



Being good corporate citizens, such as helping the Cancer Foundation, is an integral part of Cornerstone's business philosophy

CORNERSTONE PROPERTIES

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Other duties Cornerstone might undertake when working with a Strata Corporation is helping to set up its annual operating budget, creating an annual maintenance schedule (carpet cleaning, window washing, snow removal and others) including making recommendations to the Council to assist them in selecting contractors to carry out the actual work as needed. "Wherever possible, we like to utilize the volume that we purchase goods and services for, by negotiating with the service providers and suppliers so that we can obtain great savings for all our clients," he said.

"Many components to a building can be multifaceted, so when it comes to managing these, we work closely with consultants that produce comprehensive depreciation reports, which set out the funding

models for the various capital expenditures that will occur during the life of the building. It can be very complex and involved, but that's all part of operating a property management firm. The basic job we do, regardless of the property is to make the owner's experience more worry-free," Middleton said.

A skilled property manager also has to occasionally serve as technical support person, to assist strata councils with the day to day operation of their community. "We in essence step into the shoes of the Owner or Strata Councils and try to take the mundane and routine items off of them. We provide guidance and assistance to the Strata Council to help take care of the property, and to help make the best decisions possible for the Strata Corporation. It's very much a cooperative process," he explained.

Serving clients across much of the Capital Region (Sidney to

Sooke) for more than 30 years, Cornerstone Properties anticipates continuing to serve its existing client base, while expanding on its present property portfolio in the years to come.

Very much a family owned and operated business, company founder Bill Middleton still comes to work on a part time basis while Jason's son, who recently turned 16, has expressed a desire to begin working in the family business. There is a very good possibility the business will continue operating into a third generation.

"My daughter has turned 13 and isn't part of the business yet, but you never know. My wife **Kim** doesn't come into the office all the time but she's here quite a bit interacting with the staff so it really is a multi-generational family business. If you want to take the family concept even further the staff, many of whom have been with us for many years, really are part of the extended family," he said.

"I always try to treat my employees well which is something my father always instilled in me. I have employees who have worked for Cornerstone for 20+ years. You simply can't replace people with that level of skill and knowledge. They are a huge part of the success and growth of the company. If my employees are happy that translates into them wanting to do a good job for the client."

Cornerstone Properties is also recognized as an enthusiastic supporter of the community that has helped it to grow and flourish over the years. "An important event that we put on every year is our annual golf tournament. It is very well supported and a lot of fun for all those that attend. Part of the event is focused on fund raising for various charities. We have raised thousands of dollars in support of charities such as BC Children's Hospital, Heart & Stroke Foundation, BC Cancer Foundation to name a few. This

year we are supporting The Alzheimer's Society of BC."

For the future, Cornerstone Properties anticipates expanding its portfolio to an even wider audience. "I expect to continue to grow. There is still a lot of growth potential in the greater Victoria area. We are heading full steam ahead with a new software program that will allow for each client to have their own login ID and will allow them to interact, review real time data that pertains to their account and the complex they belong to, submit maintenance requests, book an elevator etc. all from their mobile device or computer," he explained.

"When I took over the company in 2003 we had about 2,000 units – today we have more than 4,500 so I'm looking forward to continued growth in the company. I'm very excited about what the future has to offer."

To learn more please visit the company's website at: www.cornerstoneproperties.bc.ca

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