

With offices in Vancouver and Toronto, and our local expertise in communities across the country, we serve clients from coast to coast.

## Who We Are

Formed in 1965, Gulf Pacific Group of companies has grown and evolved to include subsidiary and affiliate companies that each provide specialized services for the real estate management and development industry.

The Gulf Pacific head office is in North Vancouver, British Columbia. We also have branch offices in Duncan, British Columbia and Toronto, Ontario.

Collectively, the range of services provided by Gulf Pacific, our subsidiaries, and affiliates through our Canadian locations give you comprehensive property management wherever your assets are located.

## Property Mix

The properties we manage range from single-client buildings to multi-property portfolios. They include retail, office, residential and industrial, and range in size from our largest office property in Toronto, ON at 268,031 ft<sup>2</sup> to our smallest, most remote property on Saltspring Island, BC at 9,427 ft<sup>2</sup>.

As of January 2016, we manage over 2.2 million ft<sup>2</sup> of property.

## Client Profile

Our clients include high net worth individuals, partnerships, syndicates, private and public real estate investment companies/trusts (REITS), and First Nations.



351 Bewicke Avenue  
North Vancouver, BC  
V7M 3E9

T: 604.990.1500  
F: 604.990.1766

E: [info@gulfpacific.ca](mailto:info@gulfpacific.ca)  
[www.gulfpacific.ca](http://www.gulfpacific.ca)



We focus on third party property and asset management, and the development and syndication of commercial real estate.



# Services

Since 1965 we have delivered these flexible full-service management solutions tailored to your unique requirements.

### Property Management

Diligent handling of day-to-day property management tasks, including building and site maintenance, lease administration, on-site management, collection of rents, payment of operating expenses and, of course, formal reporting to the owner.

### Asset Management

Leasing, tax assessment appeals, arranging financing and re-financing and project management for expansion; major renovations; tenant improvements; redevelopment, rezoning.

### Leasing Services

We recruit the best match for your leasing requirements and market – helping you achieve the right tenant mix.

In addition to managing lease agreements and filling vacancies, we can negotiate the sale or purchase of your properties.

### Project Co-ordination

Management of tenant improvements, common area upgrades such as lobby and washrooms, roof replacement, HVAC upgrades and replacements, building envelope, 5-year capital plans; oversight of design professionals, permitting, trades and inspections; tenant satisfaction and retention.

### Property Development

We coordinate activities ranging from the expansion and total design/construction of retail, commercial, and industrial projects, arranging finance, budgeting and forecasting, to leasing overviews — all with the goal of adding value.

### Energy Efficiency



We work with North America's only provider of full-service, intelligent, energy management programs for new construction and retrofitted buildings. You can rely on us for energy management and sustainable options that lower your operating costs and reduce environmental impacts.

### Due Diligence

The industry experience of Gulf Pacific's senior team helps us identify potentially costly issues that improve your negotiating position in property acquisitions. We also identify new or under-developed opportunities that can be capitalized on quickly.

### Tenant Interviews

These reveal operating and performance concerns not often discovered without these direct interactions.

## Our Core Strengths

### Strong, Lasting Relationships

In over 50 years of services, we have forged strong relationships in Canada's urban centers and rural communities with long-term clients, tenants, brokers, financiers, trades, design professionals, assessment authorities, and industry.



### Hands-on Management Style

We make regular site visits. Some for general inspections; some to liaise with site staff and tenants; and some with trades and professionals renovating or expanding properties.

This helps us sense the pulse of the community, keep tabs on the competition, and recognize opportunities that benefit you.

### Tenant Relations

We are experienced negotiators with key anchor tenants and focus on managing their relationships. They are our customers and contribute to the value of your asset. Securing the right tenant mix increases traffic, improves occupancy rates and cash-flow, and ultimately results in higher asset market values.

### First Nations

Our work with First Nations began at our inception in 1965 when we negotiated land leases for the Cowichan Tribes on Vancouver Island — one of our longest-standing clients.

Since then we have developed projects such as construction of the Tzeachten First Nation shopping centre in Chilliwack; brokered joint venture partnerships such as the 450,000 ft<sup>2</sup> shopping for the Squiala First Nation; and consulted on other real estate opportunities — many of which we still manage.

### Big Opportunities in Small Places

While we're completely at home in Vancouver and Toronto, we also thrive in small communities across Canada.

There is a special talent required to successfully manage properties in these small communities. We invest the time to develop a rapport with local service providers and trades; local planning and permitting agencies; business improvement associations; tenant organizations and chambers of commerce. Creating and maintaining these working relationships in small communities is mission-critical. They are often irreplaceable.



WINNERS