"Imagination is everything. It is the preview of life's coming attractions."

- Albert Einstein





Anaheim Regional Transportation Intermodal Center Joint Development Interest Conference October 29, 2007

#### Anaheim Gone Platinum!

Sheri Vander Dussen, AICP Planning Director, City of Anaheim

#### **Anaheim Local Transit**





#### **Anaheim Resort**









#### Anaheim Resort: Hotel Development







#### Anaheim Resort: GardenWalk















#### The Platinum Triangle







#### Platinum Triangle









#### Platinum Triangle







#### A-Town Metro





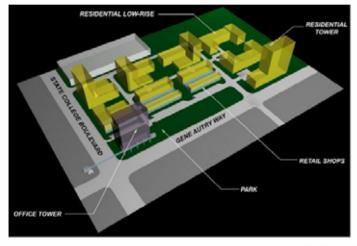






#### The Platinum Triangle







#### **Platinum Tower**





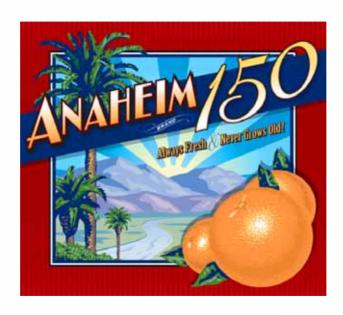


#### The Platinum Triangle













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#### A Premier Transportation Center

Kia Mortazavi
OCTA Executive Director, Development

### Aerial Flyover Videos



Click the images below to view videos







#### Moving People



Metrolink - Largest rail system in west

Amtrak - 2<sup>nd</sup> busiest in nation

**Bus** - 12<sup>th</sup> largest in nation

Rapid Bus - Coming soon

= ARTIC - 2 million trips

#### Moving On It Now

- √ \$400 million for Metrolink expansion
  - Service doubling by 2010
  - \$32 million in ARTIC
- ✓ New trains ordered, arrive 2009
- ✓ Track improvements start 2008
- √ Safety, quiet zones funded



# High-Speed Rail LELY CALIFORNIA building a gateway to the future

#### Joint Development Goals

- Dynamic civic place
- Modern, timeless facility
- Safe, comfortable
- Easy transfers
- Links to attractions, development



#### Gateway to Regional Activity







## Where do you want to go?





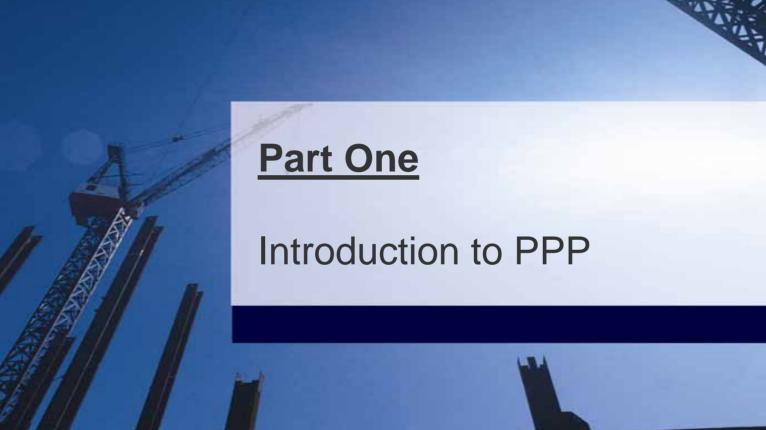
building a gateway to the future









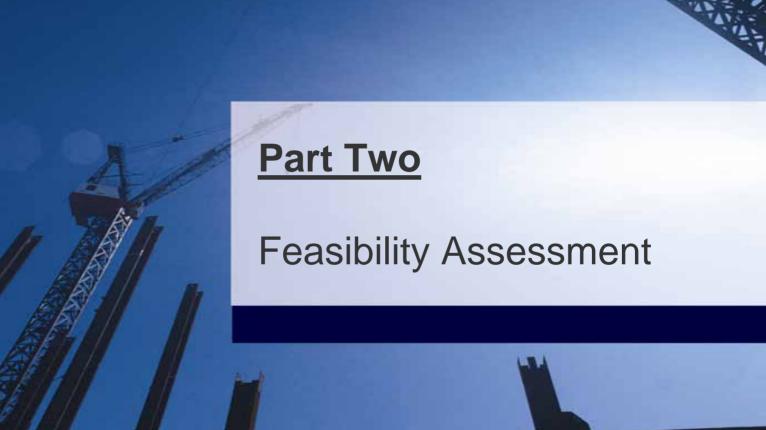




- A business relationship wherein the public and private sectors share:
  - Risks.
  - Rewards.
  - Responsibility for success or failure.
- The term "partnership" is not intended to imply a legal partnership.



- Traditionally, responsibilities have included the provision of both infrastructure and services:
  - Planning.
  - Conducting construction, management, operation and maintenance.
  - Financing (all or part).
  - Regulating.
  - Setting service levels.
  - Service delivery.
- Responsibility does not necessarily mean carrying out the task.









- Addresses significant design and construction constraints including right-of-way, utilities, geotechnical, hazardous materials and constructability within the context of the project cost.
  - Are there technical feasibility issues that must be addressed?
  - What level of specification variance is the public body prepared to accept?
  - What is the role of the public body's technical resources?
  - Is the quality management program adequate and how will it be implemented?
  - Are there timing considerations which could pre-empt consideration of private sector involvement?



- Addresses O&M issues such as existing service contracts, interoperability of fare box system, regulation and enforcement.
  - Can the private sector partner maintain service standards and respond to changing conditions?
  - What service level standards are required and can they be monitored and enforced?
  - How can the partner be held accountable for performance?
  - What level of innovation is the public body prepared to accept in operations?
  - Are there jurisdictional and liability issues that require a public body to be the operator?



- Addresses the acceptability of the project itself as well as the delivery method, whether it be by way of traditional financing or P3, as well as the acceptability of fares from both the public and political perspective.
  - Is the consumer, or the public-at-large, willing to accept the involvement of the private sector in the provision of this facility or service?
  - What legal and legislative constraints exist?
  - Does the private sector bear any additional costs that could be passed on to the consumer?
  - Is there the political will to support P3?
  - Can the public's desire for accountability be addressed by the private sector?



- Considers the project economics in the context of capital costs, O&M costs, rehabilitation costs, ridership, expansions, public funding, and private financing in a financial feasibility model.
  - Can a private sector option compete with the public sector comparator?
  - Can companies be bonded for a project of this type and magnitude?
  - Is the project, or can it be made to be, financially self-sufficient?
  - What are the economics of the project when viewed from the private sector's perspective?
  - What are the support mechanisms that the public sector is prepared to make available (e.g., recourse financing, supplies, equipment, subsidies)?



- Considers the complexities of the approvals process including environmental approvals, in addition to State and Federal programs.
- Addresses the importance of the project schedule to a P3 environment.



 Considers existing and required legislation for tolling and P3s.



 Considers how well the planned improvements integrate with existing and planned infrastructure (interoperability).

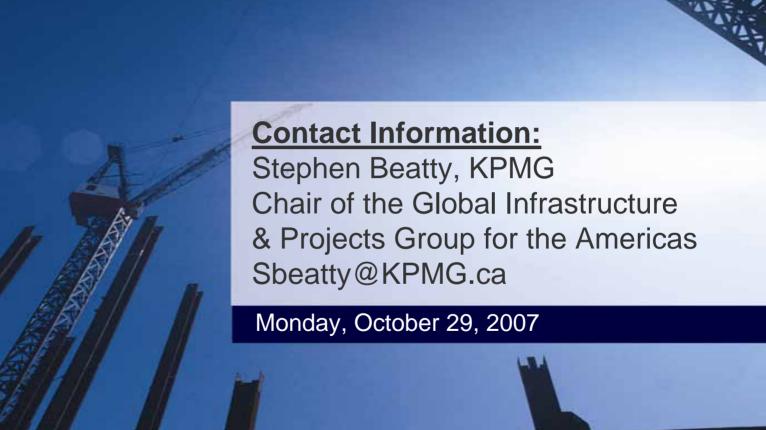




- Define project scope.
- Allocate risks (and rewards) rationally.
- Manage demand uncertainty.
- Select appropriate concession term.
- Provide for deficient cash flows.
- Structure for maximum tax effectiveness.
- Ensure true non-recourse private financing.



- Transportation Infrastructure Finance and Innovation Act (1998):
  - Federal Credit program for eligible transportation projects of national or regional significance.
  - US DOT may provide three forms of credit assistance secured loans, loan guarantees, and standby lines of credit.
  - Leverage Federal funds by attracting substantial private and other non-Federal co-investment.
- Private Activity Bonds:
  - Provides private developers and operators with access to taxexempt financing.
  - US Transportation infrastructure.
  - Any TIFIA eligible project is also qualified to receive tax-exempt bonding authority.
- Tax-increment Financing







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## Partner Selection Process

Natalie Meeks
Public Works Director, City of Anaheim

# Background



- Anaheim
  - long history of successful partnerships
  - specializes in bringing vision to reality
  - will serve as OCTA's agent and project manager for P3 solicitations

# Goals



- Detail a shared vision
- Innovative thinking
- Financial insight
- Professional expertise
- Knowledge of market viability
- All or some combination of development, finance, design, construction, operation and maintenance

# Potential Joint Development



- Approximately 10 acres unencumbered by transportation facility
- Up to 1.65 msf of office/commercial developable in first phase
- Platinum Triangle SEIR:
  - 1.5 msf of institutional
  - 2.9 msf of office
  - 358 tsf of commercial



#### **ARTIC Mixed-Use District**



New Platinum Triangle Mixed-Use District

 Development Intensity Specifically Entitled to the ARTIC District

Flexible Design Criteria

Development consistent with the

Vision of the Platinum Triangle Master Land

Use Plan



## Private Partner Selection Process



- Seek quality visionary developers, financers, real estate professionals, designers, construction firms, parking operators
- Create opportunity for one or more partners
- Solicit expressions of interest (RFEI)
- Narrow the field to most viable partners (RFQ)
- Evaluate partnership proposals (RFP)

# Purpose of RFEI



- Assess interest among private sector
- Provide perspective on activities which a partnership appears most appropriate
- Anticipate role of the private sector
- Identify obstacles to engaging P3 partner(s)

#### Solicitation Schedule



Important dates moving forward:

_	Release	RFEI	Oct. 2	29,2007
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- Cut-off Date for Questions
   Nov. 30, 2007
- Response to Questions
   Jan. 11, 2008
- Deadline for Response to RFEI
   Jan. 28, 2008
- Issue RFQSpring 2008
- Issue RFPLate 2008/Early 2009
- Select Top Ranked Proposer(s)Summer 2009

## Major Considerations in Partner Selection



- Inspired with innovation and private initiative
- A shared vision with Anaheim and OCTA to create a world-class Gateway
- Creativity in thinking, planning and implementing an iconic landmark
- Ability to create a fully integrated and functional ARTIC complex
- Proven track record of delivering similar projects
- A long-term commitment to Anaheim, OCTA and ARTIC
- Ability to generate value to OCTA and Anaheim

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- Albert Einstein

