



# American Youth Policy Forum

**Regions:** Washington, DC

**Service(s) Provided:** Building Sale, Tenant Representation, Lease vs. Buy, Strategic Planning, Consulting

**Size:** 7,500 SF Office Building (UC); 5,000 SF Office Lease

**Timing:** 14 months

## Challenge

American Youth Policy Forum's (AYFP) mission is to broaden the awareness and understanding of policymakers and to strengthen the youth policymaking process by bridging policy, practice, and research. They do this by identifying the most pertinent high-quality information on youth issues available and providing a forum for prominent leaders in government, programming, and research, as well as the youth themselves, to share their viewpoints and expertise about the policies and practices that improve outcomes for all youth.

FMGW purchased 1836 Jefferson Place, NW in 2001 as its headquarters building occupying over half of the entire 7,500 SF for its own use. Its partner organization National Youth Employment Coalition (NYEC) occupied the balance of the space. In 2014 FMGW determined the building was not suited for the organization as NYEC reorganized and no longer wished to occupy the balance of the space. AYPF required help in evaluating the short and long term impacts of their real estate on their strategic business plan.

## Solutions

AYPF hired the team of Newmark to provide a strategic real estate plan analysis to determine the impact of selling the building and relocating the headquarters facility. The decision to sell the building was implemented and as of August 2015 the building is under contract for \$4.13M.

Newmark performed an exhaustive search for relocation options. Based on Newmark's lease versus buy analysis FMGW decided to pursue lease alternatives and as of September 2015 has a Letter of Intent to lease 5,000 SF at 1200 18th Street, NW. The negotiations resulted in a below market rental rate, tenant improvement allowance that included construction of the offices and new furniture and eight months of rental abatement at the start of the term.



**1836 Jefferson Place, NW**



**1200 18<sup>th</sup> Street, NW**