

**US Army Corps  
of Engineers**  
Baltimore District

# ENHANCED USE LEASING



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# What is Enhanced Use Leasing?

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- **Leverage DoD assets that are currently available but not excess to the Military's needs**
- **Receive rent in cash or in-kind services no-less-than FMV of asset**



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# Why Lease?

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- **Off-set declining Operation & Maintenance budgets**
- **Avoid cost of maintaining or razing old building**
- **Free-up space for increased or new missions**
- **Bring tenants who are synergistic with missions of installations**



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# How do We Lease?

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- **Competitive (Advertising) Process**
  - Notice of Availability to Lease
  - Industry Forum
- **Source Selection Process**
  - Selection Criteria
- **Negotiation Process**
  - Business and Lease Plan

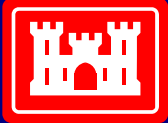


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# Case Study

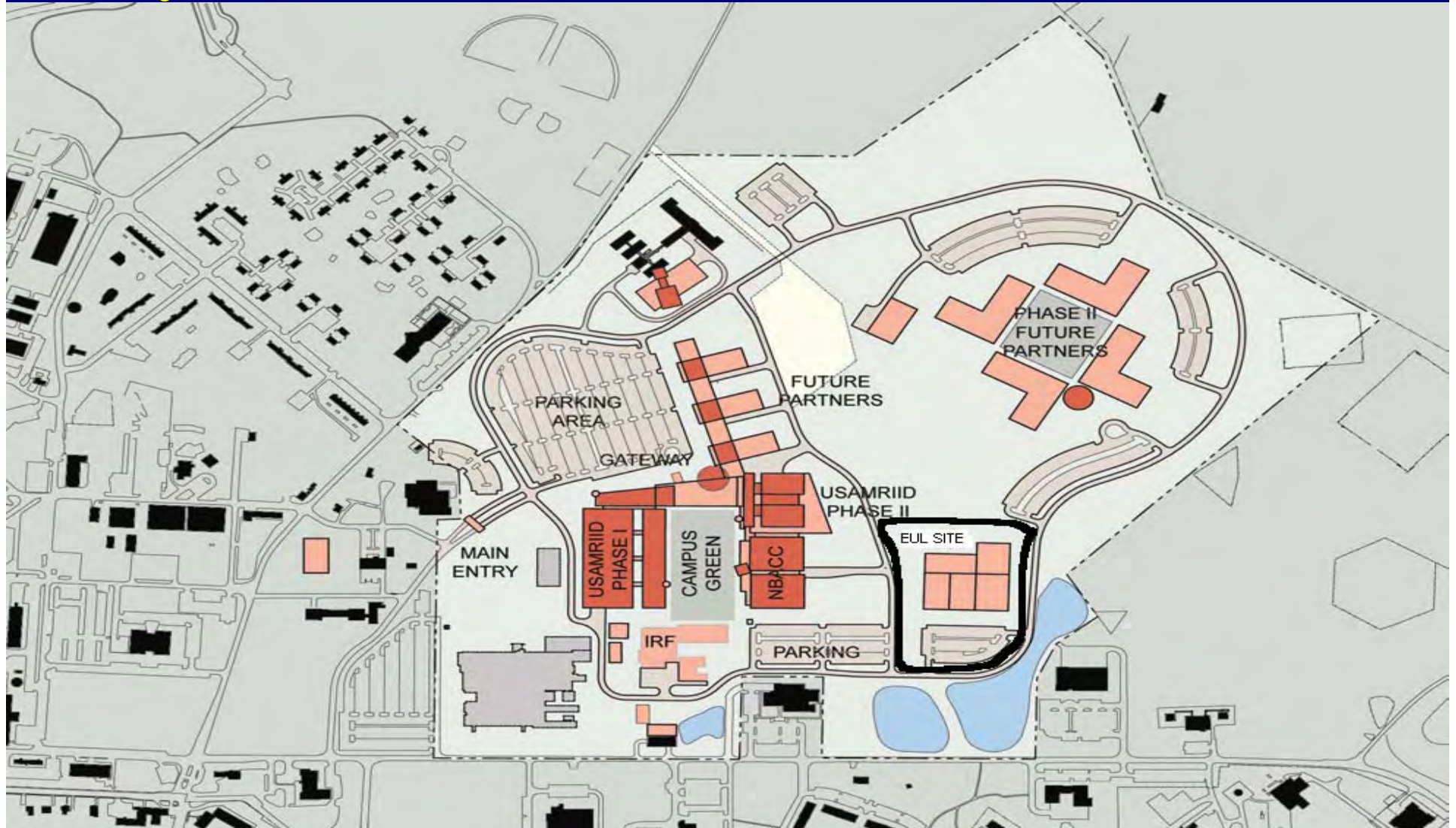
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- **First Army Energy EUL**
- **Ft Detrick, MD**
- **Not ESPC**
- **No Guarantees of Government Purchase**
- **Army Goals**
  - Gain revenue through lease of land
  - Provide potential infrastructure for an emerging lab campus
- **Vision**
  - Cogeneration Plant that can serve a variety of users in Frederick County, MD



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# Ft Detrick Map





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# What Does the Deal Look Like?

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- **Army Goal – Maximize land rent by mirroring a private sector transaction**
- **Developer Teams**
- **Think Real Estate!**



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# Upcoming Process

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How to stay plugged in

[HTTP://EUL.ARMY.MIL](http://EUL.ARMY.MIL)

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# QUESTIONS

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