



LAUDERICK CREEK ENHANCED USE LEASING

AT ABERDEEN PROVING GROUND, MARYLAND



Conceptual site plan for the Center for Security Training and Technology to be built at Lauderick Creek on Aberdeen Proving Ground, MD

In February 2006, Weston Solutions, Inc. (WESTON®) and our partner LCOR, Inc.—together comprising APG Development Partners (APG DP)—were selected by the U.S. Army as the developer of one of the largest Enhanced Use Leasing projects awarded by the Army. The Lauderick Creek project encompasses an antiterrorism/law enforcement (AT/LE) training facility to be built on a 1,300-acre, waterfront parcel on the Edgewood Area of Aberdeen Proving Ground (APG).

Training Center Concept

APG DP created a development and marketing plan centered on the creation of “C-STAT,” the Center for Security Training and Technology. Our branded approach allowed the Army to clearly understand our vision for the full-service, state-of-the-art facility. The development approach included detailed plans addressing financing, development, design, construction, environmental, operational, community relations, and marketing approaches necessary to make this \$350 million one-of-a-kind facility a reality.

C-STAT is designed to be the premier center for AT/LE training in the U.S., if not the world. It will be an integrated campus that will include a technology development business park, lodging and hotel space, and a fully integrated, live-fire training center encompassing a variety of realistic, scenario-based training assets. The facility will include the following major components:

Project Highlights

- One of the largest EULs awarded by the Army.
- WESTON’s role as the lead integrator helped organize a development team consisting of 17 individual firms and 9 university consortium partners.
- APG DP’s development approach provides the greatest value of return on APG’s real property assets.

- Office and classroom space
- Dormitory buildings
- Dining facility
- Fitness center
- Indoor and outdoor firing ranges
- High-speed driving track
- Mock urban tactical training area
- Mock airport
- Canine training facilities
- Maritime training facilities
- Explosives ranges

C-STAT will bring together academic, private sector, and government leaders in the field of antiterrorism and law enforcement for training, policy planning, and development, and virtually any other activity relevant to keeping America safe.

Integrating the Development Team

Strong project coordination for the development of this project was essential, given the size of the APG DP team—17 individual firms and 9 university consortium partners. WESTON formed the large, integrated team in order to provide all the necessary services for the development of the project, from site planning and architectural and engineering services to finance, construction, and operations. WESTON also brought a consortium of colleges and universities that all provide subject-matter experts for specific training in various areas of counterterrorism and first response.

WESTON and LCOR had already worked together on prior development projects, including the highly successful U.S. Patent and Trademark Office (PTO) project in Alexandria, VA—the largest real estate transaction in the Washington, DC, area. WESTON's Enhanced Use Leasing (EUL) experience and APG track record provided additional leverage over three highly qualified and experienced competitors.

Negotiating the Business Plan with the Army

On March 9, 2006, representatives from the APG Garrison staff, U.S. Army Corps of Engineers, and APG DP signed a Memorandum of Agreement that officially began the process of developing a Business and Lease Plan, and negotiating a lease agreement for the property. The agreement allows development planning of the site to begin in earnest. APG DP will lease the parcel and develop the training facility and supporting functions, operate and maintain the facilities, and provide in-kind services to the Army at least equal to the fair market value of the leased assets.

WESTON's Role at Lauderick Creek

As a partner in APG DP, WESTON will:

- Provide equity investment
- Leverage prior EUL experience to support the EUL process
- Negotiate the lease negotiation
- Assist with marketing
- Integrate APG goals into development planning
- Provide environmental compliance and natural resource conservation
- Support construction activity
- Provide compliance and health and safety services

Benefits to the Army

- WESTON will perform environmental remediation on the site, reducing the Army's cleanup costs, as well as coastal zone management and natural resource management costs.
- Development of a multimodal training facility incorporating a technology development park will maximize use of the land and spread risk across multiple product types and tenants.
- Training facilities and assets will be built with a maximum focus on adaptability and maintainability, and will be fully compatible with APG's Edgewood Area missions.

“The APG Development Partners put together a strong proposal against strong competitors. We are looking forward to great things from them.”

– James Turkel, Chief, Army Corps of Engineers, Real Estate Division

