



Capitol Riverfront BID Annual Meeting

January 18, 2018

Erin Talkington, Principal

RCLCO
REAL ESTATE ADVISORS

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

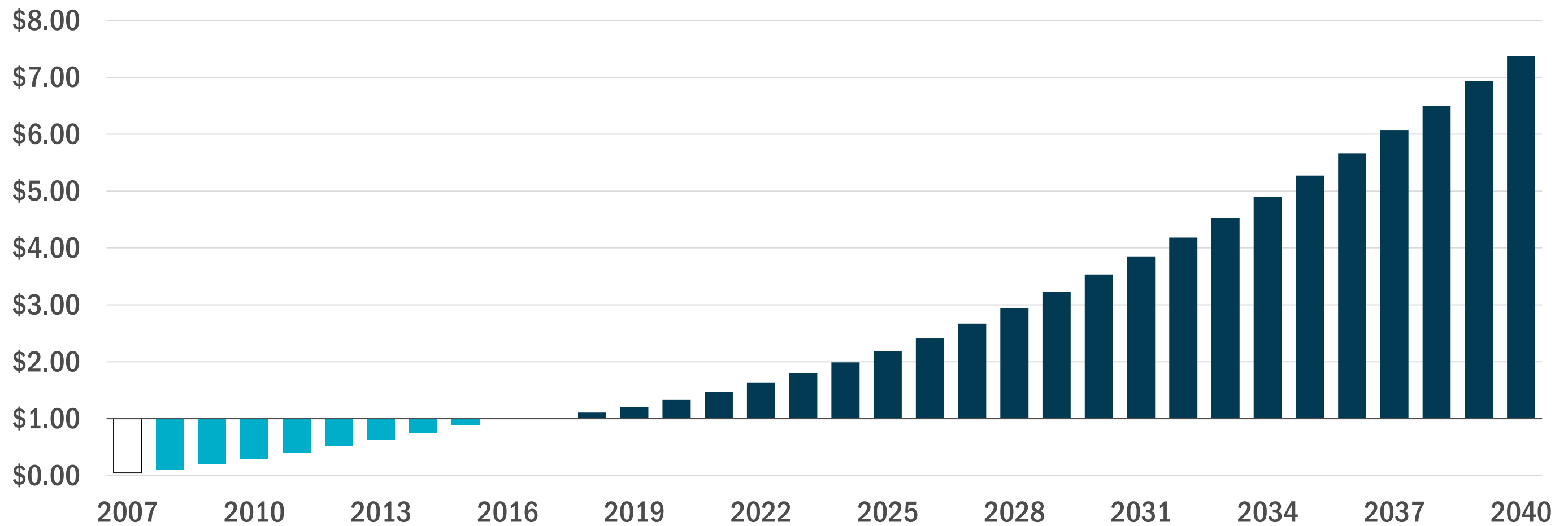
MORE THAN **TRIPLE** BEFORE BID WAS CREATED IN 2007

**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

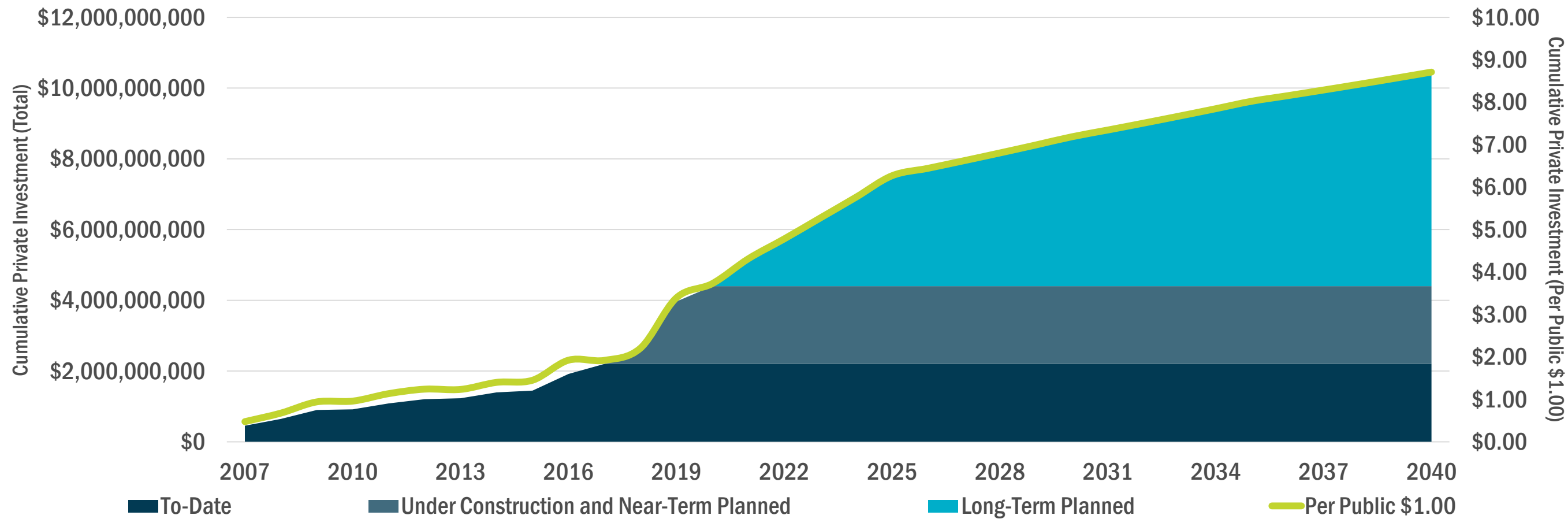
Cumulative Net Fiscal Impact Per \$1.00 of D.C. Public Investment



**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

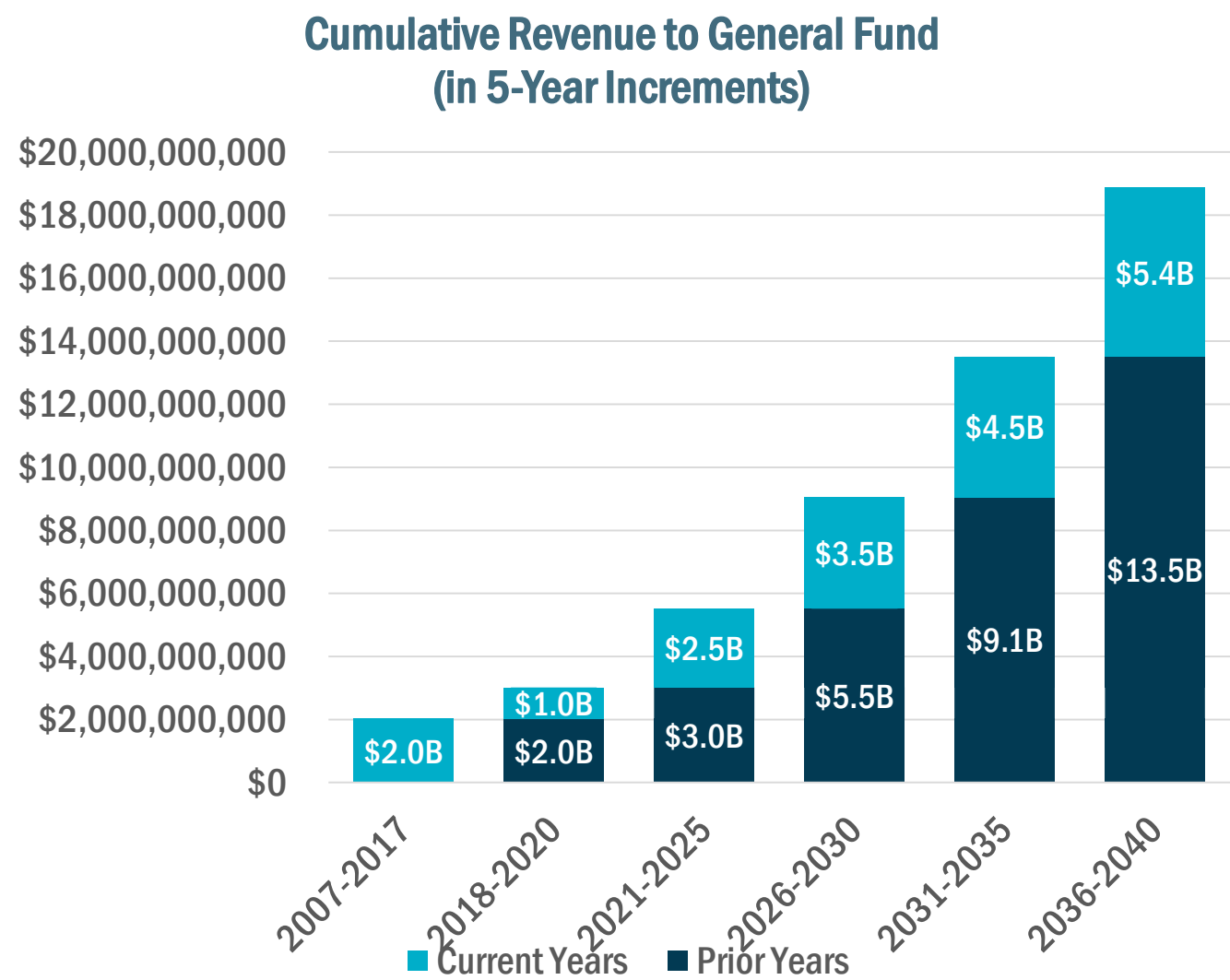
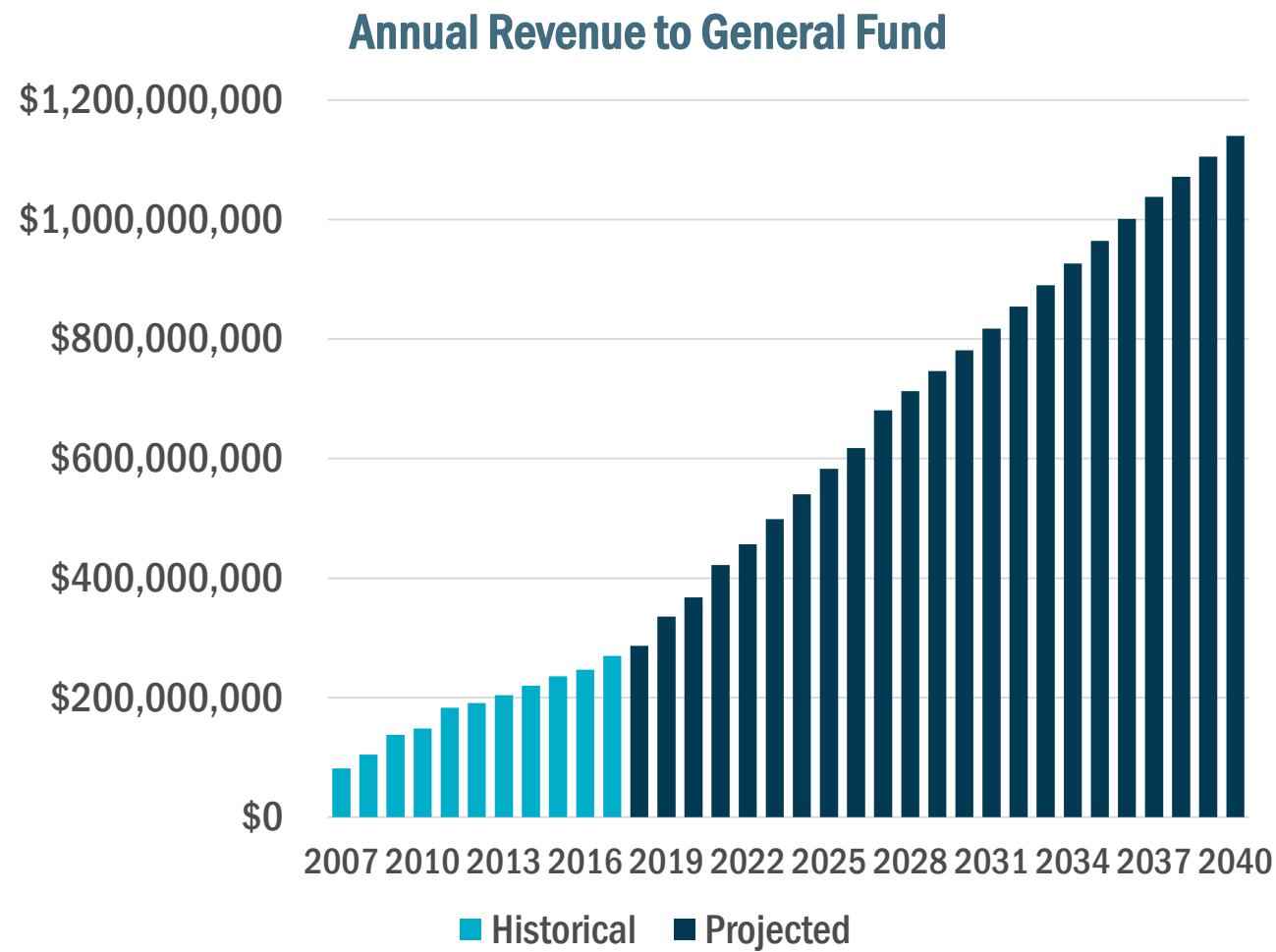
Cumulative Private Investment into the Capitol Riverfront



HOW WILL THE NEIGHBORHOOD'S IMPACT CONTINUE TO EVOLVE?

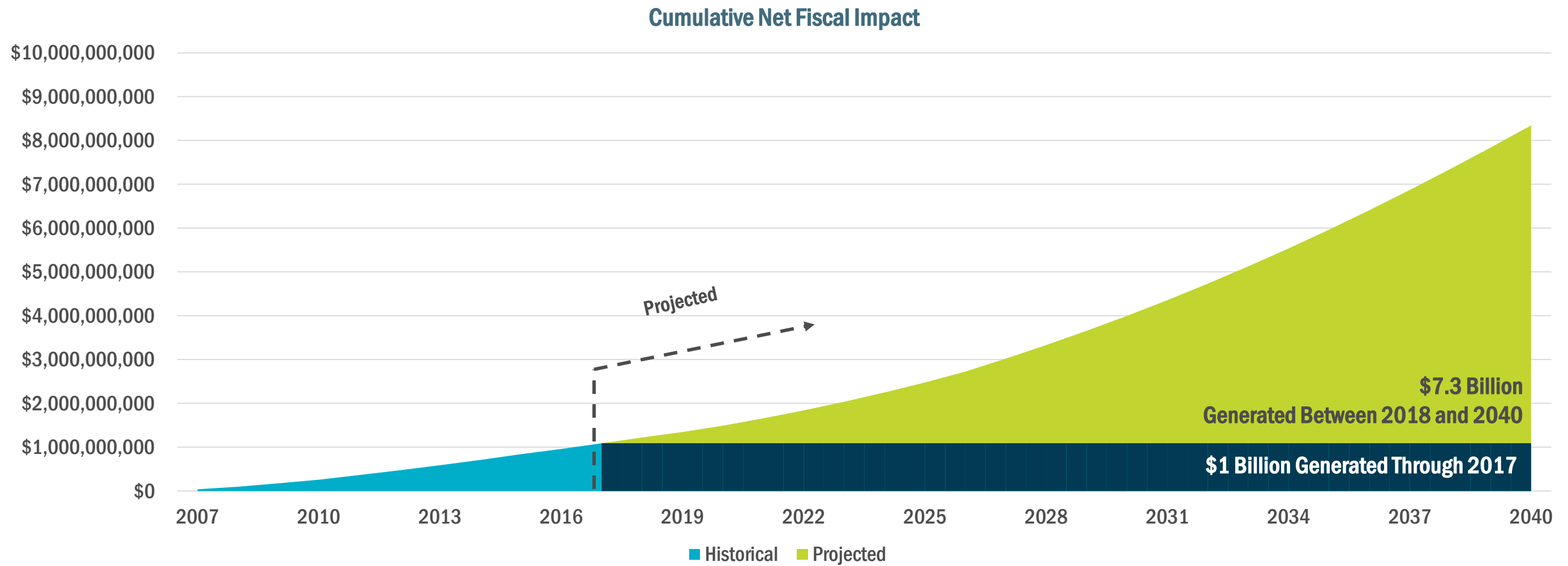
\$287M IN 2018 GENERAL FUND REVENUES

3.5 TIMES THE \$ GENERATED IN 2007



NET FISCAL IMPACT WILL EXCEED \$8.3B BY 2040

\$1.1B GENERATED SO FAR 2007-2018



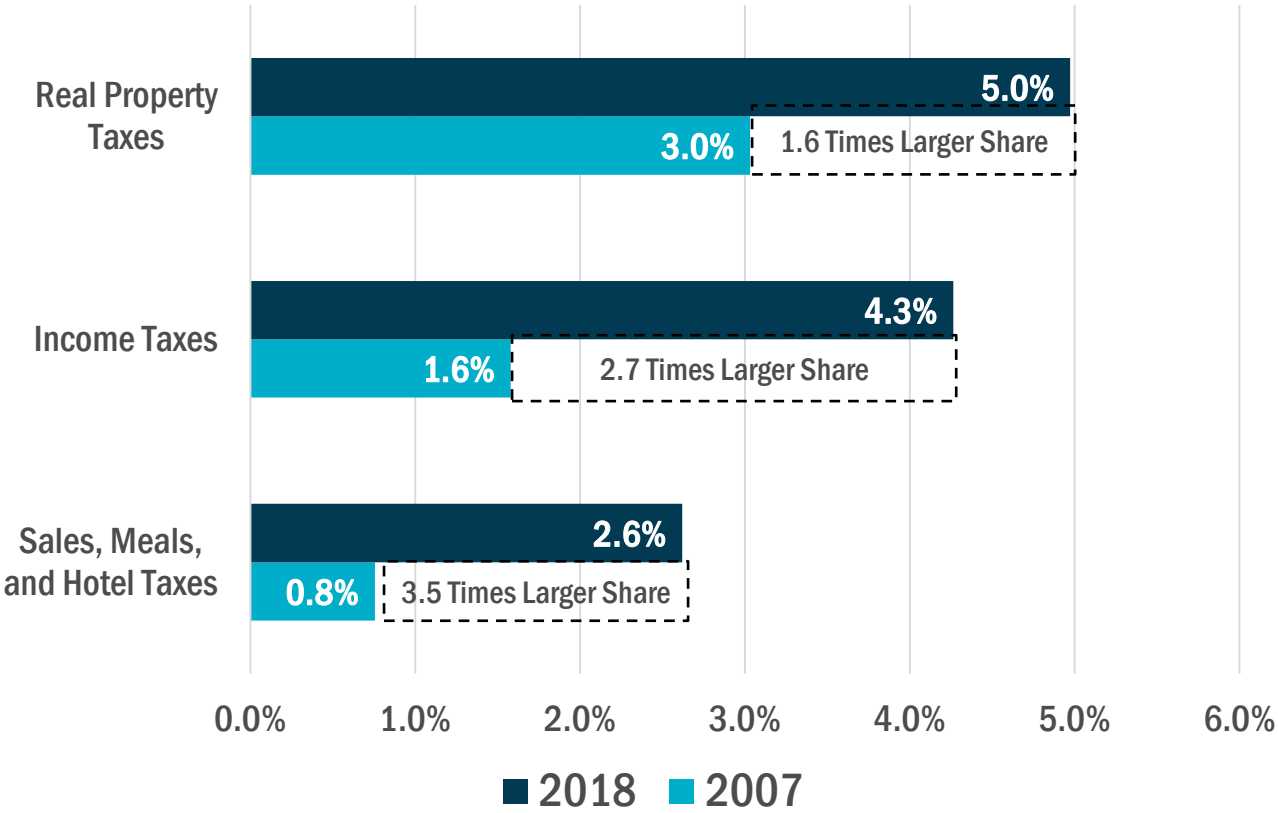
BID EXPANDING AS SHARE OF D.C.'S TAX BASE

TAX REVENUES IN 2018 THREE TO FIVE TIMES 2007

Annual Revenue Generated to the General Fund
in the Capitol Riverfront

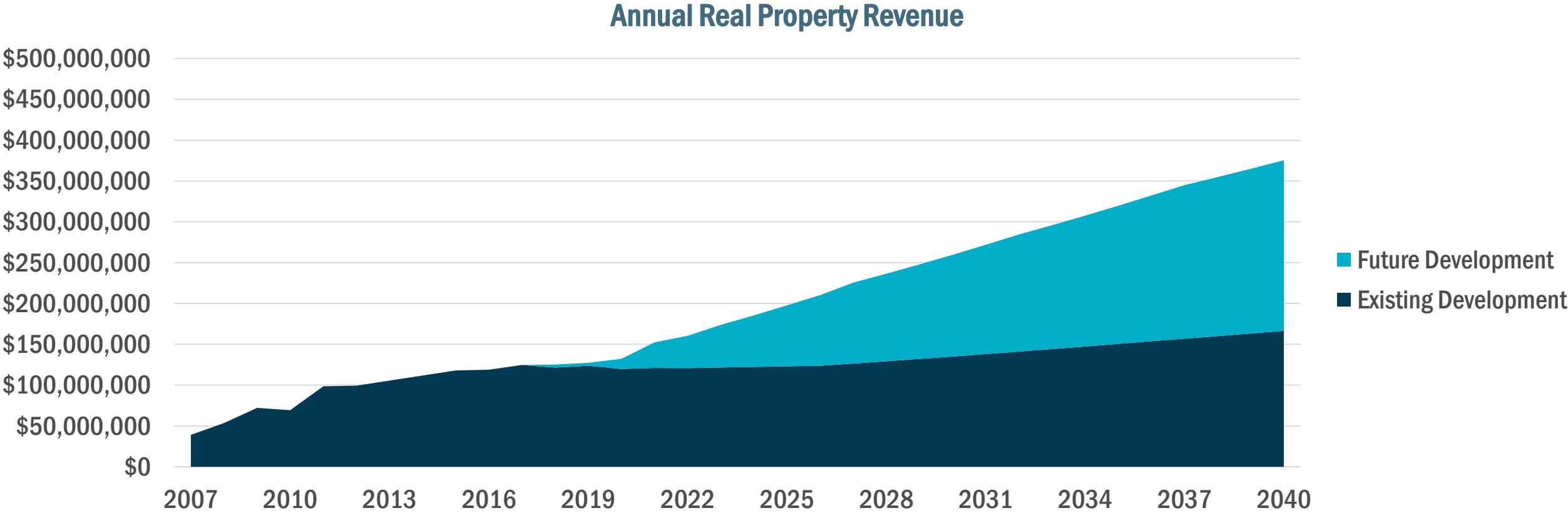
Tax Revenue Source	2007	2018	Growth
Real Property	\$39.1M	\$125.2M	3.2 Times More Revenue
Income	\$19.2M	\$83.2M	4.3 Times More Revenue
Sales, Meals, and Hotel	\$5.6M	\$31.1M	5.5 Times More Revenue
Other	\$17.6M	\$47.3M	2.7 Times More Revenue
Total Annual Revenue	\$81.5M	\$287.5M	3.5 Times More Revenue

Percent of the District's Tax Revenue Generated in the Capitol
Riverfront



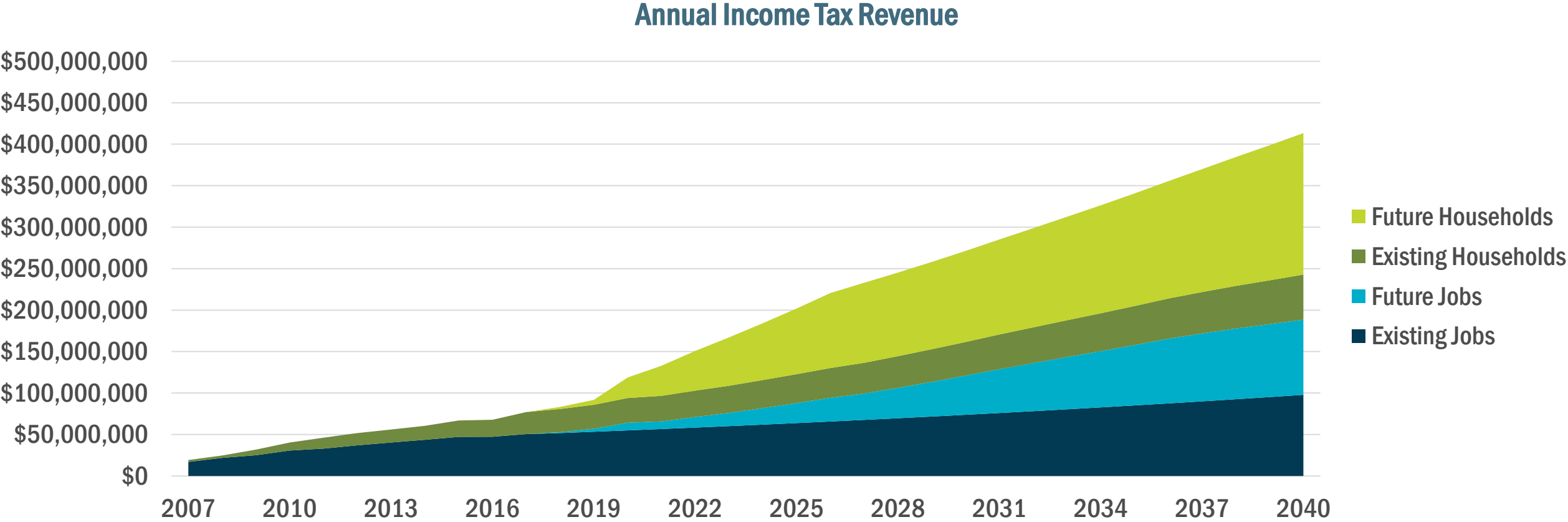
REAL PROPERTY TAXES

AT BUILDOUT, 10X BEFORE 2007



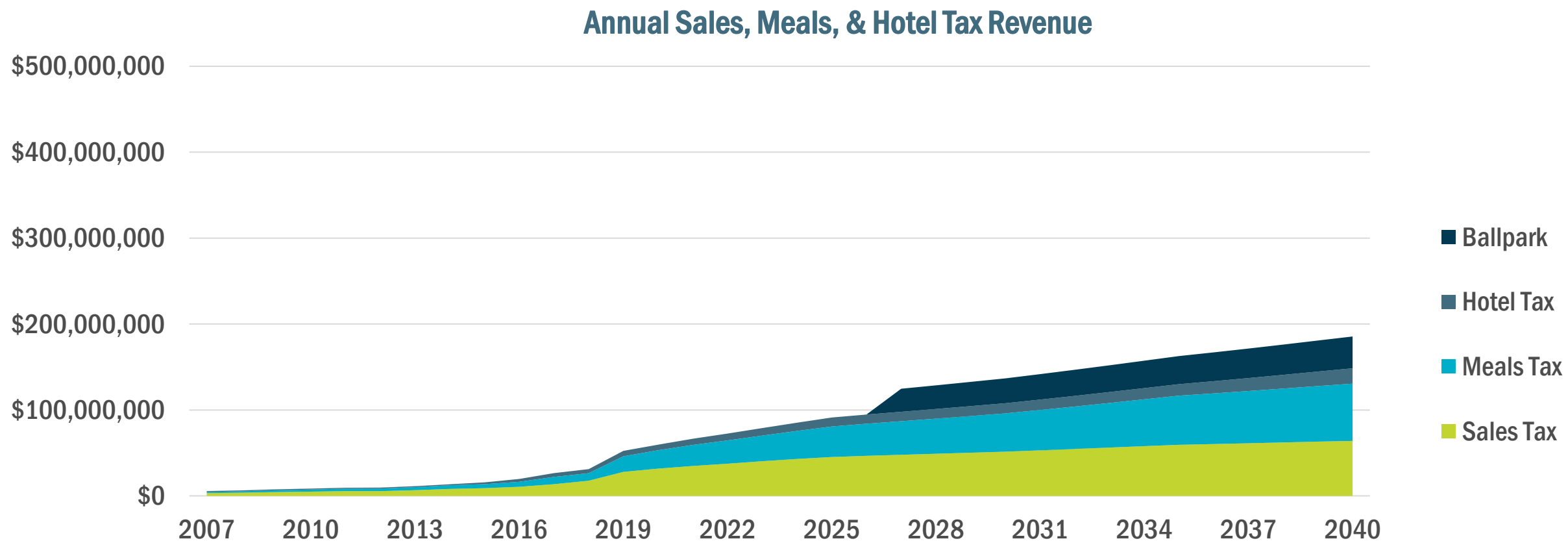
ANNUAL INCOME TAX REVENUE

NEW RESIDENTIAL SINGLE LARGEST DRIVER



ANNUAL SALES, MEALS & HOTEL TAX REVENUE

INCREASED RETAIL AND RESTAURANT DEVELOPMENT





RIVERFRONT RECAPTURED

HOW PUBLIC VISION AND INVESTMENT
CATALYZED LONG-TERM VALUE

RCLCO
REAL ESTATE ADVISORS