



DUTRA·CERRO·GRADEN

CREATING COMMUNITIES OF VALUE

Real Estate and
Consulting Services
for Non-Profits





Why Dutra-Cerro-Graden



“We pride ourselves on an ability to work in collaboration with non-profit boards, executive directors, staff and their key stakeholders to help them achieve their goals.”

“We know we need to consider our real estate needs, but where do we begin and who can we trust?”

“We need to use our real estate assets more effectively to strengthen our current mission or redefine a new mission for the future. Who can help us?”

“We’re a non-profit builder and need a company who can not only find us land to build upon, but can help us with the entitlement and funding process. How do we find such a broker?”

“We’ve grown too big for our current space and need to move into a new building. Should we lease or buy?”

“We’re consolidating. Do we lease, sell or buy?”

“How can we better utilize the vacant land on our site?”

“We’d really like to develop our land. Where do we start?”

If you’re a non-profit organization facing any of these real estate challenges, Dutra-Cerro-Graden, Inc. (DCG) can help. You already know that real estate is key to your organization’s financial well being.

Real estate assets are also vital to your organization’s pursuit of its overall mission. At DCG, we work in partnership with our clients—first and foremost as trusted advisors and consultants who can be called upon to provide knowledge, expertise and guidance for their real property assets.

We are a commercial real estate broker, developer and consultant with expertise partnering with non-profit organizations.

We understand that decisions regarding real estate are vital to your organization’s success and can take time. We pride ourselves on an ability to work in collaboration with organizations, leaders and constituents to help them achieve their goals.

At DCG, we enable organizations to fulfill their missions and serve their constituents. DCG was founded with a vision to create Communities of Value™. Ultimately, our goal is to help organizations like yours utilize their resources to bring new life to the communities they serve.



A Unique Approach

At DCG, our approach to partnering with organizations like yours is unique, and you'll find no other consultant who can bring such a breadth of experience, solutions and services. We are a trusted resource and can handle a variety of real property interests—regardless of location—such as non-profit buildings, office, residential, multi-family, retail, industrial, land, etc.

We also have extensive experience working with local governments and understand the needs and perspectives of municipalities. We are often called upon to help our clients work with their local governments.

We Understand Your Needs

When you work with DCG, you'll have a trusted advisor who understands the unique needs of non-profits. This distinguishes us from other consultants whose expertise and services may be limited.

We understand the challenges you face to balance the financial aspects of your real estate needs while achieving your organizational goals. We have partnered with countless organizations and have a proven track record of understanding goals, offering solutions, developing a plan to meet those goals and partnering with organizations to implement the plan.

We Help Educate Our Clients

At DCG, we believe that our primary role in partnering with our clients is to truly understand the organization's needs and to help educate its leaders on the various options available to them.

We Understand Your Decision-Making Process

We shape our services to the decision-making processes required by many non-profits. Your organization's operations may be collaborative and the implementation of solutions could take time. As a result, DCG brings patience, sensitivity, loyalty and confidentiality to our client relationships.



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Our Services



“At DCG we stand ready to help you—to help you achieve your goals.”

Each client has unique needs, so we partner with each organization to provide custom consultation and solutions, depending on their specific real estate needs. Some clients want to sell a property, some want to buy a property and others will need partnership and direction as to what their options are.

Our services include the following:

- Brokerage, including leasing
- Entitlement and Development Services
- Land use analysis and consulting

As we partner with clients we can provide them with the following information and planning tools to help them determine the best course of action:

Analysis of Existing Conditions

- Real property description
- Physical condition assessment
- Financial performance assessment
- Zoning and general plan designation
- “As-is” valuation
- Determination of the historic role within the organization

Recommended Improvements, Land Use Alternatives and Highest and Best Use

- Recommended improvements to the physical condition and financial performance
- Determination of alternative uses for the land
- Valuation of the Highest and Best Use

Assistance with the Entitlement Process

DCG has extensive land use and development experience and understands the complex nature of the entitlement process. We work closely with clients to assess the feasibility of various options and to determine how these options relate to their overall goals. We act as project manager, working closely with city governments and other regulatory agencies.

We collaborate with trusted consultants, including planning, urban design, engineering, environmental analysis, architectural and landscape design, transportation and parking analysis and others. DCG provides seamless communication and coordination between the client and other consultants.

Marketing and Sales Plan

When a client decides to lease, sell or acquire real property, DCG implements a marketing and sales plan in support of the transaction.



Company Profile

DCG was founded with the belief that our corporate interest is best served when we help our clients achieve their own organizational missions and goals. The founders of DCG have a unique understanding of non-profits and a proven track record of helping these organizations succeed.

DCG represents a team of commercial real estate and development professionals who are able to handle all types of residential and commercial real properties. All members of DCG hold or will earn the respected Certified Commercial Investment Member (CCIM) status. This prestigious designation is held by only six percent of the approximately 150,000 commercial real estate practitioners nationwide. The CCIM network also provides DCG with access to the highest caliber real property professionals worldwide.

Our vision is to create Communities of Value™ by utilizing our consulting, real estate and development services to help organizations like yours to revitalize communities.

At DCG we stand ready to help you achieve your goals.

Partial Client List (Past and Present)

- YMCA
- St. Vincent de Paul
- The League of Volunteers
- Eden Housing Inc.
- Satellite Housing, Inc.
- Northern California Community Development
- Young Life
- Chabot-Las Positas Community College District
- American Wholesale Lighting

- Big Design, Inc.
- Bonita House, Inc.
- Calvary Chapel Church
- Diocese of Monterey
- Glad Tidings Church of God in Christ
- Payment Processing Inc.
- Salesian Society
- Sisters of the Holy Family



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What Clients Are Saying



We are a non-profit organization honoring 70 years of service to our community with our thrift stores, free dining room, special works programs, conferences and numerous volunteers. You work well with our Real Estate Committee, are a good fit for our organization and you exceed our expectations. We look forward to working with you in the future.

*Philip Arca, Executive Director
Society of St. Vincent de Paul of Alameda County*

Dutra-Cerro-Graden has demonstrated an excellent knowledge of the real estate field. They have provided our agency with assistance in the areas of: site location, financing considerations, establishing fair market rates for lease negotiations, arranging for and analyzing MAI appraisals, and negotiating with prospective sellers and landlords. Without hesitation I give the firm my highest grade.

*Rick Crispino, Executive Director
Bonita House, Inc*

After 10 years in a commercial location, our non-profit agency was given notice that our lease would not be renewed. Dutra-Cerro-Graden gave countless hours trying to find a new home for LOV searching sites in Fremont and Newark, arranging for walk throughs, making offers and working with prospective landlords and a local architect and attending meetings with our Building Committee, staff and Board members. We could not have asked for a more dedicated group to assist us in what was a very complicated move because of our unusual needs.

*Shirley D. Sisk, Executive Director
The League of Volunteers*

Dutra-Cerro-Graden helped us by listening carefully to us, evaluating our present needs and future vision and assessing our potential capabilities. They have worked patiently with us, presenting only properties that could meet our unique needs, potential growth and... financial capacities. We have never been treated as mere clients, but as partners... [with] the same mission and goals.

*Ron Standifer, Pastor
Hillview Baptist Church*