Greg Wachalski, AIA

Founder & Principal
Wachalski Advisory

Education:

- M.B.A. (Illinois Institute of Technology – Stuart School of Business)
- B.Arch. (Illinois Institute of Technology)

Greg brings 20 years of strategic advisory experience related to planning and development of real estate assets for not-for-profits, primarily in the higher education market (approximately 250 clients). Prior to founding Wachalski Advisory, Greg was a project executive at Brailsford & Dunlavey, a national program management company. Greg established and managed Brailsford & Dunlavey's presence in the Midwest. His areas of expertise include:

- Client representation/advisory services related to capital project planning.
- Capital project risk assessment and evaluation of risk transfer opportunities.
- Selection and implementation of alternative project deliveries including design-build and various forms of public-private partnerships (P3's).
- Project due diligence including financial feasibility analysis, market analysis/needs evaluation, and facility condition assessment.
- Capital project procurement assistance (RFQ and RFP stages), and negotiations.

Greg is a national expert in building types including student housing, faculty/staff housing, retail, recreation, student unions and other components of campus infrastructure. Greg has shared his expertise at various national conferences including Association of College and University Housing Office (ACUHO-I), Society of College and University Planners (SCUP), National Association of College Auxiliary Services (NACAS), and International Economic Development Council (IEDC).

Greg's extensive client list includes institutions such as Northwestern University, University of Chicago, University of California San Diego, University of Illinois, University of Utah, Purdue University, The City University of New York, Marquette University, and Saint Louis University to name just a few.

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