

HR&A



Design
Collective

Downtown Transfer Station & Transit Oriented Development – Board Intro Presentation

RFP# 221-23-05

August 15, 2023

GRTC
TRANSIT SYSTEM

Agenda

Team Introduction & Experience

Project Approach

Envisioning the Future

Discussion Questions



| 01

Team
Introduction
& Experience

MEETING WITH YOU TODAY

Our team members bring decades of experience to roles advising public and private clients on a range of TOD strategy, design, and feasibility projects to get deals done.



Stan Wall
HR&A
Partner-in-Charge



Jamison Dague
HR&A
Project Manager



Austin Amandolia
HR&A
Deputy Project Manager



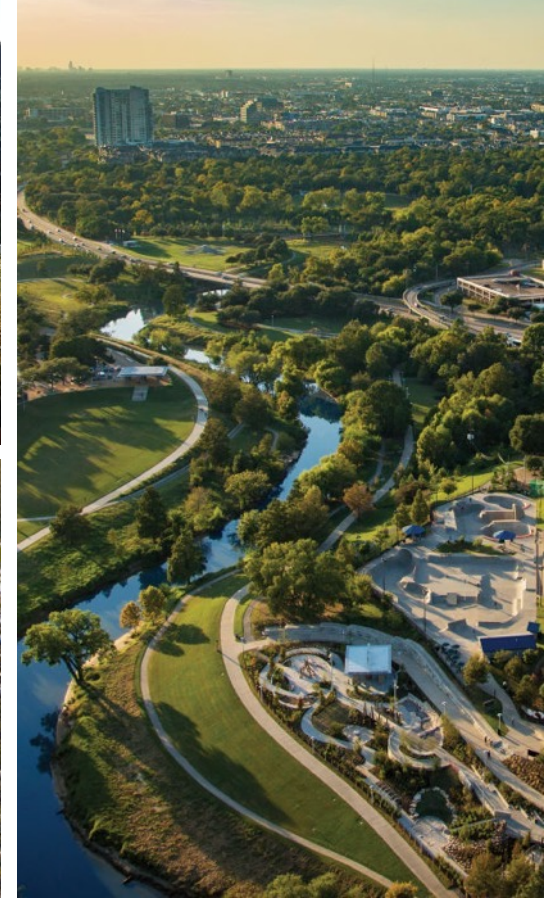
Doug Davies, PLA, ASLA
VHB



Matt D'Amico, PLA, ASLA
Design Collective



Mackenzie Twardus, PLA
Design Collective



HR&A's mission is to ensure implementation of our clients' aspirations: to create **vital places**, build more **equitable and resilient communities**, and **improve people's lives**.



GOTRIANGLE RUS BUS JOINT DEVELOPMENT ADVISORY

Client: GoTriangle

Location: Raleigh, NC

Challenge: On behalf of GoTriangle, HR&A evaluated the feasibility of joint development of the Raleigh Union Station Bus Facility in Downtown Raleigh. HR&A managed a solicitation process to secure a qualified joint development partner for the project, consisting of a Request for Qualifications (RFQ) stage and Request for Proposals (RFP) stage. HR&A then drafted the RFQ and RFP documents and supported GoTriangle's evaluation committee in reviewing proposals, with a focus on evaluating proposed financial and business terms.

Services:

- Partnership Strategy
- Solicitation Management
- Transaction Support
- Development Strategy



EQUITABLE TOD STUDY FOR CAPMETRO

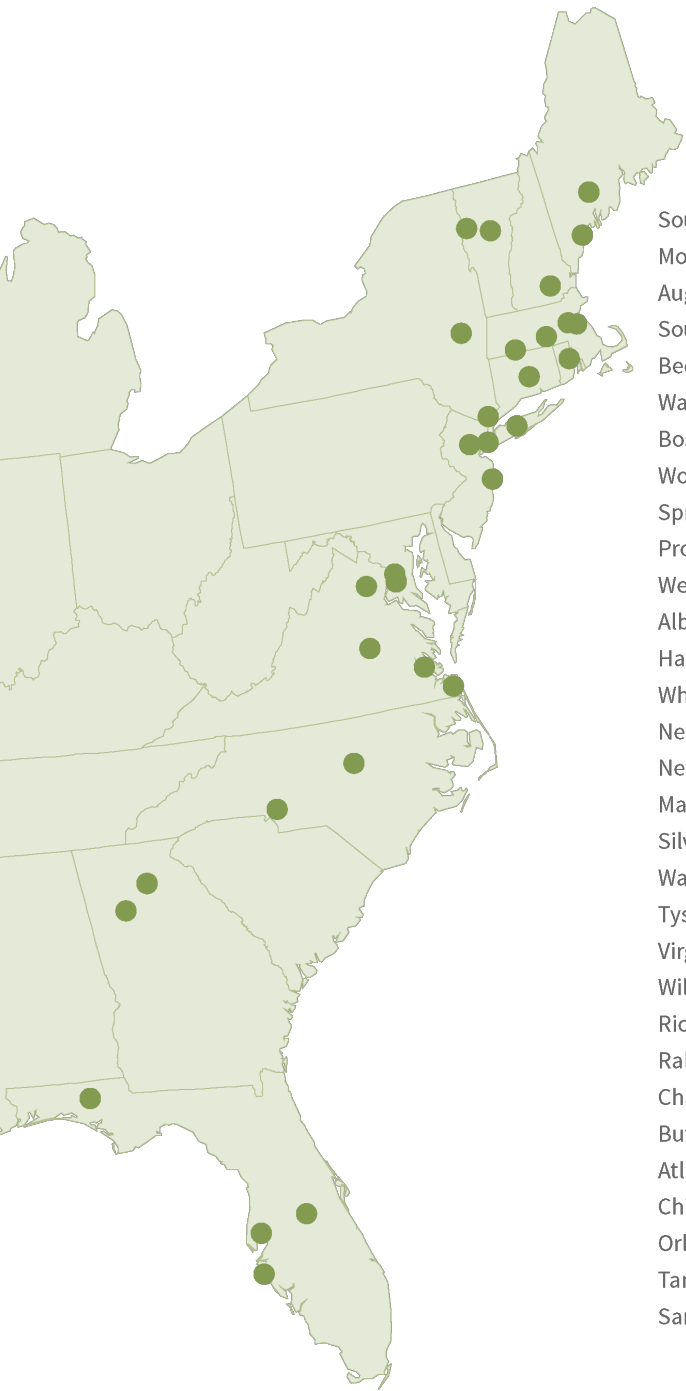
Client: CapMetro

Location: Austin, TX

Challenge: On behalf of CapMetro, HR&A produced an equitable TOD study in support of the seven-billion-dollar Project Connect transit plan which received voter approval in 2020. The study area includes 14 stations along the proposed Blue and Orange Light Rail Lines in Austin. HR&A produced a comprehensive suite of policies and tools that can be applied system-wide to achieve the core goals of CapMetro, the City of Austin, and the community related to housing affordability, equitable access to mobility options, and small business support.

Services:

- Funding/Financing Strategy
- Market/Feasibility Analysis
- Policy Analysis
- Equity Assessment
- Community/Stakeholder Outreach



- South Burlington, VT
- Montpelier, VT
- Augusta, ME
- South Portland, ME
- Bedford, NH
- Watertown, MA
- Boston, MA
- Worcester, MA
- Springfield, MA
- Providence, RI
- Wethersfield, CT
- Albany, NY
- Hauppauge, NY
- White Plains, NY
- New York, NY
- Newark, NJ
- Manasquan, NJ
- Silver Spring, MD
- Washington, DC
- Tysons, VA
- Virginia Beach, VA
- Williamsburg, VA
- Richmond, VA
- Raleigh, NC
- Charlotte, NC
- Buford, GA
- Atlanta, GA
- Chipley, FL
- Orlando, FL
- Tampa, FL
- Sarasota, FL

Meet VHB

1,800 passionate professionals

including engineers, scientists, planners, and designers

Founded in **1979**—VHB delivers future-focused solutions that shape more sustainable, resilient, and equitable communities

30+ locations on the east coast

Core services

Transportation planning & engineering

Land development

Planning & design

Environmental

Applied technologies

Markets

Institutions

Transportation agencies

Real estate

County and local governments

Federal government

Energy

WMATA JOINT DEVELOPMENT FEASIBILITY AND STATION AREA PLANNING

Client: WMATA

Location: Washington, DC

Challenge: HR&A, in partnership with VHB and Design Collective, engaged public stakeholders; assessed land use regulations and local market conditions; conducted a multimodal demand analysis to accommodate existing and future transportation infrastructure needs; created a development program with accompanying site massings; and confirmed project viability through financial analysis that evaluated total project value, fiscal impact, and cost of infrastructure improvements.

Services:

- Built Environment Analysis
- Pro Forma Analysis
- Development Strategy
- Market/Feasibility Analysis
- Concept Development

FINANCIAL ANALYSIS

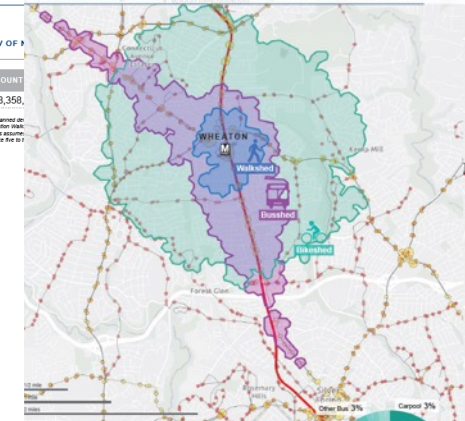
Private Development Financials (Continued)

NET OPERATING INCOME AND TOTAL VALUE OF PRIVATE DEVELOPMENT (\$2022)		NET PRESENT VALUE (NPV) OF RIDERSHIP	
	VALUE		AMOUNT
Net Annual Residential Income (Market-Rate)	\$15,987,125	NPV* of New Ridership	\$18,358,000
Net Annual Residential Income (Affordable)	\$1,278,039	<small>Note: Montgoery estimates are based on the planned development and are not intended to represent actual performance. Actual performance may vary due to market conditions, which may differ from the estimates.</small>	
Net Annual Office Income	\$11,937,503		
Net Annual Retail Income	\$1,498,163		
Total Net Operating Income	\$30,700,830		
- Blended Cap Rate*	5.23%		
Total Project Value	\$587,404,902		
Less: Total Development Cost	(\$535,063,527)		
Less: Developer Profit*	(\$113,956,551)		
Less: Cost of Sale	(\$17,622,147)		
Total Residual Land Value (RLV) Excluding Tax Abatement	(\$79,237,323)		
NPV* of 15-Year Tax Abatement*	\$75,736,220		
Less: Land Acquisition Cost	(\$1,878,000)		
Total RLV Including Tax Abatement	(\$5,379,103)		

FISCAL IMPACT OF JOINT DEVELOPMENT TO MONTGOMERY COUNTY

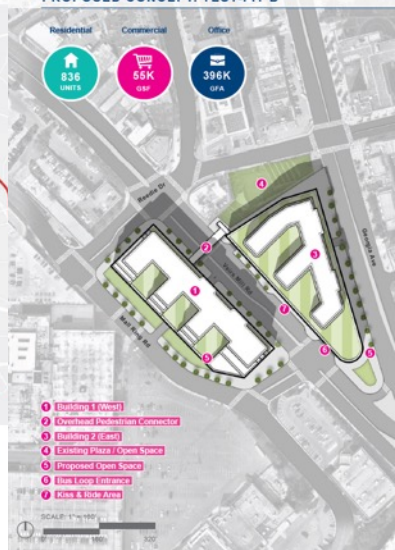
ADDITIONAL PUBLIC BENEFIT	WEST SITE	EAST SITE	TOTAL
Net Present Value (NPV)* of Property Tax Revenue	\$55,185,460	\$77,149,416	\$132,334,876
NPV* of Income Tax Revenue	\$33,978,663	\$22,162,250	\$56,138,913
Fiscal Benefit Excluding Tax Abatement	\$89,164,123	\$99,311,666	\$188,475,789
Less: NPV* of 15-Year Abatement*	(\$31,583,044)	(\$44,153,177)	(\$75,736,220)
Net Fiscal Benefit Including Tax Abatement	\$57,579,079	\$55,158,489	\$112,737,568

STATION ACCESSIBILITY



The Wheaton Metro Station is well connected within the station walkshed, providing strong connections to the local businesses and commercial centers. Bus connectivity is strongest along the Veirs Mill Road corridor to the northeast, and south along Georgia Avenue towards Silver Spring. Existing bike ridership is below WMATA goals (3 percent); however, with the implementation of area protected bike lanes connecting to the surrounding communities, the likelihood could greatly increase. Future BRT service will additionally enhance the stations connectivity within Montgomery County.

PROPOSED CONCEPT: TEST-FIT B



3D MASSING: TEST FIT B - OFF-SITE/SHARED WMATA PARKING

VIEW FROM SOUTHWEST





Design Collective

- 85-Person Multidisciplinary Design Firm
- 45 Years – Baltimore & Chicago – Projects in 30 States
- Planning, Urban Design, Architecture, Landscape, Graphics
- Transit Station Plans – WMATA, PennDOT, Port Authority
- TOD & JD – Kettler, LCOR, Bozzuto, Rockefeller, FRIT
- Residential & Mixed-Use – Varied Construction Types
- 350+ Planning and Design Awards – ULI, CNU, AIA, APA



BLUE LINE CORRIDOR

Client: Prince George's County Office of Economic Development

Location: Prince George's County, MD

Challenge: Design Collective was engaged by Prince George's County as part of a team led by HR&A to establish a long-term vision for transforming the corridor and key nodes into a more walkable, urban-like, and attractive corridor. Design Collective prepared station area concept plans for each of the four Metro stations, test-fit studies that quantified development program, presentations, and before-and-after, phased, artist renderings to convey a redevelopment vision.

Services:

- Zoning/Land Use Analysis
- Site Feasibility Analysis
- Stakeholder Engagement
- Planning and Visualizations

TEAM STRUCTURE

Our team has a successful track record of working together to facilitate best-in-class joint development efforts.





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Project Approach

PROJECT UNDERSTANDING

Identifying the right location for the transfer station can meet mobility needs of riders and leverage an opportunity for joint development.

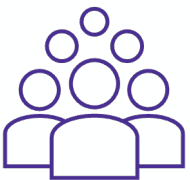
This project can support Richmond's long-term planning goals including:



**Prioritize
Equitable Transit**



**Develop
Inclusive Housing**



**Foster a
Diverse Economy**



**Create and Support
High-quality Places**



SCOPE OF WORK

Our team proposes a 26-week scope composed of four phases that cover tasks A through E in the RFP.

PHASE 1 | Data Gathering & Predevelopment Analysis

PHASE 2 | Potential Development Site Due Diligence

PHASE 3 | Concept Development

PHASE 4 | TOD Funding Analysis

FINAL REPORT

APPROACH TO ECONOMIC AND MARKET ANALYSIS

Building upon relevant recent market analysis, our team will evaluate the potential for residential, retail, office, and hotel uses.

Our team will evaluate

- Demographic data
- Business and employment data
- Market data on supply and demand (rents, occupancy rates, absorption, comparable properties, etc.)
- Key takeaways from discussions with public officials and market stakeholders

Market Analysis will inform Highest and Best Use Analysis, Concept Development, and Financial Feasibility Analysis. Moreover, these findings **may also determine funding options and financing structures available** to the conceptual joint development.



APPROACH TO STAKEHOLDER ENGAGEMENT

Engagement at key stages of a project is critical to leveraging the insights stakeholders – and potentially the public – and ensure the study and resulting plans meet community needs.

Stakeholder Engagement

At the project's outset, our team will work in collaboration with GRTC to identify key stakeholders and develop an engagement plan to ensure their participation in the study.

Public Engagement

We will confirm GRTC's preferred approach to informing the public about the project and soliciting input through open houses or other methods.

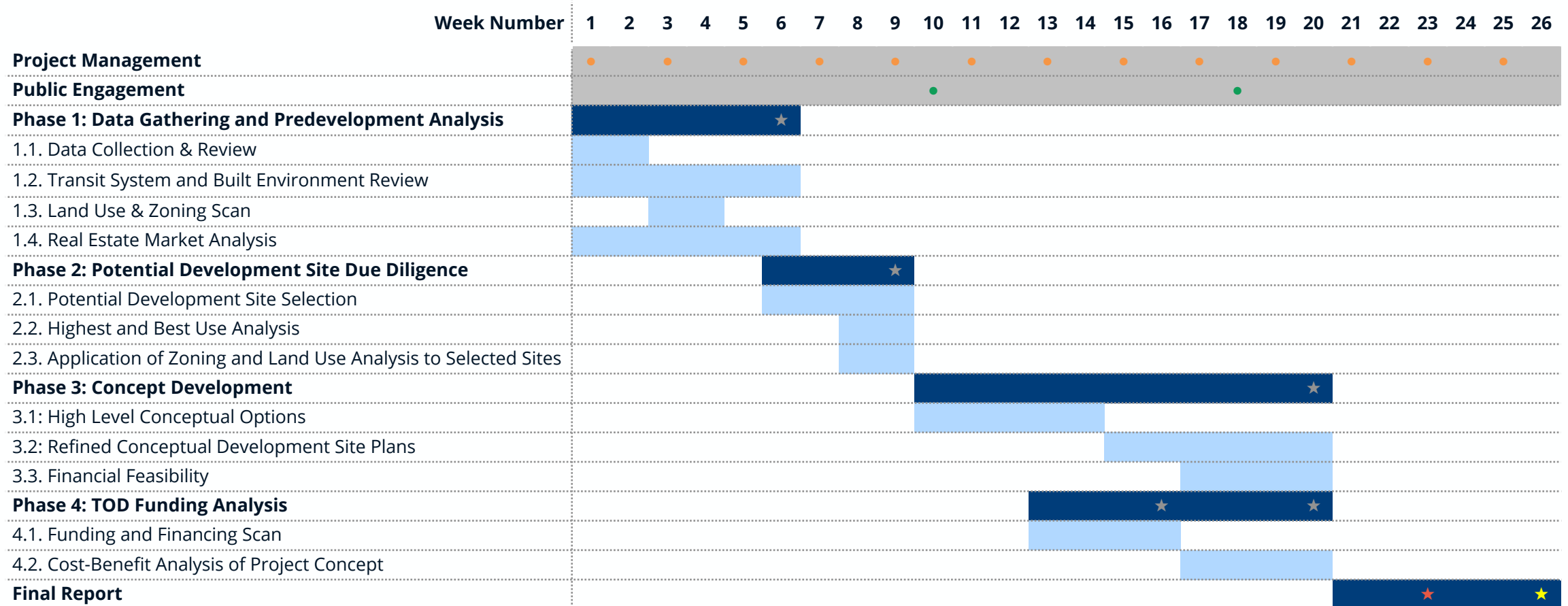


Federal Transit Administration



PROPOSED PROJECT SCHEDULE

While some tasks are sequential, others are proposed to be completed in parallel.



- Biweekly client meeting
- Community Update/Open House
- ★ Interim Deliverable
- ★ Draft Final Deliverable
- ★ Final Deliverable

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