

# Transit Oriented Development

- What is the State looking for in a private sector partner in a TOD project?
- What are the State's priorities? Where will scant resources be directed?
- What is the State's strategy for pushing TOD?
- What is the State prepared to do to facilitate a TOD project?
- What are the State's future plans on either the legislative or regulatory or implementation fronts?

# Transit Oriented Development

- What are the challenges of doing a TOD project?
  - understanding public sector objectives
  - understanding public sector limitations
  - educating the public sector on private sector requirements
- What are the key issues in dealing with the State, from the perspective of a developer?
- What are the key issues in dealing with the State, from the perspective of the State?

# Transit Oriented Development

- What are the key issues for a private developer?
- Are there threshold levels that should be considered before starting in on a TOD project? Does it take longer? Are there difficult regulatory hurdles to overcome?
- What are the potential models for a TOD project?
  - ground lease
  - Condominium
  - multi-ownership

# Transit Oriented Development

- Private Option
- Local Laws
- Incentives
- Procurement
- Appropriations
- Contract Requirements
- Timing
- Buying State Land
- Capital Leases
- Leasing
- Diversity
- State Specs
- Long-term Planning