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April 8, 2011

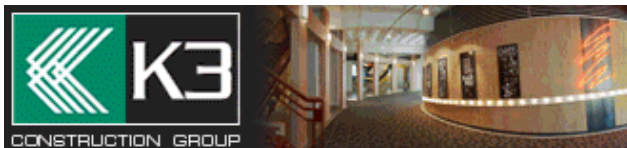
THE END IS NEAR

On the roster for our first **NoVa Industrial Summit** on **April 25**: First Potomac's **Nick Smith**, Seefried Industrial's **Rob Rakusin**, ProLogis' **Mark Levy**, Duke's **Peter Scholz**, Phillips Realty's **Stephen Shaw**, and Transwestern's **Caulley Deringer**. [Sign up today!](#)

That crazy Constitution of ours means that a **federal government shutdown** is also a DC shutdown. Need a certificate of occupancy to open your office? A **building permit** to start construction? A signature to close that sale? You could be **outta luck**.



Yesterday evening, after running around all day trying to finalize clients' paperwork before the shutdown, Arent Fox's **Kinley Bray** and **Jon Bouker** told us today's going to be the Dept. of Consumer and Regulatory Affairs' **busiest day** ever. One of Jon's clients has a **closing scheduled** for next week, but one of the required signators is considered a non-essential government employee, so he's trying to get the signature in advance and put the **transaction in escrow**. He says a one-week shutdown will set projects back at least **two to three weeks**. And Kinley points out that zoning hearings (with 30- to 40-day advance notice requirements) can't just be rescheduled for the following week. It's **back of the line** for those, which can put LIHTC and other financing concerns with annual deadlines in jeopardy.



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OVER IN GREENBELT



Monday at Cambridge's broker lunch at Maryland Trade Center in Greenbelt, we snapped Cambridge president **Mike Scott** (with CEO **Andrew Czekaj**) who says the firm aims to boost lease-up at the two-building center from 88% to 95% so it can qualify for a **long-term refi**. The day's 70-degree weather reminded Mike of Cambridge's first project in **Miami**: a \$50M DEA testing facility that delivers this summer.



Cambridge's **Ingo Mayr** and **Bill Czekaj** are leasing the remaining 12k SF in the 350k Maryland Trade Center. An adjacent pad that can hold 40k SF of medical or office space is **for sale**. And colleague **Ben Eldridge** expects final offers Thursday for a piece of land in Arlington (behind Whole Foods, between Wilson and Clarendon boulevards) that's zoned for low-density development.

BISNOW

DID YOU SAY CUPCAKES?



Two of our favorites came together **this week** when we surprised our friends and sponsors at **Trammell Crow** with a box of **Sprinkles** cupcakes. A rare camera malfunction prevented us from getting a pic of the ladies with the treats, so we made a return trip to snap **Constance Williams-Mason**, **Heather Seich**, and **Sara McConkie**, who tell us the office loved the cupcakes. (Get your Sprinkles at M St. in G'Town).

Be our cupcake by sending news and views to amanda.metcalf@bisnow.com.

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WEDNESDAY, APRIL 27, 2011

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