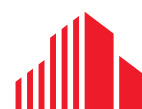


EDUCATION ADVISORY GROUP

**BUILDING FOR THE FUTURE:
SMART REAL ESTATE FOR
INNOVATIVE SCHOOLS**



**CUSHMAN &
WAKEFIELD**

INNOVATIVE INSTITUTIONS UNDERSTAND THE VALUE OF PARTNERSHIP.

Educational Institutions partner with Cushman & Wakefield to identify and understand market dynamics surrounding their real estate.

From early childhood centers through post-secondary schools, our specialists develop and execute on acquisition, disposition, development, financing, and construction management for these critical assets.

Cushman and Wakefield's full service global platform ensures the application of best practices and thought leadership. Institutions and education sector investors visualize – and realize – the solutions most beneficial to their unique needs.

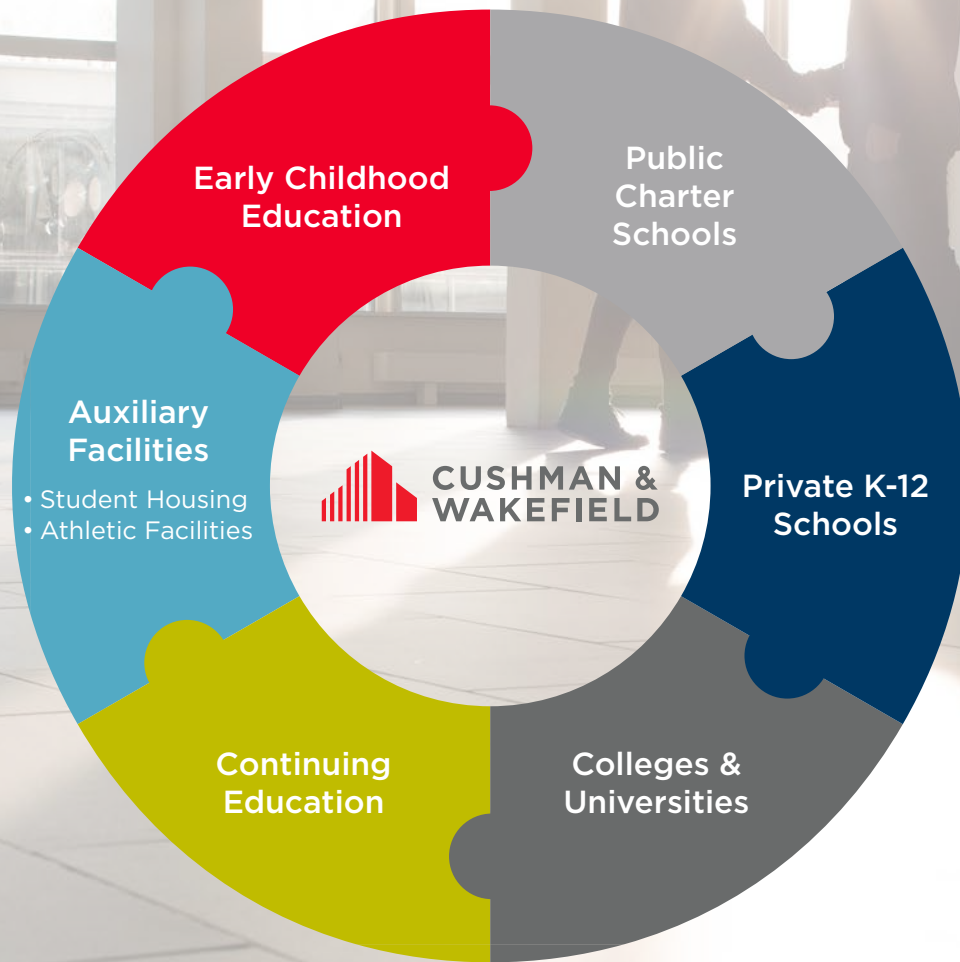
Our goal is singular.

**Make intelligent and creative decisions
today, to attract and retain the students
of tomorrow.**



Partner with us to develop a holistic,
end-to-end real estate strategy.

A PARTNERSHIP THAT BEGINS WITH YOU



From early to higher education, we have successfully partnered with clients across the full spectrum of the education life cycle.

How Educational Institutions Effectively Leverage our Platform



Site Selection

Using real estate to align mission with the student experience. Our acquisition strategies for sustainable facilities help attract and retain students.



Portfolio Strategy

Multi-geography strategy and implementation. Provide comprehensive portfolio management and transaction services for leased and owned portfolios



Property Management

Cost savings from proactive property management. Within a campus environment, our preventative maintenance, sustainability, and energy management programs yield substantial cost savings.



Acquisition & Disposition

Local knowledge and relationships to find the right tenants or buyers. Surplus space has value, especially when properly marketed through an immense platform, rich with resources and relationships.



Facility Management

Streamlined experience; bulk purchasing savings. Janitorial, maintenance, and landscaping services ensure the comfort of students, staff, and visitors.



Financing Solutions

Creative financing solutions that don't impact your balance sheet. We source third-party capital to help fund educational facilities, student housing, and athletic facilities.



Appraisal

Our value is maximizing your value. We understand the value of education-related assets and know how to leverage them for optimal gain.



Strategic Planning

Unlocking financial opportunity. We can monetize idle or vacant real estate to generate portfolio cost savings or revenue.



Project Management

Expert management of the development and construction process. From ground-up construction to redevelopment and capital improvements, educational institutions benefit from our early involvement.



Development Advisory

Expert oversight of construction and capital improvement projects. From site due diligence to selecting development partners, we help you to structure and execute development projects which grow and transform your student experience.



**No two institutions are exactly alike.
Let us help navigate
your unique challenges.**

OUR RESULTS

ARE THE GREATEST PREDICTOR OF FUTURE SUCCESS

KIPP Public Charter Schools

Adaptive Re-Use of 150,000-RSF Hospital Building

- Acquired site for 25% below asking price
- Completed nine-month redevelopment
- New building will serve as a neighborhood gathering center, in addition to new school and office space

Dulwich College International

North American, Middle East, and European Expansion

- Identified capital partners to provide funds for construction of new facilities
- Designed proprietary model to grade possible cities based on client benchmarks
- Actively working to open multiple locations across the world, enhancing brand and image

University of Maryland

Portfolio Planning, Public/Private Transaction Structuring, Development

- Identified ways to leverage existing assets
- Negotiated complex P3 projects for re-development of publicly owned assets
- Negotiated agreements with private companies to invest capital into UMD-owned buildings
- Structured ground leases with private developer to operate and manage a University graduate housing property

Ancora Education

Portfolio Restructuring, Construction Management

- Aligned portfolio and streamlined capital for each campus to operate effectively
- Benchmarked student/program demand in various zip codes to ensure new campuses would be profitable
- Relocated six campuses in nine months
- Restructured four campus leases for a \$3.0M savings
- Total combined construction cost of \$10M within budget for each campus



About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value by putting ideas into action for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with 48,000 employees in approximately 400 offices and 70 countries. In 2017, the firm had revenue of \$6.9 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

Cushman & Wakefield Capabilities

Service Lines

- Agency Leasing
- Asset Services
- Capital Markets
- Facility Services
- Global Occupier Services
- Project & Development Services
- Tenant Representation
- Valuation & Advisory

Property Types

- Healthcare
- Hospitality
- Industrial
- Land
- Multi-family
- Office
- Retail

Advisory Groups

- Automotive
- Banking & Financial
- Build-to-Suit
- Data Center
- eCommerce & Electronic Fulfillment
- Education
- Emerging Technology
- Food & Beverage
- Global Supply Chain Solutions
- Healthcare
- Land
- Legal Sector
- Life Sciences
- Net Lease
- Not-for-Profit
- Ports & Intermodal
- Public Sector
- Rail
- Sports & Entertainment
- Third-Party Logistics (3PL)

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