How to Choose a Developer: Process and Partners

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REGIONAL RAIL SYSTEM

Eastside MAX (1986)

Westside MAX (1998)

Airport (2001)

Interstate MAX (2004)

Green Line (2009)

PMLR (2015)

WES (2009)
Arbor Vista Condominiums
27 units
Density: 66 units/acre
Parking: 1.05 spaces/unit
Complete 1998

Patton Park Apartments
54 units
Density: 98 units/acre
Parking: 0.7 spaces/unit
Complete 2009
Unsolicited Proposal Process
Proposal can be initiated by anyone
Four step process:
1. Evaluate Proposal
2. Public Notice
3. Exclusive Negotiations
4. Agreement and Approval
UNSOLICITED PROPOSAL PROCESS
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Advantages
Unexpected opportunities
Innovative ideas
Competitive ideas
Cultivates partnerships
Allows for flexibility
No upfront time

Disadvantages
Timing is unpredictable
Untested relationship
Developer Solicitation
Looking for a partner
Testing interest and the market
Simplicity is a virtue

PROCESS: UNSOLICITED PROPOSALS / DEVELOPER SOLICITATION
SITE PLAN

REQUEST FOR QUALIFICATIONS WITH PROJECT APPROACH
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Advantages
Test the market
Determine interest
TriMet can define the project

Disadvantages
Upfront time
- Research
- Developer Outreach
- Public Outreach
Untested relationship
Results uncertain
Slower to get to a project
PUBLIC PARTNERSHIPS

PRIVATE PARTNERSHIPS

PUBLIC PUBLIC VS. PUBLIC PRIVATE PARTNERSHIPS
PUBLIC  PUBLIC  PARTNERSHIP
**Advantages**
- Existing relationship
- Shared values
- Long term horizon
- High level of trust
- Public benefits are obvious to FTA
- Not concerned with FTA process

**Disadvantages**
- Constraints on funds
- Levels of bureaucracy
- May not have dedicated staff
- May not have clarity of roles
- Laxness
PUBLIC PRIVATE PARTNERSHIPS
Advantages
More nimble
Can be more creative
Varied financing

Disadvantages
Desire certainty
Approvals = Uncertainty
Lack of trust
What is most important?

Good relationships (we can’t do it alone)
Shared values
Capability
Capacity