

2023



SYGMA

CONSULTING

COMPANY PROFILE

WWW.SYGMACONSULTING.CA



BOUTIQUE CONSULTING PRACTICE

provides a seamless and integrated approach to real estate development and construction projects.

MULTI-DISCIPLINARY EXPERTISE

is a one stop shop for value-add redevelopment services from concept through completion.

INNOVATIVE & CREATIVE

delivers solutions built on professional, respectful and trusting relationships.

STRATEGIC ADVICE & DIRECTION

provides this to its customers and partners in the process of evidence-based decision making.

GOVERNMENT RELATIONS

capitalizes on its government relations know-how in shaping policy and navigating the development approval processes.



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OVERVIEW

SYGMA Consulting provides strategic consulting services to support property owners and real estate investors in developing lands by providing strategic advice, facilitating obtaining desired approvals throughout the development application approval processes. Services include helping with project scoping, researching, liaising with authorities having jurisdiction, and facilitating the engagement of the right professionals and subject matter experts during the various stages of development from concept through completion.

THE MISSION

At **SYGMA**, it is our mission to deliver value-add returns on capital real estate investment for our clients and partners through the creation and growth of real estate assets. We achieve this value-add by providing end-to-end real estate development solutions from conceptual design to occupancy through due diligence, strategic decision-making, navigating the overlapping policies and regulations at the various of governmental bodies and agencies.

Through **SYGMA**, we provide comprehensive and value-added business solutions for our real estate investors and developer/builder partners with trust, competence and reliability.



DUE DILIGENCE

SYGMA undertakes an extensive due diligence review to determine project viability and to deliver strategic solutions.

- Property review / Assessment
- Comprehensive market Analysis
- Establish the “as of right” land uses
- Identify the desired future state
- Develop a business strategy
- Implement an action plan

LAND USE ECONOMICS

- Establish land-use goals and objectives based on evidence-based land use economics
- Initiate discussions with authorities having jurisdiction to build support for the vision
- Develop an implementation plan including financing and project management



THE DEVELOPMENT APPLICATION APPROVAL PROCESSES

Navigating the development application approval processes typically requires building a multi-disciplinary technical team including but not limited to land-use planning, architectural design and construction, engineering services, building and fire codes, environmental sustainability, etc. Other professionals, including legal, may be required to defend appeals in front of committees, boards or tribunals.

The front end of development approvals addresses official plan amendments, zoning by-law amendments, draft plan approvals, land severances and committee of adjustment variances. Site plan approvals follow in tandem with the design development of a building and prior to obtaining building permits for the purpose of starting construction and obtaining occupancy.



EXECUTION STRATEGY

An execution strategy is jointly developed upon engagement of SYGMA and after establishing all the required “as is” data related to the land use for the property. The strategy serves to document the vision, goals and objectives as identified. The execution strategy incorporates proven methodologies, qualified expertise, and a coordinated approach for managing deliverables.

RESOURCES

Throughout the various stages of development approvals, design development and construction, permitting and/or licensing, various subject matter experts and sub-consultants are identified and commissioned as needed.



FINANCIAL BENEFITS

The property redevelopment has the potential to achieve the following results:

- Increased Land Value
- Generation of a Revenue Stream
- Creation of Investment Opportunities

PROFESSIONAL FEES

Professional fees for consulting services are based on:

1. Hourly rate for the principal consultant
2. Hourly rate for other associates varies per role and level of expertise
3. Travel time is billed at a reduced hourly rate
4. Disbursements are billed at cost.



QUALIFICATIONS

SYGMA Consulting's principal consultant, Jason Schmidt-Shoukri, is a recognized industry leader with an accomplished track record in the private and public sectors. Jason is a professional architect, a registered planner, a certified land economist, a former chief building official and a licensed realtor. Jason is the recipient of innovation and partnership awards and has been nominated for service excellence and leadership awards.

CONCLUSION

While the development application approval processes can be complex, lengthy and time consuming, having on your side the right strategic advisor with the right expertise and fit, in terms of trust and partnership, will help alleviate some of the unpredictability and uncertainty often associated with such processes. Most importantly, the "know-how" of a strategic advisor will save you time and money by ensuring the decisions you make are evidence-based and well informed.





CONTACT INFORMATION



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