



Robert J. Nahigian, CRE of Auburndale Realty Company in Newton, Mass. (right) receives the 2009 Felt Creative Counseling Award from Brian R. Corcoran, CRE of Cushman & Wakefield in New York.



1994 CRE President Franklin Harroch, Jr., CRE, (right) receives the first Felt Award in 1995 from CRE Jean Felt, the 1993 President of The Counselors, and Steven Leader, CRE, 1998 President, whose uncle James "Jack" Felt is the award's namesake.

# The James Felt Creative Counseling Award

The James Felt Creative Counseling Award is a celebration of outstanding achievement and ingenuity by members of The Counselors of Real Estate.

Every CRE counsels clients or employers on complex real estate issues in an ethical, objective, and expert manner. The James Felt Creative Counseling Award recognizes the most innovative and creative of this counseling. The Award enhances the public recognition of the CRE Designation, the counseling profession, and The Counselors of Real Estate organization itself.

Established in 1992, the James Felt Creative Counseling Award honors the memory of the late CRE James "Jack" Felt, a prominent real estate pioneer, founding father of The Counselors of Real Estate, former Chairman of the New York City Planning Commission, and a trustee of many well-known corporate and eleemosynary boards. Felt was known for his strong sense of integrity and client accountability in applying his creative counseling techniques to resolve complex real estate problems. Says Steven Leader, CRE, and nephew of Felt, "The award reflects Jack's personal and professional standards, ethics, integrity, creativity, and competencies displayed throughout his real estate career."

We are now seeking applications for the James Felt Creative Counseling Award. Do you know of an assignment that reflects a creative spirit and commitment to community? You may nominate yourself or the work of a fellow-CRE.

### Eligibility

All members of The Counselors of Real Estate (except those holding national office during the award year) are eligible to receive the award. Counselors may submit their own work, or they may also nominate the work of a fellow-CRE for consideration.

### Criteria

Each submission is judged on the basis of the scope of the assignment, the Counselor's role in the assignment, the creativity and innovation applied in addressing the assignment, and the public or social benefits achieved.

### Selection

Every year, the CRE Chairman of the Board selects a five-person Felt Award Selection Committee to judge the submissions. The Selection Committee reviews each submission on a confidential basis. While intended to be given on an annual basis, the award is presented only when the Selection Committee identifies a worthy candidate.

### Acknowledgement

The recipient of the James Felt Creative Counseling Award is honored annually at the CRE Midyear Meetings, and presented with a Steuben sculpture. The winner is recognized in CRE print and online communications, and with the winner's permission, news releases are distributed to the appropriate media announcing the award and describing the project honored.

Please include AN EXECUTIVE SUMMARY of the assignment with your submission. This summary needs to include the following:

- Title of the Assignment
- Background (overall objective of the assignment, client/employer issues, etc.)
- Property Description & Special Features
- Process (outline of methodologies, information, and skill sets used)
- Conclusions (summary of recommendations made to the client or employer)
- Creativity Quotient (statement explaining why the assignment was innovative and creative)
- Results (brief assessment of the benefits to the client or employer and the community)
- Date Assignment Completed

Please include the name of the CRE conducting the assignment and the submitter's name (if other than the CRE conducting the assignment).

E-mail your submission to [info@cre.org](mailto:info@cre.org) or mail it to Felt Award, The Counselors of Real Estate, 430 North Michigan Avenue, Chicago, IL 60611. All submissions remain confidential. With the submitter's approval, assignments may be included in the CRE web site in the Case Study Digest section.

## Past Winners



Christine H.H. Camp, CRE and Karen Char, CRE were awarded the 2010 James Felt Creative Counseling Award for their work in developing and implementing a long-term real estate strategy for the Hawaii Opera Theater. This strategy, which incorporated the sale of one property to finance the renovation of a second property and the moving of the theater's administrative offices to a third property, allowed the theater to continue to produce outstanding performances and nationally recognized educational programs.

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Robert J. Nahigian, CRE, was honored for his work on relocating, expanding and arranging for financing for the Abby Kelley Foster Charter School (AKFCS) in Worcester, MA. In presenting the award, CRE Brian Corcoran noted the sheer scope of the project and said of Nahigian, "Rob showed extraordinary technical skill and creativity, and completed a successful transaction in a relatively short period of time so that the school could meet increased demand and continue to serve its Worcester constituents."

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E. Nelson Boves, CRE, was honored for his exceptional contribution in resolving the complicated six-year dispute between the developer of the World Trade Center and insurers following the terrorist attacks of September 11, 2001. Boves is an expert in depreciation and helped calculate the cash value of the WTC, leading to a final agreement by the parties.

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Bill Utneher, CRE, was honored for his work on the overall development, financing, and long-term planning for a new Los Angeles-based campus of a Rudolf Steiner Waldorf School.

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