



For the Calgary Herald
 The Barclay Street Real Estate team includes Jon Mook, left, executive vice-president of the industrial division, and his associates Casey Stuart and Jay Balkwill.

Barclay Street dealing industrial real estate



DAVID PARKER
 AROUND TOWN

Commercial real estate is a humming in this city, and nowhere is it busier than in the industrial sector that continues to post strong results.

Jon Mook, executive vice-president of the industrial division of Barclay Street Real Estate, and his team of senior associates **Casey Stuart** and **Jay Balkwill**, have had an exceptional year to date and they have many more deals on their books to be complete before year-end.

There is a lack of supply of both fully serviced and limited service industrial land — particularly in the southeast quadrant where Mook has his office — and he says inventory is quickly absorbed.

Recently his team helped Tricor, a private Calgary developer, to find and purchase 1.32 hectares in Great Plains Industrial Park and helped BCW Architects in the design of a 48,760-square-foot building of industrial condo bays that was 50 per cent sold before construction was finished.

Mook knows the area and the needs so the Tricor Centre along 79th Avenue was built with 24-foot precast concrete walls, fully sprinklered, designed for second floor mezzanines, and with 80 feet of loading depth.

Also under construction in Great Plains is a manufacturing/service facility for lease that will provide 17,600 square feet on the main floor shop plus 3,800 square feet of mezzanine office space

with two drive-in loading doors and 20-ton capacity overhead crane, dedicated power, and a dedicated yard plus 33 front parking stalls.

Recently completed along 102nd Avenue in Eastlake Business Park is an attractive industrial office/shop designed for two tenants requiring 13,458 square feet each.

They have a 10-ton crane included with 28-foot clear height to ceiling, fenced with secure yard with two access points.

Shortage of land means inventory is quickly absorbed throughout the area that now has such good access to the major roadways of Blackfoot Trail, Deerfoot Trail, Glenmore Trail and Stoney Trail. Prices continue to climb and of the new developments on the drawing board, only Walton's 17-hectare Point Trotter Industrial Park represents the only location for owner-users to purchase land except for a few one-off pieces.

The Barclay Street Real Estate team is currently representing three industrial buildings totaling 120,000 square feet for owner use in Point Trotter and Great Plains that boast direct access to the East Stoney Trail and are near Glenmore Trail.

Further afield, the team is selling limited service land in Fulton Industrial Park in Rocky View County — 210 hectares have been approved for industrial development six kilometres east of Calgary city limits, north of Highway 22X, on the Canadian Pacific main line, and 10 minutes from the Canadian Pacific Intermodal facilities.

Benefits include lower property taxes and no business tax plus land costs at \$300,000 per

acre, considerably less than in-city land. Four of the lots in the 40-acre Stage 1 have already been sold, leaving only two remaining.

In one year, Mook, Balkwill and Stuart have cemented deals on over 300,000 square feet in Great Plains Industrial Park alone, and there seems to be no let up in the need for more in the southeast.

Over the past seven and a half years, Catch & the Oyster Bar has not only been recognized for its commitment to superior quality and responsible sourcing of sustainable fish and seafood but has developed a culture within its staff of strong values and excellent service.

The main reason was the influence of executive chef **Kyle Groves**. For that reason, the restaurant is sad to see him leave, but excited that he will be able to further his passion for mentoring young cooks in his new role as culinary instructor in SAIT Polytechnic's culinary program.

Taking over his role at Catch is **Dan Norcott** who first joined the restaurant in 2006 as an intern after attending SAIT.

There he earned his Red Seal designation, left for two years to work at Charcut Roast House then returned to Catch as sous chef.

Norcott is now responsible for the 30 kitchen staff who serve the Oyster Bar, second floor upscale seafood restaurant and the glass-roofed top floor Atrium that can seat up to 100 people for private dining events.

DAVID PARKER APPEARS TUESDAY, THURSDAY AND FRIDAY. READ HIS COLUMNS ONLINE AT CALGARYHERALD.COM/BUSINESS. HE CAN BE REACHED AT 403-830-4622 OR EMAIL INFO@DAVIDPARKER.CA