

Fairmount Properties & The Growth Group

College & University Real Estate & Financing Services

We are facilitators for the Design, Development, Construction, Financing and Leasing of mixed use, retail, housing and/or institutional use real estate projects for higher education communities.

Fairmount Properties and The Growth Group now have a special working relationship with enormous potential for helping you identify and quantify campus related real estate issues, and then implement solutions in a timely and cost-effective manner. We have identified nine key areas of opportunity where we can be most effective. If any of these match any present or future needs at your institution, we invite you to contact any of the principals, listed on the back of this sheet, for a full and straightforward discussion of options.

Please note that there are no capital requirements to the educational institution for any of the following project categories. We provide the financing !

1. Recreating College/Community Edges and Retail Districts

If properties bordering your campus have not kept up with the growth of the institution, chances are they no longer reflect your quality image ... or serve your off-campus needs. This could project a negative image for parents and students. We have the financing and retail connections to redesign, rebuild and revitalize these important campus edges to create a vibrant main street to the campus.

2. Creating or Re-creating College Town Centers

If properties bordering your campus have not kept up with the growth of the institution, chances are they no longer reflect your quality image... or serve your off-campus needs. This could project a negative image for parents and students. We have the financing and retail connections to redesign, rebuild and revitalize these important campus edges to create a vibrant main street to the campus. We can provide new mixed-use retail, office, hospitality, and residential development. Emphasis would be on national, regional and select local apparel, home furnishing and specialty retailers, gourmet food markets and exceptional restaurants.

3. Repositioning Balance Sheet Assets and Maximizing Value of Real Estate Assets

The maintenance, security, insurance and related costs associated with non-revenue producing real-estate assets can be a significant drain on campus budgets. Whether it is the need to invest in outdated student housing, renovate older campus structures, find effective use for surplus vacant property or determine what to do with the estate bequeathed to the institution, we can help you to monetize these assets.

4. Faculty Housing

Attracting and retaining top faculty is enhanced by the availability of quality affordable housing in areas marked by limited availability or high entry cost barriers. We specialize in niche, infill residential projects, including condominiums, lofts, townhouses and attached cluster housing catering to young professional and faculty markets.

5. College Student Housing

We create and finance on and off-campus student housing to update current housing stock; bring student housing options closer to campus; provide interim housing while new college dorms are being constructed; and, provide communities with alternatives to minimize off-campus student enclaves in quiet residential neighborhoods.

6. Special Use HEI Buildings

Combining new retail and hospitality service options can often be a creative way to help capitalize the development of special use facilities such as student centers, fitness centers, movie complexes and sports facilities that are not normally eligible for state-supported funding. We have the investors and retail and entertainment partners to make this level of development happen.

[please turn page for more](#)

7. Thematic Based Developments

Many of our developments are created within the context of public/private partnerships with cities, states, universities and community development corporations. These projects serve to revitalize locations on or near college campuses and can include thematic avenues and venues for the arts and entertainment to spur tourism and further economic development.

8. Creating New Alumni & Retirement Communities

One of the fastest growing segments of higher education is responding to the learning needs of older adults, many of whom are of retirement age. These Learning-In-Retirement (LIR) participants not only want to register for college-level courses, they want to live near the campuses, and participate in many of the activities there. We have experience in the development of high-end mixed housing where people can gather in comfort. We also know how to help you design programs to serve this unique population, and create an environment that is beneficial to everyone.

9. Hospitality and Conference Center Development

We have the development, funding and national hotel branding resources to create or update an on-campus Living-Learning Hospitality Center for you. Today's campus visitor expects to stay in first-rate commercial facilities and attend meetings in an advanced technological learning environment. If you lack these facilities or have a "tired" residential conference center, you are no longer as successful in attracting academic conferences and meetings. We can help correct that important deficiency.
EXAMPLE: Conservatory Square, Oberlin, Ohio

CONTACT US

Randy Ruttenberg, Fairmount Properties,
216-514-8700,
rruttenberg@fairmountproperties.com or

The Growth Group 800-867-1958
info@growthgrp.com.

Who we are ... and how we can help ...

Fairmount Properties and **The Growth Group** have developed a business alliance that combines our individual areas of expertise for the academic-related development projects outlined here.

Fairmount Properties LLC, is headquartered in Cleveland, Ohio, and is a mainstream, multi-faceted real estate enterprise, specializing in promoting the sustainable growth of top-tier college communities and inner ring suburbs through the development of high quality mixed use specialty centers. Fairmount works within the context of public/private partnerships, collaborating with municipalities and higher education institutions to develop these unique, multi-faceted, mixed-use projects.
www.fairmountproperties.com

The Growth Group, Inc. is headquartered in Glen Arbor, Michigan. It is a unique consulting organization comprised of successful professionals who are committed to assisting those higher education organizations that recognize the need for a fresh look at their capacity to develop and grow. There are over 100 consultants on the Growth Group team. All have had extensive experience in higher education. This organization has the ability to provide real time solutions to complex problems. The primary focus of the Growth Group is to work with public and private institutions that seek innovative approaches to opportunities for program review, expansion and renewal.
www.thegrowthgroupinc.com