

**FOR SALE**



# Purcell Business Centre

**Rare Flex Industrial Strata  
Opportunity in the Kootenays**

1155 INSIGHT DRIVE, NELSON, BC

**MACDONALD  
COMMUNITIES LIMITED**

ROYAL LEPAGE KELOWNA

**COMMERCIAL**

CONCEPT RENDERING





CONCEPT RENDERING

# The Offering

**The Kootenays' first-ever offering of institutional quality industrial strata is finally here.**

Welcome to Purcell Business Centre — the industrial real estate you have been waiting for. Representing the Kootenays' first-ever offering of institutional-quality industrial strata, comprising 16 thoughtfully designed units ranging in size from 2,412 to 7,794 SF, and featuring 22' clear heights, overhead loading doors, ample parking, mezzanine space, potential retail/office space, and excellent highway access and exposure. Originally design-built in 2000 as a state-of-the-art manufacturing facility, the newly retrofitted building will be fully upgraded with today's modern specifications, prioritizing warehouse functionality and business operation efficiency.

Redeveloped by Macdonald Communities Limited ("Macdonald Communities"), and using local builders, tradespeople and design consultants, Purcell Business Centre marks an exceptionally rare opportunity to own the most highly functional and well located industrial real estate in the Kootenays.

**Zoning:** Unzoned (suitable for a wide range of commercial uses)

**Occupancy Date:** Spring 2024

**Sale Prices:** See Unit Plans



# Construction Status

Purcell Business Centre is nearing completion with occupancy expected in Spring 2024





# Exceptional Building Features

Unzoned status and a significant degree of building features and amenities provides occupants with unparalleled business flexibility.

- ✓ **Zoning:** Unzoned
- ✓ **Building Code Standard:** F2 and A2 uses
- ✓ **Construction:** Structural steel frame, insulated walls and ceilings
- ✓ **Ceiling Height:** 22 ft. clear to structure
- ✓ **Loading:** Grade level loading with 12 ft.(w) x 11 ft.(h) overhead doors per unit
- ✓ **Floor Load:** 300 lbs/SF warehouse floor load capacity (6-inch slab)
- ✓ **Power:** 600 volt, 70 amp three phase service with 120/208 volt step down transformer (~200 amps per unit), separately metered
- ✓ **Ventilation:** Through-wall HRV in warehouse
- ✓ **Sprinklers:** Fully automatic wet-sprinkler system throughout
- ✓ **Lighting:** High-bay lighting installed in warehouse
- ✓ **Mezzanine:** Structural steel mezzanine complete with guard rail and designed to 100 lbs/SF load capacity
- ✓ **Heating:** Gas-fired radiant heat in warehouse, electric heat in office/storefront
- ✓ **Signage:** Available on highway-facing building exterior and site entrance directory pylon
- ✓ **Parking:** +79 reserved and visitor parking stalls plus additional parking on surplus lot
- ✓ **Fibre:** Fibre optic availability per unit
- ✓ **Washroom:** One finished bathroom per unit
- ✓ **Storefront:** One highway-facing main unit entrance per unit



# Unparalleled Business Flexibility

Combining 22'-clear warehouse, with potential office or storefront space, Purcell Business Centre offers businesses the broadest range of potential uses, including:

- ✓ Industrial Services
- ✓ Building & Construction Supply
- ✓ Food & Beverage Processing
- ✓ Material Manufacturing
- ✓ E-Commerce
- ✓ Fitness & Athletics
- ✓ Recreational Equipment Sales & Storage
- ✓ Auto Services & Parts
- ✓ Retail & Wholesaling
- ✓ Home Business Expansion
- ✓ Technology & Telecommunications
- ✓ Professional Office
- ✓ Personal & Business Storage
- ✓ Commissary Kitchen
- ✓ Distribution, Shipping & Logistics
- ✓ Investment, Leasing & More



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*Note: Purchaser to confirm their occupancy complies with building permit issued.*



# Location

**Central Interior location connects Kelowna, Alberta and the U.S. border within 4 hours.**

With immediate access and exposure to over 10,000 vehicles per day along Highway 3A, Purcell Business Centre offers convenient regional connectivity throughout the BC Interior and to the U.S. border (~1 hr.). Nelson represents the commercial hub of the Kootenays, given its central location between Vancouver, BC (west), Calgary, AB (east), and Spokane, WA (south), and its access to several regional airports, including the West Kootenay Regional Airport (WKRA) (~25 mins). Local businesses in the Kootenay Region benefit from a total trade area of nearly 70,000 people, and a thriving tourism industry that in 2019 saw ~550,000 visitors spend over \$600 million.

## Drive Times

### REGIONAL

Cranbrook	2 hrs 45 mins
Osoyoos	3 hrs
Spokane, WA	3 hrs 15 mins
Kelowna	3 hrs 30 mins
Kamloops	5 hrs 30 mins
Calgary	6 hrs 30 mins
Vancouver	7 hrs

### LOCAL

Playmor Junction	10 mins
Castlegar	25 mins
Salmo	30 mins
Trail	45 mins
Kaslo	1 hr
U.S. Border	50 mins
Creston	1 hr 30 mins





# Location

## One of Canada's Most Desirable Places to Live and Work

Nelson is rich in amenities with retail, restaurant, and hospitality services within a 5-minute drive from Purcell Business Centre. Well known as a unique mix of big-city amenities with authentic small town charm, Nelson features a long list of restaurants, boutique stores, craft breweries, rustic cafes and high quality hotels, all nestled within a bustling downtown core. A long list of leisure and recreational activities including several golf courses, ski resorts and lakefront destinations further make Nelson an exceptional place for both business and lifestyle.

For more information about Nelson, visit [www.nelsonkootenaylake.com](http://www.nelsonkootenaylake.com).

**+70,000**  
Total Trade  
Area Population

**+550,000**  
Annual Visitors

**+10,400**  
Avg. Daily Vehicle  
Traffic (Hwy 3A)





# Value Proposition

**Position your business for success - Purcell Business Centre offers industrial strata pricing at less than half of the cost of major BC markets.**

Industrial market vacancies across Canada are at historic lows, propelling market rental rates and per square foot pricing upwards at tremendous rates. Purcell Business Centre offers a rare value proposition whereby regional industrial users can set up their business at comparable strata pricing that is +50% less than in major regional markets.

## VANCOUVER

**Vacancy:** 0.2%

**Net Market Lease Rate PSF:** +\$21.00

**Strata Pricing PSF:** +\$575

## KELOWNA

**Vacancy:** 1.6%

**Net Market Lease Rate PSF:** +\$19.00

**Strata Pricing PSF:** +\$465





## Benefits of Real Estate Ownership

Whether purchasing real estate for the certainty of your business operation, or for the opportunity to invest, Purcell Business Centre offers the opportunity to own a newly upgraded strata unit, renovated by a trusted developer in a professionally managed building. As one of the highest quality industrial buildings in the Kootenays, combined with an extensive list of newly installed building and mechanical systems, the risk of significant capital repairs has been substantially minimized over the first 10 years, providing owners with carefree ownership and management.

### BUILD EQUITY

Build equity through monthly mortgage payments, investing in leasehold improvements, and long-term capital appreciation.

### LENDING TERMS

As a business purchasing for your own use, take advantage of potentially favourable lending terms, such as higher Loan-to-Value, financing for leasehold improvements, and other unique benefits.

### CONTROL

Secure your long-term business location by eliminating lease renewal risk, and take full charge of the property's operational costs.

### TAX BENEFITS

Multiple potential tax write-offs, including rental payments as a business expense, and carrying costs from holding company income. Speak to your tax consultant for unique opportunities available.

## Owning your company's real estate provides several attractive exit strategies for business owners.

1

Selling your business and retaining the real estate as an income producing asset.

2

Monetizing your built up equity by selling your real estate (and potentially leasing it back).

3

Selling your real estate and the business together.



## Path to Ownership

This is an exciting and important next step for your business, and MacDonald Communities will be there to assist you at each stage of the process. During construction, regular progress updates will be provided, so you can effectively plan your financing arrangements and coordinate with legal counsel in preparation for taking ownership of your unit. During corporate signage installation and office improvement work, Macdonald Communities will coordinate with your contractors, so that your unit is fully move-in ready on day one. Upon occupancy, an experienced strata property manager will be available to ensure the property is well-maintained and fully managed, so you can continue to focus on the success of your core business.



## Financing

Several opportunities for favourable financing terms may be available to you or your business. To find out which options may be available to you, please contact our commercial lending partner Impact Commercial Group.

Vendor-take-back financing options may also be available to you. For vendor-financing inquiries, please contact:

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## MICHAEL MULLEN

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# Project Team



## MACDONALD COMMUNITIES LIMITED

Macdonald Communities Limited is a professional real estate investment and development company with operations across Western Canada and the United States. Founder Robert Macdonald has led the company since 1985, creating a legacy of commercial and residential properties across North America. Since 1999, the company has focused primarily on the development of commercial strata, mixed-use condominiums and single-family communities, creating over 4,000 high quality homes and several industrial projects in the process. Macdonald Communities Limited represents the lead project developer for Purcell Business Centre.



## TRISTAN CHART, CFA

Over the course of a decade, Tristan has established himself as an industry leading commercial real estate professional, with over \$4 billion of commercial property transaction volume within all major Canadian markets and across all major property types and disciplines, including industrial, office, retail, condo development land, hotel, multi-family, affordable housing, and long-term care. Tristan draws from his experience an extensive network of relationships that, combined with his attention to detail, professionalism and determination, represent key components of his clients' success. Tristan serves his clients with a regional focus across the BC Interior and Southern Alberta markets, and he is exclusively responsible for the marketing and sales of Purcell Business Centre.





# Contact

## Tristan Chart, CFA

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[purcellbusinesscentre.com](http://purcellbusinesscentre.com)

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