

# THE ETOBICOKE REPORT

FALL 2015

## INSURANCE 101 | BASICS OF BUSINESS INSURANCE

BY: JASON BIRD



### ALL BUSINESSES NEED INSURANCE

Operating a business involves a great deal of risk.

By their very nature, people who open a business are willing to accept a certain amount of risk in their efforts to make their business a success. Some risks are inevitable, while others are manageable.

Business insurance is one method of managing and transferring risk away from your business to an insurance company for a price, or premium. It helps protect the business against unforeseeable events. Even the most successful business could be crippled by a fire, a lawsuit or any number of other unpredictable hardships that may come about as a result of business operations. A good advisor can help protect your business against these sorts of things.

### ARE ALL BUSINESS POLICIES THE SAME?

While most business insurance policies contain similar coverages, they are not all the same. In some cases, a policy can be tailored to meet the particular needs of a business. Others are considered package policies, meaning that they contain common commercial coverages specific to particular operations. These may differ from one company to the next, so it's best to shop around. Some companies offer non-package policies, which can be designed to provide adequate coverage for the particular risks that your business faces.

### WHAT ARE SOME OF THE COMMON COVERAGES FOR BUSINESSES?

Property insurance under a broad commercial policy protects the buildings, equipment, stock and other contents belonging to your business against loss caused by numerous perils. As with all types of insurance, there may be types of losses that are excluded from coverage. For example, losses from sewer back up, flood, and earthquake may be excluded, although they may be available as endorsements at an additional cost.

Crime insurance covers your business for losses related to robbery or forgery and other offences, including dishonest employees.

Liability insurance for your business, commonly referred to as a Commercial

General Liability or CGL policy, covers you if you are deemed legally responsible for unintentional harm arising out of the conduct of your business. Every business owner is at risk of being sued, whether you're an industrial building owner who has a slip and fall on the premises or a tenant leasing a building.

CGL policies normally cover the following business liability exposures:

- > bodily injury
- > property damage
- > personal injury (such as slander and libel)
- > advertising injury
- > tenant's legal liability
- > non-owned automobile insurance, which covers employees and volunteers using their own cars while working on behalf of an organization

### PROTECT YOUR BUSINESS'S FINANCIAL POSITION

Another extremely important coverage is business interruption insurance. It covers you financially for losses if your operations are disrupted by one of the perils you're insured against. Be sure to get enough coverage in this area. This insurance is customizable and can cover you for such things as payroll fees, lost gross rental income, and extra business expenses.

### INFORM YOUR INSURANCE COMPANY IF YOUR BUSINESS OPERATIONS CHANGE

You need to tell your insurer if there are significant changes to your business operations or income. Otherwise, you risk not having adequate coverage – and that could be the difference between staying afloat or sinking in the sea. So make sure there are no holes in your coverage. Don't take chances with your business. Consult an insurance professional to make sure you have all the protection you want and need.

FOR MORE INFORMATION OR FOR A FREE INSURANCE & RISK ASSESSMENT CONTACT Jason Bird at The Co-operators

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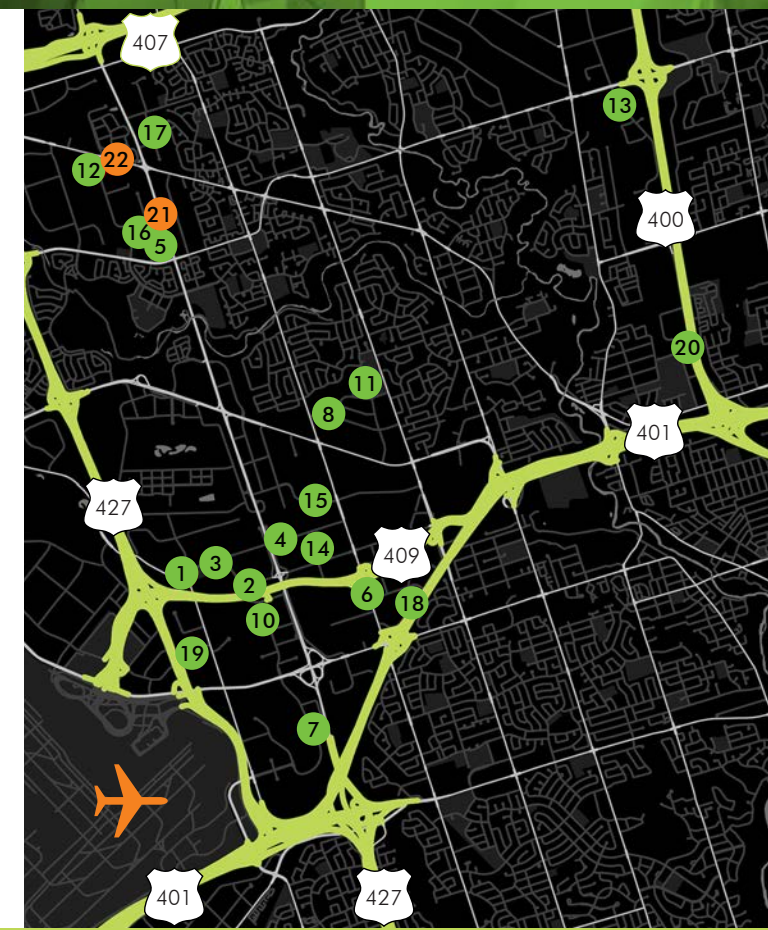
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# ETOBICOKE INDUSTRIAL AVAILABILITIES

FALL  
2015



**FOR SALE**

**440 CARLINGVIEW DRIVE**  
0.87 ACRES

**1** Paved land/parking  
Secured lot

**FOR LEASE**

**LOT 24 BELFIELD ROAD**  
3.04 ACRES

**2** Build-to-suit industrial land  
Direct access to Hwy 409 ramp

**SUBLEASE**

**87 DISCO ROAD**  
OPT 1: 2,599 SQ. FT.  
OPT 2: 5,197 SQ. FT.

**3** Clean office space with  
Kitchenette

**FOR LEASE**

**106 VULCAN STREET**  
2,950 SQ. FT.

**4** Low cost office alternative  
Great area amenities

**FOR LEASE**

**61 BAYWOOD ROAD**  
46,382 SQ. FT.

**17** Crane rails in place, building  
can be divided in 2 halves

**FOR LEASE**

**88 RONSON DRIVE**  
42,200 SQ. FT.

**18** Crane rail and racking  
Various options available

**FOR LEASE**

**35 WOODBINE DOWNS  
BOULEVARD, UNITS 2A-D, 3C**  
FROM 2,000 SQ. FT.

**5** Retail/commercial space  
Hwy 27 exposure

**FOR LEASE**

**1040 MARTIN GROVE ROAD**  
UNIT 5 & 16  
3,027 SQ. FT.

**6** Completely renovated  
TTC at front door

**FOR LEASE**

**136 SKYWAY AVENUE**  
7,450 SQ. FT.

**7** Bright, clean warehouse  
Dual access shipping

**FOR SALE**

**60 RACINE ROAD**  
9,600 SQ. FT.

**8** Power of sale  
Natural light in warehouse

**FOR LEASE**

**30 FASKEN DRIVE**  
85,000 SQ. FT.

**19** Great warehouse space  
Great turning radius

**FOR SALE**

**150 BARTOR ROAD**  
100,468 SQ. FT.

**20** Great HWY 400 exposure  
Rare access off of 3 streets

**FOR LEASE**

**855 OXFORD STREET**  
16,700 SQ. FT.

**9** Various office options, secured  
property with HWY exposure

**FOR LEASE**

**258 ATTWELL DRIVE**  
17,931 SQ. FT.

**10** Large yard for outside storage  
Good shipping door ratio

**FOR SALE**

**92 BRYDON DRIVE**  
19,767 SQ. FT.

**11** 4 units, user/investor opportunity  
Floor drains in the warehouse

**FOR LEASE**

**10 DANSK COURT, UNITS 3-6**  
22,326 SQ. FT.

**12** Flexible industrial multi-units  
Floor drains

**NEW FOR SALE**

**LOT 37, HIGHWAY 27**  
1.38 ACRES

**21** Vacant industrial development  
land with Highway 27 exposure

**NEW FOR LEASE**

**1821 ALBION ROAD**  
19,279 SQ. FT.

**22** New roof, finished floors  
New T5 lighting



FOR MORE INFORMATION ON ANY  
OF THESE AVAILABLE PROPERTIES  
PLEASE CONTACT:

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**FOR LEASE**

**1100 ARROW ROAD**  
21,000 SQ. FT.

**13** 21 TL & 4 DI doors

**FOR SALE**

**29 IRON STREET**  
37,200 SQ. FT.

**14** Easy access to major HWYs  
Rare EH zoning

**SUBLEASE**

**134 BETHRIDGE ROAD**  
+/- 37,220 SQ. FT.

**15** CFIA & SQF Registered facility  
Partially racked

**FOR LEASE**

**44 WOODBINE DOWNS  
BOULEVARD**  
41,900 SQ. FT.

**16** Gated property  
Excellent turning radius

**513**  
TRANSACTIONS IN  
MISSISSAUGA, ON  
\*From 1989-2014

**881**  
TRANSACTIONS IN  
TORONTO, ON  
\*Etobicoke & Toronto from  
1989-2014

JOHN HAS BEEN RANKED THE TOP  
TEN CANADIAN PRODUCER FOR  
CBRE LIMITED FOR

**19** OF HIS **25**  
YEARS IN BUSINESS IN  
TORONTO WEST

**2035**  
COMPLETED  
TRANSACTIONS  
WITHIN 25 YEARS  
WITHIN THE GTA  
\*From 1989-2014

**JOHN**  
COMPLETED 1 DEAL  
EVERY 3 DAYS  
\*Average in 2014

**DID YOU  
KNOW?**

**5,031,747 SQ. FT.**  
total of transactions in 2014



# INDUSTRIAL MARKET REVIEW

FALL 2015

## INDUSTRIAL STATS SUMMARY | Q3 2015

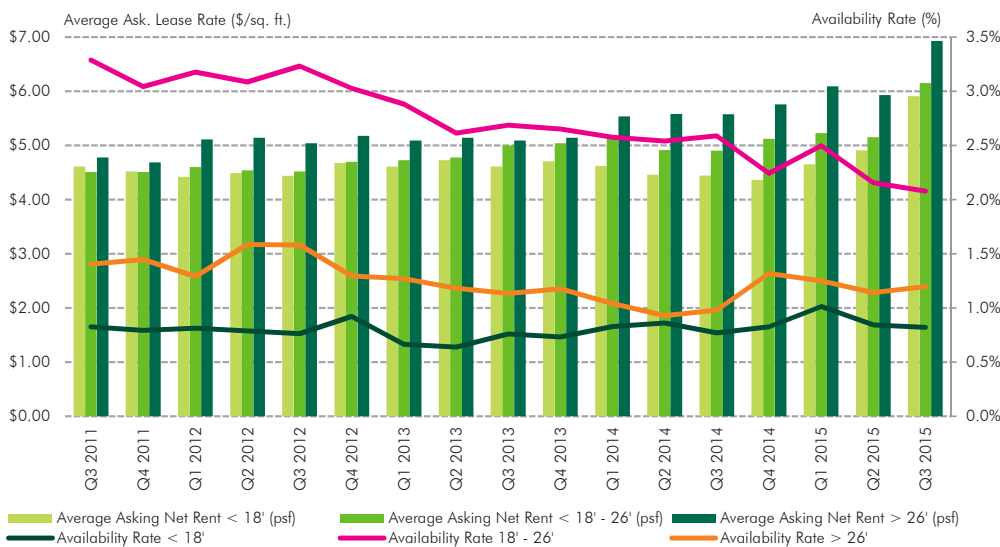
City	Total Inventory	Average Days on Market	Availability Rate	Avg. Sale Price (\$ per sq. ft.)	Avg. Realty Taxes (\$ per sq. ft.)	Avg. Asking Lease Rate (\$ per sq. ft. net)	Avg. T.M.I. (\$ per sq. ft. net)
ETOBICOKE	81,254,171 sq. ft.	416	3.4%	\$111.36	\$1.83	\$4.57	\$2.70
BRAMPTON	81,875,724 sq. ft.	334	5.1%	\$84.39	\$1.53	\$5.44	\$3.03
MISSISSAUGA	155,883,277 sq. ft.	375	4.9%	\$117.53	\$2.05	\$5.70	\$2.81

## GTA MARKET INFORMATION

- New Supply** 3.0 million sq. ft.
- Under Construction** 8.7 million sq. ft.
- Ave. Ask Lease Rate** \$5.30 per sq. ft.
- Ave. Ask Sale Price** \$111.60 per sq. ft.

\*Arrows indicate change from previous quarter.

Figure 1: GTA Availability and Average Ask. Lease Rates - Select Clear Height Ranges



### DEMAND FOR SMALLER, MORE SECONDARY ASSETS ON THE RISE AMID THE RECENT SCARCITY OF LARGE WAREHOUSE SPACE

- Assets smaller than 50,000 sq. ft. are seeing strong user demand, most noticeably in Toronto and the bordering municipalities. There are currently 8.9 million sq. ft. available in that size range in the GTA, compared to 12.2 million sq. ft. recorded 24 months ago (a 27% decline).
- Industrial investment properties are a hot commodity in the GTA market, with multiple offers being made on single properties. Low interest rates, coupled with lower returns in the equity and bond markets are the main demand drivers. Nevertheless, investment options remain scarce.

CBRE RESEARCH 2015

### RECENT TRANSACTIONS

**297 CARLINGVIEW DRIVE**  
32,000 SQ. FT.  
  
**SOLD**

**31 RACINE ROAD**  
47,122 SQ. FT.  
  
**SOLD**

**254 ATTWELL DRIVE**  
27,000 SQ. FT.  
  
**SOLD**

**160 CLAIREVILLE DRIVE**  
85,116 SQ. FT.  
  
**LEASED**

**330 HUMBERLINE DRIVE**  
254,655 SQ. FT.  
  
**SOLD**

**75 WESTMORE DRIVE, UNIT A**  
2,500 SQ. FT.  
  
**LEASED**

**425 ATTWELL DRIVE**  
19,714 SQ. FT.  
  
**SOLD**

**35 WOODBINE DOWNS BOULEVARD**  
UNIT 3A; 3,640 SQ. FT.  
  
**LEASED**