

ADC '10

ADC 2010
WINTER FORUM

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Joint Services EUL Update

***Bob Penn, Army EUL Program
Director***



***Joint Services
Army Enhanced Use Leasing
Update***

Bob Penn

***Army Enhanced Use Leasing Program
Director***

<http://eul.army.mil>

How will the EUL Program evolve over the next year?

Projects with high probability for financing.

- Energy.
- Security/Independence from Grid.
- Reduced Energy Costs.
- Options for Other In-Kind Type.

How will the EUL Program evolve over the next year?

Development Deals with Defined Markets

- Financing Incentives.
- TIFS, New Market Tax Credits.

What are we doing?

Types of Projects

What Will We Look For in Development Teams

- Strong Known Entities.
- Proof of Ability to Finance.
- Evidence of Equity.
- Demonstration that Project can get off the ground timely.
- Ability to Deliver In-Kind.

What changes are we going through?

- Working on New Lease Templates.
- More Flexible Lease.

How did we put our staff together?

EUL Team

Multi-Discipline Structure

- Developer.
- Planner.
- Attorney.
- Commercial Leasing.
- Portfolio Management.
- Interns from Johns Hopkins Masters in Real Estate.