State of the Capitol Riverfront
## 2020 Development Summary

<table>
<thead>
<tr>
<th></th>
<th>Buildout % Year End 2020</th>
<th>Buildout % 2020 Including UC</th>
<th>Full Buildout SF 2030</th>
<th>Share of Full Buildout</th>
</tr>
</thead>
<tbody>
<tr>
<td>Office</td>
<td>68%</td>
<td>71%</td>
<td>9,783,900</td>
<td>26.5%</td>
</tr>
<tr>
<td>Residential</td>
<td>12,199,640</td>
<td>55%</td>
<td>65%</td>
<td>60.0%</td>
</tr>
<tr>
<td><strong>Number of Units</strong></td>
<td><strong>11,966</strong></td>
<td><strong>14,246</strong></td>
<td><strong>21,930</strong></td>
<td></td>
</tr>
<tr>
<td>Retail</td>
<td>57%</td>
<td>64%</td>
<td>1,297,954</td>
<td>3.5%</td>
</tr>
<tr>
<td>Hotel</td>
<td>54%</td>
<td>65%</td>
<td>1,198,600</td>
<td>3.2%</td>
</tr>
<tr>
<td><strong>Number of Keys</strong></td>
<td><strong>994</strong></td>
<td><strong>1,194</strong></td>
<td><strong>2,064</strong></td>
<td></td>
</tr>
<tr>
<td>Entertainment</td>
<td>0%</td>
<td>0%</td>
<td>70,000</td>
<td>0.2%</td>
</tr>
<tr>
<td>Public/Civic</td>
<td>90%</td>
<td>90%</td>
<td>260,300</td>
<td>0.7%</td>
</tr>
<tr>
<td>Public Utilities</td>
<td>100%</td>
<td>100%</td>
<td>555,000</td>
<td>1.5%</td>
</tr>
<tr>
<td>Sports Facilities</td>
<td>100%</td>
<td>100%</td>
<td>1,460,000</td>
<td>4.0%</td>
</tr>
<tr>
<td>Other</td>
<td>100%</td>
<td>100%</td>
<td>155,000</td>
<td>0.4%</td>
</tr>
<tr>
<td><strong>TOTAL BUILDOUT</strong></td>
<td><strong>61%</strong></td>
<td><strong>69%</strong></td>
<td><strong>36,939,394</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
Development Reports: 2020

Key Takeaways:
- Over 1,600 new housing units delivered in 3Q
- Decrease in residential rental rates and increase in concessions
- Occupancy rates held steady at 90% for stabilized buildings

BID quarterly development reports enhanced w/new format & more information for stakeholders.
**Residential Highlights**

**DELIVERED IN 2020:** 3,615 Rental Units
408 Condo Units

**DELIVERED IN 2019:** 1,408 Condo Units

**RECENT GROUND-BREAKINGS**

- Maren
- Watermark
- The Garrett
- The Kelvin

**UNDER CONSTRUCTION**
(As of Dec 2020)

- Greystar Apts.
- Verge – Buzzard Point
- Parcel I – The Yards
- 720 L St – Lower Barracks Row
- 1000 S. Capitol
- 37 L

**1000 S. Capitol**

**37 L**
Population Boom

**EXISTING**

- 11,259 Housing Units
- 42 Multifamily Buildings

**UNDER CONSTRUCTION**

- 2,440 Housing Units
- 10 Projects
Office Highlights

- **35,000** Employees
- **6.5M SF** of Office Space

**Under Construction**
- **3 Buildings**
- **577,500 SF**

**8.6%** Lowest vacancy rate of any submarket in the region

**Impacts of COVID-19:**
- ✓ Teleworking
- ✓ Metro ridership
- ✓ Redefining office market

- **80 M expansion**
- **250 M at Canal DDOT HQ** (delivering QTR1 2021)
- **The Yards Chemonics HQ**
- **One M NAB HQ** (delivered/opened 2020)
Hospitality Highlights

Hospitality/tourism sector one of the hardest hit in 2020 pandemic times.

- Occupancy rates dropped below 30%
- Leisure & business travel plummeted
- Hotels marketed rooms as home office “getaways” or “staycation” friendly
- Hotels remain open & 3 new hotels now under construction/approved

200-key AC Marriott on New Jersey Avenue SE delivering 4Q 2021

45 Q St SW Hotel and Apts (200 rooms)

Cambria Hotel at Buzzard Point (200 keys)
Hospitality Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>204</td>
</tr>
<tr>
<td>2015</td>
<td>372</td>
</tr>
<tr>
<td>2016</td>
<td>567</td>
</tr>
<tr>
<td>2017</td>
<td>737</td>
</tr>
<tr>
<td>2020</td>
<td>962</td>
</tr>
<tr>
<td>2021</td>
<td>1,042</td>
</tr>
</tbody>
</table>
Shops, Restaurants, Services Opened

80 Food & Beverage
50 Other Retail
130 Total Retailers

Businesses we lost this year…
✓ Roy Boy’s
✓ Pete’s Coffee
✓ The Juice Laundry
✓ Willow
✓ GNC Store

Seasonal closings…
✓ Declaration*
✓ Maialino Mare*
✓ Willie’s Brew-and-Q*
Outstanding Retailer Resilience

THANK YOU!!!
Marketing & Branding Highlights

#CapRivTogether
Virtual Meetup Series

1800+ Virtual Meetup Series Views

294 New Street Pole Banners

418+ Earned Media Hits

#DateNightChallenge & Social Contests to support local businesses

“The Beauty of Buzzard Point” Mural

The River in Focus Photo Exhibit honoring the Anacostia River and its restoration

New Street Pole Banners
Virtual Friday Night Concerts

Pumpkins in the Park

Virtual Fitness

Drive-in Movie Attendees: 1,000+

Raised for Local Charities: $11,000+

Virtual Attendees: 10,500

Pumpkins in the Park Attendees: 200

Pawp-up Scavenger Hunt

Drive-In Movie Series
Events Highlights

200K Impressions (104% Increase)

$5000 Back into Local Businesses

$7500+ Raised for Local Charities
Parks & Anacostia River became more important as residents & visitors sought open space relief…

✓ BID undertook new **maintenance projects**
✓ When parks reopened, **usage & attendance surged**
✓ **New signage deployed** to reinforce COVID-19 guidelines
✓ **Increased** trash pick-up/removal & new security protocols
✓ Residents discovered new **outdoor living rooms & outdoor dining spots**
✓ Further **reinforced value** of parks, river & the connection to 1,600 acres of public parks along river

✓ Boardwalk repairs
✓ Lighting repairs
✓ New bollards
✓ Bench repairs
✓ Repairs to canal basin rubber lining
✓ New tree installs
Looking Ahead… 2021 Focal Points

- M Street Mobility Study
- Supporting Local Businesses
- Residential Attraction
- Fostering Community
- Office Market Growth

Strategic Initiatives for Next 5 Years

South Capitol Street Corridor Enhancements
Hopeful for a Return to Unbridled Joy…
Thank You for Joining Us!

Join us throughout the year by following us on:

DC Amplified. Life Simplified.
1100 New Jersey Avenue, SE, Suite 1010
Washington, DC 20003
202.465.7093
info@capitolriverfront.org
capitolriverfront.org

@CapitolRiverfront
@CapitolRvrFront
@CapitolRiverfront