Albuquerque Academy (2014-2015; 2019)

Kim Murphy was engaged by Albuquerque Academy to perform a comprehensive evaluation of their non-campus lands for possible development. Economic return on the vacant land was important for their endowment. But formulating a development plan that was sensitive to the academic campus environment was also critical, as was attracting a developer of the highest quality and integrity to execute the project on one of the most prominent sites in Albuquerque's Northeast Heights.

The consulting assignment included: 1) determine vacant land development potential, 2) identify appropriate development strategies, 3) determine favorable transaction structures, 4) solicit qualified developer interest, and 5) negotiate development agreements.

The project concluded with the identification of 16 "targeted" developers: five from New Mexico and 11 from surrounding states plus California. Background and project "fact sheets" were prepared for each, and a development prospectus of solicitation was prepared. For reasons unrelated to this effort, the Academy elected not to move forward with the project.