



**Privatization Strategies**  
**RFP Solicitation**  
**Development Agreement Negotiation**



**The Old Post Office**

Washington DC

For the GSA, Halcyon acted as senior advisor for the privatization of the historic Old Post Office on Pennsylvania Avenue. We authored the RFP, including special Deferred Compensation triggered upon Sale or Re-Fi , evaluated Offers, assisted GSA selection panel, and negotiations with the Trump organization.

Land Lease Agreement issues included Hotel standard of operations, schedule, historic preservation .real estate tax payments, design reviews sale/refinance participation, . This was a textbook Public / Private Partnership, to preserve historic Integrity, maximize GSA revenues, increasing on-site jobs, and deft negotiations for varied interests .

Beyer Blinder Belle Architects



**The Navy Yard**

Washington DC

As Advisor to GSA, created Open Space / Preferred Land Use parameters, Parcelization strategy, to privatize this key waterfront parcel. Decision support for GSA included RFP / RFQ approach and pro forma model for Offers to show operating costs and rental revenues, discounted cash flows and residual sale values , and NOI , IRR Metrics.

Our Illustrative Master Plan displayed various uses and densities, including over 2.5 million sf of commercial Office / Retail and 2200 new units of Residential Concepts .This Scenario led to issuance of RFQ and selection of finalists. We Assisted in Design Reviews, overview for GSA's Section Panel and in Development Agreement negotiations with Forest City.

BBB & Shalom Baranes, Architects



**Salud Revitalization Hotel & Casino**

San Juan, Puerto Rico

For the Puerto Rico Land Administration, and Hector Arce Architect, Halcyon analyzed Highest and Best Use of a historic Spanish Colonial Hospital in Santurce, San Juan. We created concepts including a Destination Boutique Hotel with Suites fronting the Colonnade Courtyard, and a new Hotel Tower with rooftop plunge pool, two-story Salud Casino, and Cafe

Feasibility included ADR / Occupancy Rates, Construction costs and Revenue / Expense Pro Formas for IRR metrics. Combining new Hotel Tower with the restored Courtyard could create a unique destination and identity

