REAL ESTATE FOUNDATION OVERVIEW
• Chartered March 9, 1946, the North Carolina A&T University Foundation, Inc. has repurposed to the North Carolina A&T Real Estate Foundation
• In 2014-2015, the Foundation engaged in a strategic planning process which resulted in a July 30, 2015 decision to rename the Foundation and narrow its mission. Following the process, its primary purpose is to acquire, own, transfer, sell, develop, build and manage real estate or real estate-related projects in support of the University
• The mission of the Real Estate Foundation is to support North Carolina A&T State University’s quality environment of exemplary teaching and learning, scholarly and creative research, and effective community engagement and public service through the acquisition, ownership, transfer, development, and management of real estate or real estate-related projects
• This mission will be accomplished by, among other things:
  • Cultivating and managing gifts of real estate on behalf of North Carolina A&T State University and its associated entities;
  • Acquiring strategic real estate in support of the Strategic Plan and Master Capital Plan of North Carolina A&T State University;
  • Selling, leasing, developing, or transferring real estate for the sole benefit of North Carolina A&T State University and its associated entities; and
  • Managing a portfolio of real estate to provide a consistent revenue stream in support of North Carolina A&T State University and its associated entities
• The Foundation is governed by a self-perpetuating Board of Directors.

• The Board of Directors consists of not less than three and not more than fifteen persons who are elected annually for a term of three years. The Board of Directors meets four times a year.

• Their responsibilities include the overall management of the corporation and its property.
Board Members

Haven Cockerham, Chair  
Cockerham & Associates, LLC

Kenneth Dimock  
SunTrust Bank

Vacant, Vice Chair  

Jennifer Duru  
Lidl

Gerald Truesdale, Secretary  
Greensboro Plastic Surgical Associates

Mark Kiel  
Retired Educator/Consultant

Torian R. Priestly, Treasurer  
The Benoit Group

Clifford A. Maske  
Wells Fargo Corporation

Harold L. Martin, Sr.  
Chancellor, North Carolina A&T State University

Russ Parmelee  
Brown Investment Properties

Harold Cogdell  
Attorney at Law

Napoleon Wallace  
Opportunity Zone NC, Inc.
Financial Overview as of June 2019

Total Assets $94,970,556
Total Liabilities $66,361,041
Total Revenue $20,176,980
Total Expenses $18,383,990
Executive Director
Kimberly Cameron joined The NC A&T Real Estate Foundation team in February 2019 as the Director of Economic Development. She is graduate of the University of Wisconsin – Madison with a BS in Construction Management, holds a MBA – Finance from Concordia University Wisconsin and Master Certificate in Applied Project Management from Villanova University. Kim brings over twenty-five years Real Estate, Community and Economic Development experience to the Foundation. She has lead teams on projects that served as catalyst for revitalization of neighborhoods in Milwaukee, Wisconsin, Atlanta and Savannah, Georgia, Durham and Greensboro, NC. Ms. Cameron understands that to create healthy communities, connectivity must be established between schools, businesses and municipalities to ensure that a continuity of services is being provided to its residents.

Director of Accounting
Jacqueline D. Stringfellow joined The NC A&T Real Estate Foundation’s team in November 2011 as the Assistant Director of Accounting. She is a 1992 graduate of NC A & State University with a BS degree in Accounting. She is also a recipient of the Silver Congressional Award. Jacqueline’s career in accounting for non-profits span over 25 years providing accounting services for community service organizations, community development corporations, foundations, and grass root organizations in the Triad area. Jacqueline has served on several integration implementation teams to align the Foundation’s human resources, financial software and reporting applications with the University.

Director of Financial Reporting
Jeffrey G. Harding joined The NC A&T Real Estate Foundation’s team in October 2014 as the Assistant Director of Accounting. He is a 1986 graduate of UNC at Greensboro. Jeff’s career in accounting span over 30 years in the private industry and non-profit sector. His expertise is in financial reporting and has been promoted to Director of Financial Reporting for the Foundation.
Foundation Event Center
Real Estate Owned Prior to Reorganization

Aggie Suites

![Aggie Suites Image]
Real Estate Owned Prior to Reorganization

Pride Hall
Aggie Terrace
Child Development Lab
Band Room Facility
Preeminent Pointe
(Formerly Campus Evolution)

- 801 Homeland
- 144 Beds
- 4 bedrooms
**Aggie Pointe**  
(Formerly Campus Evolution)  
- 1005 Dewey St  
- 216 Beds  
- 3 bedrooms
Campus Edge
Acquired May 29, 2019
• 405 South Booker Street
• Adjacent to Campus off of Benbow Road (South of the Campus)
• 108 Beds
Sebastian Villages

- Acquired December 18, 2019
- 300 units/840 beds
  - 72 two bedrooms
  - 216 three bedrooms
  - 12 four bedrooms
- Amenities include:
  - an historic 3-story house that serves as the leasing office and
  - a gym/lounge
Collegiate Commons

- Acquired December 18, 2019
- 108 units/324 beds
  - All three bedrooms
- Amenities include:
  - a leasing office with a lounge and gym
PLANNED IMPROVEMENTS
## Summary of Apartment Acquisitions (since Aug 2018)

<table>
<thead>
<tr>
<th>Complex</th>
<th>Number of Beds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preeminent Pointe</td>
<td>144</td>
</tr>
<tr>
<td>Aggie Pointe</td>
<td>216</td>
</tr>
<tr>
<td>Campus Edge</td>
<td>108</td>
</tr>
<tr>
<td>Sebastian Villages</td>
<td>840</td>
</tr>
<tr>
<td>Collegiate Commons</td>
<td>324</td>
</tr>
<tr>
<td><strong>Total Beds</strong></td>
<td><strong>1,632</strong></td>
</tr>
</tbody>
</table>
• Properties in the F Area on behalf of the University

• The University purchases the properties from the Foundation

• Future Location for a Residence Hall and other Global Village Projects
F AREA PROPERTIES Acquired January and February 2020:

- 404 Banks Street, Vacant House
- 412 Banks Street, Vacant Lot
- 414 Banks Street, Vacant House
- 412 Boyd Street, Vacant Lot
- 422 Stewart Street, Vacant Lot
- 504 Stewart Street, Vacant House
- 1202 Salem Street, 4 tenants
- 1206 Salem Street, 4 tenants
$138 Mil is the approximate value of total investments made in support of the Universities' Mission.
$58,988

is the value of contributed services to AAF, for full service accounting for Fiscal Year 19.
• East Greensboro Renaissance Community Advisory Committee

  • Participants have been identified and in progress of contacting them for participation.

• Consultants Mayme Webb-Bledsoe, Michael Palmer and Alvarez and Marsel retained.

• Methodically researched and processed information pertaining to East Greensboro, local resources and federal resources to accomplish Economic Development goals.

• Finalize conceptualization phase of East Greensboro
• Hold process to select a Development Partner.
• Move into Pre-Development Phase.
• Rezone sites as necessary.
• Acquire additional property needed for amenities.
2019 Accomplishments

NC A&T Real Estate Foundation, Inc.

Team Growth
- Darlene Norman received her Real Estate License
- 2 new positions were hired: Dir. of Econ Dev. & Bus. Off.

Economic Development
- Lots will still be acquired in the F Area
- Acquisition of Collegiate Commons, Sebastian Villages & Campus Edge
- Burkley Communities are contracted for off campus apartments

Administrative
- The RFP Audit was completed
- The Aggie Mart Multiple Business Unit is planned
- The website has been updated & an app was launched
- There were a total of 149 events held
The NC A&T Real Estate Foundation has several goals to accomplish in FY2020, below are a few highlighted goals

**Team Growth**
- Real Estate Project Manager
- Property Accountant
- Director of Financial Reporting
- Hiring 4 Interns

**Acquisition, Improvements and Development**
- F Area land acquisition
- Land acquisition for ED and amenity creation.
- Suite and building improvements to Collegiate Commons and Sebastian Villages.

**UPDATES**
- Complete Auditor RFP Process
- Initiate Development Partner RFP Process