

Film @ 11

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Winter 2011

Late Breaking News at The Aldgate Group



Hello again.

It's been at least ten years since we've published our little newsletter. A lot has happened since then. We have so many new great tenants and have finally completed the final phase of the Aldgate Centre, our new mixed use development at Markham & Ellesmere.

While we've certainly experienced many challenges, with a recession and other factors over the last ten years, we've also been very lucky to have a great location and we've enjoyed the loyalty of our many long term tenants. We're very thankful for that!

So here is our latest edition of Film @ 11 which I hope you will find informative. I will do my best not to wait another decade to write another one.

Steve Goldberger
President, The Aldgate Group

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What Else is News

We are proud to say that despite recessionary times and the fact that we've added about 75,000 square feet of new buildings, we continue to enjoy very low vacancies. Rental

rates are creeping back to where they (almost) should be and we are seeing many existing tenants expanding.



Our new retail/industrial/office development is over 80% leased and we are very pleased with that. We hope you will visit the new businesses on site which now include: **Coffee Culture, Pizza Depot, Popeye's, Organic Planet, Pro-Technet, Tangerine, La Sani Grill, Happy Hair, Beauty Collection, Cash Max, Killen Landau & Associates, Ellesmere Medical Centre, and G&S Moving and Storage** who also sells packaging supplies and other accessories for your moving needs. Opening soon is **Carribean Queen** restaurant.

We also welcome the new **Sunshine Café** in the lobby of 1200 Markham Rd. They offer great breakfast and lunch items.

We continue with our building improvement programs. Some of the major work that we completed over the last few years at the Aldgate Corporate Center included: *complete re-caulking of the windows and exterior facade of 2100; landscaping and driveway improvements; complete restoration of the parking garage; sidewalk and walkway*

Free Parking?

One More Aldgate Advantage

Sometimes we as building owners, as well as our tenants forget what a benefit free parking can be. It really becomes quite clear however when you do the math.

We are proud to say that at Aldgate we do not charge for parking. Don't forget that parking charges have a severe implication on a tenant's bottom line rent.

Our free parking policy and parking ratio affords our tenants an annual savings of about \$2 per square foot. That certainly adds up over the average lease term!



Clients, visitors and staff are not faced with parking charges and can enjoy quick, convenient and easy access to our ample parking facilities. And don't forget... **it's free!**

← replacements; parking line painting; new boilers; new underground sprinkler irrigation systems for the landscaped areas; new security camera systems; energy saving lighting; Some ongoing and planned projects for 2011-12 include elevator lobby and cab renovations at 1200; new larger directory boards on each floor lobby at 1200 & 2100;

At our industrial buildings we've continued our modernization program including upgrading the building facades with new aluminum siding, double glazed windows, asphalt repairs, insulated shipping doors, roof replacements, etc. This is a slow, budget dependant process, but eventually all of our buildings will have been improved. In addition, starting this year we will be doing exterior window cleaning and fire extinguisher servicing.

HYDRO COSTS KEEP GOING UP & UP

We've all been hearing that we should expect hydro costs to keep increasing. In 1997 office building hydro averaged just over \$1 per square foot. Despite all of the retrofits and our energy saving efforts, in 2010 the average cost was about \$2.15 per square foot! And it's only going to get worse.

We remind you that in order to keep your operating costs under control please do your best to conserve. Just remembering to turn your lights off whenever possible will have a great effect on the bottom line. We've been using energy efficient replacements of bulbs and tubes wherever possible and are working on installing timed lighting controls in the corridors to cut back on lighting costs at night.

www.aldgategroup.com

Our simple and easy to use site www.aldgategroup.com was created entirely in-house. You will find it jam packed with information about who we are at Aldgate, downloadable property listings and project flyers, newsletters, tenant feedback and new video (to be added soon). It contains useful data for existing tenants and for prospective tenants and brokers looking for space.

We have received many compliments from the research departments at major Realtors for providing such thorough and up to date property information. We just have to get the agents used to logging in to our site when they need current info. (Hey guys, welcome to the 90's!) We have recently added more photos of the properties and now you can just click on the square footage or suite number of a particular listing to see the floor plan of the space. You can easily print out a copy of the plans and photos for immediate and easy reference.

PYLON SIGNS

As you may know, sandwich board signs or ground signs of any kind are not allowed on any of our properties.

However, at Markham & Ellesmere we have four pylon signs on site. We currently have spaces available on all of the signs, so if you are looking for more exposure, please contact Steve for details.

In addition, the pylon at the main west Ellesmere entrance (at the lights) has an LED Message Centre. All tenants are welcome to display up to five messages for a low fee of \$35 per month. These five messages will be in rotation 24 hours a day, 7 days a week and will reach over 31,000 vehicles daily.



Film @ 11 is published from time to time and for no particular reason by The Aldgate Group and distributed to the Real Estate Brokerage community and to our clients. We hope you enjoy our little rag and we welcome your input. Please send us your comments, complaints or suggestions. We are always looking for ways to improve our service. Our goal is to be the best "Landlords" in town.

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Giving new meaning to the word "Landlord"

ALD GATE'S QUARTER CENTURY HONOUR ROLL

HONOURING TENANTS
THAT HAVE BEEN WITH
US 25 YEARS OR MORE

- Dr. Jeff Manly
- Doug Millstone
- Stephen Farber
- Dr. Gelfand/Dr. Lee
- Dr. Cramer
- Stanwood Products
- Micrometric Jig-Boring & Grinding
- Metro Packaging
- Pizza Nova

Storage Units for Lease

- At 1200 Markham Rd.
- Ideal for dead file storage or other stuff taking up valuable office space.
- Starting at \$200/mo.
- Limited availability so call now if you're interested.

TENANT PROFILE

SUNSHINE CAFÉ HAS JUST OPENED FOR BUSINESS IN THE LOBBY OF 1200 MARKHAM ROAD. THIS NEW CAFÉ OFFERS GREAT BREAKFAST AND LUNCH SPECIALS WITH FRESH AND HEALTHY INGREDIENTS. EXCELLENT COFFEES AND TEAS AND SERVICE WITH A SMILE. BE SURE TO CHECK THEM OUT.

MINI SUITES
STARTING AT \$350
PER MONTH
CALL TODAY!