

BART Agreement Number: 6M6138

Approval Date: 07/12/24

Work Plan No. C.13-01 Economic Advisory Services for TOD Projects: North Concord

Scope:

This work plan will commission an economic and real estate finance consultant to support BART's real estate negotiations for transit-oriented development projects. Work will include supporting BART staff with technical analysis and negotiations for developer ground lease options and other transactions with private parties and supporting BART in analyzing real estate and economic credentials of prospective developers in two competitive processes.

1) TOD Planning at North Concord BART Station

Consultant to support BART on future TOD planning efforts for the North Concord station site, which is currently used for BART rider parking and adjacent to the former Concord Naval Weapons Station (CNWS). Consultant to provide strategic advisory services particularly in terms of their understanding of common infrastructure needs in greenfield development and approach to negotiations with the Brookfield developer and City of Concord.

2) Ad Hoc services

Consultant to provide strategic advisory services for a variety of just-in-time issues that may emerge regarding BART property and real estate development. Consistent with similar past requests, such assignments may include: review of assignee and/or tenant financial status; consideration of amendments to previous financial agreements; analysis of BART policy considerations' impacts on project feasibility; strategies for financing desired TOD and station area improvements; and/or assessment of the regional economic impacts of BART activities. BART and Consultant will mutually agree upon the scope, budget, and schedule for specific assignments as they emerge.

Prime: HNTB Corporation

Subconsultant	Amount	DBE (Y/N)	SBE (Y/N)
EPS	\$ 27,362	N	N

Total Work Plan Value: \$ 29,966