



Wilson Real Estate Consulting

Office, Retail & Data Centres

## BIO – Terry Flynn

Terry has gained high quality experience in several key functions of real estate ownership and management over the past four decades. He has contributed to operational excellence in each role including Operations Manager, General Manager and the Regional Director for a leading North American real estate investment company.

He has been instrumental in establishing best in class Operating and Management guidelines for high profile office properties including:

- The Toronto Dominion Centre
- Consilium Centre
- North American Life Centre
- Steeles Technology Campus
- 121 King Street West.

In those roles he creatively developed best practices through versatile interaction with many of the pre-eminent businesses in North America.

Terry is considered by his peers a Subject Matter Expert (SME) of Infrastructure Technologies and Mechanical Operating systems in Class A downtown office properties and enjoys achieving Operational Excellence through innovation to the benefit of Building Owners and Tenant Occupants. He has worked diligently with Mechanical + Electrical Consultants along with Contractors to develop and enhance Building Automation System (BAS) sequences that save energy and improve tenant comfort.

He has also coordinated Tenant Fit up and directly managed turnkey fit up since 2001 in the order of 1 million SF. In 2020 dollars this Tenant construction projects totalling approx.. \$100 million dollars with the Costs ranging from \$50 to \$600 PSF. During these tenant fit outs, Terry has used his extensive experience and knowledge to save his Tenants, first time costs, ongoing operational costs, and compressing construction schedule while maintaining or improving the final Tenant employee experience. His intimate knowledge of Landlord / Tenant relations and lease language will assist in the communication process with the Landlord and work to prevent and potential roadblocks before they occur.

Terry currently hold director and advisory roles with BOMA Toronto, District 2030, CSA Build Friendly Building Design and Seneca College Building Sciences Education Program He is also the Chair of the BOMA Toronto Energy Committee as well a member of ASHRAE and the CAGBC.