



## SUCCESS STORY

5680 14th Avenue,  
Markham, ON



*"I would like to thank you and recognize your team for the efforts and expertise that you provided in making the initial vision for this project become a reality."*

– Ed Halliwell,  
Facilities & Project Manager

### STATISTICS

30,000 sq. ft. manufacturing space  
10,000 sq. ft. office space  
Facility sits on 2.512 acres

### TEAM

**Patrick Egan**  
416.791.7200  
patrick.egan@colliers.com

Bill Blackburn  
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### INTRODUCTION

Mara Technologies Inc. is a well established electronics manufacturing solutions provider. They design, prototype, assemble and test circuitry. Their explosive growth led them to require a new facility to house their specific needs.

### CHALLENGE

To acquire new location in a tight and "overheated" market in order to accommodate a specialized and efficient manufacturing facility that met their specific requirements.

### SERVICES

Patrick Egan of Colliers through local knowledge and persistence found an off-market piece of land in a suitable location and strategically negotiated a below-market price. The Colliers team orchestrated a comprehensive procurement process to partner with a builder who was selected on the basis that they would be able to complete the job on time and within budget, in addition that Mara would sever and sell the constructor any surplus land. Colliers also continued to monitor the progress and certify all bank progress payments through to completion. Following the completion of the new building, Colliers located a buyer for and handled the sale of the client's former operating facility, the team set a new benchmark in that market from a price standpoint.

### RESULTS

This project was completed in the spring of 2008. Mara now has a state-of-the-art facility that was completed within a two months of promised completion date and within budget.

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