

2014 FRA Rail Program Delivery Meeting



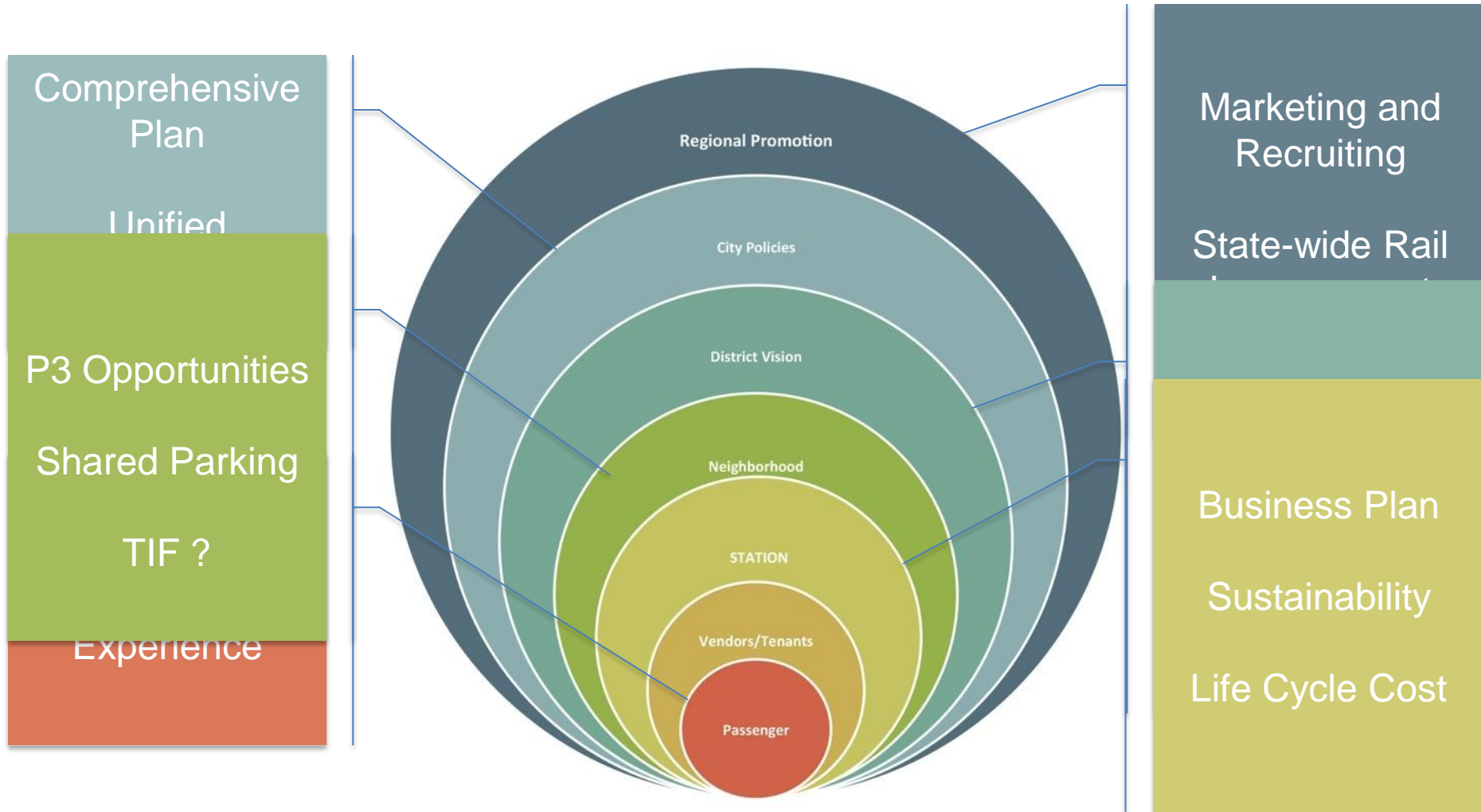
Generating Revenue: Stations, Real Estate, and Capturing Value

Raleigh Union Station

Craig Newton, PE

Roberta Fox, AIA, ASLA

Capturing Value – The Ripple Effect



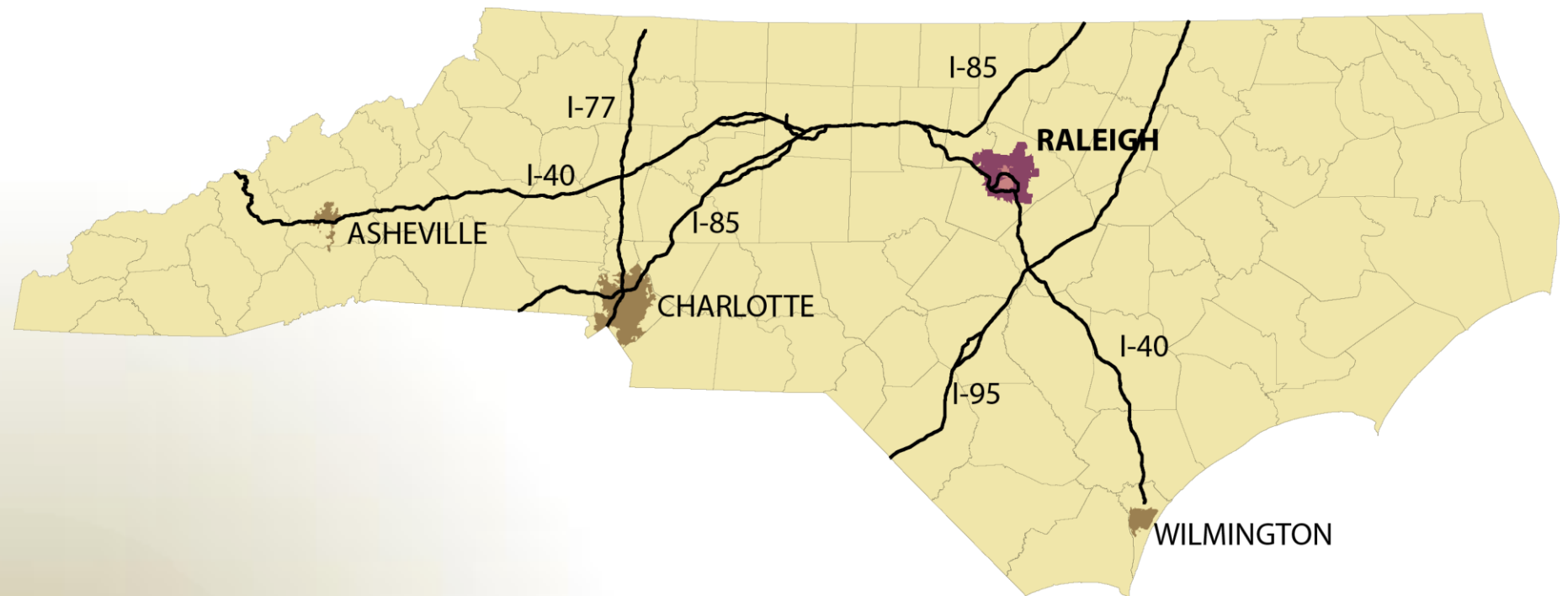
Raleigh, North Carolina





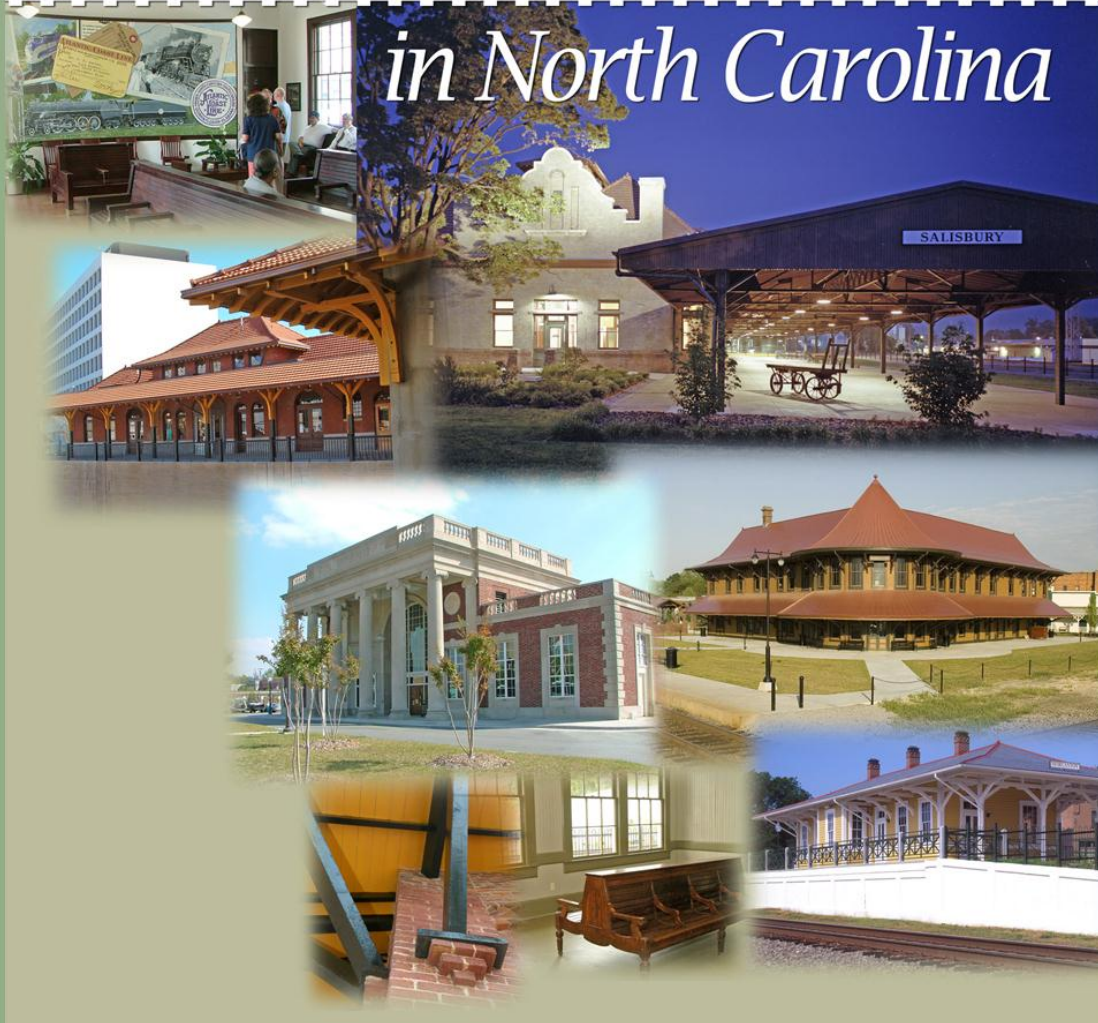
Raleigh is centrally located on the eastern seaboard approximately midway between Maine and Miami, Florida

Strategic Location

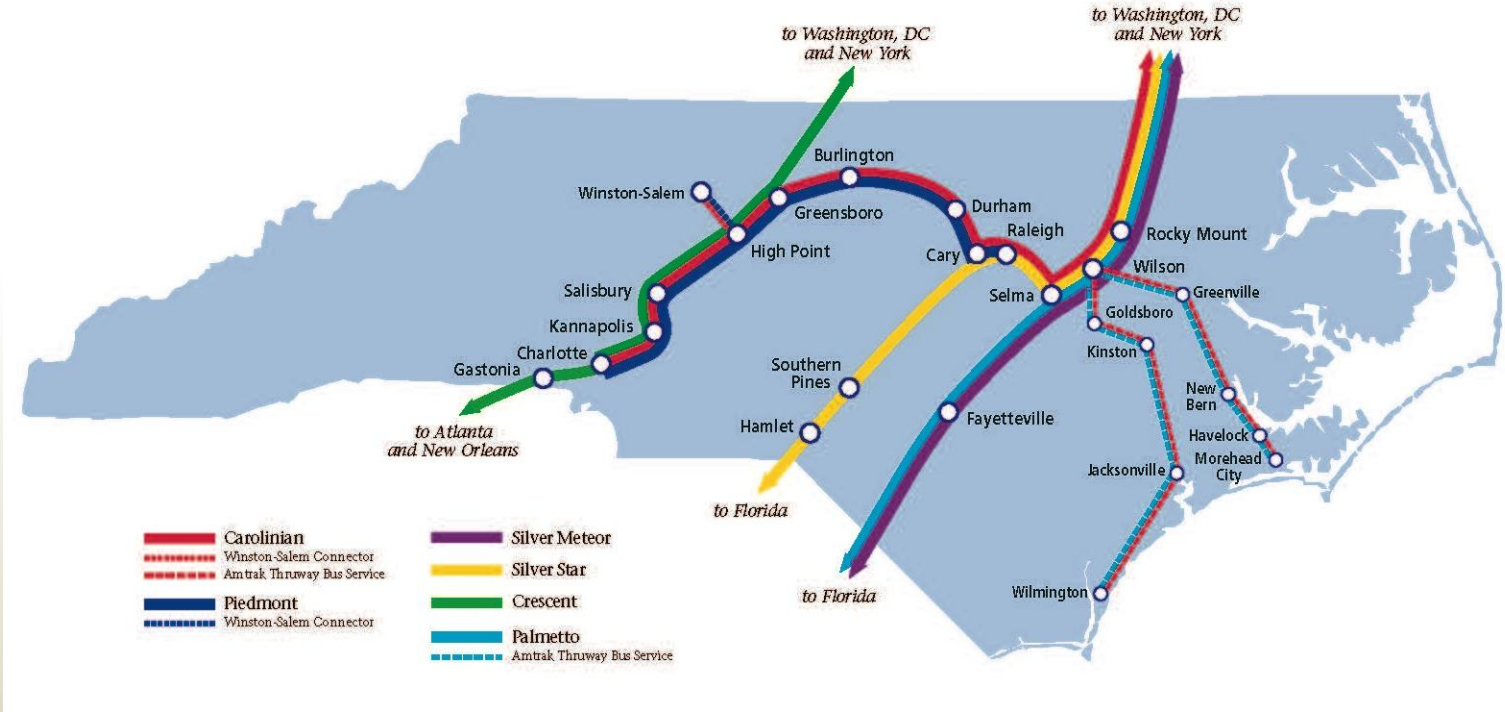


Station Improvements

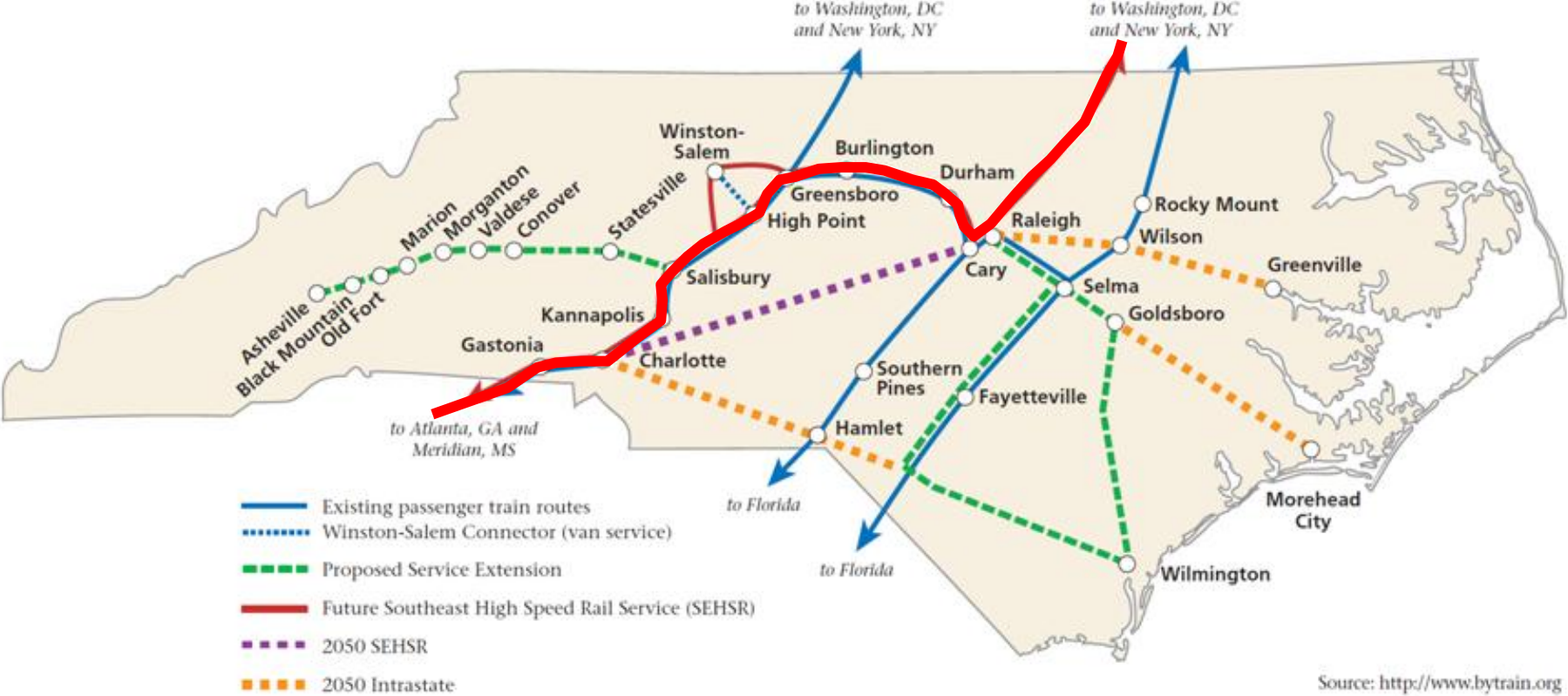
in North Carolina



NC Train Station Improvement Program



NC Train Station Improvement Program



Source: <http://www.bytrain.org>

NC Train Station Improvement Program

Existing and Proposed Passenger Rail Stations in NC

Active Amtrak Stations in NC	16
New Stations Proposed on Existing Routes	5
New Stations Proposed on Western NC Route	8
New Stations on Southeastern NC Routes (2 alternatives)	11
New Stations on Southeast High Speed Rail Corridor	1
Total Intercity Rail Stations	41

NC Train Station Improvement Program

Station Investments To Date

18 Stations Improved (some more than once)

Federal Funds	\$ 58 million
State Funds	\$ 20 million
Local Funds	<u>\$ 11 million</u>
Total	\$ 89 million

NC Train Station Improvement Program

Stations Improved To Date

Under \$1 million	4
\$1 to \$5 million	9
Over \$5 million	5

When is a Business Plan necessary?

No Business Plan Necessary



\$2.5 million

Wilson

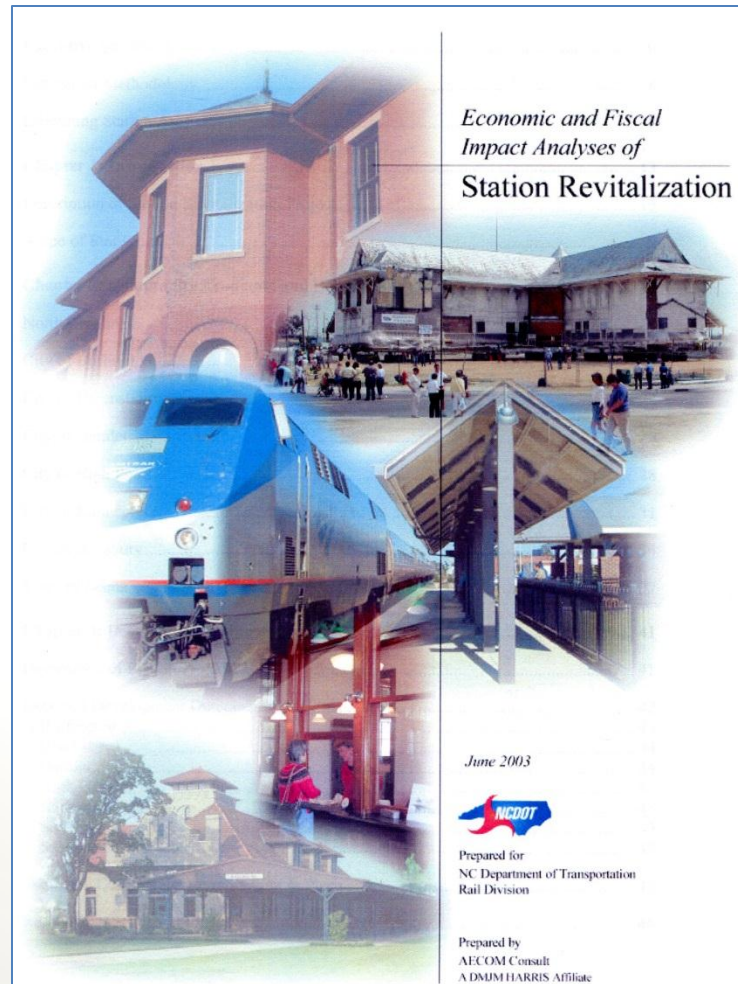


The Atlantic Coast Line Railroad built the Wilson train station in 1924. Architect A.M. Griffin designed the Flemish style station. CSX Transportation sold the station and the nearby Railway Express Agency building to the city in 1994. Renovation of the facility was completed in two phases. The station was renovated in Phase 1; work began in December 1996 and was completed in June 1998. The waiting room was enlarged, long-term parking was added and the REA building was renovated in Phase 2 which was completed in April 2003. Federal, state and local funds paid for the \$2.4 million restoration project.

The Wilson train station now serves Amtrak train passengers. The adjacent, former REA building is used as a police substation. The modern city and Greyhound bus facility is across the street from the station.

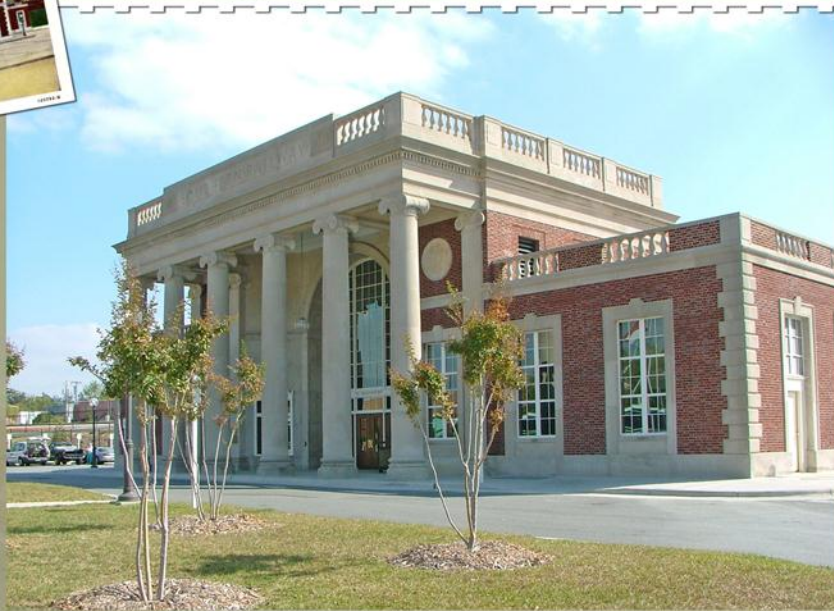


NC Train Station Improvement Program



\$30.8 million

Greensboro



Built in 1927 by Southern Railway, the Greensboro Depot was designed by New York architectural firm Fellheimer and Wagner. Southern Railway donated the station to the city of Greensboro in 1978. The N.C. Department of Transportation and city began working on plans to renovate the station in early 1993. Rehabilitation work to date has been completed in two phases. Construction began in August 2001 to renovate the main station as well as the former Railway Express Agency building. Phase 1 was completed in August 2003. The pedestrian subway, passenger platforms and canopies were reconstructed and a new baggage tunnel was built in Phase 2, which was completed in October 2005. Federal, state and local funds paid for the \$32 million project.

The J. Douglas Galyon Depot now serves as a multi-modal transit center for Amtrak train passengers as well as bus passengers from Greensboro Transit Authority, Piedmont Authority for Regional Transit and Greyhound.



\$0.9 million

Morganton



The Western North Carolina Railroad built the Morganton train station in 1886. The N.C. Department of Transportation and city of Morganton began renovating the station in December 2003 and completed restoration work in September 2004. Federal, state and local funds paid for the \$970,000 renovation project.

The Morganton station will serve as a local history museum until it is needed for future passenger rail service to western North Carolina.



\$9.3 million

Rocky Mount



The Rocky Mount train station was constructed in three phases. The Wilmington and Weldon Railroad built a two-story brick Romanesque building in 1893. The Atlantic Coast Line Railroad added two wings in 1911-1912, and added a third story in 1916. In addition to serving train passengers, the building served as a division headquarters for the railroad. The N.C. Department of Transportation and city of Rocky Mount began renovating the building and adjoining REA warehouse in 1997; work was completed in December 2000. Federal, state and local funds paid for the \$9 million restoration project.

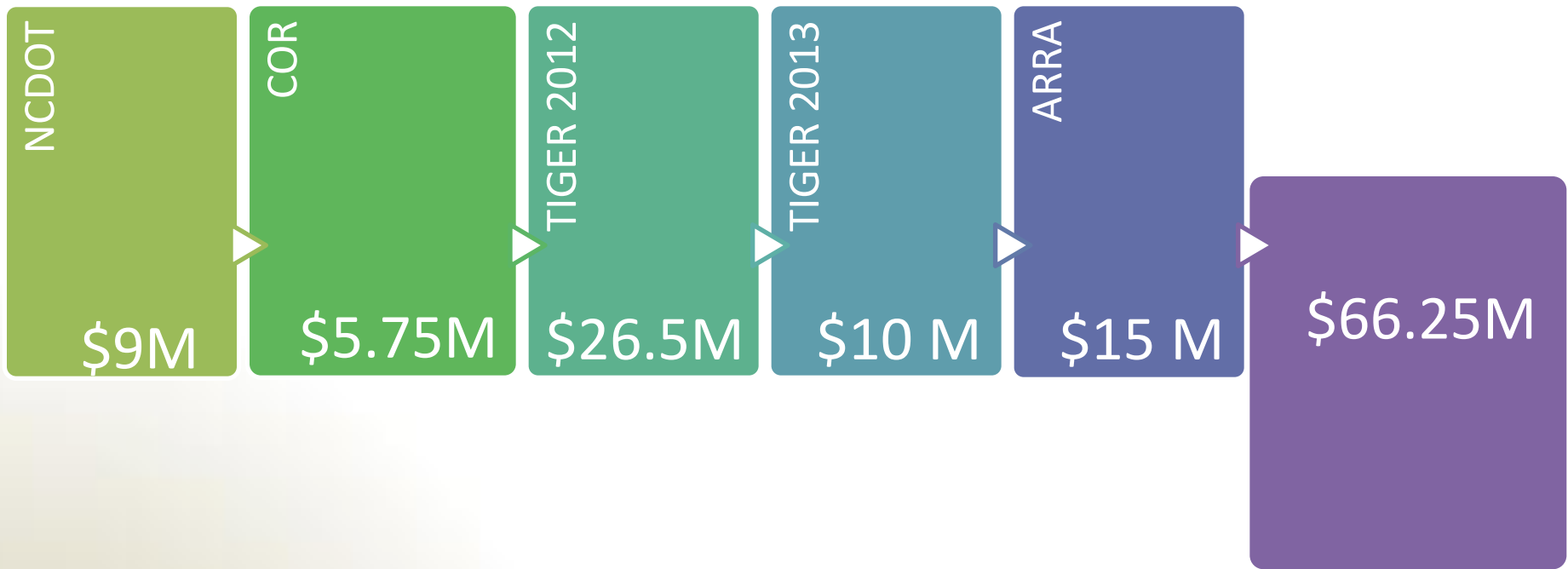
The Rocky Mount facility now serves Amtrak passengers, Greyhound intercity service, local bus service and the Tar River Regional Transit System. The main station also houses the Rocky Mount Chamber of Commerce, regional transit offices and private lease space. A small restaurant operates in the REA building.





Phase I Rail

Phase II Bus
Phase III Parking



Funding – Phase I

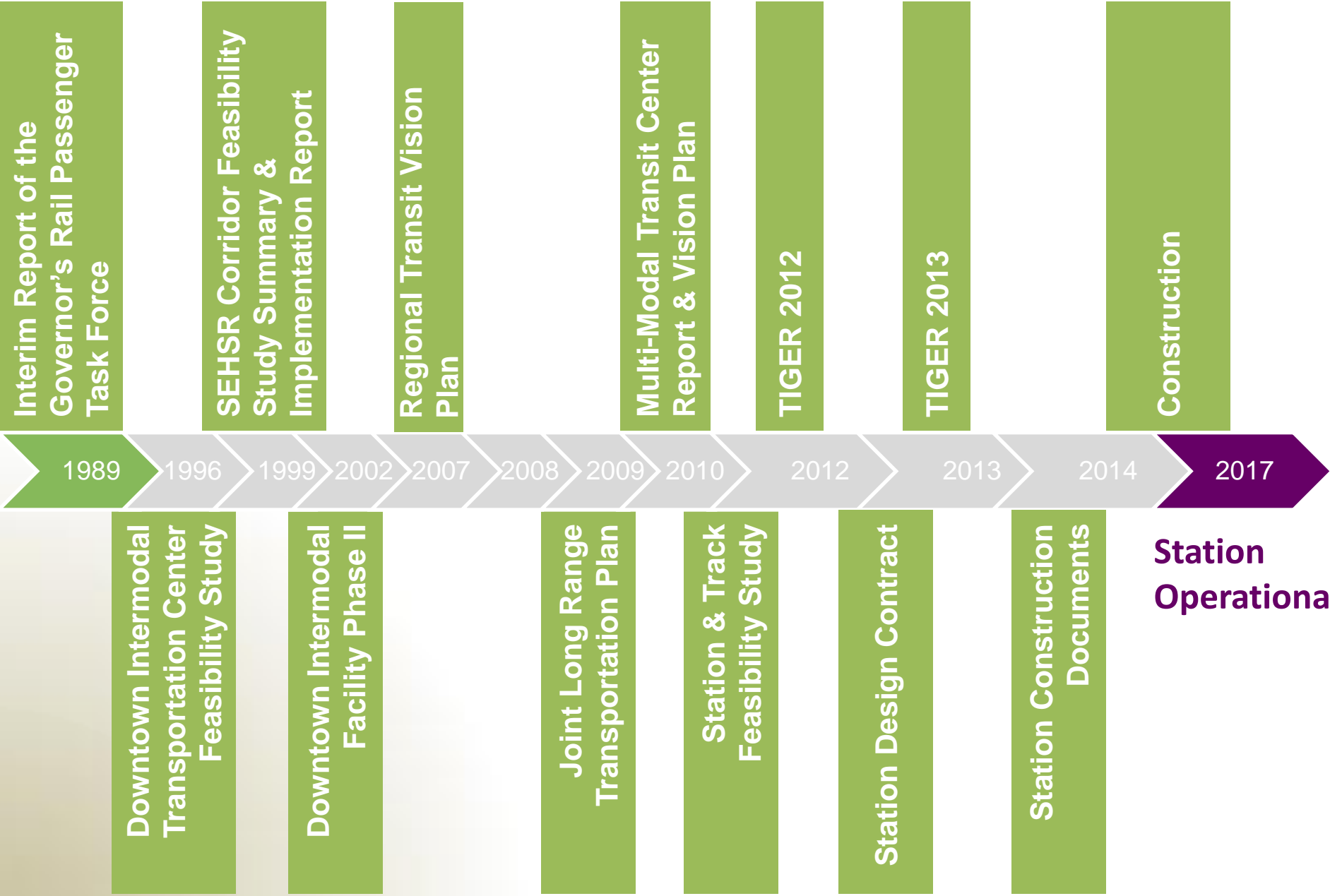
VISION FOR RALEIGH

Design a 21st century city

Build a legacy for the future

Create a city of lasting value





Station Operational

Concept

1989

1996

1999

2002

2007

2008

2009

2010

2012

2013

2014

2015

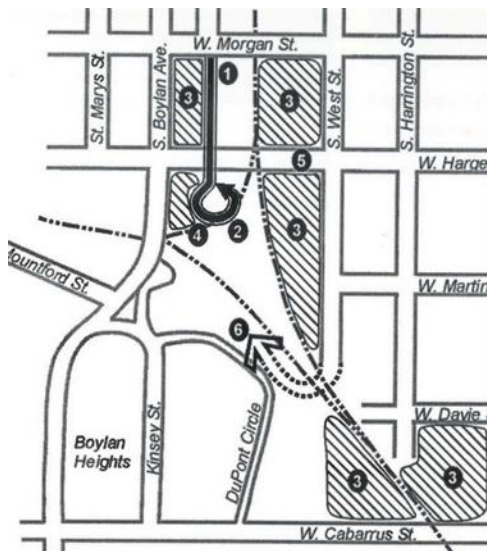
2016

2016

2017







1989

1996

1999

2002

2007

2008

2009

2010

2012

June 2012

Early 2013

Fall 2013

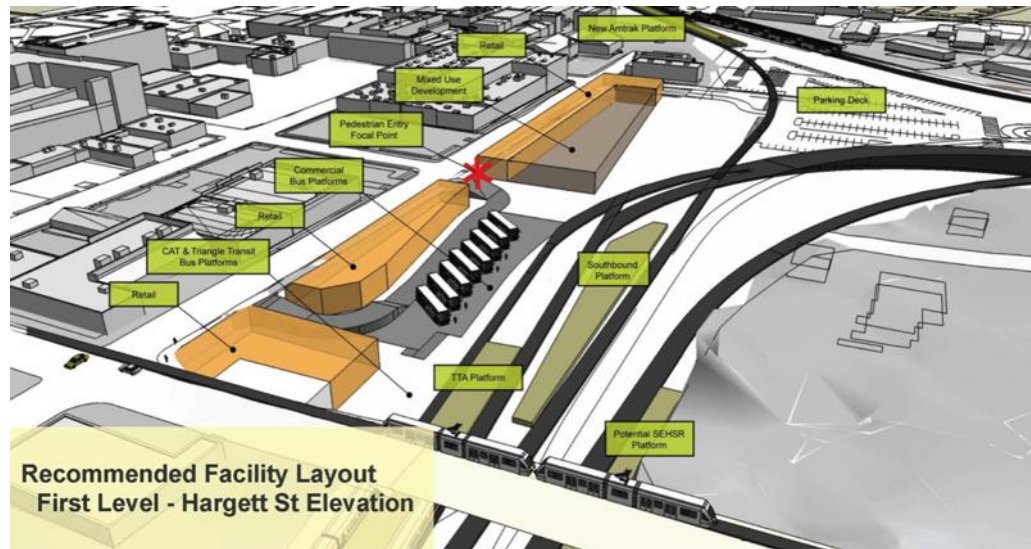
2014

2015

2017



Intermodal Phase II Conceptual Study



1989

1996

1999

2002

2007

2008

2009

2010

2012

June 2012

Early 2013

Fall 2013

2014

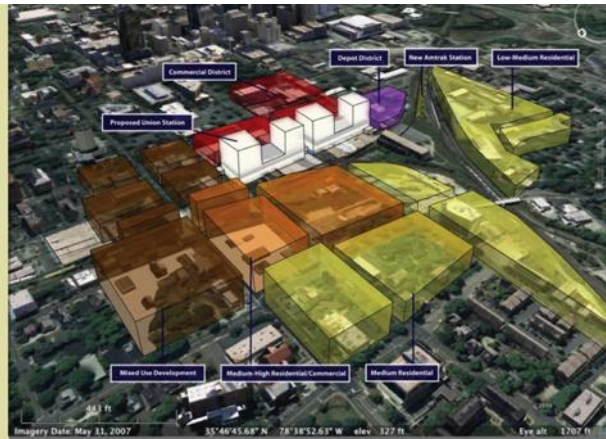
2015

2017

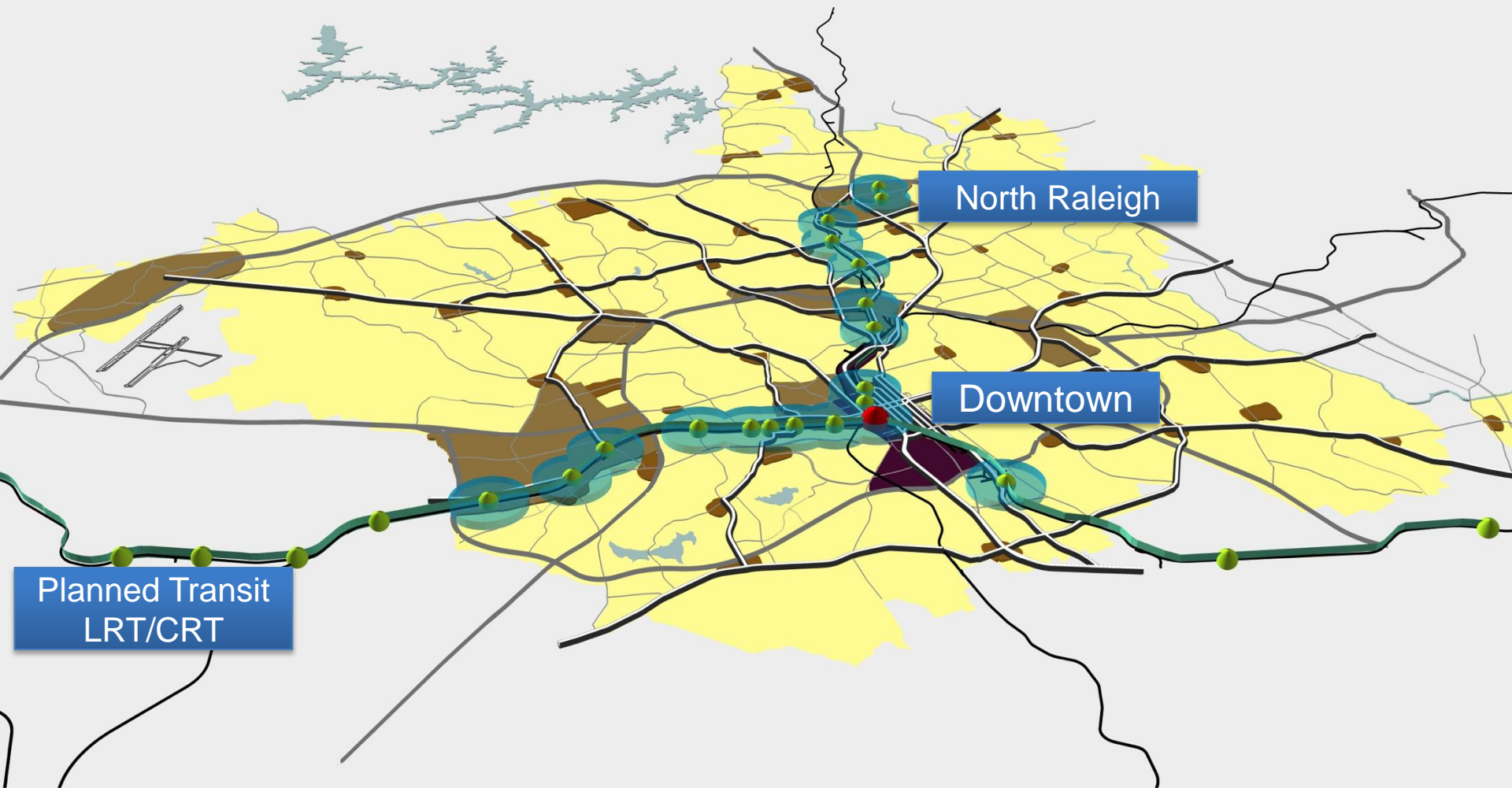
**Recommended Phasing Plan
0. Environmental Clearance and
Preliminary Engineering
\$10 – \$11.3 Million**

- I. Amtrak Relocation
\$31.6 - \$41.7 Million
- II. Greyhound Relocation
\$16.6 – \$29.1 Million
- III. Full-Union Station Buildout
\$74.2 - \$139.6 Million

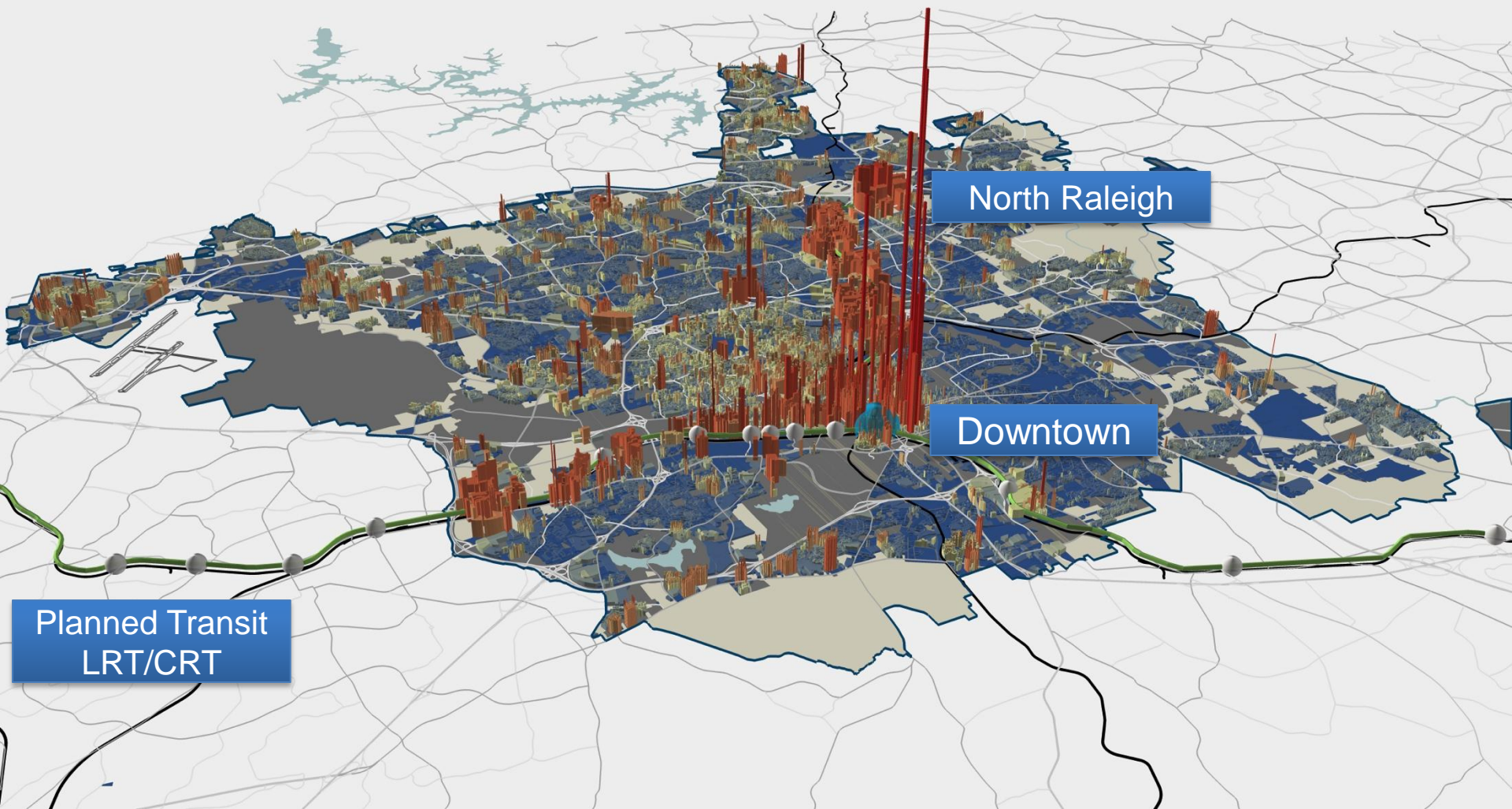
Total - \$150.9 – \$212.4 Million



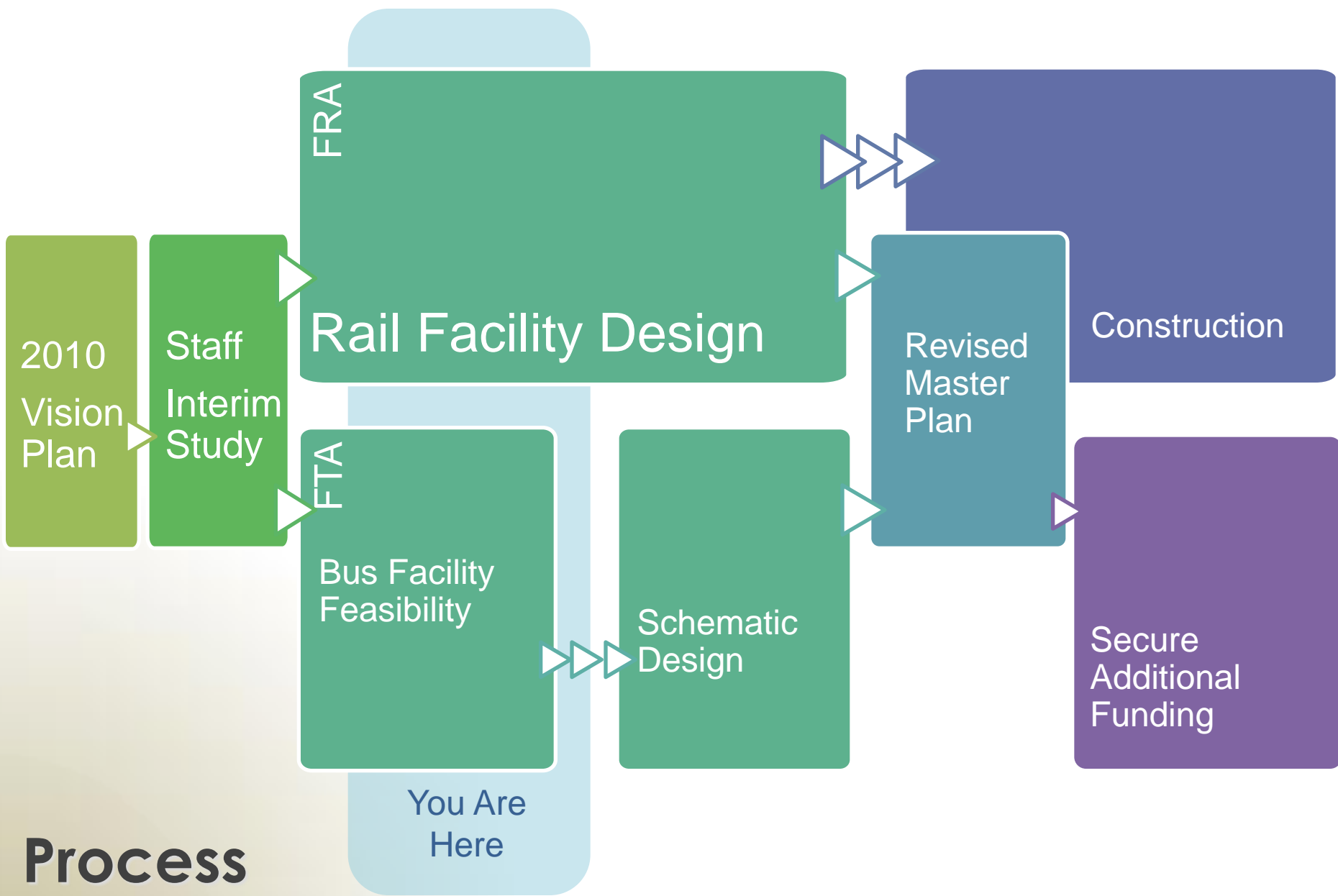
Multi-Modal Transit Center Study



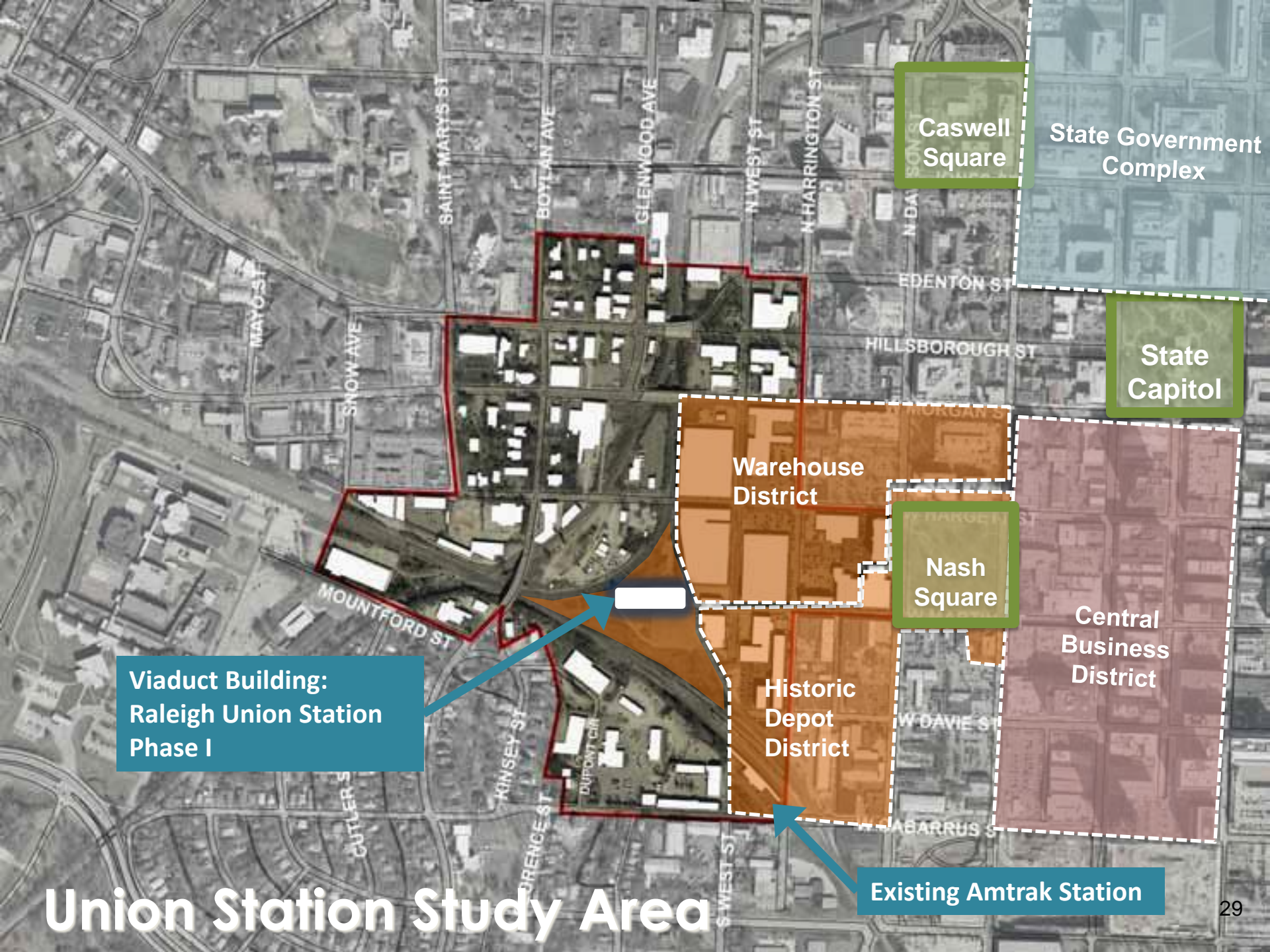
Raleigh Comprehensive Plan



TOD Return on Investment



Process



Caswell Square

State Government Complex

State Capitol

Warehouse District

Nash Square

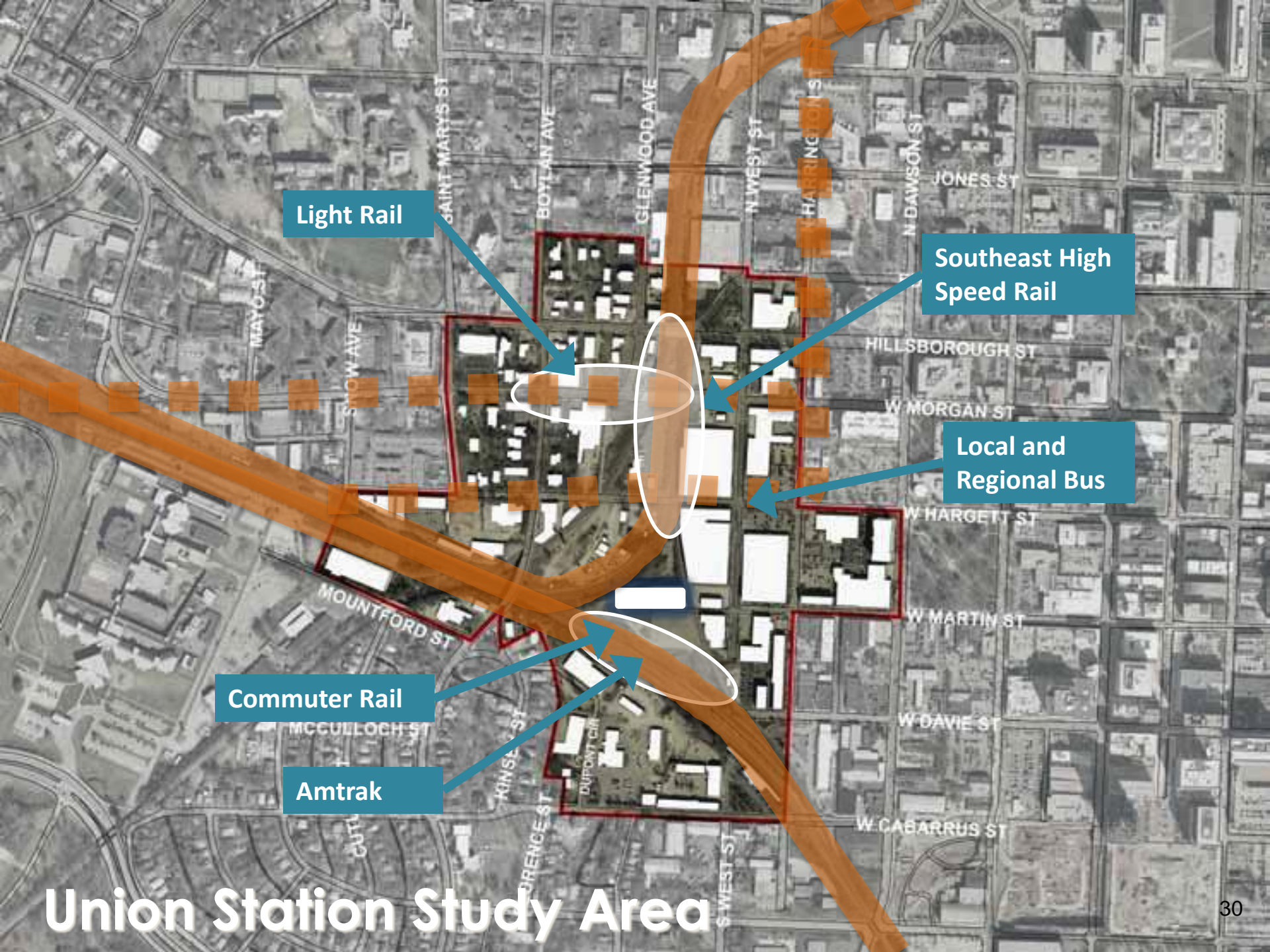
Central Business District

Historic Depot District

Viaduct Building:
Raleigh Union Station
Phase I

Existing Amtrak Station

Union Station Study Area



Light Rail

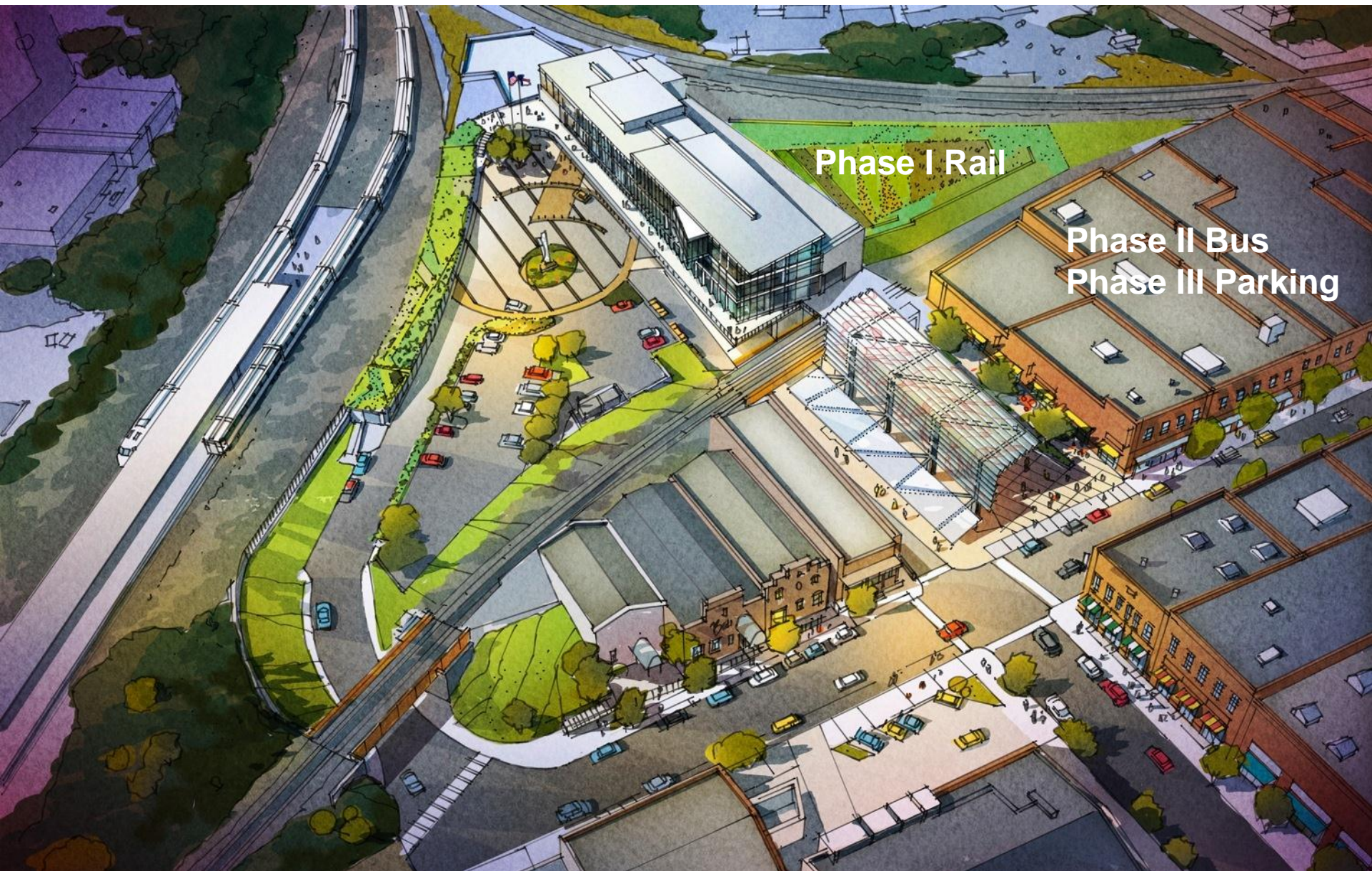
Southeast High Speed Rail

Local and Regional Bus

Commuter Rail

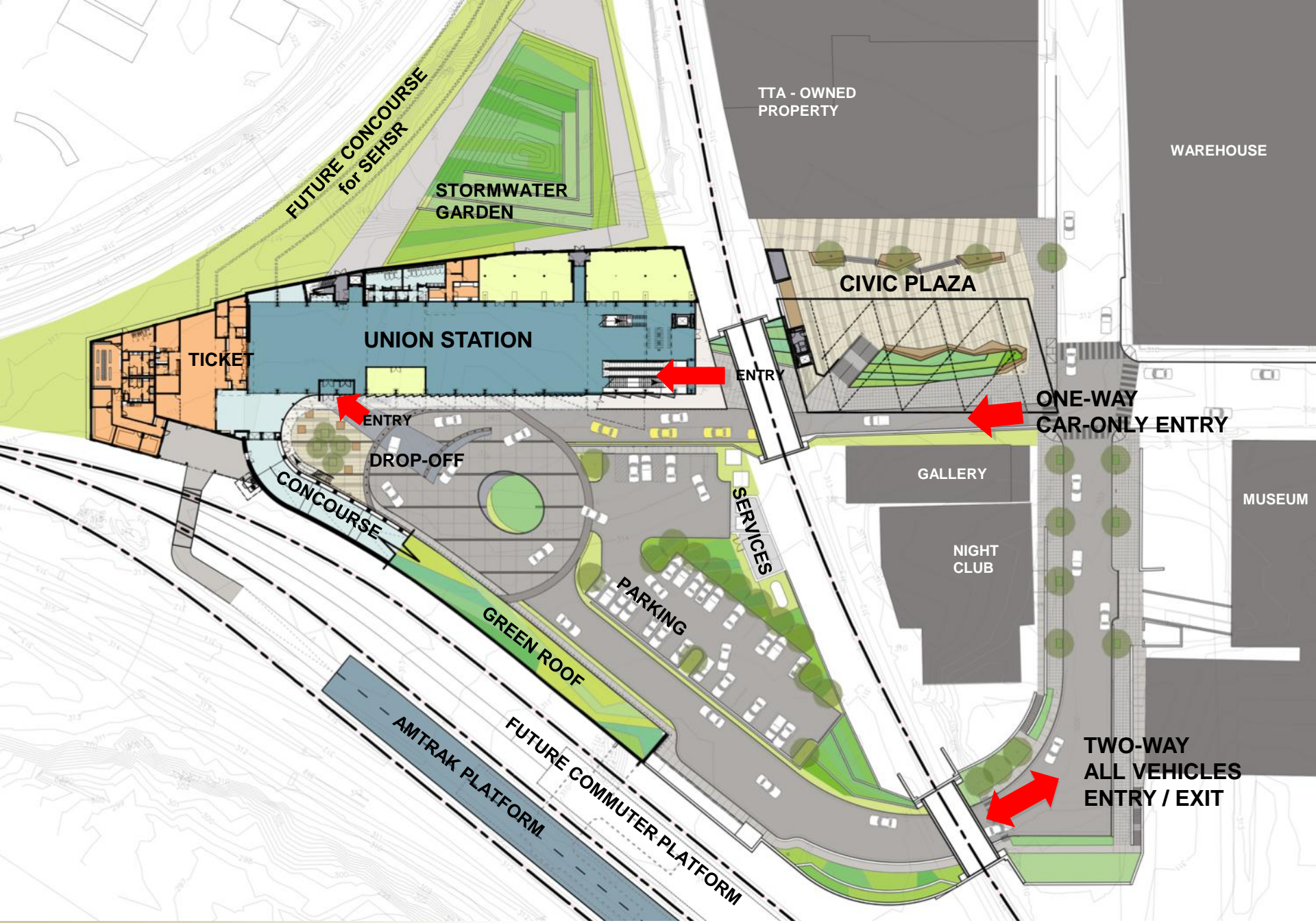
Amtrak

Union Station Study Area



Phase I Rail

Phase II Bus
Phase III Parking

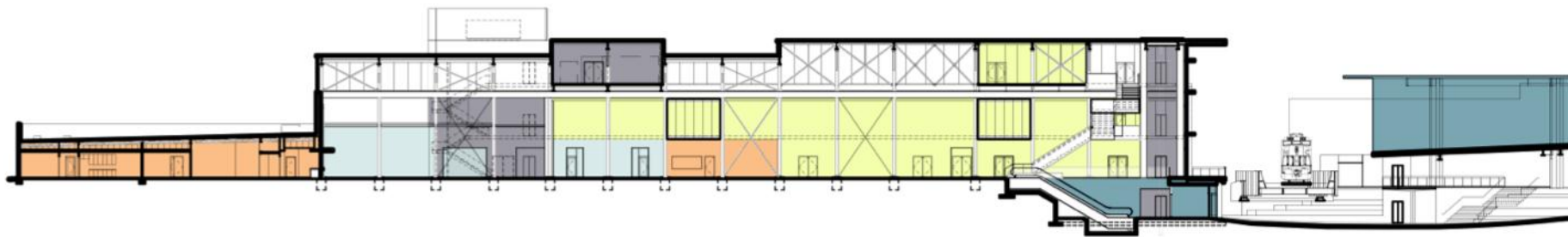
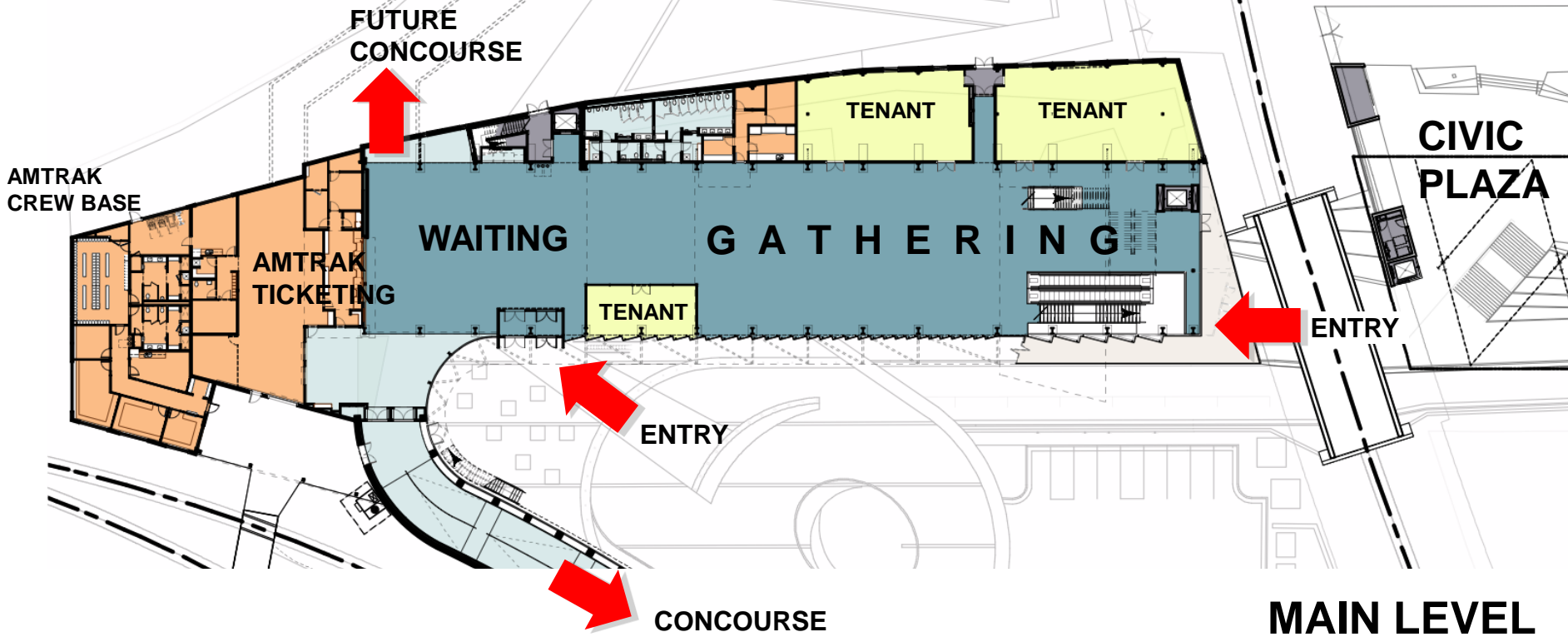


- Show a commitment to the on-going use of the facility and protection of the investment
- Define the financial and management requirements to construct, operate, and maintain the facility
- Creates a blueprint for executing the project
- Clarify the direction for this phase and future phases
- Identify potential obstacles and solutions

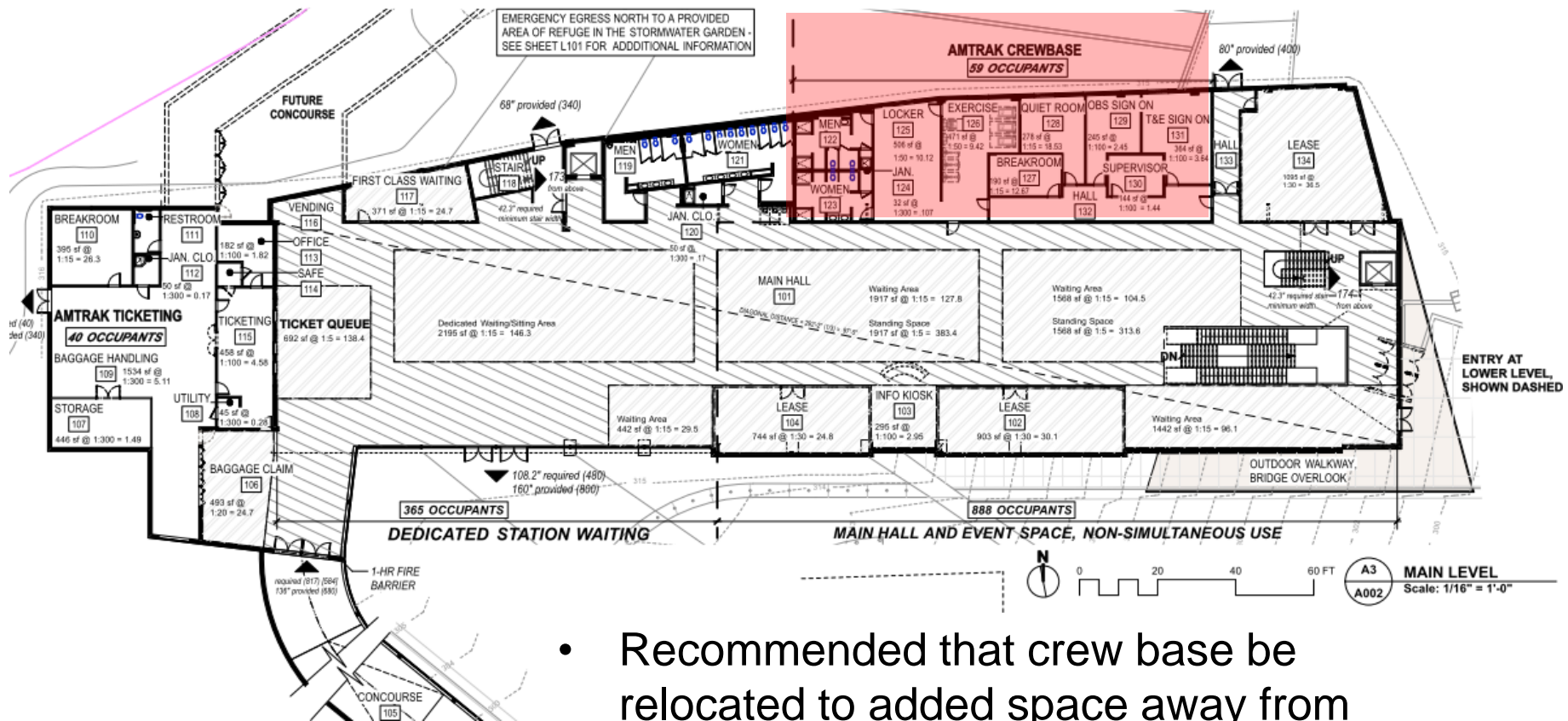
Why Create a Business Plan?

- Peer Review:
 - Similar facilities at multiple scales
 - Local Developers and Brokers Review
- Revenue Generation Options
- Cash Flow Projections
- O&M Forecasting
- Potential Sources

Business Plan



BUILDING SECTION

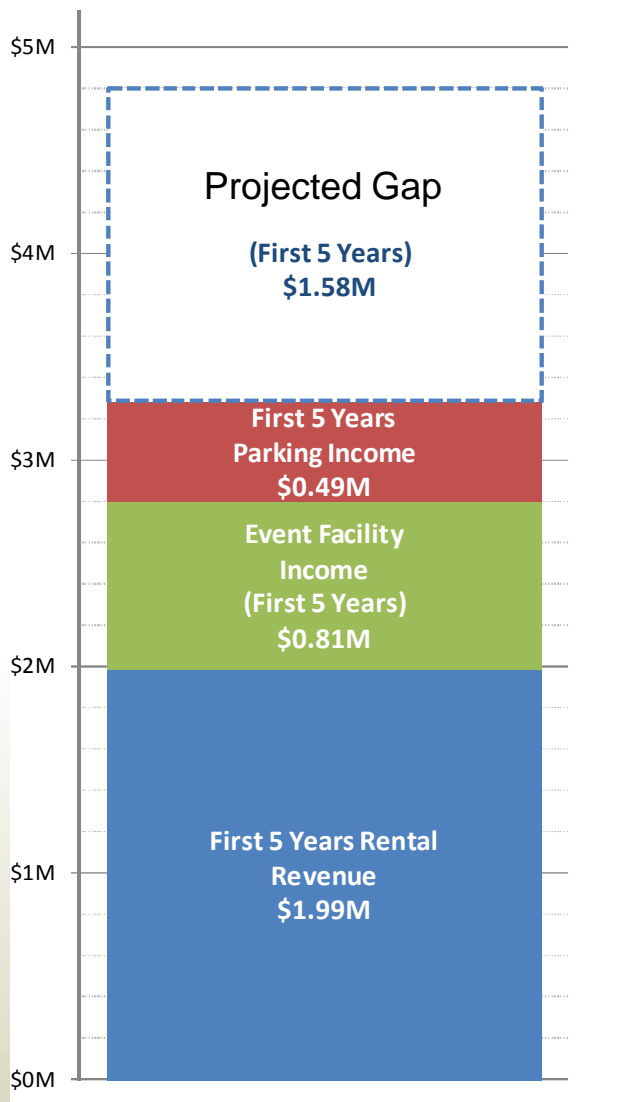


Main Level

- Recommended that crew base be relocated to added space away from Main Hall
- Move is “revenue positive”, freeing up potential leasable space off Main Hall

- Amtrak-leased space, excluding office (6,794 SqFt)
- Office space (6,170 SqFt)
- Restaurant space (4,812 SqFt)
- Retail space (2,405 SqFt)
- Event / Civic space (5,000 SqFt)
- **Total (20,181 SqFt)**

Leasable/Event Space Summary



- The identified sources of operating revenue are projected to cover 60%-70% of annual operating expenses

Five Year Projection

- Grants
- Advertising Revenue
- Municipal Funding/ Tax Revenue
- Debt Sources
- Equity Sources
- Value Capture
 - Developer Fees
 - Usage / Facility Fees
 - Special Districts
 - Tax Increment Financing (TIF)
 - Joint Development

Potential Funding Sources

Recently Completed

- SECU Office Tower
- Wake County Justice Center
- NC Bar Association
- North Carolina Environment & Natural Resource Center & Museum
- Raleigh Underground

Planned / Under Construction

- Renovations & New Construction in Downtown Raleigh BID
- 3267 Residential Units
- 214,000 SQFT of Retail Space
- 1,500,000 SQFT of Office Space

Potential Development Sites

- Warehouse District has largest area of redevelopment potential in Business Improvement District
- 13 Acres of Potential Sites
- Innovative/Tech Occupations: Citrix, HQ Raleigh, DesignBox, Denim Raleigh
- Potential Site for Phase II of Raleigh Union Station



Raleigh Union Station Video

Clearscapes

Hatch Mott MacDonald

Lift Aerial Marketing

Parsons Brinckerhoff

Planning & Development
Communications Group

Special Thanks