

**Eckington Yards**  
**Maker Shop and Innovative Retail Spaces**

The project will contain approximately 51,468 square feet of commercial retail and maker use space on the ground floor along the western portion of the site. The Applicant is requesting the opportunity to add an optional mezzanine level, up to approximately 25,716 square feet, within the retail space.

The Applicant envisions a commercial community where retail, maker and service spaces can attract businesses which will co-exist in a manner which will provide an active community. Makers will be able to afford brick & mortar locations to serve as both retail storefronts for customer sales and production spaces where they can develop and make their goods. Including maker space with the retail space provides an opportunity for unique uses to complement each other within the Project, and the Eckington neighborhood, and further allows uses which are not typically found elsewhere in DC. The maker initiative supports entrepreneurship, job growth and continues the development of light manufacturing in Ward 5 which furthers the goals of the Ward 5 Works study.

Historically, makers were traditionally found in rural areas or in underdeveloped areas of a city where the land values are lower and thus retail rents were not as high. However, as more individuals gain access to tools, software, and equipment that enable them to design and build a diverse array of goods the need for affordable retail space within the urban environment increases. Unfortunately, as cities become more developed, the maker tenants typically cannot afford the rising retail rents in urban locations. In an effort to counter such affordability phenomenon and cultivate a successful maker community within the Project, the Applicant is proposing to subsidize the maker spaces with a minimum of a \$10/SF credit so that their rents are \$10/SF below the then-current market rents for five years after the issuance of the Certificate of Occupancy for such commercial space.

In addition to subsidizing the maker spaces within the retail component of the Project, the Applicant is incurring costs in order to provide taller ceiling heights within the retail and maker space. Taller ceiling heights are typical within multi-purpose spaces in order to provide flexibility that would be required to allow for the many possible maker uses to locate at the site. The Applicant is proposing that the commercial space will be approximately 20 feet in height which is also beneficial for the innovative retail uses desired for the project.

The Applicant anticipates marketing to maker shops that were historically found in Ward 5, such as distilleries, textile makers, and sculptors, along with opportunities for newly introduced maker uses such as retailers that work with technology, leather goods and other crafts, and to current businesses and residents in Ward 5. The Applicant has already started to solicit input regarding such maker shops and tenants from the ANC and local community organizations and will continue to do so.

The maker and innovative retail component could serve as an opportunity for local “Made in DC” products such as coffee roasters, woodworking, jewelry makers, home furnishing, graphic design and hardware fabrication. The project will be designed to accommodate as many unique storefronts as possible and as a part of the Applicant’s agreement to subsidize the retail spaces for maker uses, the retailers will be required to participate in activating the woonerf on a regular basis through programming developed by the property management and retail place making team. The programming would include ideas such as farmer’s markets, pop up shops and maker fairs to highlight the vendors

located within the project. The design of the building encourages this interaction between the retail space and the woonerf by featuring storefronts with roll up garage doors that blend the pedestrian space with the retail space.

The Applicant will arrange uses within the space that can co-exist with the vibrant residential community surrounding the location. The Applicant will employ a tenant-solicitation process similar to its current retail leasing process, although while focusing on key opportunities identified in the Ward 5 Works Study, such as food production (coffee shops/roasters, distilleries, breweries, restaurants), local entrepreneur shops, specialty recreation facilities, and arts and creative uses. Due to the publicity that the project has already garnered in local publications, the Applicant has already started fielding interest from interested retail concepts.

Although the concept is still in its infancy, the Applicant believes that the average retail space will range from approximately 1,200 gross square feet on the smaller side to approximately 8,000 gross square feet on the larger size, although sizes below and above such range will be possible if needed. These spaces will likely be leased for terms ranging from 5 to 10 years. As the concept is such a new one, the Applicant anticipates these ranges fluctuating in response to market demands and realities.