



The Solutions Network

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Rochester, New York

# ALTERNATIVE FINANCING

## Enhanced Use Leasing

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# ***EUL Project Update***

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## **STRATEGY**

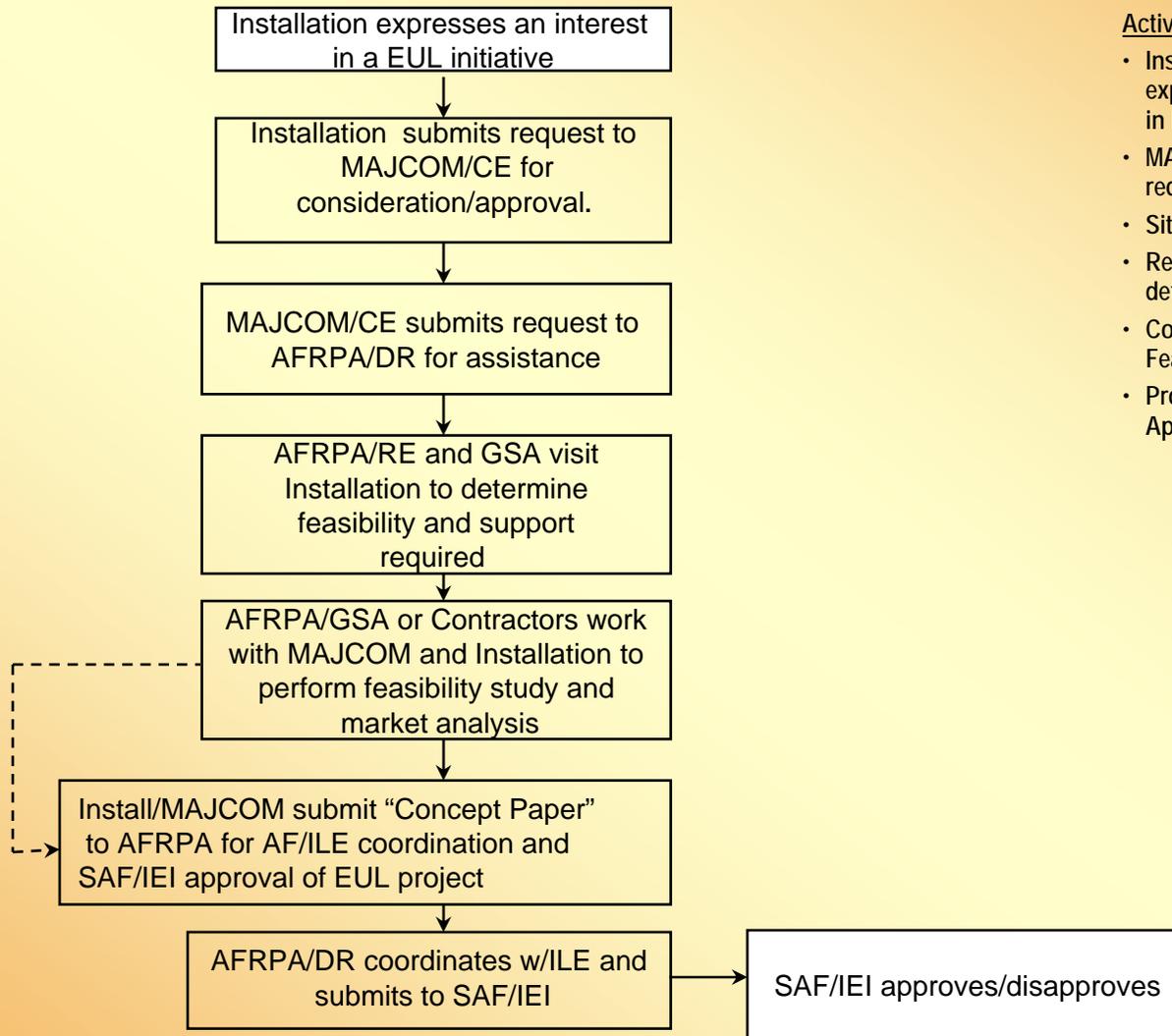
***THE AIR FORCE IS PURSUING A BASE RESHAPING STRATEGY BY APPLYING BETTER BUSINESS PRACTICES, TO THE MANAGEMENT OF ITS ASSETS THROUGH INCREASED LEASING TO NON-FEDERAL GOVERNMENTAL ENTITIES AND PRIVATE PARTIES***

# The EUL Process



**PHASE I**  
Project Identification

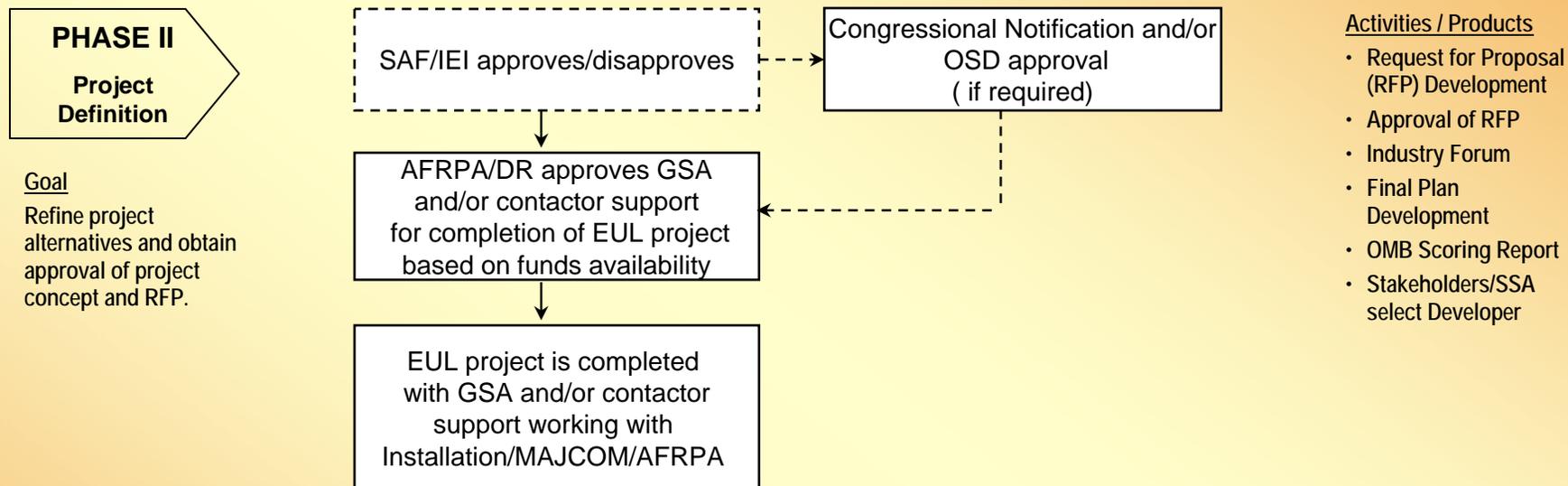
Goal  
Identify project requirements and potential for EUL. Initiate project execution.



Activities / Products

- Installation expresses an interest in EUL
- MAJCOM/CE submits request to AFRPA/DR
- Site Orientation Visit
- Required support is determined
- Concept Paper Feasibility Study
- Project Concept Approval

# The EUL Process



# The EUL Process

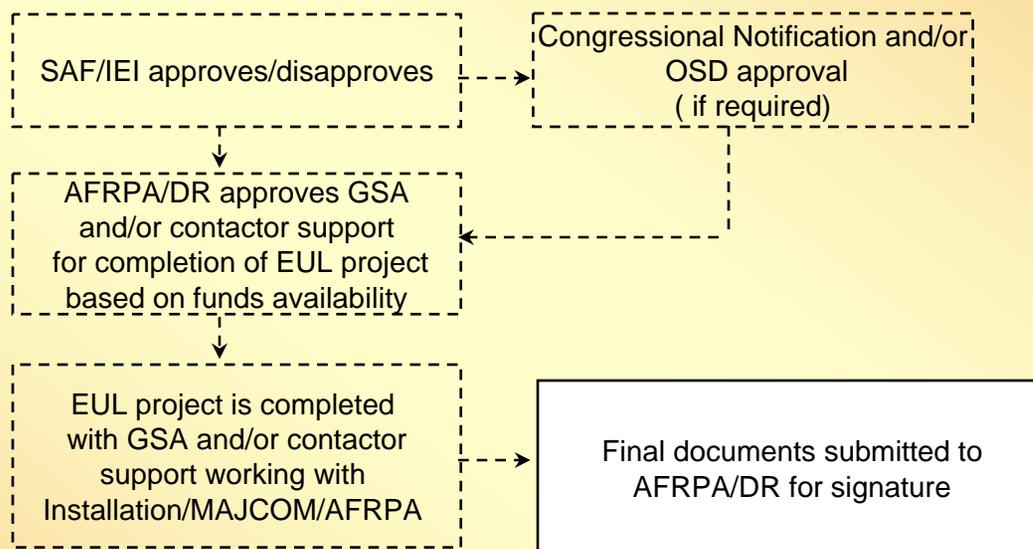


## PHASE III

### Project Acquisition

#### Goal

Solicit and select best value Developer and close the transaction.



#### Activities / Products

- Proposal Evaluation
- Final negotiations
- Congressional Approval (if required)
- Transaction Closure

# Opportunities

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- Current 2667 leases
  - Renew as EUL
- New 2667 leases currently in progress
  - Look at as EUL
- Underutilized property
  - Asset Management
  - EUL Opportunity
    - Larger projects that need staffing through AFRPA to SAF/IEI

# Current Initiatives



- Hill
  - Concept approved – AFMC reviewing requirements

# Current Initiatives



- Patrick
  - Feasibility Study completed. Working with the installation of the concept paper

# Current Initiatives



# Summary



**“Transformation is changing how you think, not necessarily junking up what you’ve got, but adapting what you have in new and innovative ways”**





# Questions