



2025 1ST QUARTER NEWSLETTER

KW GOVERNMENT SERVICES



MANY OPPORTUNITIES IN 2025!

As we progress through the first quarter of 2025, we begin to navigate through the changes and opportunities created with a new federal administration and varying economic conditions. We look forward to helping local, state and federal government entities, non-profits, schools and universities with real estate brokerage and consulting services, while assisting our private clients to understand and benefit from government real estate needs or opportunities. Contact any team member to get started!

LOCATIONS NATIONWIDE | WWW.KWGOVERNMENT.COM

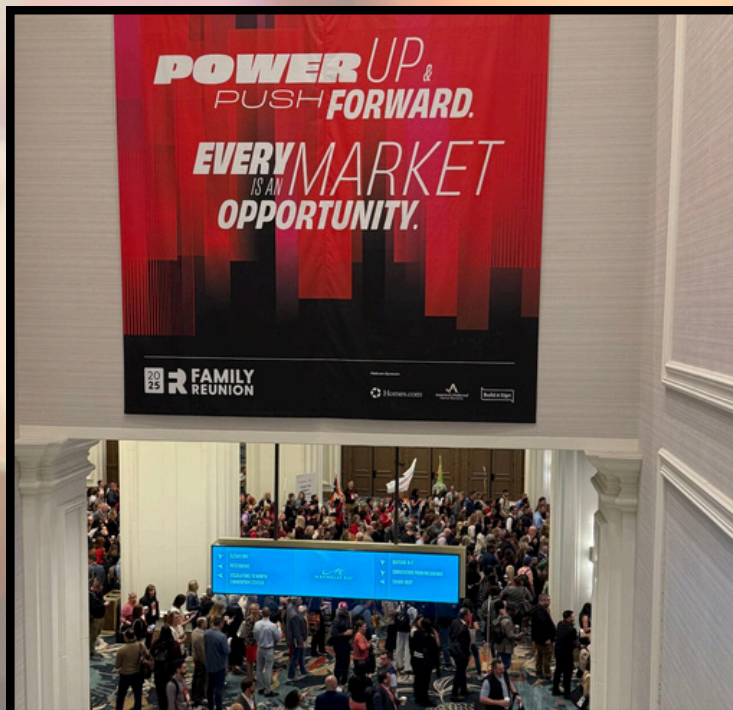
Each office is independently owned and operated.

FAMILY REUNION FEB. 17-21, 2025 LAS VEGAS, NV

Many of the KW Government Services team members were able to attend Family Reunion in Las Vegas. This was a great education and networking event, and an opportunity to showcase the Government Services team!



FAMILY REUNION FEB. 17-21, 2025 LAS VEGAS, NV



SERVICE SPOTLIGHT



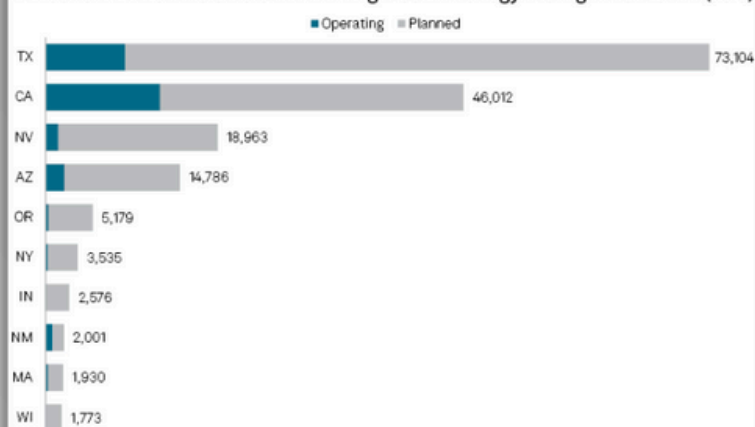
BATTERY STORAGE AND SOLAR CONTINUE TO LEAD THE WAY TOWARD THE ADVANCED ENERGY ECONOMY

The U.S. is experiencing significant growth in large-scale battery storage, with 18.7 GW of new capacity under construction. This surge includes an additional 4.5 GW since late November 2024, driven by developers rushing to capitalize on existing federal tax incentives amidst ongoing policy uncertainty. The pace of installations is set to surpass last year's record of 11 GW, with projections for 18.2 GW of utility-scale battery storage to be operational in 2025, ranking it as the second-largest addition to the grid after solar.

Lithium-ion batteries with a 4-hour duration remain dominant, though longer-duration energy storage technologies are being tested. States like California and Texas are leading in operational capacity, with Texas planning to add 64.3 GW, nearly double California's 33 GW. Other states, including Nevada, Arizona, and New York, are also expanding their battery storage markets. This rapid growth highlights the increasing role of battery storage in stabilizing the grid and supporting renewable energy.

Does your government entity, non-profit, school or company need development and real estate support in the midst of these expedited timelines? We are here to help with decades of energy development experience across the United States.

California and Texas dominate US large-scale energy storage resources (MW)



Data compiled Feb. 20, 2025.
Analysis includes stand-alone and collocated storage resources.
Excludes projects classified as pumped storage, and those with no available in-service year.
Minimum capacity for project units in aggregated list is 200 kW.
Source: S&P Global Market Intelligence.
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WELCOME TO THE TEAM



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DEPARTMENT OF GOVERNMENT EFFICIENCY

The Government Services Team has been tracking events and coordinating with officials as more activities occur within the federal (and some state's) government efforts to reduce expenses. As you may have seen, DOGE has been reducing staffing throughout various federal departments, including the General Services Administration (GSA). We understand that they have removed/let go some GSA real estate teams within various regions across the country, consolidating staff and working out of perhaps a select few locations going forward.

GOVERNMENT EXPENSE REDUCTION AND GSA ACTIONS

- DOGE is reducing staff across federal agencies, including GSA, and consolidating operations in select locations.
- GSA has terminated various 'soft' leases with private building owners, allowing them to exit contracts.
- GSA has launched a WeWork-like office-sharing program for federal agencies, though concerns exist about its feasibility for law enforcement agencies needing specific builds or improvements.
- GSA has also issued a request for brokerage services and is working to sell non-core federal buildings. A dedicated website lists these properties for sale.

KWGS EFFORTS AND NEXT STEPS

- KWGS plans to hold internal bi-weekly calls discussing opportunities related to GSA properties and the U.S. sovereign wealth fund program, which deals with the sale of U.S. land parcels.
- Delario Bolton, KWGS' GSA Director (and former 15-year GSA Leasing Officer), will lead KWGS' DOGE real estate efforts, and a team member will be assigned to the sovereign wealth fund.
- KWGS encourages interested investors across various sectors (multifamily, office, industrial, retail, hospitality) to be ready to move on federal acquisition opportunities, as GSA properties may be sold quickly, potentially with an expedited process.
- State-level initiatives, similar to DOGE, may also present opportunities for real estate acquisitions.
- Overall, KWGS is preparing for an influx of federal and state government real estate sales and is actively engaging investors in these opportunities.



**“There will come a time
when you believe
everything is finished. That
will be the beginning.”
—Louis L’Amour**

