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*Overview of EUL and Current
Challenges and Opportunities
Bob Penn, EUL Program Director*

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Overview of EUL and Current Challenges and Opportunities

EUL Challenges in Today's Economy

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- **Financing – IS ANYONE THERE?**
 - Higher DCR's/LTV's – Higher Rates
- Greater Pressure on Land Lease Terms.
- Resistance to new Construction/Land.
- Declining Land Prices.

Ways To Help



Strong Partnership With Communities

- Tax Increment Financing.
- Enterprise/Hub Zones.
- Industrial Revenue Bonds.
- Utilizing Stimulus Infrastructure Funds.

New Market Tax Credits.

Flexible Land Leases.

Mine for Lenders.

What Does the Near Future Look Like?

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- Renewable Energy Projects.
- Infrastructure Projects.
- Bring a Strong Tenant to the Deal.

How to stay plugged in

<http://eul.army.mil>

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