

CASE STUDY

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Headquarters – St. Louis, MO

Real Estate & Facility Advisory Services

Facilities Planning

Facility Management
and Budgeting Services

Feasibility Studies

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Highest and Best
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Negotiations and Support

Project Management

Property Preservation Studies

Property Sales and Acquisitions

Property Utilization Studies

Proposal and Plan Review

Real Estate Development

Zielinski Companies Helps Solve Difficult International Real Estate Problem

The Challenge: An American congregation of women religious owned and managed an active Pensione (hospitality lodge) in Rome Italy. The congregation, however, no longer had the personnel or desire to continue operating the facility, and it was the desire of the congregation's leadership to dispose of the building and property in a way that would achieve three important goals:

1. Adhere to canonical responsibilities regarding stewardship and alienation
2. Create revenue for the congregation
3. Continue the legacy of the facility as an operating Catholic entity, preferably with another religious congregation.

In addition, the Sisters specified that the sales process must be carried out with sensitivity to the fact that the Pensione was still in operation and clients were coming and going on a daily basis. Also, the congregation's leadership felt it was imperative that the general membership be educated and kept appropriately informed concerning the process.

The congregation had considered selling the facility on its own, but because of its lack of experience with property transactions, the canonical component, and the complicated Italian/Roman real estate laws, they determined it best to find an experienced organization that could dispose of the facility for them while achieving all the related goals.

The Solution: The congregation ultimately selected Zielinski Companies to identify, screen, and cultivate potential purchasers for its Pensione in Rome, as well as address the canonical and legal issues. Zielinski was chosen because of the firm's extensive real estate and facility capabilities, experience with religious congregations, and its international expertise.



ZIELINSKI COMPANIES

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Real Estate & Facility Advisory Services

Through the assistance of Zielinski Companies' Real Estate & Facility Services, the congregation was able to achieve its goals of responsible stewardship, revenue gain, and Catholic legacy.

Zielinski Companies and the congregation's leadership developed a comprehensive plan for cultivating potential buyers for the facility. Using its worldwide network with religious congregations, Zielinski Companies first contacted communities of the same federation as the sellers. From there the activities were expanded to include other religious congregations and related sponsored institutions.

As this process was proceeding, Zielinski worked through its affiliated office in Rome to address the civil and canonical concerns in preparation for selling the property once a buyer(s) had been found.

The Outcome: After a six-month process of advertising, ongoing marketing activities, and negotiations, Zielinski Companies identified an appropriate buyer. The Pensione was sold to a related male religious congregation based in the United States. It was the intention of the purchaser to use the building as a novitiate and a house of study for its worldwide membership.

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