



XAVIER

UNIVERSITY *of* LOUISIANA

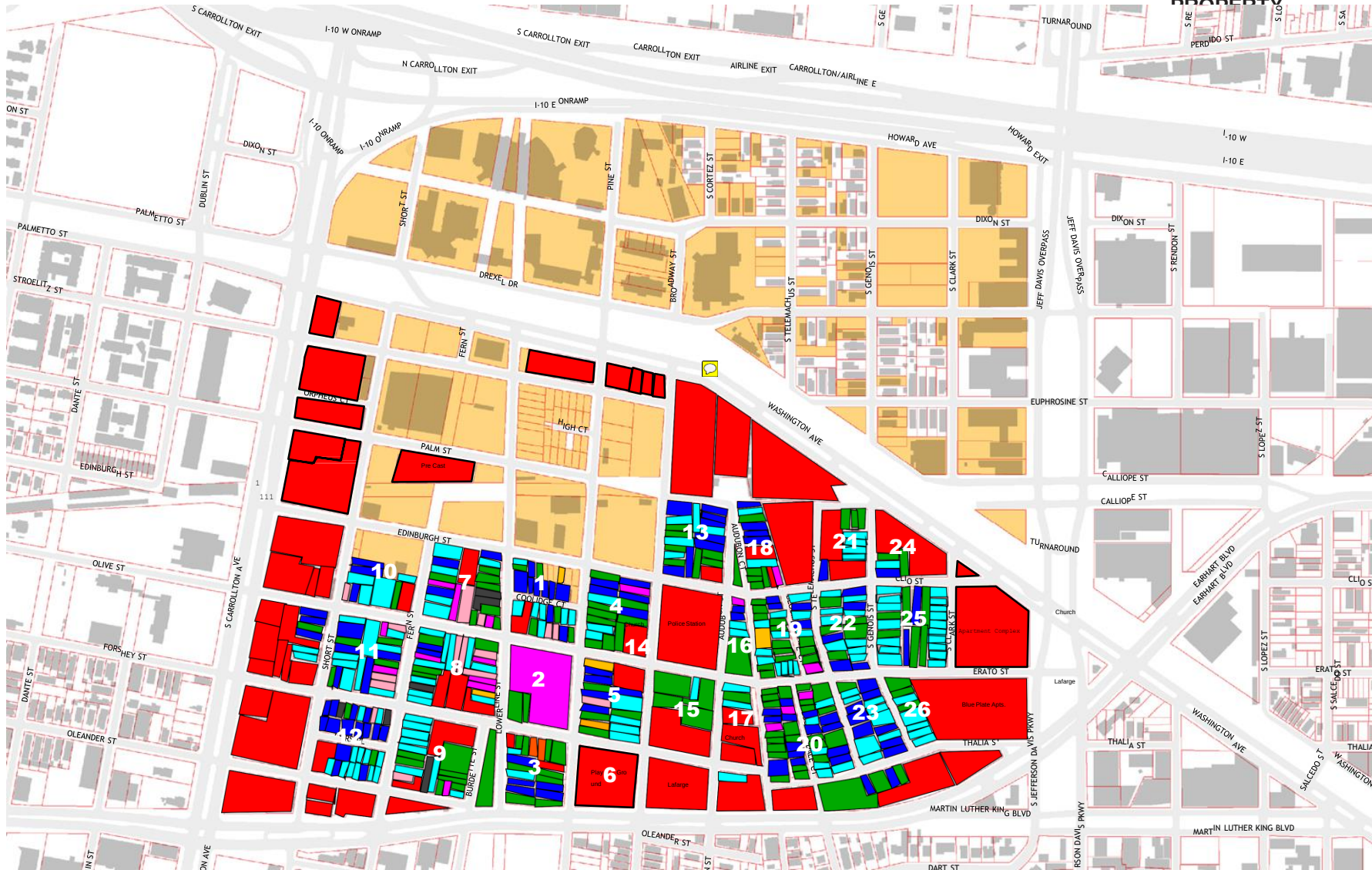
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Xavier Univ. Properties
 NOL Holdings Prop.
 NOL Holdings Tax Prop.
 Commercial
 Vacant Land/Blight
 Home Owners
 Rental Properties
 Bank Owned

XAVIER

UNIVERSITY

PROPERTY



THE ROLE AND IMPORTANCE OF UNIVERSITIES IN DEVELOPING THEIR COMMUNITIES

IMPORTANCE OF UNIVERSITIES ACQUIRING PROPERTY

1. GET RID OF BLIGHT

- a. blighted properties lower area property's values
- b. blighted properties = danger zone

2. STUDENT'S SAFETY

- a. Parent's & Universities' #1 concern

3. CREATE A THRIVING CAMPUS COMMUNITY

- a. Become the University of choice
- b. Become the shining light in the community
- c. Create community give backs

ACQUISITION PROCESS

1. **IDENTIFY PROPERTY**
 - a. create your boundaries
2. **LOCATE OWNER**
 - a. Internet
 - b. Yellow pages
 - c. Neighbors
3. **NEGOTIATE SALE**
 - a. Know your numbers(comps)
 - b. Worth of property to university
4. **RENOVATION**
 - a. Determine work needed
 - b. Hire contractor
5. **LEASE**