

Results with the CTA

Brokerage

TRA prepared all public bid documents on behalf of the CTA and its project managers handled the for sale projects for disposition of surplus property.

- ✓ Evaluated 34 properties for sale
- ✓ Performed due diligence and estimates of value
- ✓ Developed deal structure
- ✓ Prepared public bid offerings
- ✓ Updated and developed standard forms for bid documents, purchase and sales agreements, deeds

Transit Oriented Development

TRA, in partnership with Jones Lang LaSalle (JLL), took the lead on TOD related studies to identify the best TOD prospects in CTA's 144-station rail transit system. After approximately two dozen possible sites were identified, CTA elected to proceed to the more detailed feasibility phase on approximately a dozen sites. TRA prepared the form of requests for proposals and ground lease documents for the most promising of those.

- ✓ Completed initial evaluation of 144 stations for TOD potential
- ✓ Identified 26 initial sites for closer evaluation
- ✓ Completed evaluation of 15 sites with recommendations
- ✓ Completed a Station Typology Study

Concessions Management

TRA also works with JLL on managing concessions at CTA including retail, vending, ATMs, and parking.

- ✓ Evaluated 144 stations for concession opportunities and prepared existing conditions and market study reports
- ✓ Prepared lease abstracts for all existing tenancies
- ✓ Completed strategic plan for retail opportunities
- ✓ Worked with accounting department to develop new collections procedures and recommend strategy for problem tenants
- ✓ Implemented routine tenant inspection program
- ✓ Evaluated parking program and recommended rate increase and new management model
- ✓ Prepared RFP for new parking operator. Higher prices and better management resulted in more than doubling income from parking
- ✓ Handled bids for new expanded ATM program, vacant retail spaces, beverage vending and automated retail
- ✓ Updated standard forms for leases, licenses and revenue bid documents

Client Profile: CTA

Client System Attributes:

Second largest transit system, 1.8 million riders daily, 144 transit stations, 225 miles of track, 153 bus routes, \$1.38 Billion 2011 operating budget.

Scope of Work:

- ✓ Transit Oriented Development
- ✓ Brokerage of Surplus Property
- ✓ Concessions Management and Leasing

Results:

Generated over \$35.2 million in new revenue



TRA

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