

# North Bethesda

Pre-Proposal Conference



# Guidelines for Today's Presentation

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- Attendees should keep cameras and microphones off
- If you have questions, please use the chat function
- Question responses will be shared online by August 26

# Introductions

# Introductions

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- **Liz Price** – Vice President, Office of Real Estate and Development, Metro
- **Andrew Scott** – Senior Real Estate Advisor, Office of Real Estate and Development, Metro
- **Derek Davies** – Project Manager, Office of Real Estate and Development, Metro
- **Jay Brown** – Chairman & Managing Director, Hayat Brown
- **Affan Sheikh** – Director, Hayat Brown
- **Greg Bialecki** – Principal, Redgate

# Agenda

# Today's Agenda

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- I. Joint Development Program Overview
- II. Opportunity Overview
- III. Solicitation Process and Requirements
- IV. Submission Response
- V. Q&A



# Joint Development at Metro Started in 1975

First project was 1101 Connecticut Ave over the Farragut North Metro Station entrance

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## What is Joint Development?

Federal Transit Administration term for real estate development on Metro-owned property

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Requires coordinated construction of public transit facilities with private development

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Generates ridership and revenue for Metro

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Expands regional tax base and supports economic development and climate goals

## Policy Requirements

Maintain or enhance ridership

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Upgrade transit access and facilities (where required)

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Comply with local land use plans & regulations

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Fulfill FTA “Fair Share of Revenue” guidelines

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**Produce positive net fiscal impact to Metro**

## 57 buildings completed at 31 stations

## 17M sq. ft. of development

**8,000+** housing units

**\$194M** annual local/state taxes generated (est.)


## Grows Metro ridership & revenues






# Upcoming Solicitations

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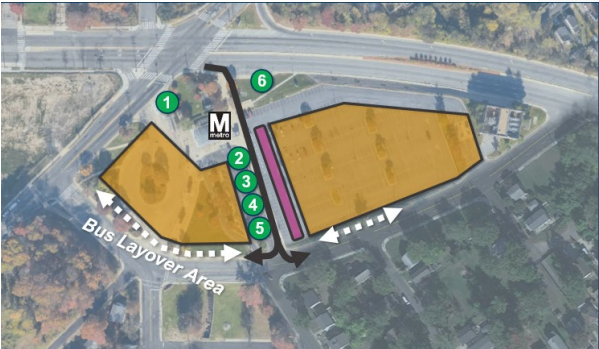


Washington Metropolitan Area Transit Authority

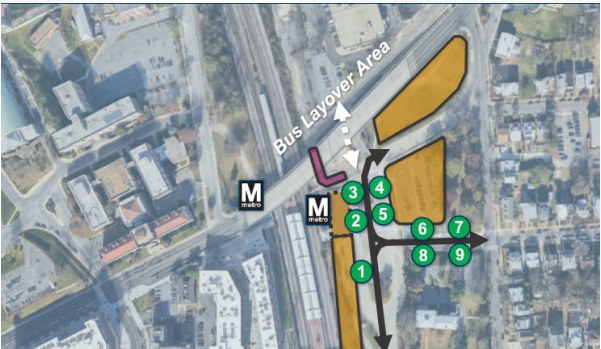
10-Year Strategic Plan  
for Joint Development



OFFICE OF REAL ESTATE AND PARKING2022



**Capitol Heights**  
Prince George's County  
6.1 acres, 770,000 SF development potential



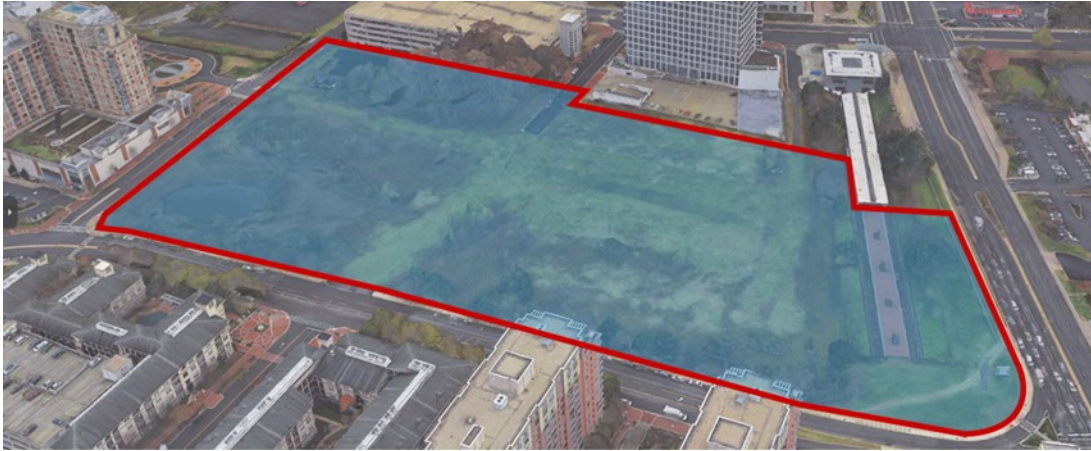
**Brookland**  
District of Columbia  
1.8 acres, 78,000 SF development potential



# Opportunity Overview

# Metro's Joint Development Goals

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Generate new  
ridership and  
create value



Support transit-  
oriented  
economic  
development



Foster a dynamic  
built environment  
that provides a  
sense of place



Support local  
housing  
opportunities



# Development Vision

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Life Sciences/Innovation



Transit-Oriented Destination



New Station Entrance

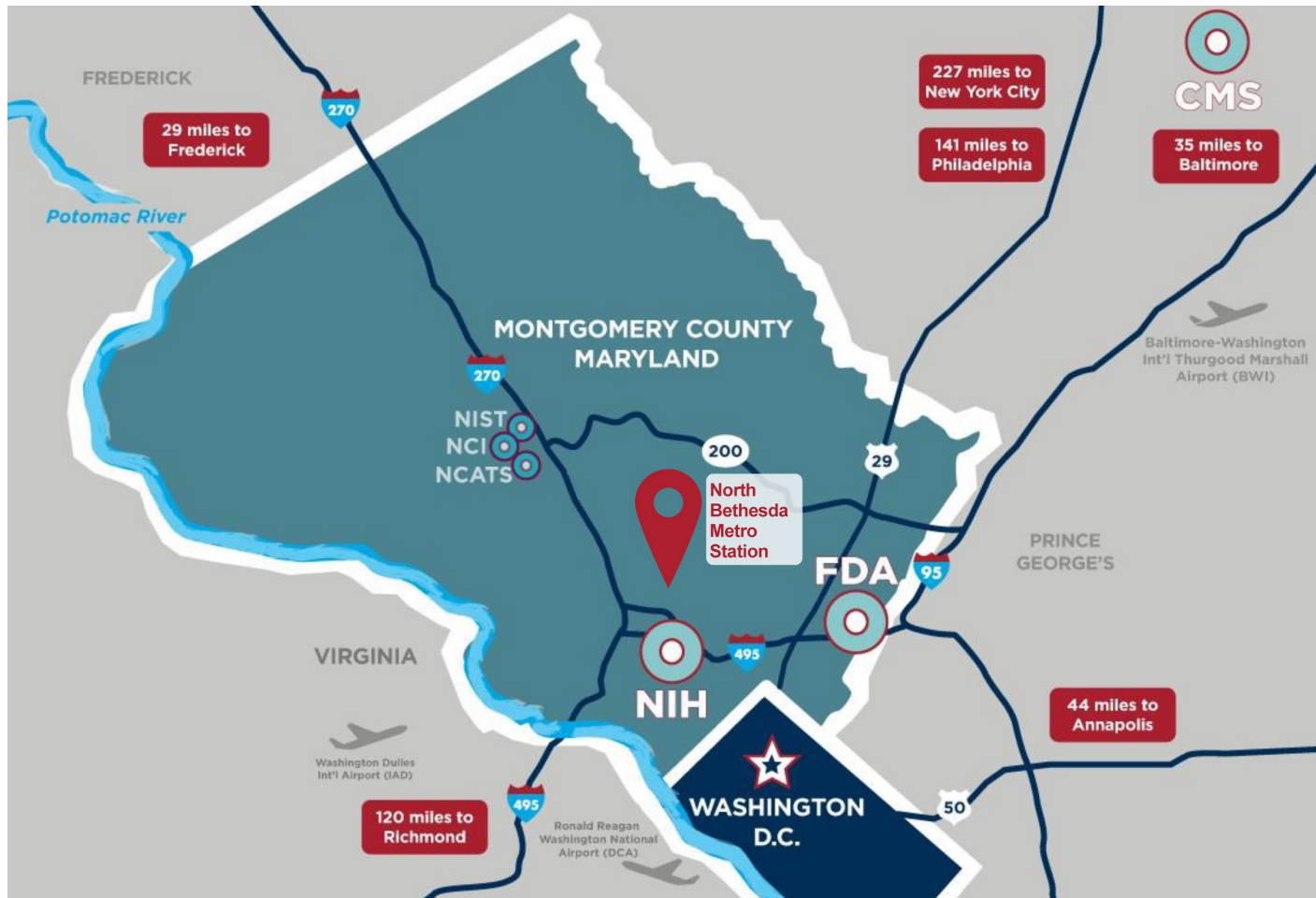




# Life Science Cluster

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The Maryland region was ranked **#3** for top life sciences research talent by CBRE in 2023



**300+**

Biotech  
Companies

**18**

Federal Agency HQs  
in Montgomery  
County

**\$1.6B**

in VC raised  
since 2015

**63K**

STEM  
workers

**#2**

Highest  
Concentration of  
STEM workers in  
the US



# Precedent Projects

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Kendall Square – Cambridge, MA



Virginia Tech Innovation Campus – Alexandria, VA



San Francisco Bay Area, CA



University City – Philadelphia, PA





# Institute for Health Computing

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# MOU Signing Ceremony

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# Public Support

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- \$14.8M – Site Infrastructure
- \$21.8M – North Entrance
- PILOT (15-year property tax abatement)
- Reduced Parking & Shared Metro Parking
- Life Science Incentives
- Expedited Review & Density Incentives



# Location and Surrounding Uses

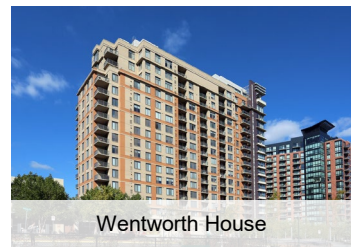
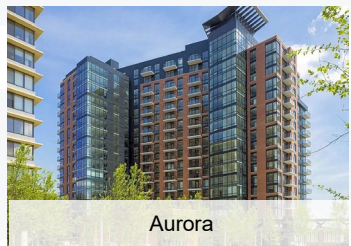
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## Site

- **13.9 acres** (including 1.3 acres of air rights)
- Pike and Rose
- The Quad at Pike District

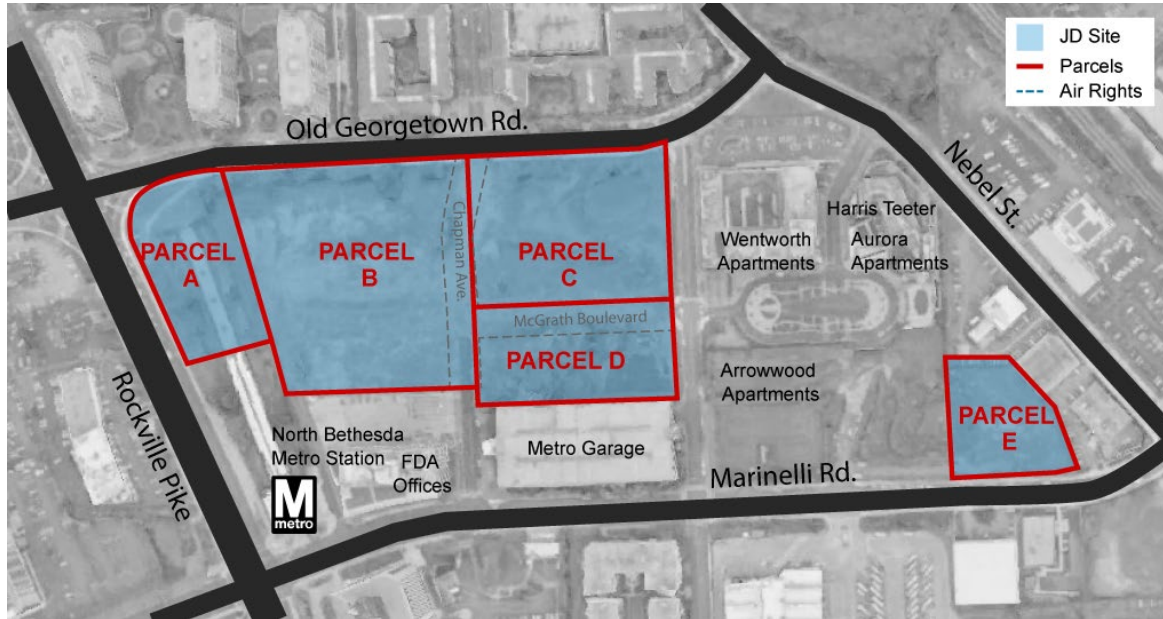
## Transportation

- On Rockville Pike (Rt 355)
- Served by eight Metrobus and RideOn bus routes
- Two future BRT stations
- Walk Score: 86
- Capital Bikeshare, bike racks, and lockers



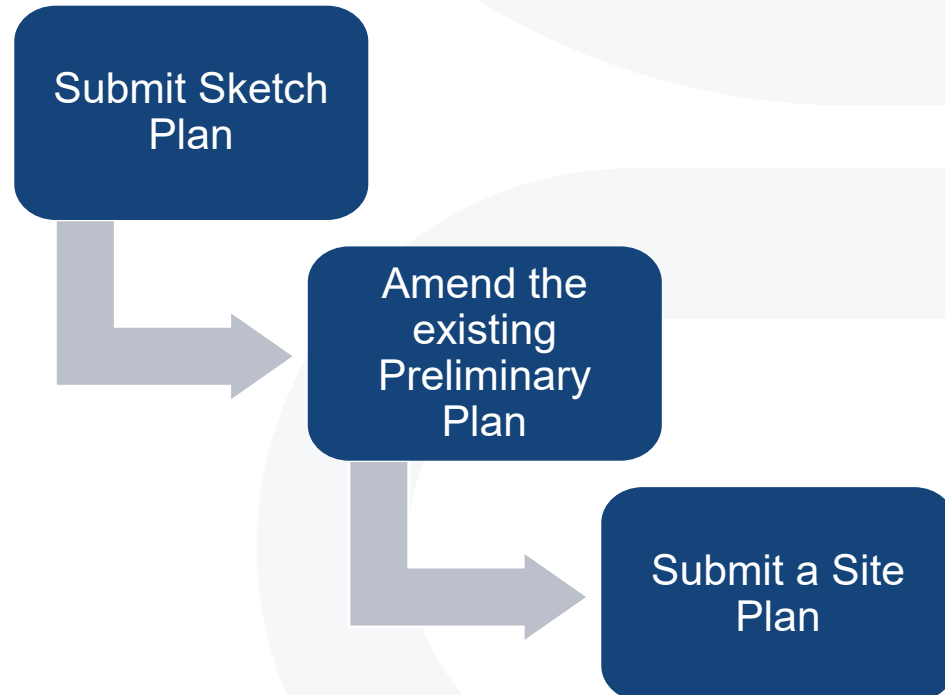
# Zoning Overview and Entitlements Process

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- North Bethesda (White Flint) Sector Plan
  - White Flint Urban Design Guidelines
  - Pike District Streetscape Standards
- Entitlements process

Parcel	Total FAR	Commercial FAR	Residential FAR	Max Height (FT)
<b>A (Air Rights)</b>	4.0	3.5	3.5	300
<b>B</b>	4.0	3.5	3.5	300
<b>C</b>	4.0	2.0	3.5	250
<b>D</b>	4.0	2.0	3.5	250
<b>E</b>	3.0	1.5	2.5	250



# Development Plan Requirements

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High Density Transit-  
Oriented  
Development



Life Sciences, Health,  
and Innovation  
Cluster



Site Infrastructure



Placemaking



North Entrance with  
Supportive  
Infrastructure for Air  
Rights Development



Housing Options /  
Affordable Housing



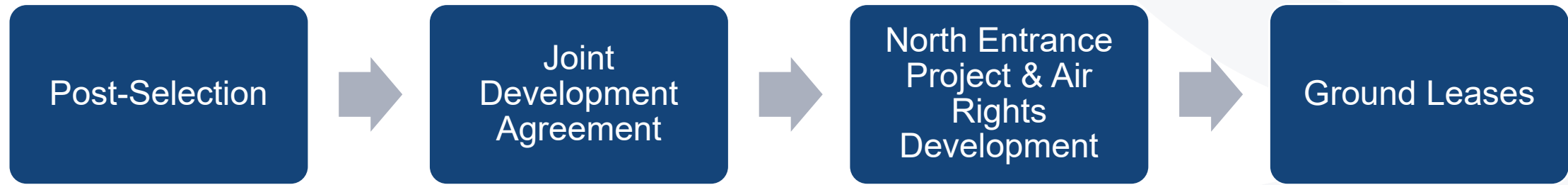
Daycare



Design Requirements

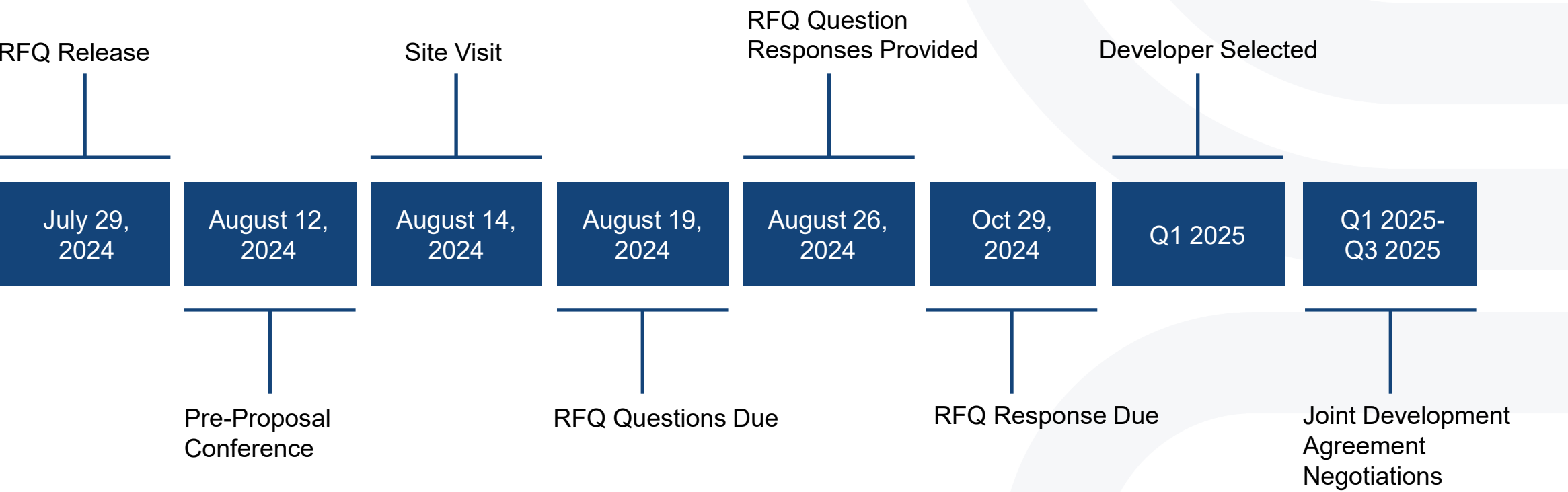
# Transaction Structure

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# Solicitation Process and Requirements

# Solicitation Process





# Submission Requirements & Evaluation Criteria

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## Technical Proposal:

- Executive Summary
- Developer Experience & Qualifications
- Development Concept & Approach
- Approach to Value & Pre-Development Costs
- Stakeholder Engagement
- Financial Capability

Order of Importance	Factor
1	Developer Experience and Qualifications
2	Development Concept & Approach
3	Approach to Value & Pre-Development Costs
4	Stakeholder Engagement
Pass/Fail	Financial Capability



# Submission Response

# Submission Response

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*Questions are due by August 19, 2024*

*Responses are due by October 29, 2024, no later than 5:00 pm*

- Electronic copies are due in PDF format
- Send responses to: [NorthBethesdaJD@wmata.com](mailto:NorthBethesdaJD@wmata.com)

# Q&A

# Thank you!

Washington Metropolitan  
Area Transit Authority