

# SUCCESS STORY

*Represented by*  
ROI Realty Services, Inc.  
William R. Greenlee, President

**Evans Scholars Foundation** (Western Golf Association)  
**Hamilton House**  
The Ohio State University



## WHO ARE THE EVANS SCHOLARS?

The WGA-sponsored Evans Scholars Foundation administers the nation's largest privately funded college scholarship program. Since 1930, over 8,500 deserving young caddies have earned their college degrees through Evans Scholarships. Today, more than 820 caddies attend college each year as Evans Scholars. The Evans Scholarship was founded by golf great Charles "Chick" Evans Jr. (1890-1979). At The Ohio State University, The Evans Scholars Foundation awards \$450,000 per year in scholarships

## ASSIGNMENT

ROI Realty Services, Inc. was selected by the Evans Scholar's Foundation to select and secure property located nearby the 15<sup>th</sup> Avenue sorority/fraternity row. The Foundation had been searching for five years to secure a site for the Evans Scholar House. The goal was to either purchase a building that could accommodate 80 co-ed scholars and provide ample parking—all within walking distance of the Sorority/fraternity row or purchase property where a new building could be constructed. The Foundation retained ROI Realty Services, Inc. to find a solution.



## FOUNDATION GOALS

- Provide housing to approximately 80 Evans Scholars
- Upgrade living standard from current facility
- Provide appropriate co-ed housing
- Maintain walking distance to university as most scholars *do not* own cars



## CHALLENGES

1. Moratorium existed in the Campus Area, preventing demolition of existing buildings.
2. No existing building suitable.
3. In the previous five years, neither real estate listings nor inquiries produced any acceptable alternatives by The Foundation.
4. University Area Commission's Board of Zoning Approval was opposed to the project.
5. Due to the University Area Commission Zoning overlay, multiple variances were required for building size, density, parking count, and footprint, which took months to secure.

## ACHIEVEMENT

1. Identified ideal location and parcel size
2. Contacted two owners of adjacent properties and secured a agreement after nearly one year of negotiation
3. Campaigned for neighborhood and University support for the project
4. Won the entitlements necessary to demolish two structures and build the new Evans Scholars House. Team members included: Feinknopf Macioce Schappa Architects and Voryes Sater Seymour & Peas law firm