



North Concord/Martinez BART

Transit-Oriented Development (TOD)

Award of Exclusive Negotiating Agreement



December 6, 2018

BART Board of Directors

Planning, Development & Construction Department



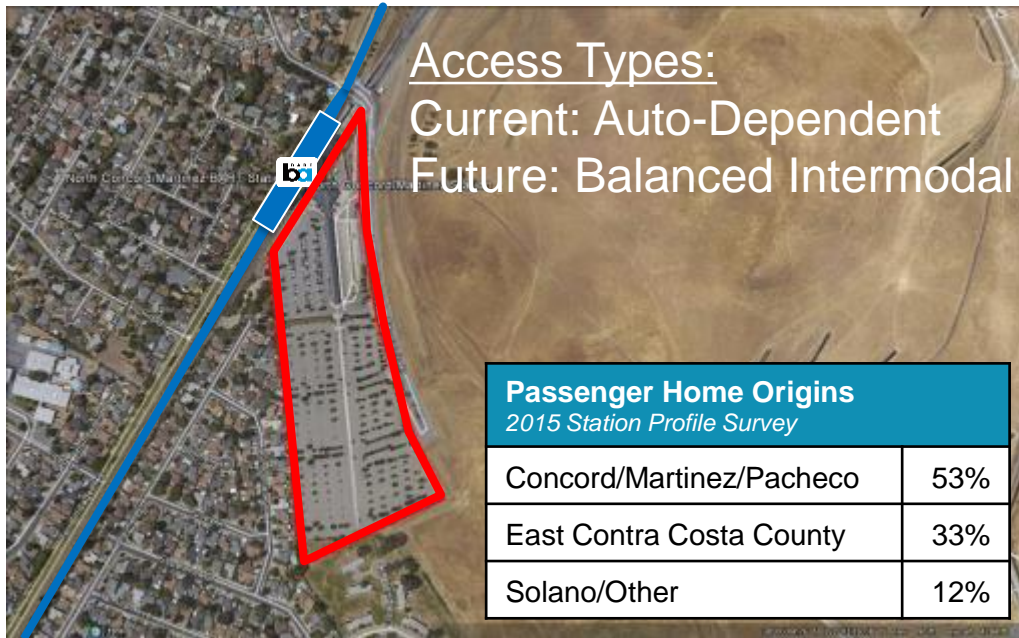
Agenda

- Recap of Specific Plan and Relationship to BART
- BART's TOD Goals and Objectives
- Solicitation Process
- Staff Recommendation
- Board Motion

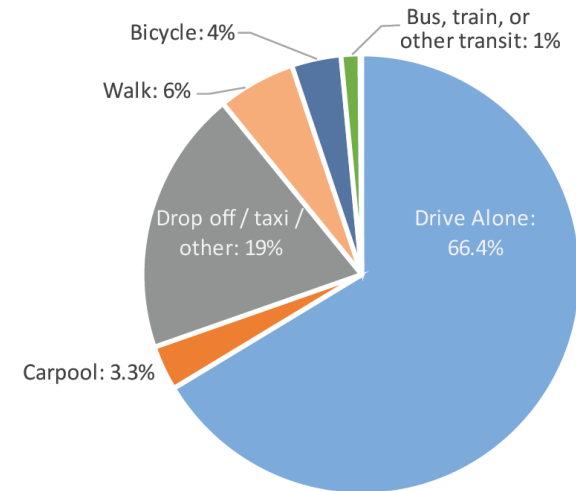


North Concord / Martinez BART

Station Profile

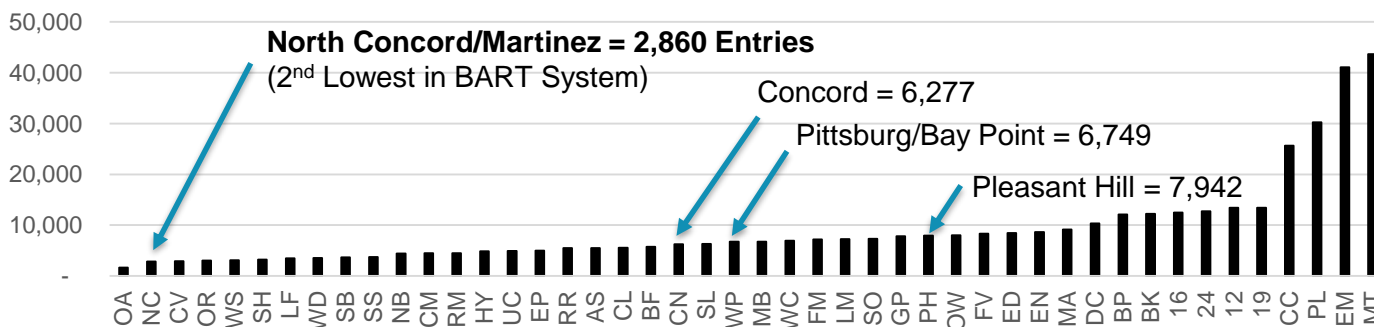


Mode Split (2015)



Source: 2015 Station Profile Survey (Home Origin)

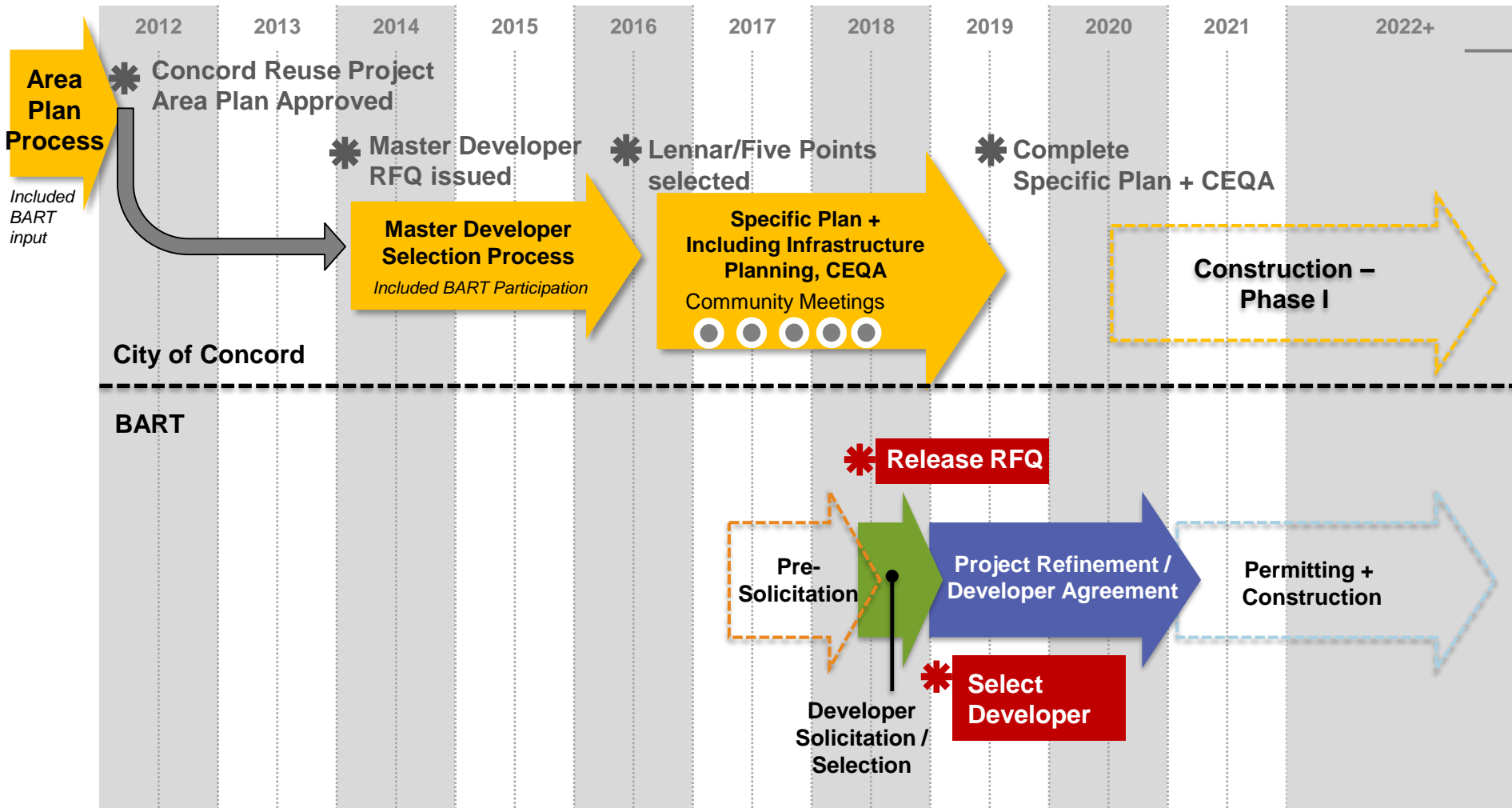
Sept 2017 BART Station Average Weekday Entries (all 46 stations)



North Concord/Martinez	
Area	20 acres
Vehicle parking	1,977
Bus routes	2
Bus positions	15



Concord Reuse Project + BART TOD Timeline





North Concord/Martinez BART TOD

Development Program to be Included in Draft Specific Plan & EIR

- Up to 800,000 sf of Commercial Space, in 3-8 story buildings
- Up to 360 Dwelling Units in 3-6 story buildings
- Up to 100% Replacement parking for BART users in a 1,977 space, phaseable parking garage.
- 15-35% of commercial parking potentially located offsite in interim surface lots
- Multi-modal transit plaza at BART station
- Possible replacement of existing station building
- Outstanding question of transitional area between single family neighborhood and BART development



Summary Objectives for TOD on BART site

1. High quality public realm and open spaces; welcoming “gateway” to community
2. Seamless pedestrian, bike, and transit connections within and beyond property
3. Work with adjacent property owners to logically plan infrastructure such as parking replacement
4. Promote “reverse commute” (mix of uses with emphasis on employment)
5. Locate employment and retail uses closest to station; parking and residential further away
6. Gradual transition in height to existing community
7. 25% affordable housing minimum, consistent with adjacent development goal



Concept A



Concept B



North Concord / Martinez BART Station TOD

Solicitation Process

- **August 13:** Issued Request for Qualifications
- **August 20:** Pre-Submittal Meeting and Small Business Matchmaking Session
- **October 5:** Received three responses:
 - Brookfield Residential / Novin Development
 - Essex Property Trust, Inc.
 - The Michaels Organization / The Republic Family of Companies
- **November 13:** Interviews with all teams



North Concord / Martinez BART Station TOD

RFQ Submittal Requirements

- Development Team Summary
- Small Business Participation Commitment
- Description of Relevant Experience
- Preliminary Development Concept
- Project Approach:
 - *Transition to Existing Single-Family Neighborhood*
 - *Interface with Specific Plan*
- Demonstration of Financial Capacity
- References



Evaluation Criteria

- Direct Relevant Qualifications and Experience:
 - *Master Planning and Large Scale Transformative Development*
 - *Complex Land Transactions, Public Agency Partnerships*
 - *Large Scale Infrastructure Investment*
- Development Concept and Project Approach:
 - *Meet BART's Goals and Objectives and Area Plan*
 - *Address Market Realities*
 - *Respond to Community Concerns*
 - *Innovation and Creativity*
- Financial Capability
- Team Roles and Responsibilities
- Strength of Project Manager (Interview)
- Ability to Successfully Represent the Project (Interview)



Brookfield Residential / Novin Development

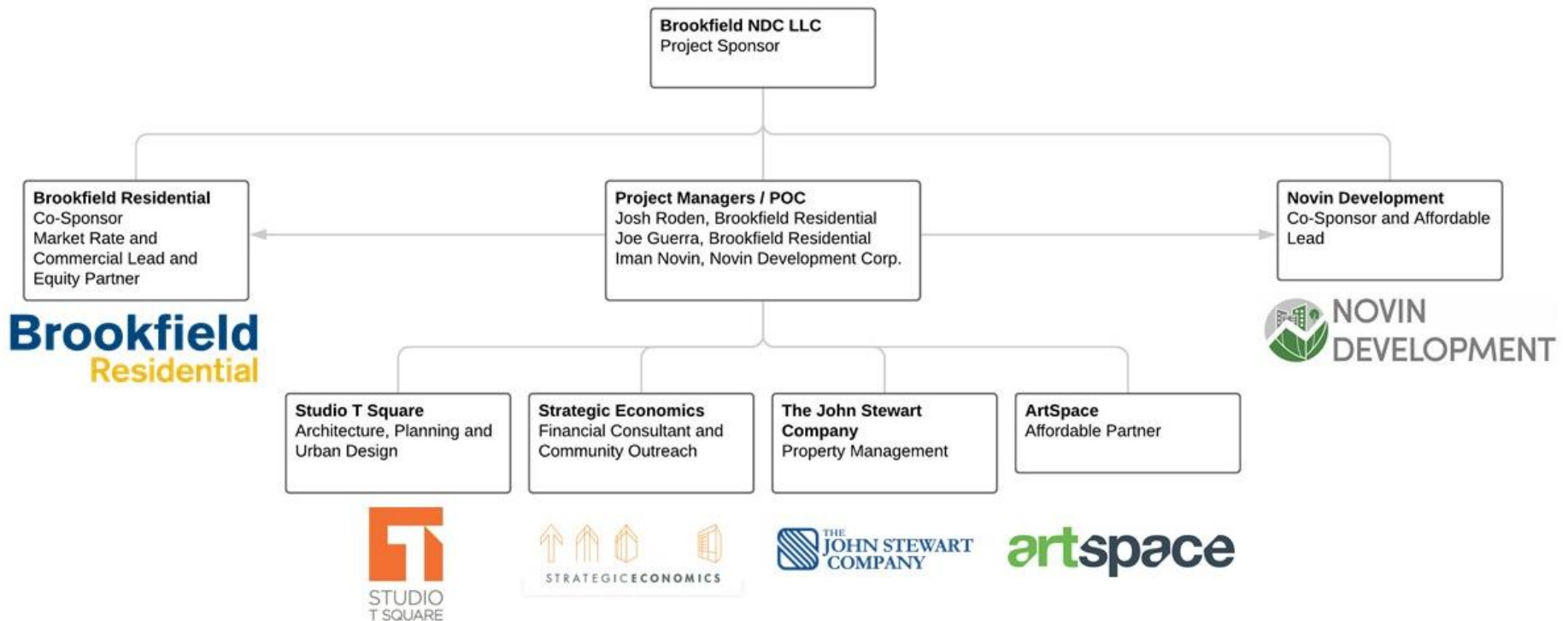
- Local team with Contra Costa County experience
- Strong financial partner with commitment to the project
- Experience with large-scale, master-planned development on public property
- Quality architect with BART history (Studio T-Square)
- Creative and innovative proposal that is responsive to key issues and market strengths and weaknesses
- 20% Small Business participation commitment (Novin is SB)



North Concord / Martinez BART Station TOD

Brookfield Residential / Novin Development

Pre-Development Organizational Chart



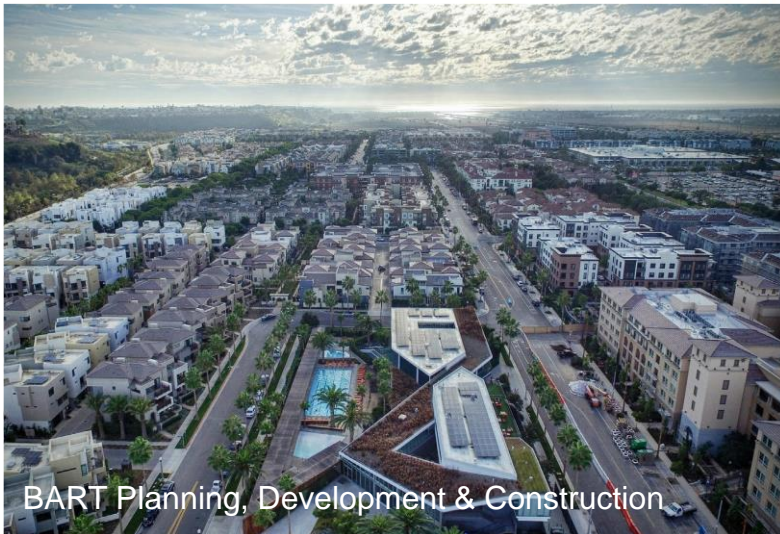


North Concord / Martinez BART Station TOD

Brookfield Residential / Novin Development



Boulevard, Dublin, CA (189 acres
near Dublin/Pleasanton BART)
Public Agency Partnership (US Army)
Large Scale Infrastructure



Playa Vista: Former aircraft plant / runway in
West Los Angeles

- 6,000+ units, 3.3 m sq ft office
- \$125 million traffic mitigation program on Santa Monica Blue Bus “Rapid 3” service with priority lanes
- Office tenant TDM program to meet “trip cap”



North Concord / Martinez BART Station TOD

Brookfield Residential / Novin Development

Staff at Novin (a Small Business) have worked on MacArthur Transit Village, work on affordable housing policy and strategy near BART stations, and are based in Walnut Creek



ArtSpace specializes in affordable housing for artists



BART Planning, Development & Construction

Studio T-Square has designed numerous BART TOD Projects, including Fruitvale Transit Village





Proposed Motion

Authorize the General Manager or her designee to enter into an exclusive negotiating agreement (ENA) with the development team comprised of Brookfield Residential/Novin Development for a term of 24 months, with an option to extend an additional 24 months if key deliverables are met, to advance transit-oriented development at the North Concord/Martinez Station.