

## CASE STUDY

### Services Provided: 2002-2011

#### Services

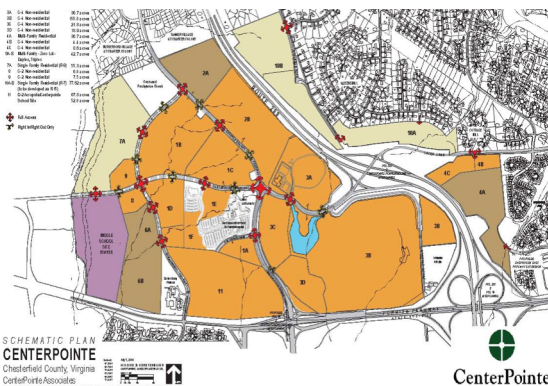
Corporate Real Estate Executive Outsource  
Strategic Planning, Disposition, Acquisition,  
Master Planning, Zoning

#### Scope

Oversight of Improved and Mixed-Use  
Properties including Business Parks totaling  
over 4,000 acres

#### Geography

Richmond-Henrico, Chesterfield, and  
Goochland Counties in Virginia



## CCA Industries & Riverstone Properties Outsourced Corporate Real Estate Executive

### Summary

In 2002, Andrew was retained by CCA Industries and Riverstone Properties to oversee the realignment of a large real estate portfolio and disposition of non-core assets in an advisory/consulting capacity. It also involved acquisition of strategic assets.

A strategic plan was developed to market non-core assets and position those retained for future marketing. Over the next six and a half years multiple assets were disposed of and others repositioned. The assignment dealt with land development issues including zoning and entitlements and marketing sites to corporate users.

### Value Creation/Significant Transactions

- Developed strategic plan for disposition and acquisitions.
- Develop Master for plan 800 acre mixed use business park-Chesterfield County, Virginia including negotiating a tax district for infrastructure improvements
- Land assemblage (trade and swap) to create/complete an 85 acre site including a 154,000 SF Costco Center, 300 plus apartments and future retail pad-sites.
- Sale of 68,000 SF Class A office building.
- Sale of 18 acre site for 150,000 SF industrial facility.
- Acquisition of city block in downtown Richmond.
- Sale of 60 acre hospital site and 25 acre office park site in West Creek Business Park, Goochland County.