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May 6, 2013



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Bus Tour Confidential

DC is a historic city, but **900 G Street** represents the future. It's the new **trophy standard** in Washington and reflects the way you do business. Take an up-close glance [here](#).

The annual **NAIOP Northern Virginia Bus Tour** is the only building tour that requires **seat belts** (except for when we toured Disney's Tower of Terror—though nobody wanted to lease it, for some reason). Last week, the only thing brighter than the weather was **optimism** for NoVa.



Our driver's ed instructor would be unimpressed with these manual turn signals. Left or right, people? The NAIOP caravan covered **76 miles** of available office and industrial space in markets like Rosslyn, Crystal City, Alexandria, Tysons, and Springfield. For the first time in many years, the **vacancy rates** for office and industrial are the **same** inside and outside the Beltway—about 16%. Inside-the-Beltway markets were at **7%** just four years ago, and overall market activity in Northern Virginia stalled in Q1, falling from 15.3% at the end of last year.



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Government Contracting Weekly (Sunday mornings on WUSA Channel 9). She was joined by **Seth Berenzweig**, managing partner of Berenzweig Leonard, who recently appeared on Hilary's show. Seth talked about **legal tips, strategies**, and takeaways for **business growth**. Advice for navigating the competitive contracting landscape comes in handy **sequestration and turbulence continue to hit** the contracting scene. Above, Hilary and Seth with co-presenters **Jim McCarthy** of AOC Key Solutions, **Mark Melton** of Cordia Partners, and **Scott Brezler** of Dixon Hughes Goodman. To learn more about our sponsor, click [here](#).



Sign Up: Bisnow Student Housing Conference



Barack Obama told Ohio State grads to be better citizens. That's obviously a call for **better student housing**, as every citizen needs a home. Help them by coming to [Bisnow's Annual Student Housing](#) conference. We hold **big, sector-specific, national events** like this just once a year. And we picked **Philadelphia** to host because it's hard to beat spring in the "Cradle of Liberty." **Bring your family**. Your kids are **legally required to behave** in the City of Brotherly Love. We're hosting 22 phenomenal speakers, including American Campus Communities EVP **Jamie Wilhelm**, Campus Apartments CEO **David Edelman**, Education Realty Trust CEO **Randy Churchey**, and Harrison Street Capital SVP **Brian Thompson**. Plus, we've got reps from universities across the country. Register now to join us in Philly **May 22-23**. Once you're there, be sure to meet with our reporter on the ground, **Catie Dixon**. (Set up a meeting with her in advance—catie@bisnow.com.)



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