Thinking About Student Housing?

January 2015
Agenda

• The Team
• Trends
• SCC Motivating Factors
• Process
• Outcomes
• Discussion
Our nearly 100,000 employees are dedicated to serving you in more than 150 countries — offering global expertise and tailored local solutions.

- 7 Continents
- 150+ Countries
- Nearly 100,000 Employees
- US$20B Revenue

Engineering News-Record* ranks AECOM:

- #1 Top 150 Global Design Firms
- #1 Top 500 Design Firms
- #1 Pure Design
- #1 Transportation
- #1 General Building
AECOM’s Integrated Solutions & P3 Capabilities

**STRATEGY**
- Asset Planning
- Project Plan/Business Case
  - Real Estate
  - Investment
  - Strategic Asset Management
  - End User
  - Research
  - Occupier
  - Strategies
  - Economics + Planning
  - Management Consultancy
  - Workplace + Interiors Strategy
  - Change Management
  - Master Planning
  - Building Surveying

**PLANNING**
- Project Brief
  - Economics + Planning
  - Project Management
  - Cost Management
  - Value + Risk Management
  - Environmental + Ecological Planning
  - Fiscal Incentives
  - Sustainability

- Scheme Design

**DESIGN + DELIVERY**
- Detailed Design
  - Project Management
  - Cost Management
  - Architectural Design
  - Interior Design
  - Procurement Strategy
  - Value + Risk Management
  - Conditions for Success Planning
  - Building Engineering
  - Supply Chain Management
  - Sustainability
  - Health & Safety Management
  - Construction Management

**OPERATIONS**
- Use
  - Facilities Management
  - Occupier Strategies
  - Workplace + Interiors Strategies

- Review Effectiveness

**SOLAND + scion AECOM**
AECOM Capital

AECOM Capital is the investment arm of AECOM Technology Corp, a global provider of professional, technical, and management support services to a broad range of markets.

- Offices in New York City and Los Angeles, was established in early 2013 with a focus on direct investments in Real Estate projects and Public Private Partnerships.
- In the 9 months of operation, has closed on/or is in contract for approximately $1.3-billion/ 4.2MM square feet of ground-up real estate development projects.

Provost Square, Jersey City, NJ
- Toll Brothers, Inc. and AECOM Capital
- 417-unit rental apartment tower.

South Park, Los Angeles, CA
- Mack Urban and AECOM Capital
- Acquisition of 6 acres of land in downtown Los Angeles
The Scion Group

- Advised on $4.5B in new/renovated student housing
- Experienced in over 150 campus markets
- Members of ACUHO-I, NACUBO, NACAS and CAUBO
- Thought leaders in the industry, including P-3, marketing, and fair housing
- Professional team with diverse expertise and a laser focus on performance with alignment to goals
- Operational benchmarks based on successful operations of 20,000+ beds in 19 markets
- Recommendations that are not only creative, but grounded, practical and achievable
Trends: Community Colleges

– Enrollment up 21.8% since Fall of 2007
– Greater numbers of traditional aged and full-time students
– Recruitment of international students provides additional tuition income

Source: American Association of Community Colleges (2013)
Trends: Student Housing

– Extended classrooms – programmed to complement academics
– Studies cite enhanced learning outcomes
– Support institutional mission
– Available at community colleges
Solano Community College: Motivating Factors

– Increase enrollment (e.g., international & athletes)

– Few off-campus student friendly options

– Available land and adaptive reuse opportunities

– Examining student housing potential balanced with risk
Process: Understand the Story
Process: How important is the story?
Process: Defining the Story

USUAL PLANNING PROCESS

- Financial Feasibility
- Project Concept
- Delivery & Financing Mechanism

OPTIMAL PLANNING PROCESS

- Identify Institutional Objectives
- Preliminary Market Assessment
- Detailed Market Feasibility
- Preliminary Project Program
- Financial Financing Mechanism
- Project Concept
- Delivery & Financing Mechanism
- Implementation Strategy
Process: Goals

– Assess demand for student housing

– Determine the appropriate unit types, mix & rates

– Identify additional services and functions required to support students in a 24-hour residential environment
Process: Approach

– Cooperative, Iterative Approach

• Open communication
• College participation
• College feedback
• Focus on practical, achievable program
Process: Methodology

– Project Initiation
– Data gathering and review
– Campus visits:
  ➢ Student focus group sessions
  ➢ Stakeholder interviews
– Electronic student survey
– Off-campus market analysis
Process: Results

– Understand the market
– Determine the demand
– Proceed to next steps?
  • Development program
  • Financial analysis
Discussion
Thank you

**AECOM**
Gary S. Moriarty, AIA, NCARB
gary.moriarty@aecom.com
415-745-0276

**The Scion Group**
Ann Volz
avolz@thesciongroup.com
Kim Wright
kwright@thesciongroup.com
949-527-6200