



assignment | challenge

Eighth US Army

IRES and its joint venture partner, Knighthorse Corporation, were retained from 2002 to 2008 under multiple contracts to provide financial and strategic advisory services to the Eighth US Army, U.S. Forces Korea (USFK), and the Far East District of the U.S. Army Corps of Engineers. IRES and Knighthorse developed master strategies and build-to-lease programs for both family and unaccompanied housing and acted as financial advisor on specific lease acquisition projects.

The Eighth Army Command has a stated policy goal to raise its accompanied rate to improve the quality of life for soldiers stationed in Korea. To implement this goal, the Army intends to contract for several thousand new units of build-to-lease family housing and ancillary facilities. Command is also pursuing a targeted acquisition of build-to-lease housing for unaccompanied service members consistent with overall footprint objectives for the Korean peninsula.

IRES / Knighthorse services provided included, but were not limited, to:

- Concept validation analyses
- Preparation of program information reports and Command briefing materials
- Development of procurement documents (e.g., RFP, O&M Plan, Financial Proforma & Lease)
- Communication strategy development and implementation
- Development of legislative authorities
- Technical support for amendment of existing legislative authorities
- Financial modeling & analysis
- Source selection process advisory and assistance
- Lease negotiation and execution
- Project financing

IRES & Knighthorse also provided ongoing support of USFK's development of an overall Korea housing strategy and periodically assist on a tactical basis with key policy and legislative matters in Washington, D.C. to aid in the efficient and speedy execution of housing initiatives. Development of specialty legislation included three successful initiatives related to overseas leasing of housing in Korea.

QUICK FACTS

STRATEGIC ADVISORY

Korea BTL Program Development

IRES custom-developed the Korea BTL Program for the U.S. Army to acquire housing on a leased basis, and successfully completed the pilot BTL project located at K-16 Airfield.

IRES CONTACT

Darrin Kennedy

213.861.3323

darrin.kennedy@colliers.com

CLIENT REFERENCE

Vince Grewatz

Former IMCOM-K DPW

571.484.2271

grewatzv@ndu.edu