

# Planes, Trains and Shopping.

**Q:** *How do office properties in a predominantly commercial district connect with lunch-time destinations, airports and transit?*

**A:** *Offer free on-demand ride-hailing solutions to tenants.*

Presidential Tower is a Beacon Capital Partners-owned office building located in the National Landing neighborhood of Arlington, Virginia. It is located just over 1/2 mile from DCA airport, just under 1/2 mile from Crystal City Metro and just over a mile from shopping at Pentagon City Mall.

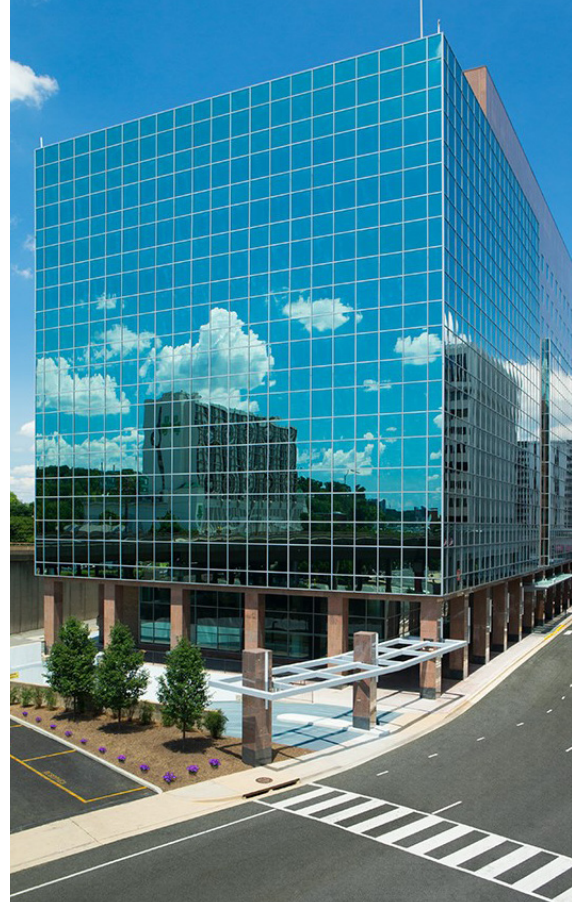
**Results:** **\$150,000+** annual savings

Helped attract **new tenants**

**Created connections** to shopping, dining, transit and flights (for a seemingly stranded asset)

*“At just over 1/2 mile from National Airport, our property is about as close to it as you could be without being in it. But there is no way for our tenants to walk to the airport. We knew our property was strategically close to National Airport, Crystal City Metro, and Pentagon Row Shopping Center. We also knew that enhancing our connection to those destinations with a shuttle and a reasonable level of frequency would cost a lot of money and potentially be underutilized. Designing a ride-hailing solution allowed us to provide on demand service only when those trips were desired and saved us over \$150,000 a year.”*

- Jenfer Laforest - Associate Director, Cushman & Wakefield



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