



# Lake Merritt Transit-Oriented Development Award of Exclusive Negotiating Agreement



**September 13, 2018**  
BART Board of Directors

[www.bart.gov/TODLakeMerritt](http://www.bart.gov/TODLakeMerritt)



# Presentation Overview

1. Site Context
2. Process to Date & Outreach Completed
3. Goals & Objectives for TOD at Lake Merritt
4. Request for Qualifications Overview
5. Request for Proposals Overview
6. Recommended Team Overview
7. Proposed Board Motion

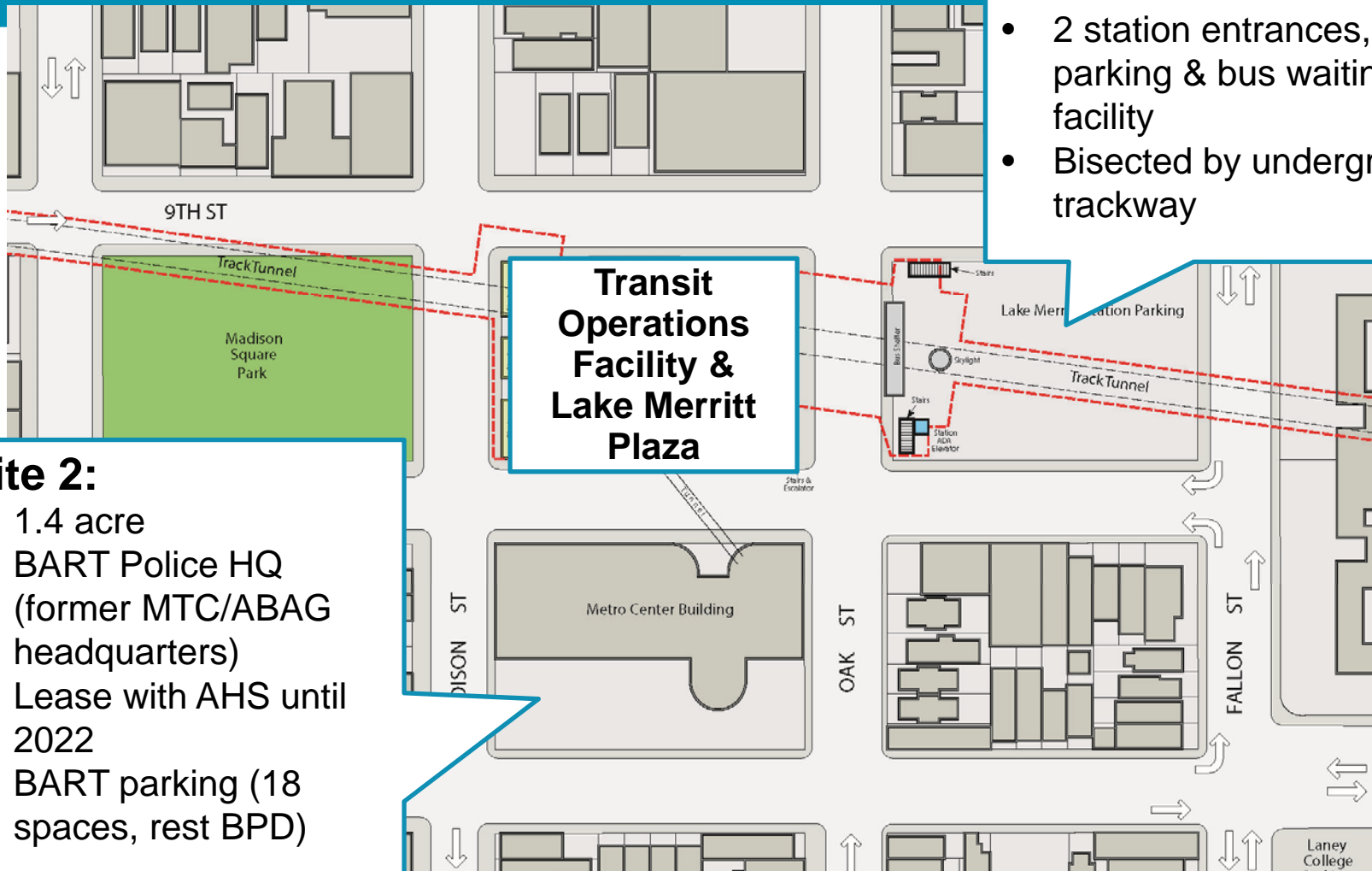




# Site Context

## Site 1:

- 1.4 acre
- BART parking (200 spaces)
- Part of 2011 solicitation
- 2 station entrances, bike parking & bus waiting facility
- Bisected by underground trackway



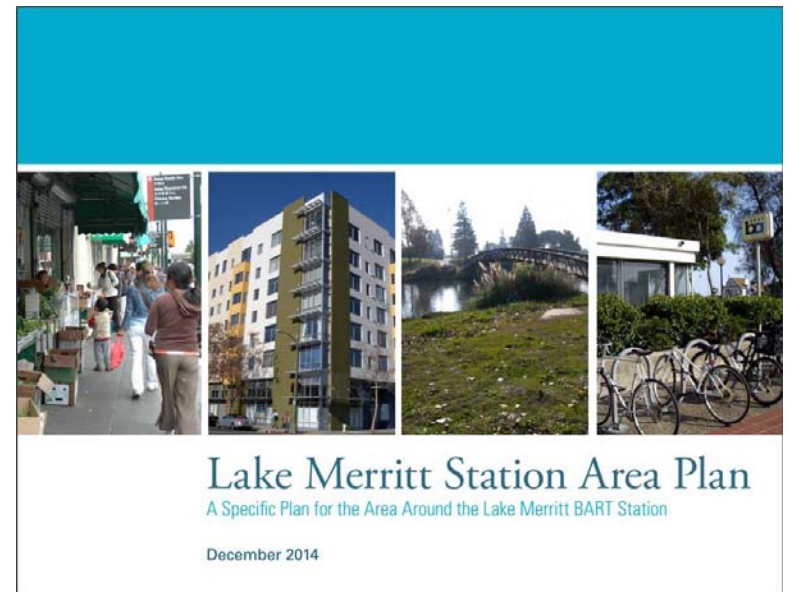
## Site 2:

- 1.4 acre
- BART Police HQ (former MTC/ABAG headquarters)
- Lease with AHS until 2022
- BART parking (18 spaces, rest BPD)



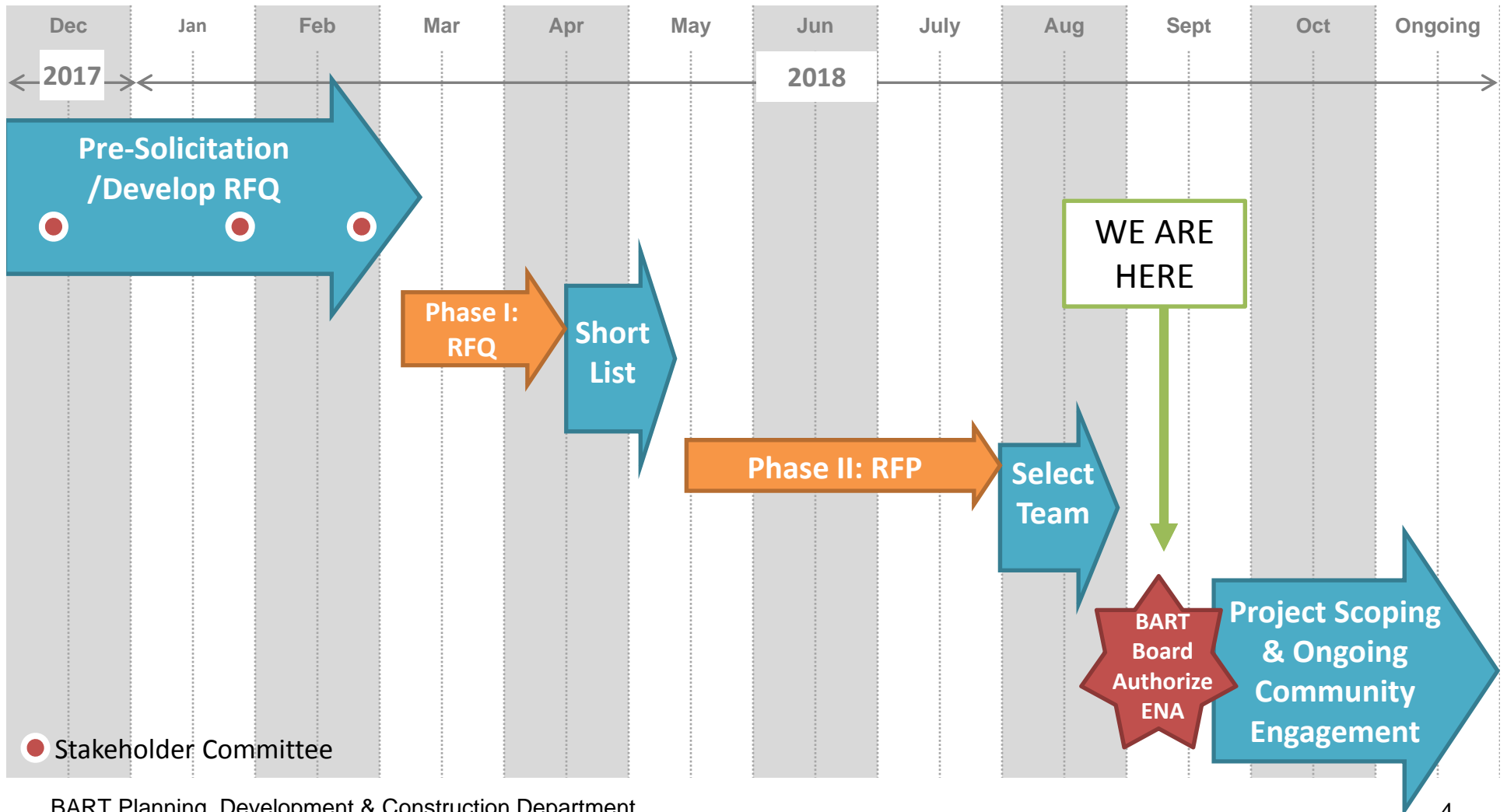
# Site Context: Lake Merritt Station Area Plan

- TOD Project to Implement the Plan
- Multi-year extensive community engagement
- Vision for BART Sites:
  - *Redevelop – catalyst project*
  - *Reflect Chinatown’s historic role*
  - *Critical hub of activity, commerce, accessibility & safety*
  - *Activated ground floor*
  - *High-density uses: 275’ limit*
  - *No BART Patron Parking Replacement*
- Identifies access & circulation improvements
- Community benefits





# Process to Date





# TOD Goals & Objectives: Overview

## A. Complete Communities

Engage community in design of project

Celebrate Chinatown with visual/physical connection

Active ground floors and corridors

Complement/leverage surrounding area

## B. Sustainable Communities Strategy

Commercial and residential high rise

Green and sustainable design

## C. Ridership

Increase ridership, esp. reverse commute/off-peak



# TOD Goals & Objectives: Overview

## D. Value Creation/Capture

Feasible development with revenue to BART

## E. Transportation Choice

Non-auto access enhancements and minimal traffic impacts through reduced parking, TDM

Support local active transportation and transit needs

## F. Affordability

Minimum 20% affordable, prefer higher percentage

Affordable commercial space options for non-profits

Project Labor Agreements and Small Business Participation



## Phase I: Request for Qualifications Evaluation Criteria

- Experience with similar TOD projects (high rise office, residential, affordable housing)
- Experience engaging community in design and leading community benefit negotiation process
- Strong urban design and sustainability in past project history
- Working in challenging infill environment, and around operating transit
- Knowledge of local/community context
- Financial capability and references





# Evaluation Process

- Evaluation Committee
  - BART Staff
  - City Staff
  - Lake Merritt Community Stakeholders
  - Regional Stakeholder w/TOD expertise
  
- BART Staff and economic consultant (EPS) analyzed financial strengths, references



## Four Teams Invited to Respond to RFP

- East Bay Asian Local Development Corporation (EBALDC) / Strada Investment Group
- Hines Interest Limited Partnership
- Lane Partners
- McGrath Properties, Inc. / Brookfield Residential



# Phase II: Request for Proposals: Evaluation Criteria

## **A. Development Program**

Consistency w Specific Plan & BART's Site Goals & Objectives

Urban Design

Affordable Housing – Depth and Quantity

## **B. Financial Package/Proposal**

Financial Return to BART (Revenue & Ridership)

Risk Profile

Community Benefits Package

## **C. Community Engagement**

Engagement Approach

Community Benefits Negotiations Approach

## **D. Team Qualifications/Experience**

Org Chart and Experience of Key Team Members

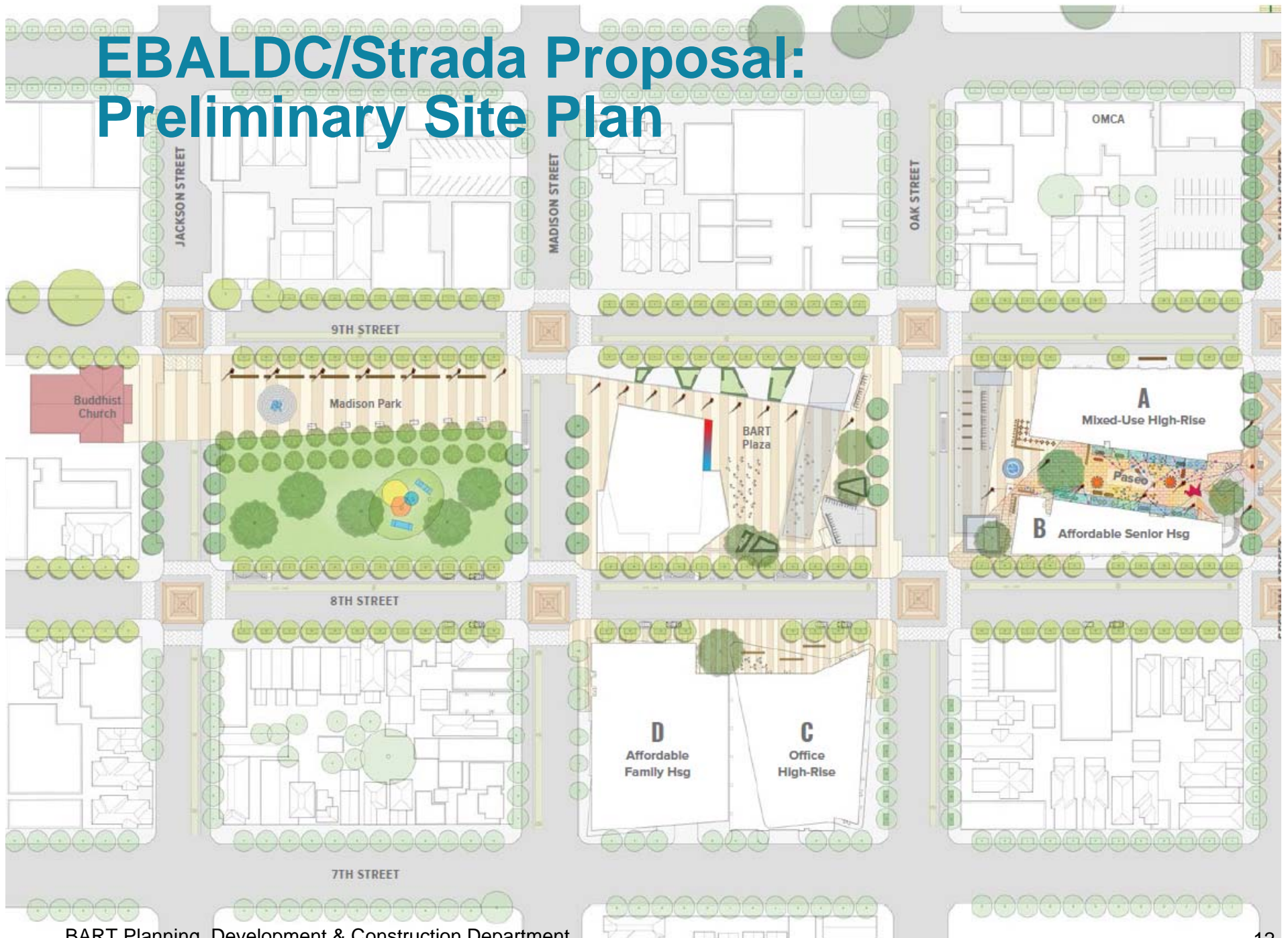
Small Business Participation



## EBALDC/Strada Proposal Highlights

- Fully aligned with Lake Merritt Specific Plan and BART Goals & Objectives
- Best quantity of affordable units
- Largest community benefits package
- Highest return to BART (ground lease)
- Strong community engagement process, with deep community understanding
- 35% Small Business Participation commitment
- High level of subsidy proposed
- Team capability to deliver similar complex projects

# EBALDC/Strada Proposal: Preliminary Site Plan

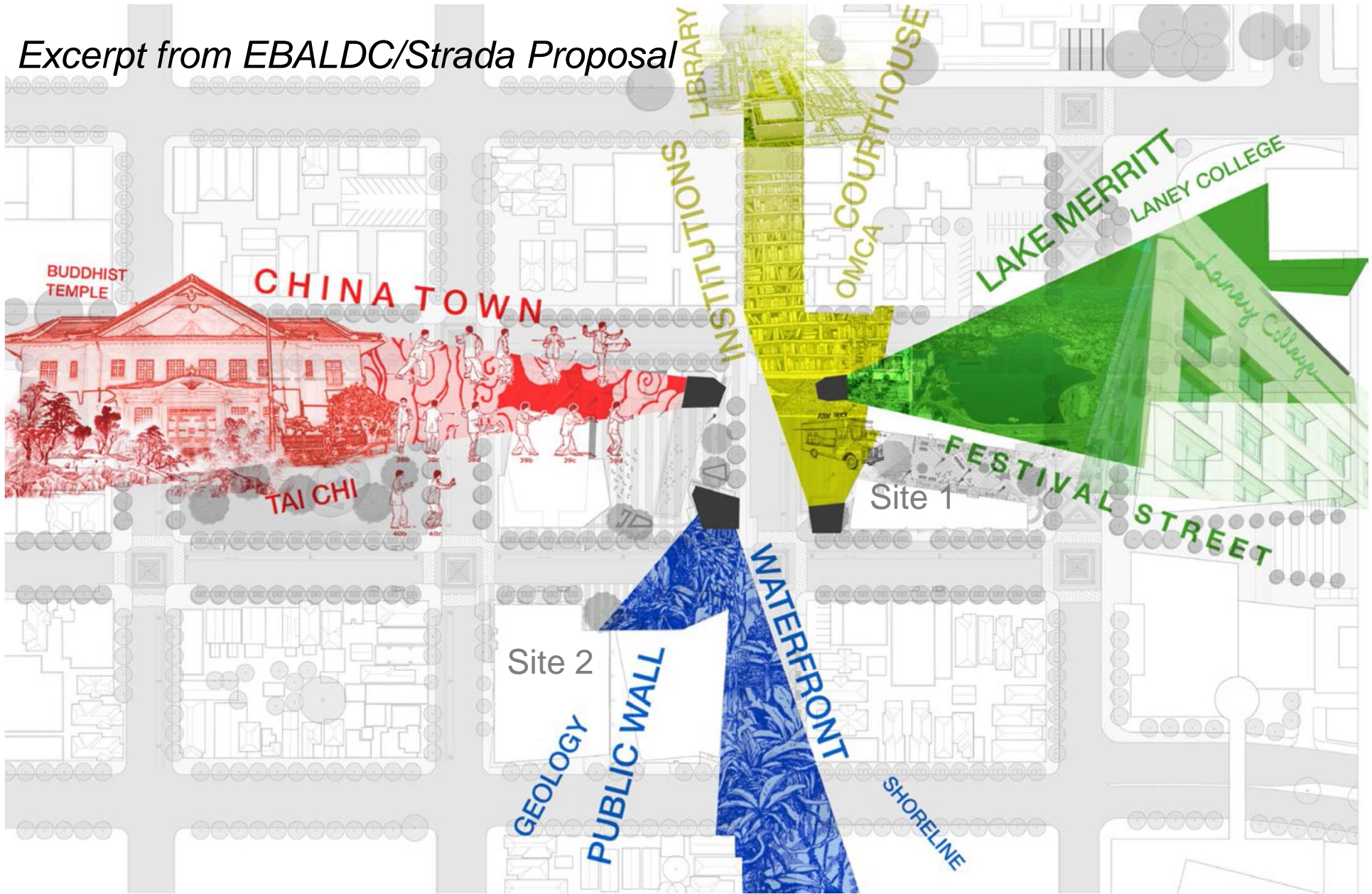


*Excerpt from EBALDC/Strada Proposal*



275' towers consistent with the adopted Plan	519 units 44% affordable 0.28 spaces/unit
Largest community benefits package	517,000 sf commercial
Highest ground lease to BART	21% affordable @ 50% market rents 0.14 spaces/1,000 sf

Excerpt from EBALDC/Strada Proposal





*Excerpt from  
EBALDC/  
Strada  
Proposal:  
Paseo on  
BART Parking  
Lot Site*





*Excerpt from  
EBALDC/  
Strada  
Proposal:  
BART  
Parking Lot  
Site  
(View along  
Fallon St)*



*Excerpt from EBALDC/ Strada Proposal:  
101 8<sup>th</sup> Street, Office and Affordable Housing*



## Proposed Board Motion

Authorize the General Manager or her designee to enter into an exclusive negotiating agreement (ENA) with a joint venture comprised of the East Bay Asian Local Development Corporation and Strada Investment Group for a term of 24 months.

If BART and this joint venture cannot in good faith negotiate an ENA or if the joint venture cannot substantially comply with the terms of the ENA, authorize the General Manager or her designee to enter into an ENA with Lane Partners for a term of up to 24 months.