

**FOR IMMEDIATE RELEASE: November 28, 2008**

## **Sealed Bid Announced for the Sale of Prime District of Columbia Development Parcel**

A prime real estate development parcel in SE Washington at 8<sup>th</sup> Street, “Barracks Row”, and Potomac Avenue will be available via sealed bid immediately. The .81 acre site to be sold is adjacent the Historic Naval Yard and the Capitol Riverfront Redevelopment Area where recent development activity is in stimulating economic growth. Lincoln Commercial Services, an affiliate of Lincoln Property Company, in cooperation Hollywood Real Estate Services L.L.C. as advisor, will conduct the Sealed Bid Sale, and all sealed bids must be received by March 15, 2009. Bids are to be sent to the Washington office of Lincoln located at 101 Constitution Avenue, Suite 600 NW Washington, D.C. 20001. Complete terms and conditions of sale are available by contacting representatives.

DC Congressional Representative Eleanor Holmes Norton states, “We are beginning to see the realization of our vision when we brought the Naval Sea Systems Command to the Navy Yard, which then catalyzed our South East Federal Center bill. This federal development has in turn spurred the private sector to come forward, aided by the Federal New Market Tax credits and federal DC business tax credit.”

James Kazunas, President Hollywood Real Estate Services L.L.C. as advisor states “The parcels contain an existing cash flow and an assumable mortgage of \$7.4 million loan.” Due to DC economic incentives, the properties, 810, 816, and 820 Potomac Avenue, SE, allow for a \$15 million Revenue Bond per legal entity and are eligible for New Market Tax Credits, which can both be used for acquisition of the properties or construction of commercial real estate sites. In addition, 810 Potomac Avenue is an Enterprise Zone designation property. Tenants and owner receive tax relief on each employee that resides in DC. The property is also eligible for public financing opportunities such as DC – Tax Increment Finance (TIF), HUD CD Block Grant funds, and HUD 108 loans.

The ICP Group, a partner in the current ownership structure of the parcel and is actively involved in the development of other parcels in this section of DC, has initiated an urban design plan for the surrounding area. Prepared by the firm Ehrenkrantz, Eckstut and Kuhn include height variations, zoning analysis, and strategic density approaches for future development within a historic district. EEK’s Principal Matthew Bell finds that the area’s character suggests a mixed-use development of office, residential, retail and/or hotel uses.

There is an extensive amount of market expansion possible for this area that could be captured by redevelopment of these properties. John Imparto, Director, Corporate Information Management HQ, Naval District Washington, Code N00I states, “Our population at the Navy Yard has increased from 4,000 to 16,000 employees, and we receive over 250,000 visitors annually that participate in various Navy Yard activities that need retail and hotel accommodations.” The properties in this bid face the main entrance to the Navy Yard on M Street and 8<sup>th</sup> Street, SE. Just west of this site is the Capitol Riverfront Business Improvement District. This BID’s executive director, Michael Stevens, comments, “This site provides a gateway for residents and visitors traveling between the established Capitol Hill community and the emerging Capitol Riverfront neighborhood.”

Cristina Amoruso, former Barracks Row Main Street executive director and trained architect states, “As executive director of Barracks Row, I found that ICP Group’s concepts for development to be accurate and what’s needed in this area. Barracks Row needs more neighborhood support services created by uses such as retail, housing, offices, and entertainment, and this over .81 acre Potomac Avenue SE parcel is an ideal location for these additional uses.”

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