Thinking About Student Housing?

SOLANO COMMUNITY COLLEGE + scion AECOM

Agenda

- The Team
- Trends
- SCC Motivating Factors
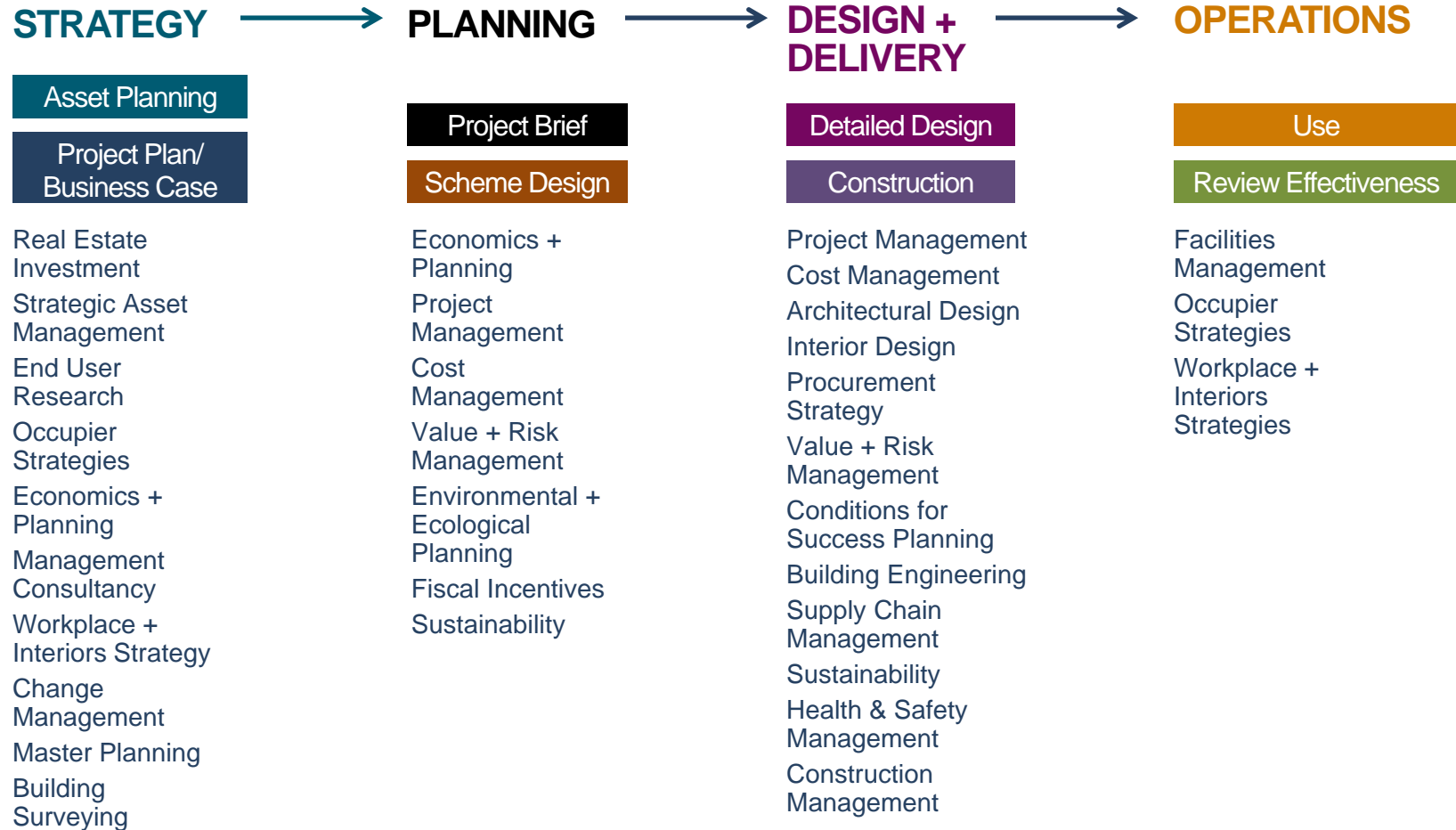- Process
- Outcomes
- Discussion

AECOM

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 → **PLANNING** → **DESIGN + DELIVERY** → **OPERATIONS**

STRATEGY	PLANNING	DESIGN + DELIVERY	OPERATIONS
Asset Planning	Project Brief	Detailed Design	Use
Project Plan/ Business Case	Scheme Design	Construction	Review Effectiveness

STRATEGY

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

Economics + Planning

Project Management

Cost Management

Value + Risk Management

Environmental + Ecological Planning

Fiscal Incentives

Sustainability

DESIGN + DELIVERY

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

Facilities Management

Occupier Strategies

Workplace + Interiors Strategies

SOLANO COMMUNITY COLLEGE + 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

Scion Group Advisory Services

MANAGEMENT CONSULTING
- Operations & marketing planning
- Occupy management & practices evaluation
- Residence life assessment
- Fair Housing training

PLANNING & FEASIBILITY
- Market & demand analysis
- Financial analysis & business plan
- Campus housing master plan
- Public private partnership advising

STUDENT HOUSING

PROGRAM MANAGEMENT
- Full service owner's representation
- Scope schedule & budget development
- Design & construction oversight
- Professional services procurement

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

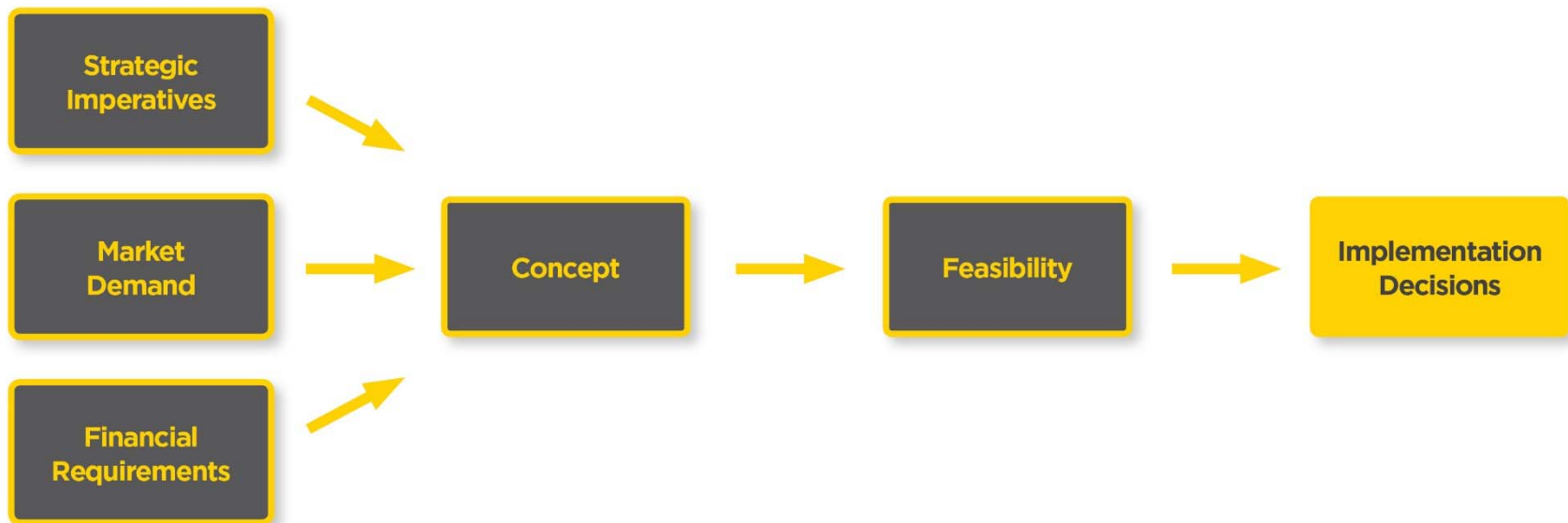– Support institutional mission
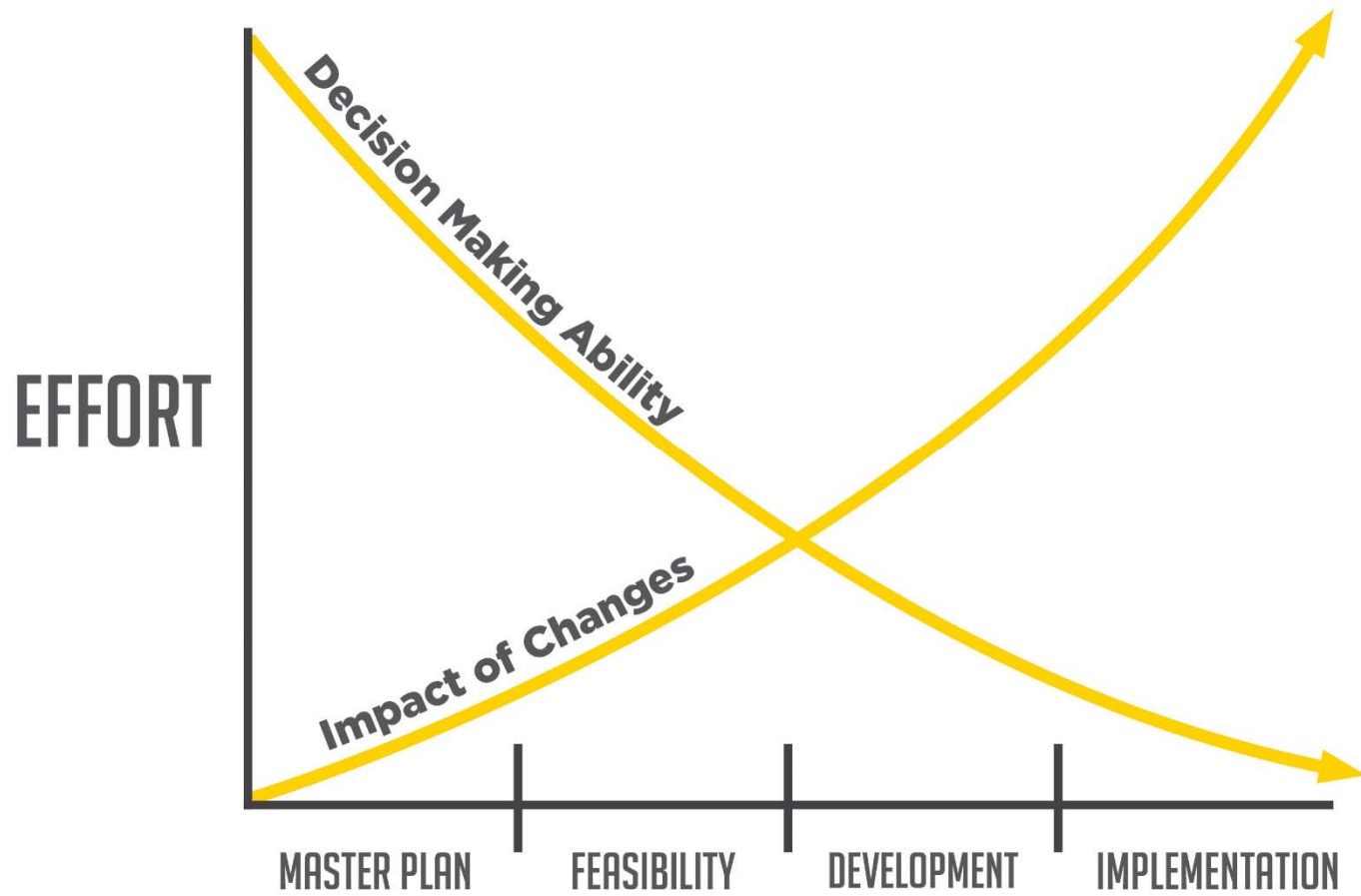
– Available at community colleges

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 Stategy

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

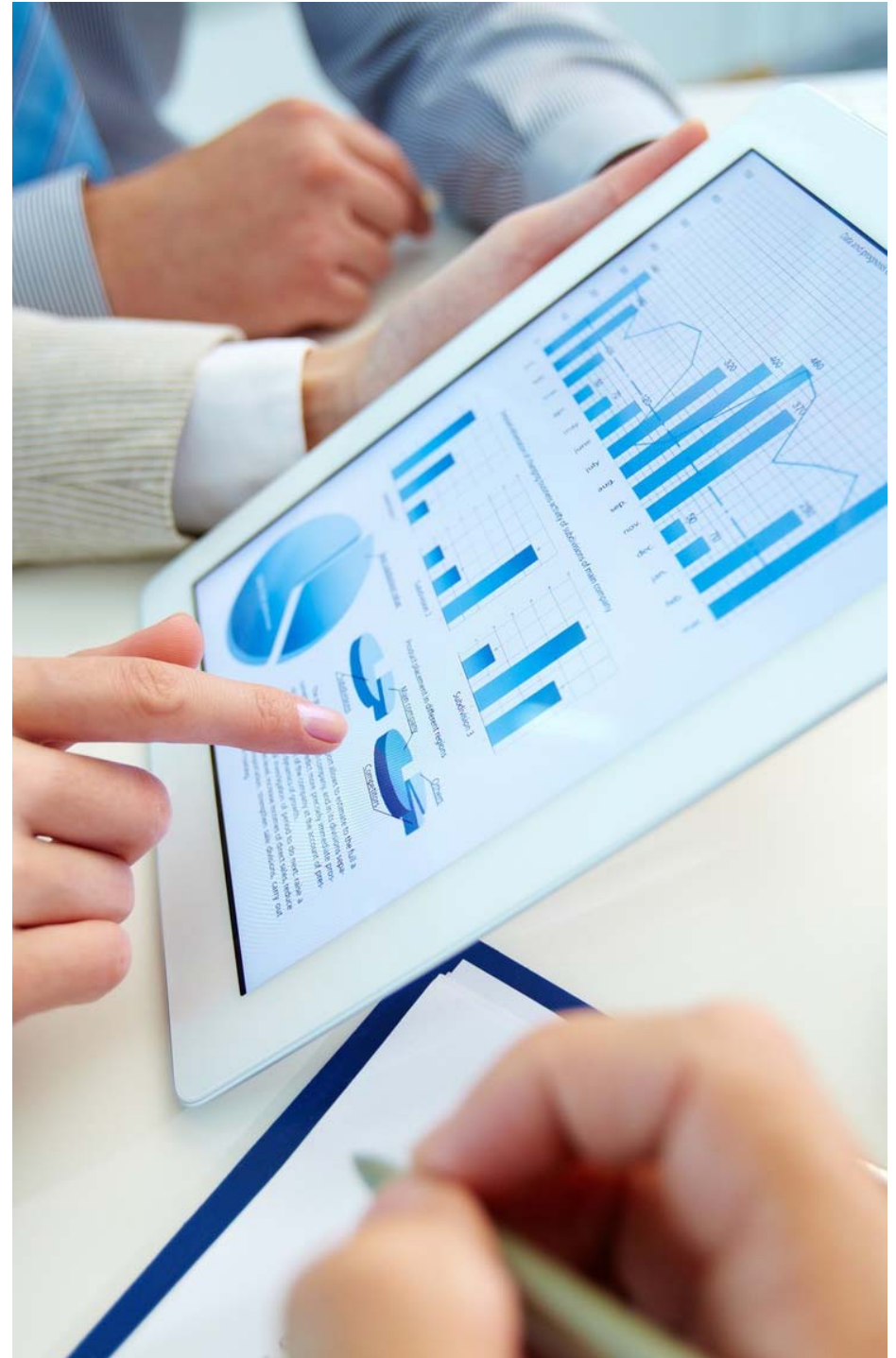 • Focus on practical, achievable
    program
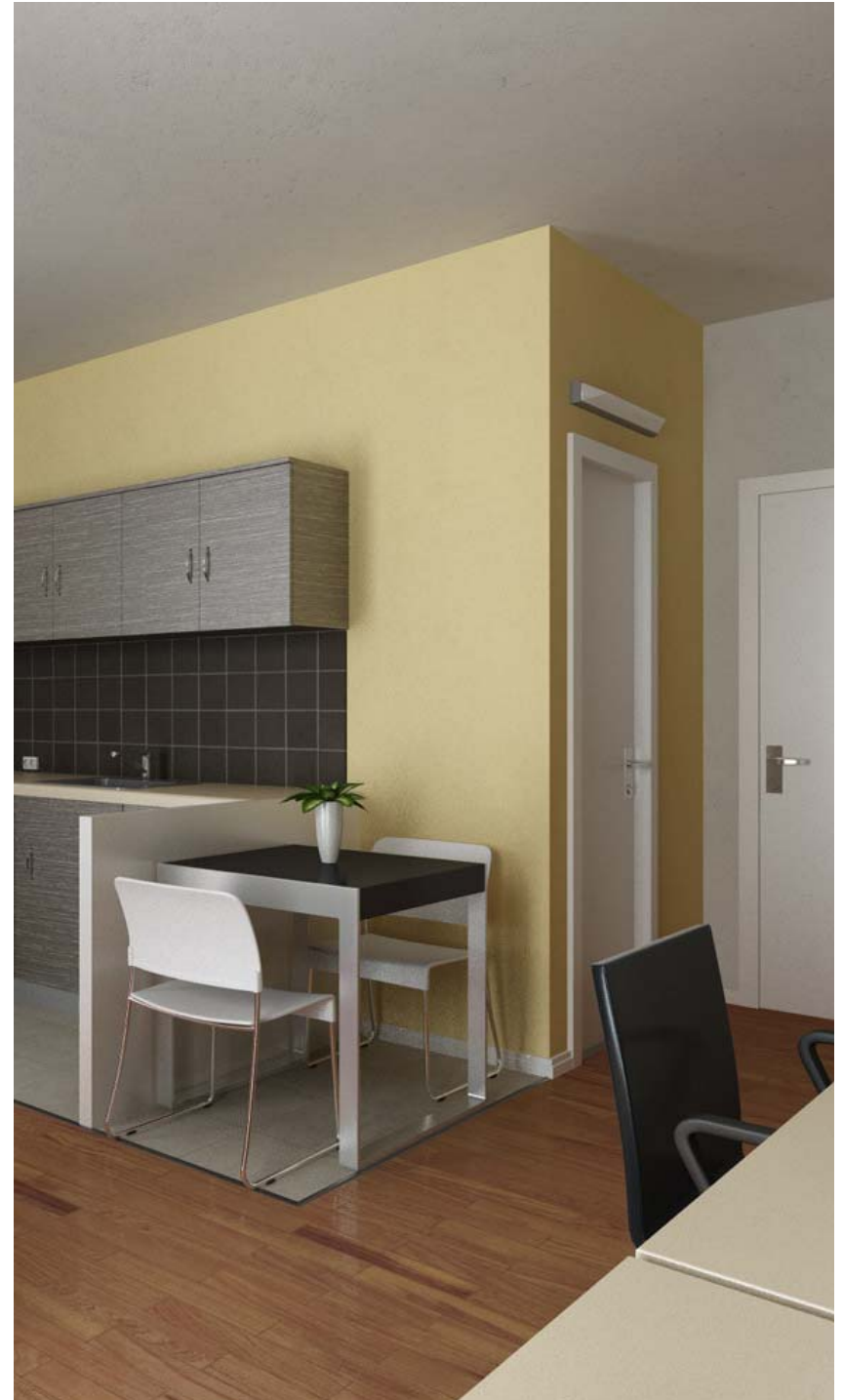
Process: Methodology

- 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

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