Joint Development
Transit Agencies Best Route to Value Capture

Rail~Volusion
Value Capture Today and Tomorrow
October 21, 2018
What is Joint Development (JD)?

- Transit improvement (or benefit)
- Non-transit development (TOD)
- Public, private or non-profit partner(s)
- Benefit- and cost-sharing contract(s)
Example of JD in the U.S.

Before

Publicly owned surface park-and-ride lot

Public entity sells or leases parcel with surface park-and-ride lot to private developer

Example of JD in the U.S.

After

Mixed-use and mixed-income development

Structured parking garage

What is FTA-Assisted JD?

- FTA interest in a JD can be either:
  - New FTA capital/planning grant funds, or
  - Use of real property acquired with FTA funds
- No JD-specific FTA grant programs:
  - All FTA capital and planning funding is eligible
  - New FTA funding for a JD is subject to the grant program(s) that fund it
- Use of real property considerations:
  - Satisfactory continuing control
FTA-Assisted JD Eligibility Criteria

i. Creates *economic benefit*

ii. Enhances *public transportation*

iii. Transit gets a *fair share of revenue*

iv. Non-transit pays a *fair share of costs*
FTA-Assisted JD Projects (Video)
Austin, TX

- **Project Name**: Plaza Saltillo District
- **Project Sponsor**: Capital Metro
**Austin, TX**

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FTA-Assisted JD Projects:
16 Approved Since 2014

Financial/Economic Outcomes

$45 M+ in FTA investment

$494 M+ in direct revenue for transit purposes

$1.9 B+ in projected private funds for local economic development

Ratio of FTA Investment to Program Income = 1 : 11
FTA-Assisted JD Projects: 
16 Approved Since 2014

Development Outcomes

10.5 M+ sqft of mixed-use development

7,750+ total housing units

3.3 M+ sqft of office/retail
Benefits of JD

- Generates long-term revenue streams and reduces costs
- Maximizes the utility of transit and FTA-funded projects
- Creates many other benefits for transit and communities
- Economic development tool controlled by transit agencies
Key FTA JD Resources

- Joint Development Partnering to Build Complete Communities Near Transit Brochure
- Joint Development Frequently Asked Questions (FAQs)
- Linking People to Opportunity: FTA’s Role in Creating Complete Communities Video
For More Information

• FTA Webpage
  – www.transit.dot.gov/JointDevelopment

• FTA Regional Office Points of Contact
  – https://www.transit.dot.gov/about/regional-offices/regional-offices

• FTA Headquarters Points of Contacts
  – https://www.transit.dot.gov/about/headquarters-offices
    • Office of Budget & Policy
    • Office of Chief Counsel