



**CRE<sup>®</sup>**  
**Consulting  
Corps**

**Helping Your Community  
Solve a Challenging  
Real Estate Problem**

## Property Advisory Services for Not-for-Profit and Government Entities

The CRE Consulting Corps, a **public service program** of The Counselors of Real Estate, provides real estate analysis and action plans for not-for-profit organizations and government entities.

- Does your organization have a strategic plan for its real estate assets?
- Are you facing changing demographics, aging structures, or similar challenges?
- Do you have property - land or buildings - that no longer fit your needs?
- Are you leveraging your real property assets to achieve your mission?
- Is your organization maximizing performance and returns on investment of its real estate assets?

Whether challenges are due to shifting demographics, economics, or other issues, the CRE Consulting Corps can help. CRE Consulting Corps teams provide objective analysis and strategic, market-driven counsel on how to best leverage real estate assets, providing the **highest levels of industry knowledge**.

The Counselors of Real Estate<sup>®</sup> is an international organization of commercial property professionals who hold leading positions in real estate, finance, law, and academia, as well as roles with business advisory firms and government agencies. Counselors **volunteer their time and expertise** for CRE Consulting Corps assignments, so **the service is extremely cost effective**.

We assemble a world class team of Counselors to come onsite, analyze your market, listen to stakeholders, and present recommendations, providing you with **actionable strategic guidance immediately**.

*"The Consulting Corps is a great service bringing creative problem solving to local real estate challenges."*

**Bob Percival, CRE**

Chairman and Managing Director,  
SVN/Percival Partners,  
Charlotte, NC

*"The team's experience, work ethic, insights, and open and frank discussions were present at the highest levels throughout their time with us. When asked to describe the experience in three words, I thought one word captured it—awesome! We are in a much better place moving this project forward because of the Consulting Corps."*

**Sean Nugent**

Executive Director  
Preston Redevelopment Agency

**Learn More** .....

For more information on the CRE Consulting Corps and past projects, visit: [www.cre.org/initiatives/consulting-corps/](http://www.cre.org/initiatives/consulting-corps/)

# Real Estate Visioning and Strategic Solutions



City of Fairborn



St. Michael's Episcopal Church



Preston, Connecticut

## **Diocese of Charlotte | Charlotte, North Carolina**

Established a framework for asset and property management; documented the existing assets and identified areas of projected future growth.

## **YMCA of Western North Carolina | Asheville, North Carolina**

Carolinas Chapter provided recommendations related to modernizing and updating the downtown Asheville YMCA facility taking into account community needs, YMCA objectives, and City priorities.

## **St. Michael's Episcopal Church | Bon Air, Virginia**

Developed a strategic plan and outlined a transition agreement for the planned exit of St. Michael School; helped church leadership plan for current and future needs.

## **City of Fairborn | Fairborn, Ohio**

Recommended a path to align the city's real estate process with its vision; provided action steps to revitalize downtown, spur private sector investment, and redevelop a declining 17-acre shopping center.

## **Philander Smith College | Little Rock, Arkansas**

Evaluated highest and best use for a 5.63-acre vacant parcel of land near campus, acquired from the Dept. of Housing and Urban Development.

## **Coalition for the Homeless | Orlando, Florida**

Provided a homeless shelter relocation analysis for the city of Orlando, including an assessment of neighborhood impacts and strategies for funding facility relocation, construction, and operations.

## **Agricenter International | Memphis, Tennessee**

Presented action steps to promote economic development through implementation of a 40-acre Innovation District, including identifying potential tenants and their space needs.

*"Serving on a Consulting Corps team was a great opportunity to collaborate with an impressive, creative and talented group of professionals bringing an objective analysis and fresh perspective."*

**Kathleen Rose, CRE**

President & CEO

Rose & Associates Southeast, Inc.

*"It is really quite extraordinary the commitment The Counselors of Real Estate, and in particular our team, has for assisting organizations in need of some outside-the-box thinking from true experts. What a great way to give back in such a meaningful way."*

**John L. Barker**

Chief Financial Officer

Diocese of Charleston

*"We're a small institution and I don't have access to an entire staff of architects and developers. We received this incredible level of expertise for pennies on the dollar--advice this college couldn't otherwise afford. They were an invaluable resource."*

**Kelle Menogan, Sr.**

Former Vice President, Facilities  
& Real Property Management,  
Tougaloo College

## **Learn More** .....

To explore how the Consulting Corps can assist you, contact Samantha DeKoven, Director of Public Service Initiatives for The Counselors of Real Estate, by email at [sdekoven@cre.org](mailto:sdekoven@cre.org) or by phone at (312) 329-8431.