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DEVELOPMENT TERMS

- **As-Is** – The space is being offered in its current condition with no guarantees. If faults/problems are discovered at a later date they are your responsibility.
- **C of O** – Certificate of Occupancy, or verification issued by the local government that the building is in compliance with all codes and may be occupied.
- **Capital Expenses** - Should not include capital expenses such as roof replacement nor expenses associated with the production of income such as leasing commissions and legal fees.
- **Cold, Dark Shell** – Raw, unfinished space generally lacking HVAC and usually without lighting, plumbing, ceilings, elevators, or interior walls.
- **Feasibility Study** – Analyzing a hypothetical plan through strategic interview and research to deduce potential for success, factors to study including market demand, economic benefits and operational viability.
- **FF&E** – Furniture, fixtures, and equipment or your personal property, including desks, chairs, copiers, etc.
- **Gross Square Feet** – Total square feet in the building/space – includes stairwells, hallways and other common spaces.
- **HVAC** - Heating, ventilation and air conditioning.
- **Lease** – An agreement between a property owner and tenant for use of designated space for a set length of time in exchange for regular payments.
- **Triple Net** – A lease where you pay a base rent, plus expenses of the property such as taxes, insurance, maintenance, utilities, cleaning etc.
- **Gross Rent or Full Service** – A lease where you pay a flat rent which includes all property expenses.
- **Operating Expenses** -The cost of operating the property. This will include janitorial, management fees, utilities, and other day to day expenses, in addition to taxes and insurance.
- **Pro-forma** – A hypothetical set of financial data that demonstrates both capital and operating income and expenses expected with the project.
- **Rentable/Usable Square Feet** – Amount of space you can program and use.
- **Tenant Improvement (TIs)**- Improvements/remodeling made to space to prepare the space for occupancy by the tenant. TIs may be paid by the property owner, the tenant or a combination of both.
- **Warm, Lit Shell** – Partially finished space, usually with ceilings, lighting, plumbing, HVAC, interior walls, electrical outlets, elevators, rest rooms and a concrete floor. Generally, warm, lit shells will still need tenant improvements to make the space work.