Colliers has taken the time to understand what is important to Grand Canyon University, especially as it relates to facility needs for our employees. They have been very responsive to us in a dynamic and growing environment.

— Stan Meyer
Executive Vice President
GRAND CANYON UNIVERSITY
MISSION

Our goal is to accelerate your success in education. From charter schools to universities, we partner with you to help unlock the potential of your real estate.

The Colliers International Education Services Group provides a range of services including site selection, support in identifying capital sources, transaction and lease administration, facilities management and project management. Whether your goals are to enhance enrollment, increase efficiency or reduce occupancy costs, we have the proven experience and the innovative solutions to align your real estate decisions with your core objectives.

3 KEY BENEFITS OF PARTNERING

1 Integrated Services
We understand that the right real estate decisions impact much more than bricks and mortar. Our team provides customized real estate strategies that reflect our expertise and experience in education. These strategies enable financially-sound decisions that reflect a school’s history, vision and mission. We also provide access to Colliers360, a dashboard and analytics technology that you can access anytime and anywhere.

2 Industry Expertise
In addition to decades of real estate experience, Education Services Group experts understand the unique challenges facing the education industry, such as parking density, expansion space, proximity to transportation and accessibility. Our deep expertise allows us to craft real estate strategies that fit your institution’s needs and goals.

3 Commitment to Service Excellence
Our commitment to your success shapes the way we work, from our initial fact-gathering phase through the project’s successful completion. Backed by the global Colliers platform and a commitment to data-driven results, our team provides the marketing strategies, facilities management, site selection and valuation services you need.
WHY US

CAPABILITIES

The future is already here. Students work in mobile and collaborative ways within and outside the classroom supported by technology and driven by new learning practices and expectations. The classroom has become more than four walls and desks. The classroom is an integrated set of locations, technology, programs and practices that connect students, parents and teachers and enable them to contribute to the overall learning environment. When possible, education providers are upgrading their spaces to support trends that are challenging the old ideas about collaboration and location.

Consulting & Advisory Services

The Education Services Group includes consultants, strategic planners and campus planning experts. These specialists provide our clients with both optimal portfolio and occupancy strategies.

Disposition & Marketing Services

Colliers’ education team provides creative and effective marketing strategies for educational facilities, from valuation and marketing, to negotiations and closing.

Capital Sources

Access to capital is the single most important factor in putting together a school facility. The Colliers team can help their clients underwrite and identify available sources of capital.

Multi-Market Transactions

Our proven service processes are tailored to meet our client needs and to help clients achieve consistently favorable outcomes, from Miami to Seattle.

Facilities Management

Our specialists use their significant experience to gain a deeper operational understanding of what works for educational organizations. We guide facility decisions that result in greater comfort, lower occupancy costs and improved efficiencies.

Colliers 360

Colliers 360 is a fully-integrated, scalable analytics platform that provides complete coverage for clients’ corporate real estate and facilities management technology needs. Clients can view custom metrics for all areas of the business in real time through any web-enabled device.
We provide our clients with intelligence that empowers them to execute financially sound, defensible real estate strategies that advance an institution mission.

The Education Services Group approaches portfolio management from a long-term, holistic perspective to best align a school’s vision and mission with its asset portfolio.

We offer superior market intelligence, sophisticated demographic reports and area/traffic studies that address both an institution’s immediate needs as well as a look towards future needs.

We coordinate the entire process, from site analysis and design, to construction and move-in. The Education Services Group utilizes a tailored approach to meet an institution’s specific facilities requirements.

Whether navigating state and federal regulations for our public schools or negotiating ideal equity or lease structures for private educational facilities, the Education Services Group focuses on the client’s immediate needs and long term goals.

We provide our clients with intelligence that empowers them to execute financially sound, defensible real estate strategies that advance an institution mission.
Law School Expands with Acquisition and New Construction

Challenge
Thomas Cooley Law School, the largest law school in the country, sought to locate an existing building or build-to-suit for the school near the Oakland University campus in Rochester, Michigan. The challenge was to find or construct a building in a campus setting within two miles of Oakland University’s campus. This site would also have to offer the ability to incorporate additional student housing at a later date.

Strategy
Colliers’ Education Services Group immediately embarked on an extensive search to define existing opportunities and build-to-suit options. The school chose to purchase a building formerly owned by the Chrysler Corporation. It renovated the existing 67,000-square-foot building and constructed an adjacent twin building. The site sits on 67 acres of land that will allow the university to build additional housing or parcel for sale.

Results
The client’s needs were met from a timing and future land-use standpoint. This unique property will serve the law school well for many years. Using our proven processes and unmatched negotiating skills, Colliers achieved very favorable financial results for the law school and their facility.

Indiana Tech Streamlines Real Estate Process, Achieves Savings

Challenge
Prior to their association with Colliers, Indiana Tech negotiated all leases directly with landlords across 10 locations throughout the state. As a result of this policy, Indiana Tech found themselves in above-market leases with minimal flexibility and, in some cases, no visibility.

Strategy
Indiana Tech hired the Education Services Group to streamline and manage their real estate process, which included abstracting all leases, identifying immediate opportunities for cost reduction, evaluation of locations and their impact on enrollment through mapping/demographics and seeking real estate tax exemption savings.

Results
Indiana Tech was positioned to take advantage of favorable market conditions in many of their locations such as $150,000 in immediate savings and a turnkey renovation, a 50% reduction in rent on a five-year lease extension, approximately $2-per-square-foot reduction realized in an approved real estate tax exemption in a building with prime interstate visibility.
University of Phoenix Restructures Portfolio, Saving Millions

Challenge
University of Phoenix (UOP), owned by publicly-traded Apollo Group, is the nation’s largest for-profit University. Apollo announced that it would address declining enrollment by restructuring its portfolio of classroom facilities. It forecasted restructuring costs of roughly $175 million, primarily related to lease exits, but that savings from salaries, real estate and other expenses would be at least $300 million annually. Apollo needed real estate team to manage the nation wide restructuring program that would involve almost every one of UOP’s 227 locations.

Strategy
Colliers Education Services Group was hired to coordinate the multi-location, multidisciplinary effort required to implement the restructuring plan. The plan involved closing 115 locations and rightsizing most of the remaining 112 locations in order to address the oversupply of space. This process involved design and construction, decommissioning and restorations, furniture and equipment relocation, landlord buyouts, subleasing, lease renewals and extensions, and financial forecasting to support public disclosures and financial statements. By late 2013, most of the portfolio plan and the individual location rightsizing plans had been completed.

Results
Apollo Group announced that savings from the restructure program would be $400 million annually, up from the original estimate of $300 million. Much of this additional savings resulted from the effective implementation of real estate plans. Of the $400 million of expected stabilized annual savings, Apollo expected to realize $300 million during its 2013 fiscal year - a strong contribution to net income which was forecasted at only $525 to $550 million for that fiscal year.

“Colliers is extremely knowledgeable of the market and always presented themselves in a very professional manner. Colliers helped successfully secure a 20-year lease on a 24,000-square-foot flex building in West Los Angeles. Thanks in part to their diligence, we will be opening for the new school year.”

— Matt Albert
Ed.D, Founder and Executive Director
NEW LOS ANGELES CHARTER SCHOOL
DATA DRIVEN RESULTS

Colliers GIS is a full service geographic consulting and mapping group. We provide cartographic, demographic and analytic products and services to the Colliers professionals, affiliates and partners; and directly to clients and other companies.

Our mission is to make GIS more accessible, valuable, and widely utilized in order to positively impact the real estate industry. We strive for the highest quality, and emphasize outstanding customer service en route to accomplishing this mission.

Map data and elements are not limited to any particular category or type of map. All data can be combined, layered, and displayed in countless ways to create different visual effects, different analysis, and to convey different information. Any data with a geographic component can be displayed on a map.

With a long-standing history and a worldwide network of resources through Colliers International, we provide local commercial real estate expertise and a global reach that is unique to this market.

We tailor our comprehensive knowledge and fully-integrated suite of services to successfully address the ever-evolving needs of each unique client, all while applying the passion and integrity we are know for.
DATA ELEMENTS

- Streets, highways, political boundaries, zip codes, etc.
- Demographic data; current year estimates, and 5-years projections
- Segmentation data
- Aerial photography (not available in all areas)
- Business and employee summary data by SIC and occupation type
- Consumer expenditure and sales potential data by product and store type
- Drive time and drive distance polygons
- Traffic counts
- Segmentation data
- Commercial real estate data
- Building and business locations
- Government/municipal data (as available)
- Client/broker supplied data (i.e. spreadsheets, photos, trade areas, etc.)
We’ve got you covered.

OUR DIFFERENCE

We are enterprising. As an industry-leading global real estate company with more than 17,000+ skilled professionals operating in 68 countries, what sets Colliers International apart is not what we do, but how we do it.

Our unique culture encourages our people to think differently, to share innovative ideas and to create effective solutions that accelerate our clients’ success. Many of the world’s most innovative and successful companies choose us when they need trusted, expert advice.

OUR SERVICES

The foundation of our service is the strength and depth of our specialists. Our clients depend on our ability to draw on years of direct experience in their local markets. Our professionals know their communities and the industry inside and out. Whether you are a local firm or global organization, we provide creative solutions for all of your real estate needs.

We deliver a comprehensive portfolio of real estate services to occupiers, owners and investors across all sectors worldwide. In addition to these sectors, we provide our clients with a deep level of knowledge in specialized industries and product types including law, technology and logistics.
COLLIERS AT A GLANCE

- Comprised of 17,000+ professionals
- Revenue $3.3B (US$)
- Managing 2B (square feet)
- Established in 68 countries
- Lease/sale transactions 69,000
- Transaction value $127B (US$)

All statistics are for 2018, are in U.S. dollars and include affiliates.