENDED AND  
WEEKEND BUILDING  
OPERATING HOURS**



**ON-SITE, UNIFORMED  
MAINTENANCE STAFF**



**CAPITAL  
IMPROVEMENT  
PROGRAM**



**DEDICATED CUSTOMER  
AND SECURE TENANT  
PARKING**

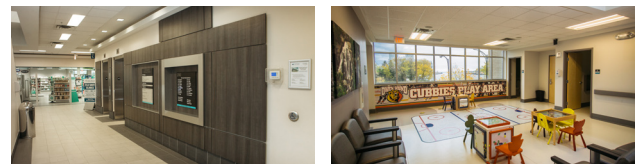


**MEDICAL WASTE  
REMOVAL PROGRAMS  
AT MANY PROPERTIES**



# TENANT CASE STUDIES

*As your healthcare partners, we adapt to the unique needs of your practice.*



**The Owen Sound Family Health Team and Owen Sound Medical Associates (FHO)** occupy over 40,000 square feet of the Owen Sound Family Health Centre, centrally located on the shore of Georgian Bay Harbour in downtown Owen Sound. The Owen Sound Family Health Team relocated to the newly developed building the same year it was built, in 2011.

The entire group of professionals who comprise the Owen Sound Family Health Team are located on-site at the Owen Sound Family Health Centre. The group includes an extensive network of physicians, nurse practitioners, and interprofessional healthcare providers, including social workers, registered dietitians, a psychologist, a registered respiratory therapist, and more.

The specialized design of the Owen Sound Family Health Team space is the result of close collaboration between the family health team and NorthWest's development team. The space features a conference room, program space, and numerous exam rooms.





**The Georgian Bay Family Health Team** occupies approximately 7,000 square feet of the Collingwood Health Centre, located adjacent to the Collingwood General and Marine Hospital. The Georgian Bay Family Health Team has been a tenant of the building since 2008.

In addition to the family health team, NorthWest leases clinic space at Collingwood Health Centre to a number of physicians who are members of the family health organization.

In 2013, working closely with the Georgian Bay Family Health Team, NorthWest expanded the building by over six thousand square feet to accommodate the growth of the group. In conjunction with the building expansion, NorthWest acquired several surrounding properties to expand the parking lot. The building and parking lot expansions allowed the growing Georgian Bay Family Health Team to implement additional programs and better serve the community.

## Etobicoke Medical Centre Family Health Team

**The Etobicoke Medical Centre Family Health Team** occupies over 23,000 square feet of the recently opened West Toronto Health Centre.

Their space in the West Toronto Health Centre (85 The East Mall) was **designed and developed to the specifications** of the Etobicoke Medical Centre Family Health Team. The full staff of the Etobicoke Medical Centre Family Health Team is located on-site, including **physicians, inter-disciplinary health providers, and administrative offices.**

NorthWest Healthcare Properties worked closely with the family health team on site selection and to negotiate **agreeable lease terms** that accommodated their 2016 relocation to the West Toronto Health Centre. To complement the family health team, NorthWest leased space in the building to a number of ancillary service providers, including optical, audiology, diagnostic imaging, lab, pharmacy, and dentist.



*At NorthWest, our commitment to you and your patients is simple – to provide exceptional Experience in our facilities.*



# FEATURE TENANT

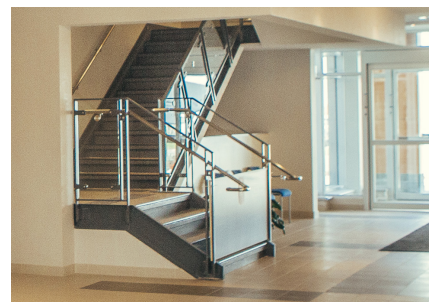


## Barrie and Community Family Health Team

The Barrie and Community Family Health Team occupies over 20,000 square feet and the entire third floor of the Barrie Primary Care Campus, a newly constructed building located in the rapidly developing south Barrie. The Barrie and Community Family Health Team moved into the building in 2016.

Currently, the Barrie Primary Care Campus is home to the administrative offices and IT, program space, and a number of clinics, including the Prenatal Well Baby clinic and the Lung Health and Diabetes clinic.

The family health team space features unique design elements tailored to the needs of the Barrie and Community Family Health Team. The building was designed to incorporate a number of design elements that are in line with the FHTs space.







Barrie Primary Care Campus

*The Barrie and Community Family Health Team occupies over 20,000 sq. ft. of the Barrie Primary Care Campus.*

*“Joining NorthWest’s Barrie Primary Care Campus is ideal for my practice to keep a lot of family medicine services centralized in one building. I think that having the [Barrie & Community] Family Health Team departments in one location provides for easier access and the ability to see several medical professionals all in the same day. I often interact with the Family Health Team administrative offices, and having my practice in the same building allows for improved efficiencies.”*

**Dr. Hendrey Kolesky, Family Physician**  
Barrie and Community Family Health Team







*Our greatest asset is the relationships we cultivate with our tenants.*



# TENANT TESTIMONIALS



Wentworth-Limeridge Medical Centre

*Working with Josée, our Leasing Manager, we found the rental experience to be both positive and collaborative. Upon our most recent renewal in 2019, NorthWest was receptive to our specific requests to improve our suite. I found they listened to our concerns, helped assess our needs and worked with us to find a balanced agreement. They have professional and experienced staff and I would consider myself a satisfied tenant.*

**Dr. Ilango Thirumoorthi, Family Physician**  
Hamilton Family Health Team

*The George Hull Centre for Children and Families, a children's mental health centre, recently entered into a 25-year lease with NorthWest Healthcare Properties. Since they became our landlord, NorthWest has upgraded and repaired a tired pair of buildings (81 and 85 The East Mall in Etobicoke), transforming them into what NorthWest describes as a "medical campus of like-minded services." It has certainly grown to be just that. NorthWest has been responsive and helpful whenever an issue arises, whether it be related to parking, maintenance, or landscaping, and everything in between. We highly recommend NorthWest as a company that values its tenant and the community.*

**Susan Chamberlain, Executive Director**  
The George Hull Centre



West Toronto Health Centre



Bathurst Health Centre

*NorthWest was one-stop shopping for our medical office. They provided everything and everyone needed to identify an appropriate space, design, and build-out an office to our specifications. They quickly resolved any issues as they arose, even securing additional tradespeople on short notice over the holiday period. NorthWest delivered on their promises — we were in our new office seeing patients earlier than expected, and on budget. Our office looks forward to continuing our relationship with NorthWest.*

**Dr. Shaul Tarek, Family Physician**  
North York Family Health Team

*Our team has been delighted with the welcome and exemplary customer service provided by the NorthWest Healthcare Properties team. We are delighted with our space at 89 Queensway West and commend the local management team for making us feel more like a welcomed family member, rather than just another tenant. In every instance they have been responsive and accommodating to our requests, and we commend them for making our move and occupancy such an enjoyable experience.*

**Trillium Health Partners Foundation**



Queensway Professional Centre



# TRUSTED PARTNERS







*Established, long-standing relationships with key stakeholders in healthcare helps us create a dynamic tenant-mix in our buildings.*





# ABOUT NORTHWEST

NorthWest Healthcare Properties Real Estate Investment Trust (TSX: NWH.UN) is a specialist healthcare real estate investor that owns a high quality portfolio of medical office and hospital properties located throughout major markets in Canada, Brazil, Germany, Netherlands, Australia and New Zealand.

## CANADIAN BEGINNINGS

From 2004 to today, NorthWest Healthcare Properties REIT has focused its real estate investment and management activities in the healthcare sector and has built a portfolio comprised of healthcare real estate that it believes is the largest private sector portfolio of such properties in Canada. Further, NorthWest has developed an experienced organization designed and dedicated to acquiring, managing, leasing and financing healthcare real estate; in management's opinion, the only such organization in Canada currently doing so on a national scale. NorthWest has strong, fully-integrated regional offices in each of its four core markets: Ontario, Alberta, Quebec, and Atlantic Canada, with each office led by a member of NorthWest's senior management team.



*Barrie Primary Care Campus, Barrie, Ontario, Canada*

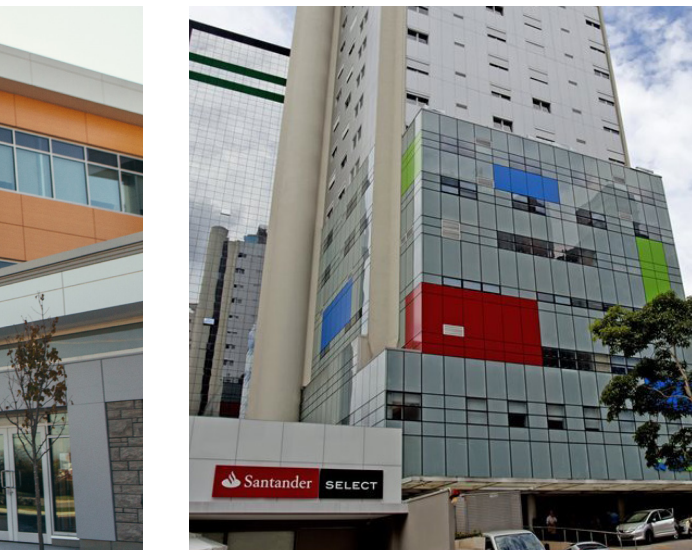


*Epworth Eastern Hospital, Victoria, Australia*



*The Medimall, Rotterdam, The Netherlands*





*Infantil Sabará Hospital, São Paulo, Brazil*



*Ascot Central, Auckland, New Zealand*



*The Berlin Neukölln Medical Centre, Berlin, Germany*

*NorthWest owns and operates core healthcare infrastructure in core global markets.*

## GLOBAL PRESENCE

On May 15, 2015, NorthWest Healthcare Properties Real Estate Investment Trust and NorthWest International Healthcare Properties Real Estate Investment Trust combined to create a leading global diversified healthcare real estate investment trust. The combined entity operates under the NWH name and is the only TSX-listed real estate investment trust focused on global healthcare real estate. With a fully integrated and aligned senior management team, the REIT leverages over 180 professionals across nine offices in five countries to serve as a long term real estate partner to leading healthcare operators.

**170**  
PROPERTIES

**14M**  
SQUARE FEET

**97%**  
OCCUPANCY







[www.nwhleasing.com](http://www.nwhleasing.com)



**NorthWest Healthcare Properties**  
180 Dundas St West, Suite 1100  
Toronto, Ontario M5G 1Z8  
[www.nwhleasing.com](http://www.nwhleasing.com)



For more information please contact:

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Managing Director, Canada  
[dave.casimiro@nwhreit.com](mailto:dave.casimiro@nwhreit.com)  
(416) 813-4022



# Jerry Coughlan Health & Wellness Centre

FUTURE HOME OF LAKERIDGE HEALTH  
AMBULATORY CARE SERVICES



For Leasing Inquiries Please Contact:

**GEORGE BITAXIS**

Leasing Manager

+ 1 (416) 708 1107

[george.bitaxis@nwhreit.com](mailto:george.bitaxis@nwhreit.com)

**PROJECTED OCCUPANCY 2022**



[www.jchwc.ca](http://www.jchwc.ca)

# New Medical Office Space for Lease

The Jerry Coughlan Health and Wellness Centre (JCHWC) will be located at 1690 Dersan Street in Pickering, approximately 4 kilometers north of Downtown Pickering, at the intersection of Brock Road and Dersan Street.

**THE BUILDING** will be 50% leased to Lakeridge Health offering a number of their Ambulatory Care Services, and will also offer a strategic combination of medical and healthcare practitioners to serve the rapidly growing population of the North Pickering community.

## BUILDING FEATURES

BUILDING SIZE:	60,000 s.f.
NUMBER OF FLOORS:	4
ESTIMATED AREA PER FLOOR:	15,000 s.f.
AVAILABLE SPACE:	500 s.f. – 30,000 s.f.
OCCUPANCY:	Est. Q3 2021
NET RATE:	Call to discuss
ESTIMATED OPERATING COSTS:	Call to discuss
ESTIMATED REALTY TAXES:	Call to discuss
TENANT IMPROVEMENT ALLOWANCE:	Negotiable
LEASE TERM:	10 – 15 Years
PARKING:	Abundant visitor and tenant surface parking
ELECTRIC VEHICLE CHARGERS:	Yes
WIREScore CERTIFIED:	Yes



Building concept rendering of the Jerry Coughlan Health and Wellness Centre as seen from the north-west corner, at the intersection of Brock Road and Dersan Street.



## Groundbreaking and Naming Ceremony



The Groundbreaking Ceremony June 20, 2019.

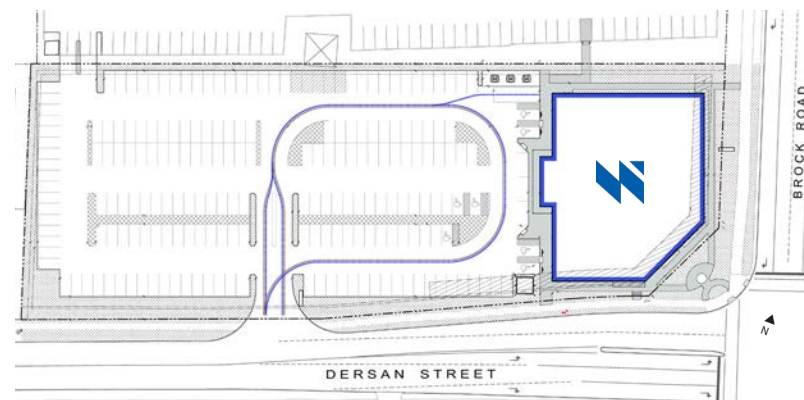
**LEFT TO RIGHT;** Andrew Kidd (Senior Vice President, NorthWest Healthcare Properties REIT), Paul Dalla Lana (Chairman & CEO, NorthWest Healthcare Properties REIT), Dr. Tony Stone (Chief of Staff, Lakeridge Health), Hon. Peter Bethlenfalvy (MPP for Pickering-Uxbridge, President of the Treasury Board of Ontario), Hon. Rod Phillips (Minister of Finance), Sharon Cochran (Board Chair, Lakeridge Health), Hon. Dave Ryan (Mayor, City of Pickering), Matthew Anderson (CEO, Lakeridge Health), Nancy Maxwell (Board Member, Ajax Pickering Hospital Foundation), Sherry Robinson (Board Chair, Ajax Pickering Hospital Foundation).



The Naming Ceremony July 23, 2019.

**JERRY COUGHLAN** surrounded by members of the Ajax Pickering Hospital Foundation Board of Directors, the Lakeridge Health Board of Directors as well as staff of the Ajax Pickering Hospital Foundation, Lakeridge Health and NorthWest Healthcare Properties.

## Site Orientation Plan



## Exterior Building Renderings



\*Building images are concept renderings and subject to change.

# Proposed Lakeridge Health Ambulatory Care Services



**Lakeridge  
Health**

Lakeridge Health is planning to provide a variety of services and clinics at the Jerry Coughlan Health and Wellness Centre.\*

## **Women's and Children's Clinics:**

- > Ante-Natal Assessment
- > Breast Feeding Support

## **Orthopedic Clinics:**

- > Knee and Hip Assessment
- > Shoulder Centre Hub
- > Rapid Ortho Referral Clinic

## **Mental Health Clinics:**

- > Mental Health Day Hospital
- > Mental Health Rapid Assessment Clinic

## **Other Clinics:**

- > Diabetes Education
- > Med Rapid Referral
- > Gastroenterology Clinic
- > Infectious Disease Clinic/Travel Medicine

## **Procedure Space:**

Lakeridge Health envisions providing a range of out-patient day surgical procedures within a dedicated specially designed space including appropriate sized pre- and post-procedure recovery rooms.

\*All of the offerings at JCHWC are based on projections and assessments of demand and focused on improving access to the community. Some offerings may shift based on ongoing internal stakeholder negotiations with Lakeridge Health providers, growing community need and government discussions.





## Location Highlights

COMMUNITY  
OF SEATON

JCHWC

AJAX







PICKERING

The Jerry Coughlan Health and Wellness Centre (JCHWC) will be located at 1690 Dersan Street, and adjacent to the rapidly growing Community of Seaton.

### DISTANCES FORM JCHWC

- Downtown Pickering is 4 km South from JCHWC.
- Lakeridge Health Ajax Pickering Hospital is 10 km away from JCHWC.
- Highway 401 is 5 km South from JCHWC.
- Highway 407 is 5 km North from JCHWC.
- Pickering GO station is 6.5 km South from JCHWC.
- JCHWC site is accessible by public GO and Durham Region Transit.

### LEGEND

-  Jerry Coughlan Health and Wellness Centre
-  Highway
-  GO Train Station
-  Durham Region Transit Bus Routes
-  Ajax/Pickering Border
-  Direct car route to Lakeridge Health Ajax Pickering Hospital
-  Lakeridge Health Ajax Pickering Hospital







# Neighbourhood Overview

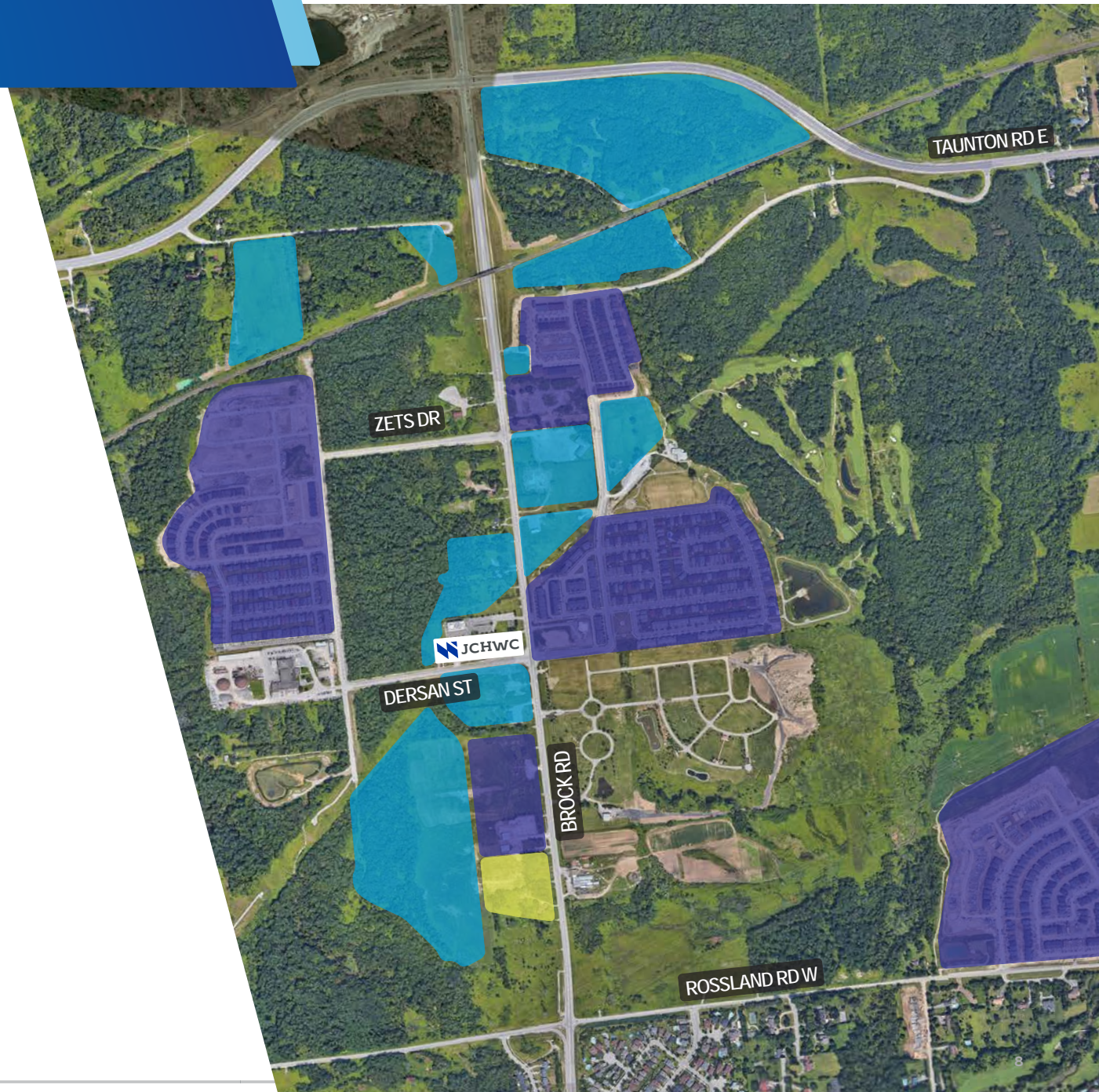
The Jerry Coughlan Health and Wellness Centre (JCHWC) will be located in the Duffin Heights neighbourhood. The neighbourhood is expected to experience a significant increase in new residential units, along with others in Central Pickering, including the adjacent Community of Seaton.

## GROWTH AND DEVELOPMENT

- ✦ It is estimated that 70% of the total population growth projected for the City of Pickering between 2018 and 2038 will be the result of the proposed development in the Community of Seaton.\*
- ✦ The proposed development in the Duffin Heights neighbourhood will contribute an estimated 13% to the total population growth projected for the City of Pickering between 2018 and 2038.\*

### LEGEND

-  Jerry Coughlan Health and Wellness Centre
-  Residential Units (1093 units total since 2018)
-  Future Residential Development (4076 units cumulative total 2023)
-  Future Commercial Development (100,000 sq. ft. retail)





# City of Pickering Demographic Forecast\*

## Duffin Heights



POPULATION  
(2018)

**3,200**

POPULATION  
GROWTH  
(2018-2028)

**280%**



RESIDENTIAL  
UNITS (2018)

**1,000**

RESIDENTIAL  
UNIT GROWTH  
(2018-2028)

**290%**

## Seaton



POPULATION  
(2018)

**890**

POPULATION  
GROWTH  
(2018-2028)

**3900%**



RESIDENTIAL  
UNITS (2018)

**300**

RESIDENTIAL  
UNIT GROWTH  
(2018-2028)

**4000%**

## Pickering



POPULATION  
(2018)

**97,500**

POPULATION  
GROWTH  
(2018-2028)

**50%**



RESIDENTIAL  
UNITS (2018)

**31,700**

RESIDENTIAL  
UNIT GROWTH  
(2018-2028)

**50%**

Note: Percentages may not add up to 100 due to rounding.  
\*City of Pickering Detailed 20 Year Population Forecast, March 2019

For Leasing Inquiries Please Contact:

**GEORGE BITAXIS**

Leasing Manager

+ 1 (416) 708 1107

[george.bitaxis@nwhreit.com](mailto:george.bitaxis@nwhreit.com)

Building Website:

[www.jchwc.ca](http://www.jchwc.ca)

**NORTHWEST HEALTHCARE PROPERTIES REIT**

180 Dundas Street West Suite 1100

Toronto, ON M5G 1Z8

[www.nwhreit.com](http://www.nwhreit.com)

[info@nwhreit.com](mailto:info@nwhreit.com)

416 366 2000







# Cambrian Centre

1000 and 2000 Veterans Place NW, Calgary, Alberta

**Available Immediately**  
1,500 – 11,400 sq. ft.



For more information, please contact:

**Alexandra Sciore**  
Leasing Manager

C +1 (403) 680 3821

E [alexandra.sciore@nwhreit.com](mailto:alexandra.sciore@nwhreit.com)

W [nwleasing.com](http://nwleasing.com)



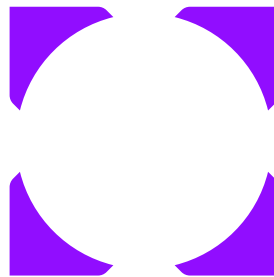
### Prime Location

Situated near major hospitals for maximum convenience to practitioners and patients. Accessible by public transit and via major roadways.



### Curated Tenant Mix

We thoughtfully curate our tenant mix to offer a range of medical services, with an array of high quality professional office, medical office, clinical, laboratory, diagnostic, and pharmaceutical space.



## Connecting Place and Possibility



### Professional Property Management & Operations

The buildings in our portfolio are well maintained and are kept up-to-date through a comprehensive annual capital improvement program.



### In-House Construction Management

Our in house construction management team collaborates with tenants and outside designers, engineers, and trades to build out state-of-the-art suites designed to individual tenant specifications.



# Cambrian Centre

## Building Features

- Close to Foothills Medical Centre and Alberta Children's Hospital
- Accessible from major roads and bike pathways
- Underground parking available for patients and tenants
- Landscaped courtyard for tenant use
- Café on site
- Two elevators per building

**Number of Floors**

4

**Building Size**

122,789 sq. ft.

**Parking Ratio**

3.88 stalls per 1,000 sq. ft.  
of leased space

## Property Overview

Cambrian Centre is a four-storey, 122,789 square foot Class-A medical office building located in a major medical and healthcare node that includes Foothills Medical Centre, Alberta Children's Hospital, the University of Calgary Medical and Research Centre, and the Calgary Cancer Centre. Its central location offers convenient access via 16<sup>th</sup> Avenue, Shaganappi Trail and Bowness Road, providing prime visibility and access via car, public transit, and walking trails. The property is tenanted by a diverse range of business and medical professionals, including a diagnostic imaging clinic, a fertility clinic, and a café.

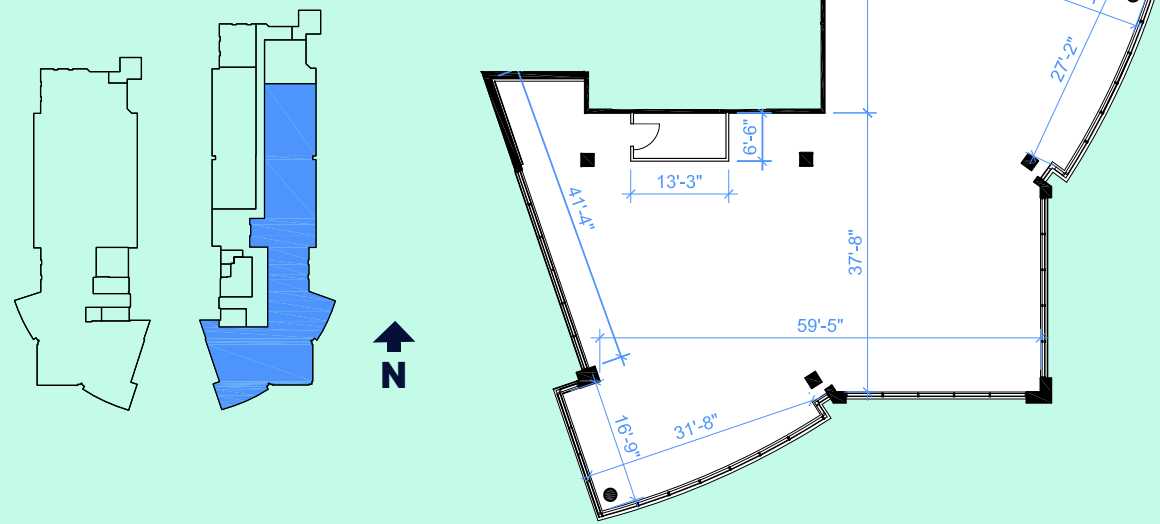


# Existing Floor Plan

## The Right Space

Suite 210 is an 11,400 square foot unit, in base building condition, ready for tenant improvements. This demisable space occupies more than half of the second floor, and features windows along the south and east walls, providing an abundance of natural light. A generous tenant improvement allowance is available to build out this space. Available immediately.

<b>Total Available Space</b>	11,400 sq. ft.
<b>Demising Options</b>	1,500 - 11,400 sq. ft.





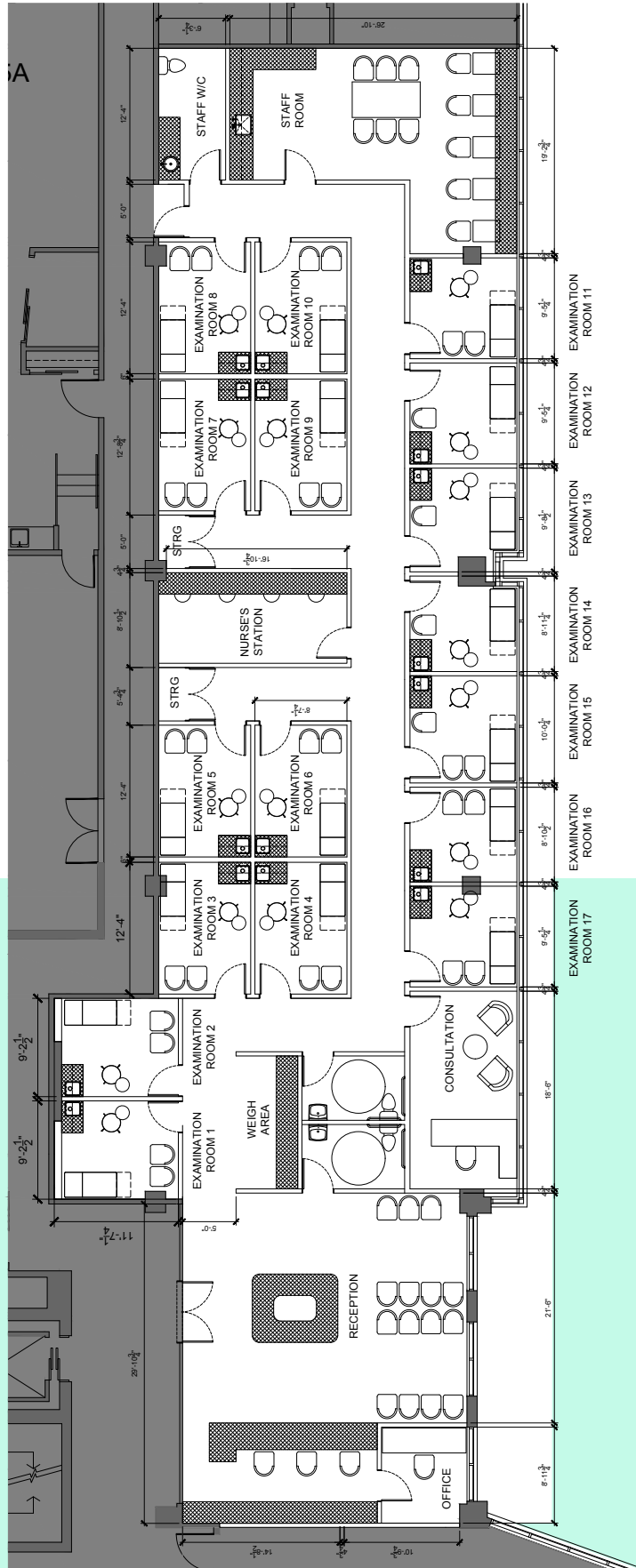
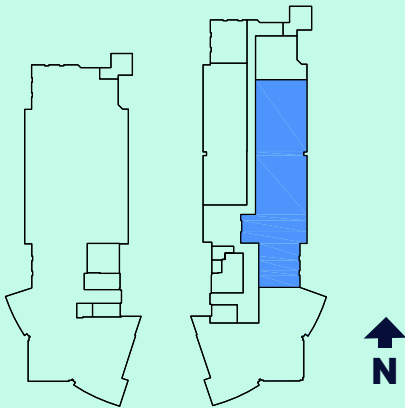
# Proposed Floor Plans

## Rentable Space

Approx. 6,000 sq. ft.

## Number of Exam Rooms

10



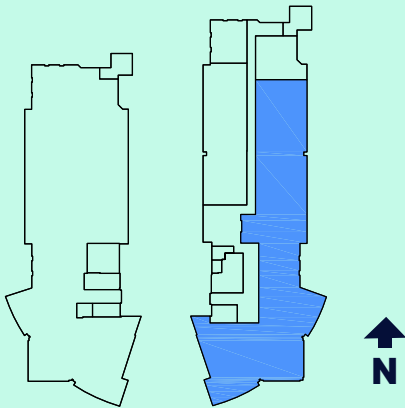
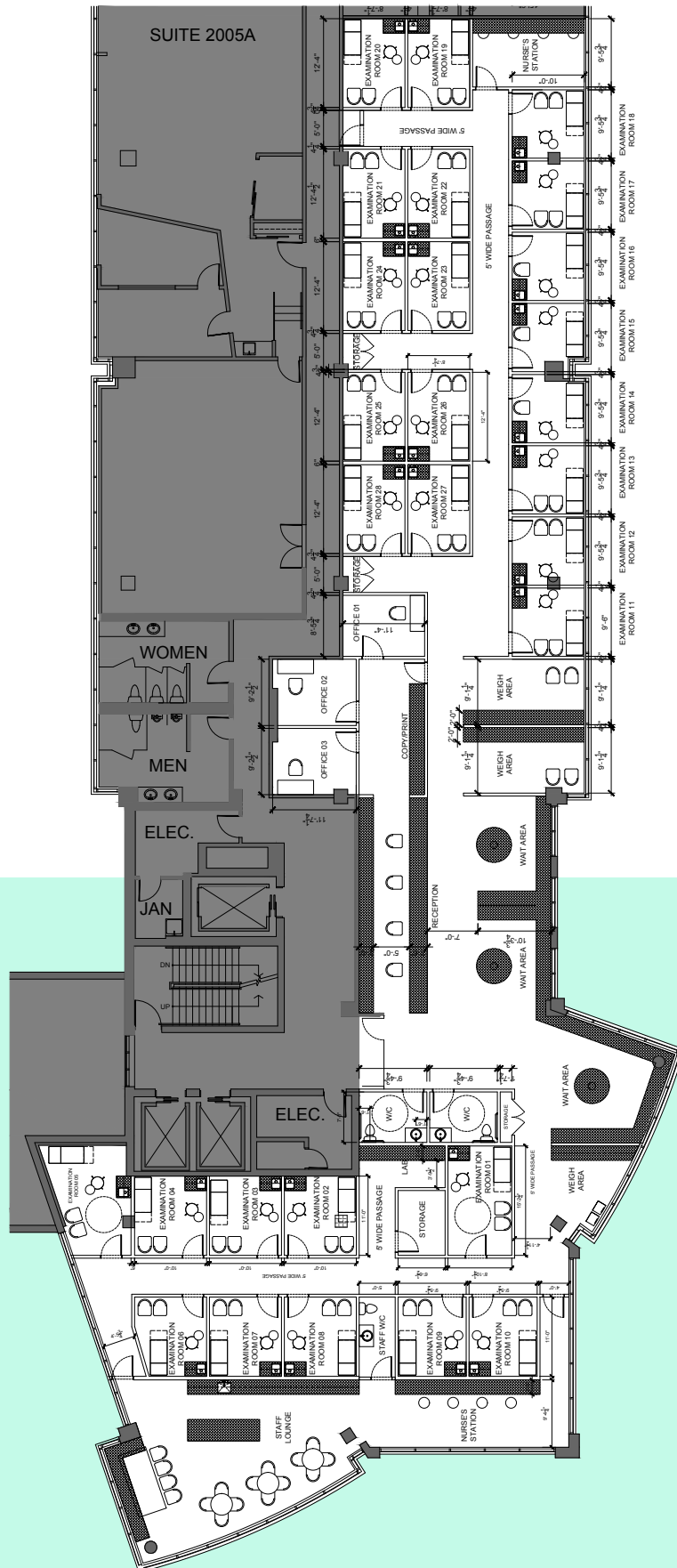
# Proposed Floor Plans

## Rentable Space

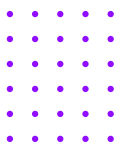
Approx. 11,400 sq. ft.

## Number of Exam Rooms

28







# Accessible Location

## Nearby Healthcare Facilities

- 1** Foothills Medical Centre **3 km**   **2** Alberta Children's Hospital **3 km**   **3** Calgary Cancer Centre **3 km**

## Additional Points of Interest

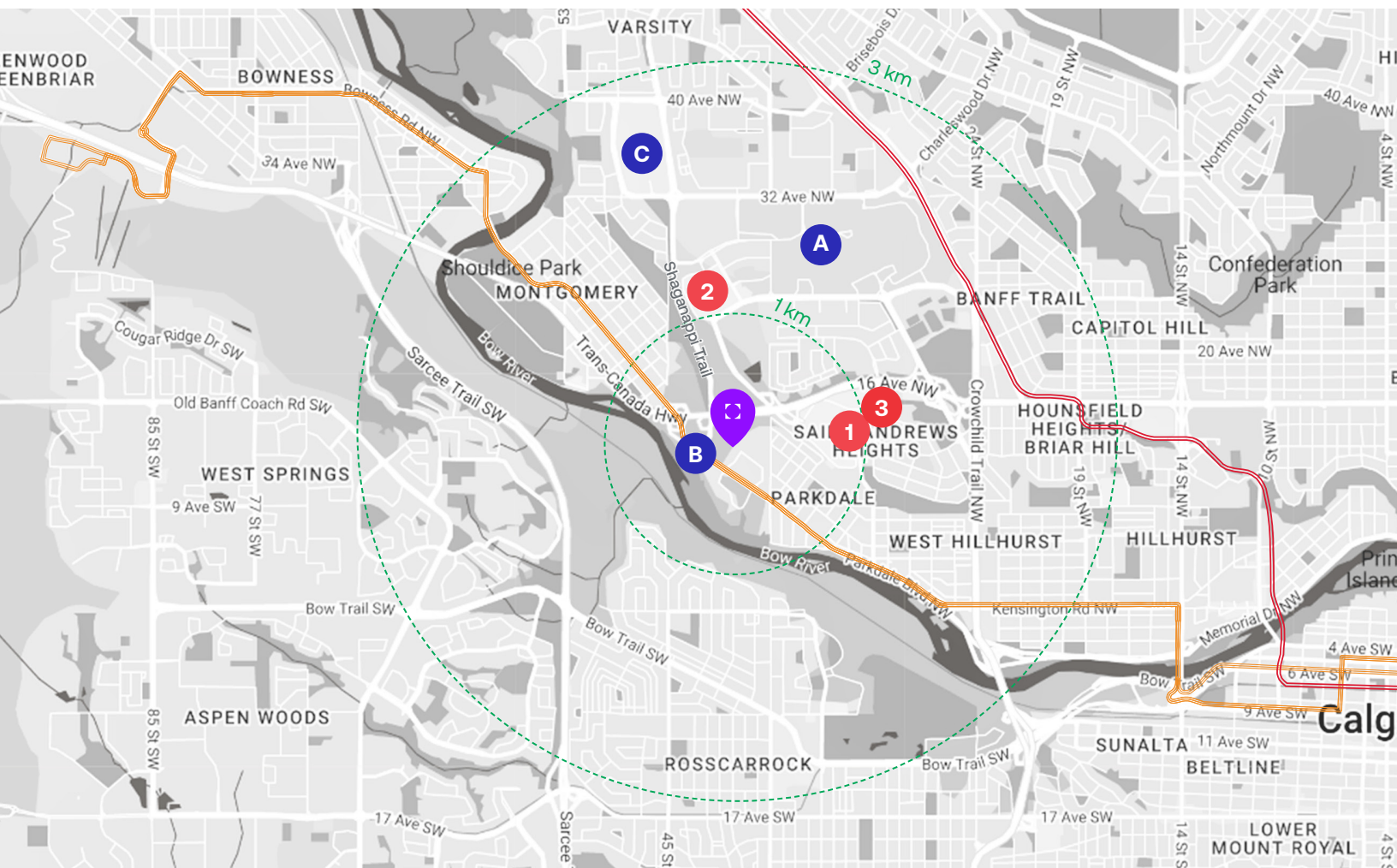
- A** University of Calgary Campus   **B** Edworthy Park   **C** Market Mall

## Commute Destinations

- Downtown Calgary **7.4 km**   Cochrane **30.6 km**   Airdrie **36.6 km**   Banff **119 km**

## Transit Routes

-  LRT Banff Trail/Brentwood    Bus Routes 1, 40, 305





# FAQs

## Are there signage options available?

Ask about the possibility of placing your business name on the proposed exterior pylon sign.

## Where can staff park?

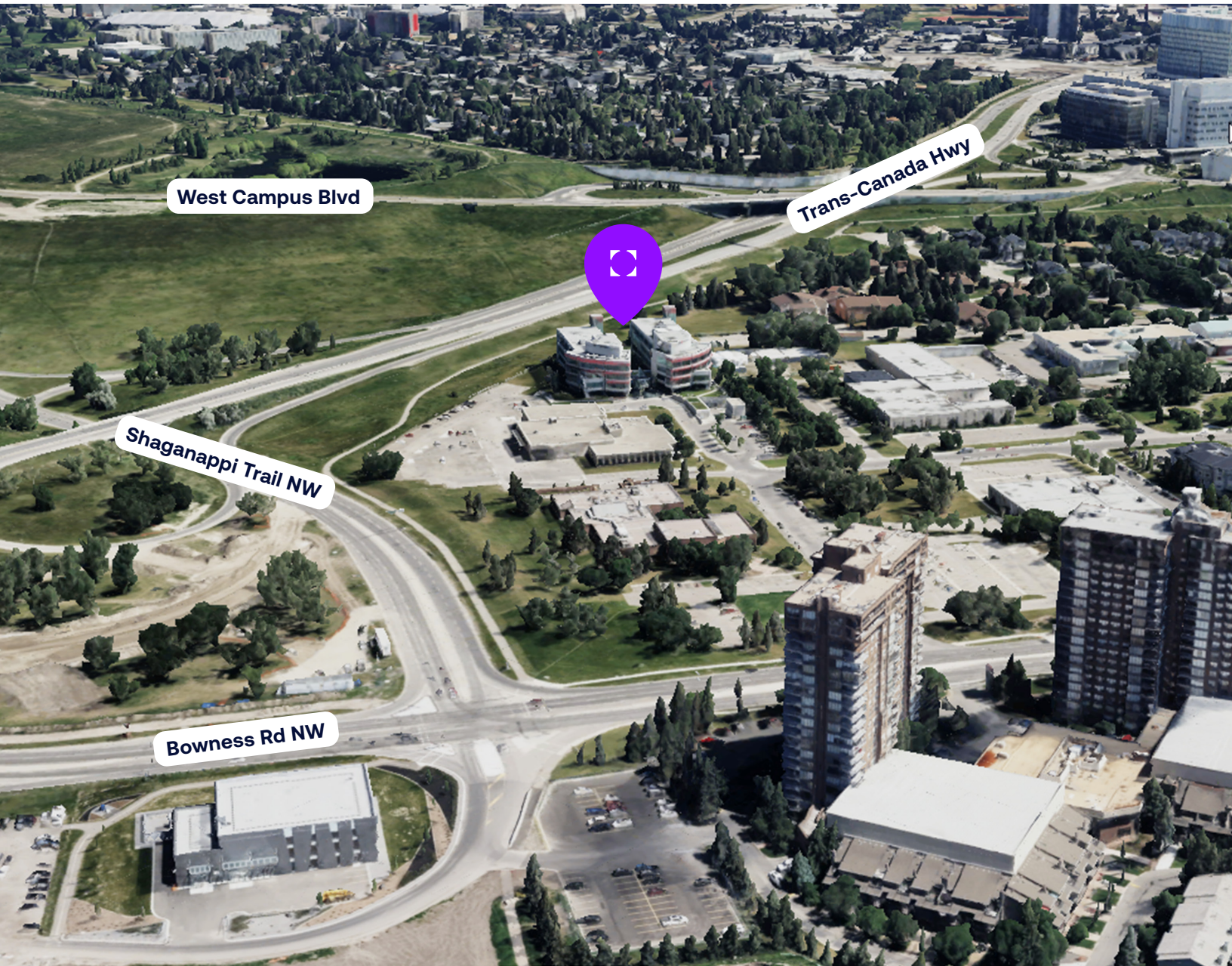
Tenants and their staff have the option, pending availability, to park underground on the second floor of the parkade or on the surface lot.

## Will the landlord help build out our space?

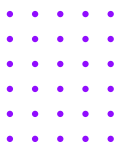
Yes, we provide a tenant improvement allowance based on the length of term.

## Is there bike storage available on site?

Yes, there is exterior and underground bike storage available.







# Tenant Services

**Whatever your practice needs are,  
Northwest Healthcare Properties has  
the solution.**

Northwest is committed to providing hands-on and proactive property management. We boast dedicated professionals with years of experience in healthcare real estate management and operations who are motivated by the challenge of delivering excellent service day after day. In addition to providing a comprehensive range of tenant services, we continually assess current practices and industry trends to improve and enhance our tenants' satisfaction.



**24/7 Security  
monitoring**



**WiredScore certified**



**Electronic work order  
management system**



**Accessible properties**



**Extended and weekend  
building operating  
hours**



**On-site, uniformed  
maintenance staff**



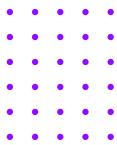
**Capital improvement  
program**



**Dedicated customer  
and secure tenant  
parking**



**Recycling programs for  
electronics and organics**



# About Northwest

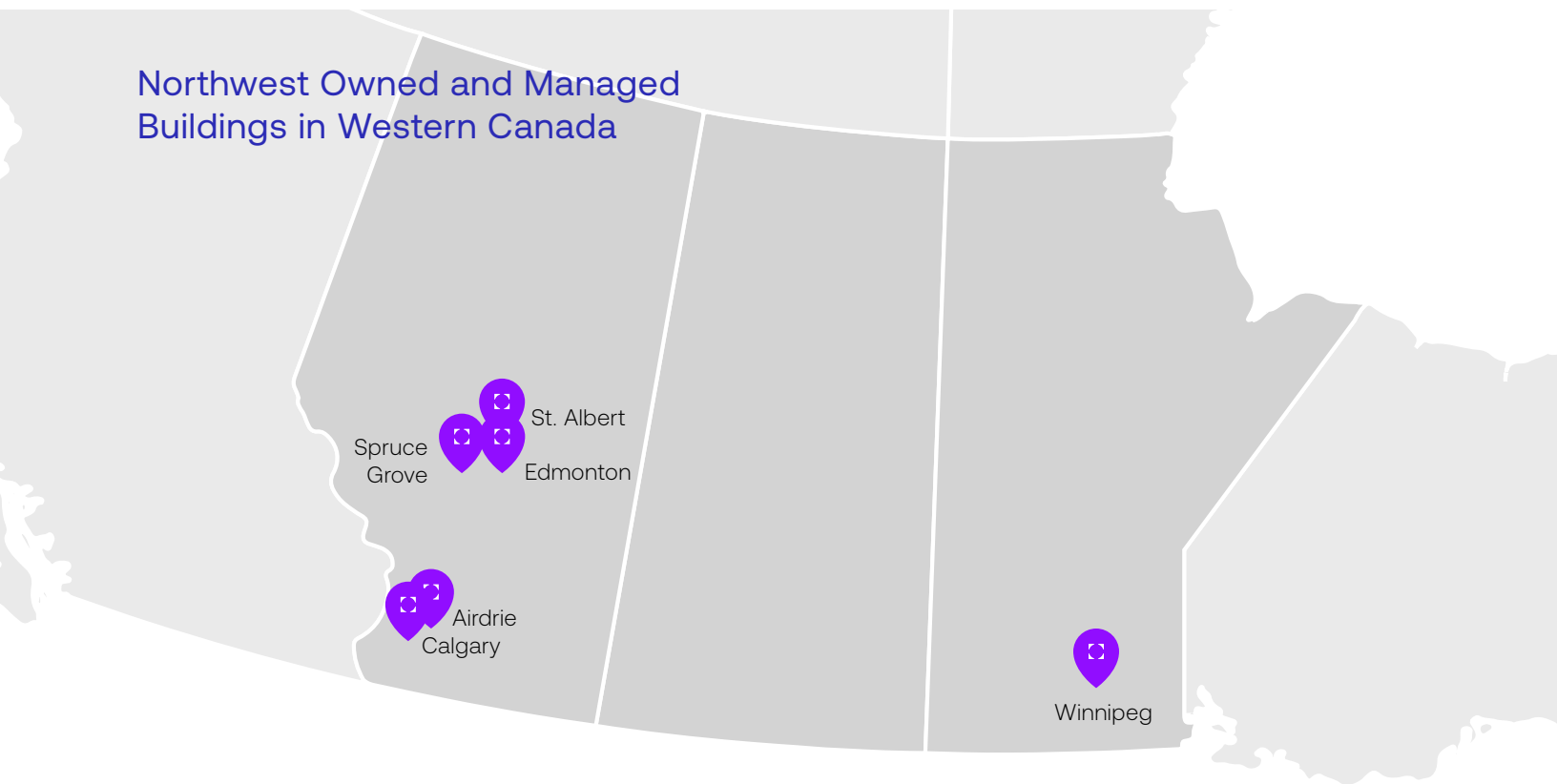
## About Northwest Healthcare Properties

We are Canada's largest non-government owner and manager of medical office buildings and healthcare related facilities. Providing real estate solutions to the healthcare community is our sole focus – you won't find a landlord in Canada with more experience or expertise managing medical office buildings.

## Building a Better Healthcare Community

We are invested in more than just physical buildings. We strive to create a partnership with our tenants in an effort to build a better healthcare community. The medical office buildings we own and manage are a key component of delivering quality healthcare to all Canadians. Together, we subscribe to a shared mission of supporting comprehensive, accessible healthcare services.

### Northwest Owned and Managed Buildings in Western Canada





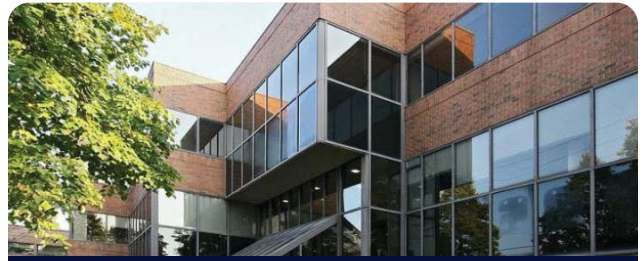
# Tenant Testimonials



Bathurst Health Centre

"Northwest was one-stop shopping for our medical office. They provided everything and everyone needed to identify an appropriate space, design, and build-out an office to our specifications. They quickly resolved any issues as they arose, even securing additional tradespeople on short notice over the holiday period. Northwest delivered on their promises — we were in our new office seeing patients earlier than expected, and on budget. Our office looks forward to continuing our relationship with Northwest."

Dr. Shaul Tarek, Family Physician  
North York Family Health Team



West Toronto Health Centre

"The George Hull Centre for Children and Families, a children's mental health centre, recently entered into a 25-year lease with Northwest Healthcare Properties. Since they became our landlord, Northwest has upgraded and repaired a tired pair of buildings (81 and 85 The East Mall in Etobicoke), transforming them into what Northwest describes as a "medical campus of like-minded services." It has certainly grown to be just that. Northwest has been responsive and helpful whenever an issue arises, whether it be related to parking, maintenance, or landscaping, and everything in between. We highly recommend Northwest as a company that values its tenant and the community."

Susan Chamberlain, Executive Director  
The George Hull Centre



Queensway Professional Centre

"Our team has been delighted with the welcome and exemplary customer service provided by the Northwest Healthcare Properties team. We are delighted with our space at 89 Queensway West and commend the local management team for making us feel more like a welcomed family member, rather than just another tenant. In every instance they have been responsive and accommodating to our requests, and we commend them for making our move and occupancy such an enjoyable experience."

Trillium Health Partners Foundation



Wentworth-Limeridge Medical Centre

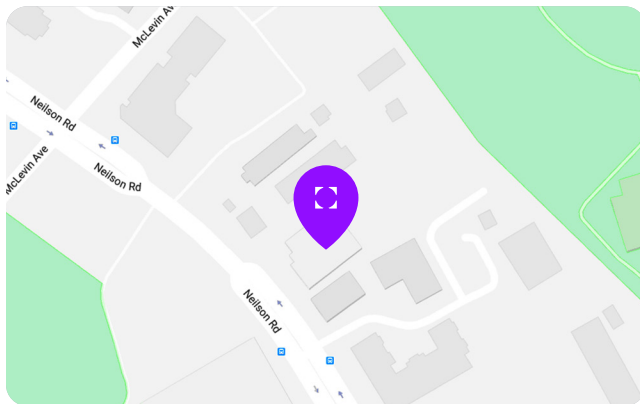
"Working with our Leasing Manager, we found the rental experience to be both positive and collaborative. Upon our most recent renewal in 2019, Northwest was receptive to our specific requests to improve our suite. I found they listened to our concerns, helped assess our needs and worked with us to find a balanced agreement. They have professional and experienced staff and I would consider myself a satisfied tenant."

Dr. Ilango Thirumoorthi, Family Physician  
Hamilton Family Health Team



# Malvern Medical Arts

1333 Neilson Road, Scarborough, Ontario



## Leasing Inquiries



**George Bitaxis**  
Leasing Manager

C +1 416 708 1107  
E [george.bitaxis@nwhreit.com](mailto:george.bitaxis@nwhreit.com)  
W [nwhleasing.com](http://nwhleasing.com)

## Location Highlights



### Major Intersection

Neilson Road and  
Sheppard Avenue East



### Nearest Hospital

3.6 km Scarborough and Rouge  
Hospital, 3.6 km Centenary  
Hospital



### Public Transit Access

TTC - Bus 133 Neilson





# Malvern Medical Arts

1333 Neilson Road, Scarborough, Ontario



## Property Description

Malvern Medical Arts Building is a three-storey, 40,574 square foot medical office building situated north of Highway 401 on Neilson Road, a short distance from the General, Centenary and Birchmount sites of Scarborough Health Network. The building is occupied by a diversified group of medical tenants and ancillary healthcare service providers including a pharmacy, laboratory, diagnostic imaging and a variety of other medical specialists.

## Leasing Inquiries



**George Bitaxis**  
Leasing Manager

C +1 416 708 1107  
E [george.bitaxis@nwhreit.com](mailto:george.bitaxis@nwhreit.com)  
W [nwhleasing.com](http://nwhleasing.com)


## Property Highlights

<b>Building Size</b>	40,574 sq.ft.
<b>Floors</b>	3
<b>Asking Rent Starting At</b>	\$14.00 psf
<b>Additional Rent (est. 2024)</b>	
Operating Costs	\$15.14
Realty Taxes	\$6.81
In Suite Cleaning Costs	\$1.83
<b>Total</b>	\$23.78 psf
<b>Bike Storage</b>	Outdoor
<b>Parking</b>	Surface
<b>Electric Vehicle Chargers</b>	N/A
<b>Wired Score</b>	Yes

NOTE: Asking Rent listed above is based on a standard medical office. Additional Rent listed above is an estimate and is subject to change.

## Building Directories



The image is a vertical composition. At the top, the Northwest logo (a stylized 'N' in a square) is followed by the word 'northwest' in a lowercase sans-serif font. Below this is a large, bold, black sans-serif heading 'PARKING NOTICE'. Underneath the heading, the text 'Parking Garage at 30 Merton is' is in a dark blue sans-serif font, followed by 'CLOSED for redevelopment.' in a bold, dark blue sans-serif font. Below this text is a paragraph in a smaller, dark blue sans-serif font: 'Please speak to your medical practitioner about alternative parking in the vicinity. We apologise for any inconvenience.' This text is set against a white background. Below the text is a solid purple horizontal band. On the left side of this band, the text 'TOUCH FOR DIRECTORY' is written in a white, uppercase, sans-serif font. On the right side of the purple band is a white right-pointing arrow inside a circle. Below the purple band is a photograph of a parking lot. The photo shows several cars parked in white-lined spaces. The car in the immediate foreground is white, and the car to its right is dark. The background is blurred, showing more cars and a bright, hazy sky.



northwest

# Medical Office Space for Lease

For inquiries please call Kasia Mnich  
+1 (416) 523-8694

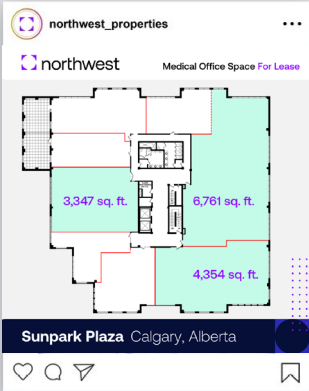
TOUCH FOR DIRECTORY





Social Media Leasing Campaign



Social Media WiredScore Campaign

