

## Transportation Development Services



Staff at BBP LLC have a long and successful track record in providing unique integrated transportation, land use, real estate and development services. BBP LLC is considered one of the leading development advisory firms in evaluating market potential, financial analyses and implementing transit-oriented development. Staff at BBP LLC are recognized as pioneers and continued leaders in establishing and implementing public/private transportation-related joint development, and also providing economic and land use applications for public and private sector entities.



We have worked with local and state municipalities, transit agencies, and private interests controlling valuable sites and has effectively guided development investment decisions to fruitful results in all areas of the United States under a variety of transportation modes – light rail, commuter rail, heavy rail, trolley, bus, water, highway, and automated guideway transportation systems.



BBP LLC's transportation and real estate/land use development expertise includes: transit-oriented development programming; evaluating and implementing joint development projects; examining land use and transportation connections; assisting public and private sector entities in implementing transportation-related real estate development projects; optimizing real estate and property assets of transportation organizations; formulating and implementing innovative joint development and value capture funding strategies; transportation funding plans; undertaking economic and fiscal impact evaluations; cost benefit analyses of transit investments; alternative analyses; draft and final environmental impact statements; FTA New Starts criteria; livability/sustainability programs; and corridor and needs analyses for all transportation modes.

Staff at BBP LLC have worked with some of the nation's leading transportation agencies (CALTRANS, Massachusetts Bay Transportation Authority, Washington Metropolitan Area Transportation Authority, FTA, FhWA, HUD, APTA, APA, ULI, etc. as well as major private sector development firms. Services and product types include:

### Transportation Services

- Transportation / Land Use Development Programming
- Public/Private Partnerships Development Transactions
- Alternative Analysis/New Start Evaluations
- Station, Corridor and System-Wide Evaluations
- Joint Development / Value Capture/Funding
- Cost-Benefit Analysis
- Economic Impact Evaluations
- Financial Feasibility / Funding Programs/Grant Programs
- Economic and Market Analysis
- Developer Solicitation / Negotiation

### Transportation Product Types

- Transit Oriented Development
- Financing/Funding/Value Capture
- Multimodal Transportation Centers
- Transportation Joint Development
- Light Rail, Commuter Rail, Heavy Rail
- Trolleys / Streetcars
- Bus Rapid Transit
- Parking Facilities
- Highway Impacts
- Ports, Marinas, Waterborne Transportation



## TRANSIT-ORIENTED DEVELOPMENT

Transit-oriented development (TOD) has emerged as a growing trend as urban and suburban communities grapple with ever-increasing traffic congestion. This renewed interest in transit development has led to a desire for more pedestrian-friendly, mixed use communities adjacent to transit stations. BBP LLC staff have collaborated with private developers, transit agencies, and local municipalities interested in TOD and is a recognized national leader in TOD investment. The firm has conducted economic and market evaluations, prepared developer solicitations and evaluations on behalf of the public sector and facilitated retail-oriented TOD throughout the nation.

One of the firm's unique professional capabilities is specialization in public/private development advisory services including negotiation and problem-solving assistance focusing on securing development agreements from developers, lenders, property owners, tenants and government agencies involved in TOD projects.

Our TOD experience and expertise is wide ranging, including: formulating funding and financing strategies and development packaging of TOD; optimizing real estate and property assets; implementing innovative joint development and value capture funding strategies; undertaking pro forma cost/revenue analysis; performing economic and fiscal impact evaluations; analyzing market, operational and development-related aspects of TOD projects; conducting developer solicitation, evaluation and negotiation; and identifying innovative financial solutions involving public/private partnerships for TOD.

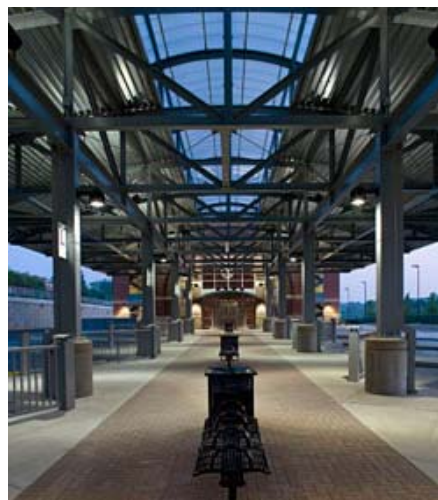
## MULTIMODAL TRANSPORTATION CENTERS

BBP LLC staff have undertaken and helped implement numerous multimodal transportation center development projects involving innovative public/private partnerships. This has included successful development packaging, including specialized negotiation and problem-solving assistance with the primary objective of securing binding agreements from developers, lenders, property owners, tenants and governmental agencies.

## TRANSPORTATION JOINT DEVELOPMENT

Staff at BBP LLC have a long and successful track record in planning, programming and implementing transportation joint development projects. We have conducted system-wide joint development evaluations of a variety of commuter, heavy, and light rail stations as well as bus rapid transit. These evaluations included formulation and implementation of a review and evaluation process for screening joint development potential; and creating development programs and procedures for implementing joint development.

BBP LLC is also an expert on current Federal Transit Administration joint development guidelines regarding commercial/retail development on government-owned properties.





### VALUE CAPTURE PROGRAM

BBP LLC has been at the forefront of value capture programs since the firm's inception. We work closely with the FTA and APTA in formulating in evaluating value capture approaches. BBP LLC has been involved in the most successful value capture programs identified in the 2010 Government accounting office report including involvement with the Washington Metropolitan Area Transportation Authority, Maryland Department of Transportation and the California Transportation Commission. BBP LLC has also worked with major private sector developers involved in capital and operating cost sharing, developer proffers, tax increment financing, benefit assessment districts and connections fees. BBP LLC has formulated a process for evaluating transportation, economic development and real estate benefits created for the transit agency, property owners, local communities, special development corporations, real estate and users and transportation riders. We have identified mechanisms for equitable reallocation of benefits to create viable and implementable bet you capture programs optimizing benefits to all key stakeholders.



### TRANSPORTATION FUNDING

Staff at BBP LLC have prepared transportation funding programs for long-range transportation plans, new starts programs, and individual transportation project, such as multimodal transportation centers, streetcar systems, individual transit stations, road way and intersection improvements, joint development etc. This analysis has involved multiyear cash flow evaluations following federal transportation funding requirements addressing capital costs, operating costs, operating revenues, capital funding and sources and uses of funds. Staff at BBP LLC have evaluated a variety of federal funding programs, dedicated local taxes, project specific tax increment/benefit assessment, value capture, advertising, parking, sponsorship and other innovative public-private partnership approaches and delivery systems. Staff at BBP LLC have also evaluated financing and funding mechanisms including credit enhancement, TIFIA, general obligation bonds, revenue bonds, tax increment financing, grants anticipation notes, revenue anticipation notes etc.



### LONG RANGE TRANSPORTATION PLANS/ALTERNATIVES ANALYSIS, ALTERNATIVES ASSESSMENTS/NEW STARTS APPLICATIONS

BBP LLC has participated as the market, land use, economic development and financing/funding specialty consultants on a variety of transportation planning and evaluation assignments. This has included local and regional near-term and long-term transportation plans, federal alternatives analysis programs and assistance on small starts, new starts and a variety of federal grants programs such as Tiger One and Tiger Two and the soon-to-be announced Tiger Three Program, the FTA/HUD/EPA partnership program, livability and sustainability programs etc.



## LAND USE AND ECONOMIC DEVELOPMENT

Staff at BBP LLC have been at the forefront of the nexus between land-use and economic development. We have conducted numerous evaluations of the impacts of alternative land-use policies and economic development strategies in support of transportation investments. We have formulated a variety of criteria to examine the potential contribution of land-use and economic development policies on transportation ridership and investments. We have formulated approaches to quantifying and evaluating a warrant oriented approach to transportation funding specifically addressing land-use economic development issues.

## PARKING FACILITIES

Staff at BBP LLC have played a major role in developing public/private parking facilities. This has included public/private parking management evaluation, joint public/private financing and funding programs and detailed evaluations on impact of parking pricing and parking policies. We have been involved in the utilization of a variety of debt instruments (lease revenue bonds, asset transfer bonds, Certifications of Participation, parking revenue bonds, tax-increment financing bonds, assessment district bonds, user fees, parking funds, developer exactions, lease revenue grants and joint public/private ventures).

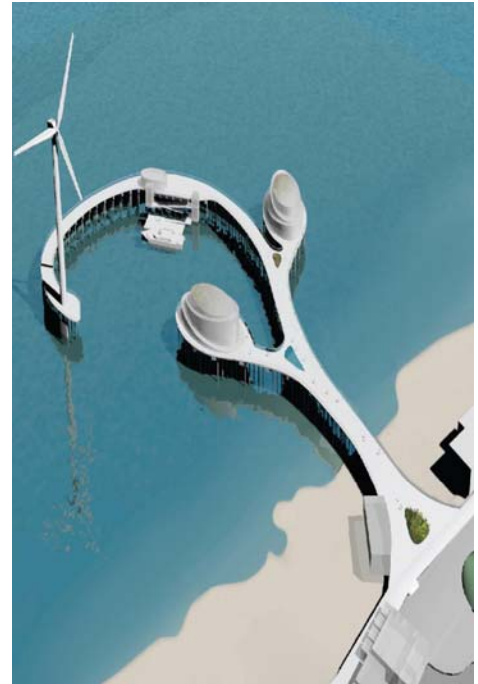
## HIGHWAY IMPACTS

BBP LLC has extensive experience evaluating land use, development real property value, and economic/environmental implications of various roadway improvements. We have worked with a variety of local, state and federal organizations examining impacts of rural and urban highways on existing uses, property values and economic efficiency. Future economic development impacts were examined to guide local decision-making, major investment evaluations and environmental impact statements.

We have worked on highway joint development evaluations for the Federal Highway Administration, system-wide joint development/space evaluations for CALTRANS and bypass, roadway improvements projects and pedestrian enhancement projects.

## PORTS, MARINAS & WATERBORNE TRANSPORTATION

BBP LLC assists many public/private institutional clients with economic and property interest in waterfront areas. Our experience guides our clients toward making decisions regarding real estate, transportation improvements and public policies. Projects have included evaluations of port development, marinas, international ferries, ferry versus bridge options, freight/passenger movement, etc. We have evaluated life cycle facility costs, economic impacts, tourism development, corridor and region-wide impacts, project costs and benefits, and financial and funding programs.





**AIRPORT LANDSIDE DEVELOPMENT**

BBP LLC often evaluates and implements landside real estate development related to airports. This has included market and financial analyses for development/redevelopment of airport land holding (e.g., Pittsburgh International); examination of airport-related development activities such as cargo, aircraft maintenance and repair; multimodal/transportation improvements and joint development projects; and off-airport-related support and development facilities (Providence, Norfolk, Charlotte, Raleigh-Durham, Cleveland, Minneapolis and Portland).





## Transportation Agencies and Organizations\*

Alexandria (VA) Department of Transportation  
Amtrak  
Annapolis (MD) City Transit  
Athens (GA) Transit System  
Beaver County (PA) Transit Authority  
Bi-State Development Agency (St. Louis)  
California Transportation Commission  
California Transportation Department  
Capital Area Transit (Baton Rouge, LA)  
Capital Transit (Hartford, CT)  
Central NY (Syracuse) Transportation Authority  
Central Ohio Transit Authority (Columbus)  
Charlotte Area Transit (Charlotte, NC)  
City and County of Honolulu--The Bus  
Connecticut Department of Transportation  
Conrail  
CSX Resources, Inc.  
Delaware Department of Transportation  
Durham (NC) Area Transit Authority  
Fairfax County (VA) Depart. of Transportation  
Florida Department of Transportation  
Georgia Department of Transportation  
Grand Rapids (Michigan) Transportation Authority  
Greater Cleveland Regional Transit Authority  
Greater Valley Forge Transp. Management Association  
Hampton Roads Transit  
Hennepin City Regional Rail Authority (Minneapolis)  
Iowa Department of Transportation  
Jacksonville (FL) Transportation Authority  
Long Island Railroad  
Lorraine County Transit (Lorraine County, OH)  
Maryland Department of Transportation  
Maryland Rail Corporation  
Mass Transit Administration of Maryland  
Massachusetts Bay Transportation Authority  
Metro-Dade Transportation Administration (Miami)  
Metropolitan Atlanta Rapid Transit Authority  
Metropolitan (Nashville) Transit Authority  
Metropolitan (Minneapolis) Transit Commission  
Metropolitan Transit Authority of New York  
Metropolitan Transit Comm. (Minneapolis)  
Metro North (NY, CT)  
Miami Valley Regional Transit Authority (Dayton)  
Michigan Department of Transportation  
Montgomery Co. (MD) Depart. of Transportation  
New York State Department of Transportation  
Niagara Frontier Transit Authority (Buffalo)  
NJ TRANSIT Corporation  
Norfolk and Western Railroad  
Normal Transit (IL)  
North Carolina Department of Transportation  
Northern Virginia Transit Commission  
Ohio Department of Transportation  
Oklahoma Transit  
Ottawa-Carlton Regional Transit Commission  
Pennsylvania Department of Transportation  
Port Authority of New York and New Jersey  
Port Authority Transit Corporation (Philadelphia)  
Queen City Metro (Cincinnati)  
Raleigh (NC) Transportation Department  
RF&P Railroad  
Ramsey County Regional Rail Authority (St. Paul)  
The Reading Company  
Republic of China (Taipei, Taiwan)  
San Antonio VIA  
San Diego Metropolitan Transit Devel. Board  
San Francisco Bay Area Rapid Transit District  
SE Michigan Transportation Authority (Detroit)  
SE Pennsylvania Transit Authority (Philadelphia)  
Southern Railroad  
Tempe Transit  
Texas Department of Transportation  
Tidewater (VA) Transportation District Commission  
Transit Authority of River City (Louisville)  
Triangle (NC) Transit  
Tri-County Metro. Transit Dist. of OR (Portland)  
Tulsa Transit (OK)  
Utah Transit Authority (Salt Lake)  
Vermont Agency of Transportation  
Virginia Department of Highways & Transportation  
Virginia Department of Transportation  
Virginia Rail Express  
Washington Metropolitan Transit Authority

\*Projects for the above Transportation Agencies and Organizations have been managed and/or completed by senior BBP LLC staff, including assignments by Basile and Prost, when they were principals and senior technical staff at other consulting firms.