

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.

A strategic plan was developed to market non-core assets and position those retained for future marketing. Over the next six 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.
- 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.