Capitol Riverfront BID Annual Meeting
January 18, 2018

Erin Talkington, Principal
HOW PUBLIC VISION AND INVESTMENT CATALYZED LONG-TERM VALUE

THE CAPITOL RIVERFRONT IS A NATIONAL CASE STUDY AND MODEL FOR:

• Regional waterfront and sports/entertainment destination
• Vibrant neighborhood with parks and amenities
• Transformation from industrial and vacant lands to mixed-use community
• Growing submarket with lots of new development
HOW PUBLIC VISION AND INVESTMENT CATALYZED LONG-TERM VALUE

AND NOW ALSO FOR ITS ECONOMIC CONTRIBUTIONS TO D.C.:

$132M IN FY 2018

ANNUAL NET FISCAL IMPACT

MORE THAN TRIPLE BEFORE BID WAS CREATED IN 2007
HOW DOES THIS COMPARE TO THE DISTRICT’S
INVESTMENT OF $1.1B
IN THE CAPITOL RIVERFRONT?
D.C. WILL BREAK EVEN ON PUBLIC INVESTMENT IN 2018
AT BUILDOUT, $7.37 GENERATED FOR EVERY UPFRONT DOLLAR INVESTED

Cumulative Net Fiscal Impact Per $1.00 of D.C. Public Investment
HOW DOES THE VALUE OF PRIVATE INVESTMENT IN THE BID COMPARE TO THE PUBLIC DOLLARS?
$1.92 OF PRIVATE INVESTMENT PER $1.00 OF PUBLIC WILL EXCEED $8.00 BY 2035

Cumulative Private Investment into the Capitol Riverfront

- To-Date
- Under Construction and Near-Term Planned
- Long-Term Planned
- Per Public $1.00

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HOW WILL THE NEIGHBORHOOD’S IMPACT CONTINUE TO EVOLVE?
$287M in 2018 General Fund Revenues
3.5 times the $ generated in 2007

Annual Revenue to General Fund

Cumulative Revenue to General Fund (in 5-Year Increments)
NET FISCAL IMPACT WILL EXCEED $8.3B BY 2040
$1.1B GENERATED SO FAR 2007-2018

Cumulative Net Fiscal Impact

- $1 Billion Generated Through 2017
- $7.3 Billion Generated Between 2018 and 2040

Historical: 2007-2018
Projected: 2018-2040

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### Annual Revenue Generated to the General Fund in the Capitol Riverfront

<table>
<thead>
<tr>
<th>Tax Revenue Source</th>
<th>2007</th>
<th>2018</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Real Property</td>
<td>$39.1M</td>
<td>$125.2M</td>
<td>3.2 Times More Revenue</td>
</tr>
<tr>
<td>Income</td>
<td>$19.2M</td>
<td>$83.2M</td>
<td>4.3 Times More Revenue</td>
</tr>
<tr>
<td>Sales, Meals, and Hotel</td>
<td>$5.6M</td>
<td>$31.1M</td>
<td>5.5 Times More Revenue</td>
</tr>
<tr>
<td>Other</td>
<td>$17.6M</td>
<td>$47.3M</td>
<td>2.7 Times More Revenue</td>
</tr>
<tr>
<td>Total Annual Revenue</td>
<td>$81.5M</td>
<td>$287.5M</td>
<td>3.5 Times More Revenue</td>
</tr>
</tbody>
</table>

### Percent of the District’s Tax Revenue Generated in the Capitol Riverfront

- **Real Property Taxes**
  - 2007: 1.6% (2.6 Times Larger Share)
  - 2018: 3.0% (1.6 Times Larger Share)
  - Growth: 1.6 Times Larger Share
- **Income Taxes**
  - 2007: 1.6% (2.7 Times Larger Share)
  - 2018: 4.3% (4.3%)
  - Growth: 2.7 Times Larger Share
- **Sales, Meals, and Hotel Taxes**
  - 2007: 0.8% (3.5 Times Larger Share)
  - 2018: 2.6% (4.3%)
  - Growth: 3.5 Times Larger Share
REAL PROPERTY TAXES
AT BUILDOUT, 10X BEFORE 2007

Annual Real Property Revenue

Future Development
Existing Development

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ANNUAL INCOME TAX REVENUE
NEW RESIDENTIAL SINGLE LARGEST DRIVER

Annual Income Tax Revenue

- Future Households
- Existing Households
- Future Jobs
- Existing Jobs

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ANNUAL SALES, MEALS & HOTEL TAX REVENUE
INCREASED RETAIL AND RESTAURANT DEVELOPMENT

Annual Sales, Meals, & Hotel Tax Revenue

Ballpark
Hotel Tax
Meals Tax
Sales Tax
RIVERFRONT
RECAPTURED

HOW PUBLIC VISION AND INVESTMENT
CATALYZED LONG-TERM VALUE