



# Sakto Corporation

## Ottawa's Top Properties

Since 1983, Sakto Corporation has been providing prestigious addresses for many of Ottawa's businesses. Currently, the company owns and manages over a half a million square feet of space in the city. Headquartered in Ottawa, the company also has affiliate offices in the United States, Asia, the United Kingdom and Australia.

Sakto's flagship building is Commerce Plaza, located at 333 Preston Street. Familiar to Ottawans as the Xerox Tower, the building is visible for many miles along the Queensway. This building was completed on time and on budget in 1989, and includes Xerox and The Economical Insurance Group among its many satisfied tenants. Acknowledged as one of the cleanest commercial buildings in all of Ottawa, Commerce Plaza has won numerous awards for its clean air and energy efficiency. The building remains fully leased and, like Sakto's other properties, boasts an impressive tenant retention rate. "We see this as proof of our commitment to our clients. We do everything we can to keep our tenants happy, which is why our renewal rate is so high," comments Sean Murray, Secretary Treasurer of Sakto Corporation.

Last year, Sakto purchased a large portfolio of properties from O & Y, including the Nortel and EDS buildings in the west end of the city. This transaction was one of the biggest real estate deals for Ottawa in 2000, and capped numerous years of steady, managed growth for Sakto.

Currently, Ottawa is experiencing soaring demand for rental space, with virtually no vacancies. Sakto will be alleviating this problem when it begins work in 2001 on its ambitious Commerce Plaza expansion. Phase II will be comprised of 3 buildings totalling over 550,000 square feet of space, including a 16-storey office tower, a mixed-use building with retail on the ground floor and commercial space above and an apartment complex with over 100 one and two bedroom units. Occupancy of the project is expected in 2002. A review of the plans indicates that this development promises to become a significant landmark for the City of Ottawa.

Mixed-use complexes such as Commerce Plaza Phase II are rare today; however, Mayor Bob Chiarelli has promoted them as the ideal model for development in Ottawa. Murray explains that while a complex of this style and scope is an expensive undertaking for Sakto, the company is optimistic that the city will continue to grow and the need for space will persist. "Given that the demand for space has increased greatly over the last ten years, it is much more cost-effective than in the past to develop a larger scale project such as this," says Murray.

Located close to the Queensway corridor and situated on the proposed light-rail line, Commerce Plaza offers accessibility that is unparalleled in Ottawa. With its central location, tenants can be downtown or at the airport in minutes, as well as having short travel times to Kanata or Orleans.

As with other Sakto properties, Commerce Plaza Phase II will include the latest in technology and building systems to ensure efficiency, high

levels of security, quick connectivity, individual tenant controlled climate atmosphere and maximum comfort. In addition, the complex will feature such amenities as a full fitness centre complete with an indoor pool, restaurants, cafes, drycleaners and more. The facility will be enhanced by courtyards, and landscaped gardens, all designed to contribute to an atmosphere which clients will find functional yet esthetically pleasing.

The first task at Commerce Plaza Phase II will be to construct an underground parking facility for more than 1,300 vehicles, making it the City's second-largest underground structure. Although this represents a huge commitment in time and money for Sakto, Murray explains that, "one of the reasons people will come to our development is because of ease of access and the availability of underground parking. We know that this is what the Ottawa leasing marketplace is coming to demand and we have to provide it."

"At Sakto, we are committed to servicing the real estate needs of Ottawa. Our success has come because of a commitment to excellence in everything we do. We listen carefully to what our tenants want, then go above and beyond what they demand. Keeping a tenant happy is good for both their business and for ours," says Murray. This commitment extends into numerous small details that contribute to the overall environment of a property. In terms of accessibility, equipment, maintenance and landscaping, Sakto excels at these finer points which make its properties stand out. Adds Murray, "tenants frequently tell us that we have created spaces which they are proud to lease. Our properties help clients improve their corporate image and the image of Ottawa as a whole. We care very much about this aspect of real estate development - it drives a lot of what we do each day."

The Ottawa Branch of the Economical Insurance Group has resided at 333 Preston Street (Commerce Plaza) since 1992. Branch Manager Gray Burton praises Sakto Corporation, noting that, "the time and effort that our landlords spend on the general upkeep, which includes professional landscaping, and seasonal decorating of our office tower is commendable. This building clearly stands out amongst other similar structures in and around the city core. Here at Commerce Plaza, we are close to the downtown core, yet far enough away to avoid the congestion, noise and pollution, which often go hand in hand with a downtown office building. Many of our customers have complimented us on our choice of office premises. Furthermore, we believe that the type of premises one chooses to serve both their internal and external customers often enhances the character of a business."

It's easy to see why so many people have chosen to make a move to a Sakto property. Consider making Commerce Plaza your next commercial, retail or residential home.

***For more information on Sakto Corporation or Commerce Plaza Phase II, contact Brian Murray, Director of Leasing & Marketing, at 613-230-3434 or visit [www.sakto.com](http://www.sakto.com).***