



# National Cannabis Specialization Team

Clearing the Smoke from an Ever-Changing Landscape

**The right real estate partner to take you from concept through to completion**

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At Colliers, we've assembled a team of real estate advisors across Canada who understand the unique needs of cannabis and ancillary companies. Think of us as your one-stop-shop to move your business forward, regardless of what stage of maturity you're in.

# Our Specialty

## COMPLETE REAL ESTATE SERVICES

### 01 Market Analysis

- › Review site economics versus competitors and alternate locations
- › Determine market lease rates and terms based on specific space delivery condition
- › Identify and resolve any local obstacles to market entry operations

### 03 Transaction, Negotiation and Execution

- › Draft and review Letters of Intent and work letters with client
- › Prepare documents with final negotiated deal points and site approval packages
- › Review and negotiate lease terms and conditions with client's legal representative

### 05 Construction Procurement and Ongoing Oversight

- › Oversee the selection of Construction Manager or General Contractor; monitor construction and follow up so that all issues are addressed promptly
- › Review change orders and track against approved Project Budget and Project Schedule

### 02 Site Selection

- › Identify specific alternatives
- › Ensure all necessary site conditions meet your specific operational requirements
- › Assist with understanding potential construction costs and timelines

### 04 Manage Municipal Approvals and Design Development

- › Establish scope, schedule, budget, risk, communication, procurement and stakeholder management
- › Assist with the review of cost estimates at Schematic, 50% Design-development, 80% Design-development and Pre-tender stages

### 06 Project Closeout and Post Construction

- › Final Municipal approvals/inspections
- › Coordinate all equipment training activities
- › Advise on timing of final payment and release hold-back monies
- › Conduct a final walk through and closure of the deficiency report

# Sample Projects



## MEDICAL CANNABIS FACILITY

Our private client needed to increase their growing capacity quickly to meet growth in Canada's medicinal cannabis market, and prepare for full legalization. Their new facility includes indoor grow rooms; a mother room; a clone room; and a packaging, drying, trimming and destruction room, as well as administrative areas. Our team coordinated the design to expedite construction, and ensured deficiencies were completed as the work progressed. This coordinated leadership meant the project was finished more quickly, allowing our client to start growing and get their product to market.



## SITE SELECTION OPTIONS ANALYSIS

Our private client, an early adopter in Canada's marijuana industry, has ambitions to lead the country and become a global leader. To prove their business model, they had to start growing quickly. The client needed a site suitable for a smaller operation, but with the capacity to grow. Our team applied their technical expertise to two potential sites, determining the best fit, and performed a financial analysis. The capital cost for construction on the chosen site was low, and the site has good growth potential. In addition, the site is in a market in need of commercial growth with a readily-available labour force.



## MEDICAL CANNABIS GREENHOUSE

The legalization of recreational cannabis use will see huge growth in demand. Understanding this, our client decided to double their growing facility's capacity. The resulting project had many elements, including six grow rooms; seven drying rooms; an office space expansion; DLA lab space; and new potting, garbage and destruction space. The client brought in our team to represent them during this extensive work. We managed the design and construction phases of all the work, ensuring that the work was finished in time to allow our client to begin production quickly as possible.

# Introducing the Colliers Cannabis Specialization Team

## HOW WE CAN HELP YOU:

01

### Finding a Home to Build Out The Future of Your Operations

From new site selection and analysis to finding existing warehouses to retrofit, our team will guide you through submarket analysis and transaction management to construction coordination to find you real estate solutions that support your growth strategy.

02

### Manage The Entire Real Estate Process From Start to Finish

We can help you pull everything together to build out your facilities, staying on-time and on-budget. That way, you can focus on what you do best.

03

### Ensure Your Business Gets Up and Operating On Time and On Budget

Our Get It Right Solution™ ensures we get it ready, get it built and get it performing – so investors, owners and occupants are certain of success.

GET IT RIGHT  
SOLUTION™

GET IT READY

GET IT BUILT

GET IT PERFORMING

## WHO WE ARE:

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