

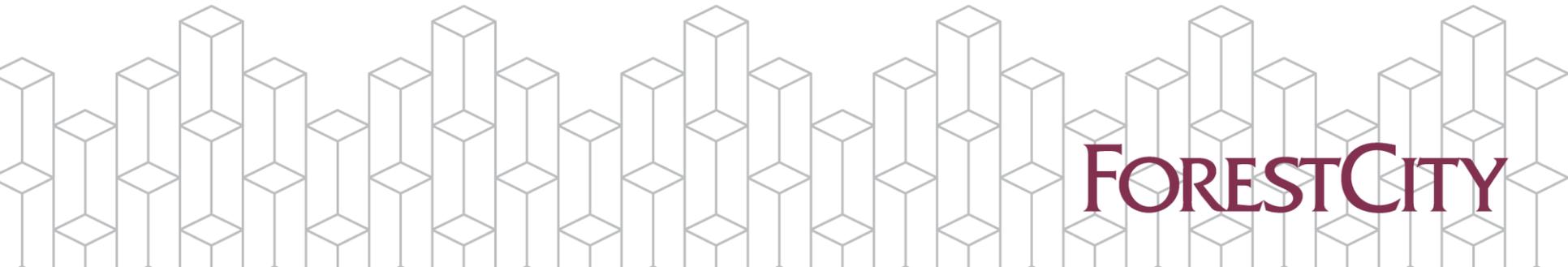


CATS Transit Funding Workshop

March 4, 2013

PRESENTED BY: EMERICK CORSI

President, Forest City Real Estate Services



FORESTCITY

FORESTCITY BY THE NUMBERS

34

Years Emerick has worked at Forest City

90

Years in business

\$10.5B

In total assets

13,517,000

Leasable sq ft of office space

48,329

Housing Units

1

Largest TOD developer in the US

26,533,000

Sq ft retail in the United States

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Tower City Center [Cleveland, OH](#), Central Station [Chicago, IL](#) Station Square [Pittsburgh, PA](#)
The Drake [Philadelphia, PA](#) University Park @ MIT [Cambridge, MA](#) The Yards [Washington, DC](#)
The Grand [N. Bethesda, MD](#) Lenox Club [Arlington, VA](#)



MetroTech Brooklyn, NY East River Harlem, NY Barclays Arena New York, NY

Atlantic Station New York, NY 8 Spruce New York, NY NY Times New York, NY



San Francisco Center [San Francisco, CA](#) Bayside [San Francisco, CA](#)

Fifth & Mission [San Francisco, CA](#) Victoria Gardens [Rancho Cucamonga, CA](#) Stapleton [Denver, CO](#)

South Jordan TOD [South Jordan, UT](#) MultiModal Passenger Terminal [Atlanta, GA](#)



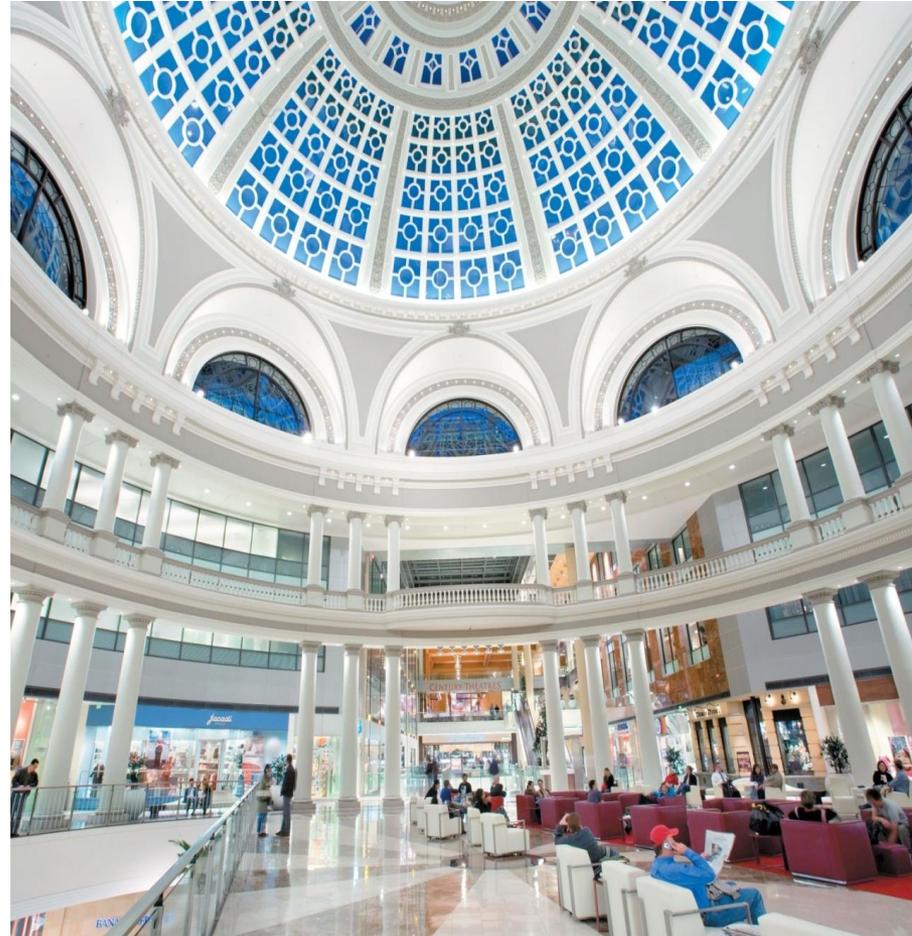
NO



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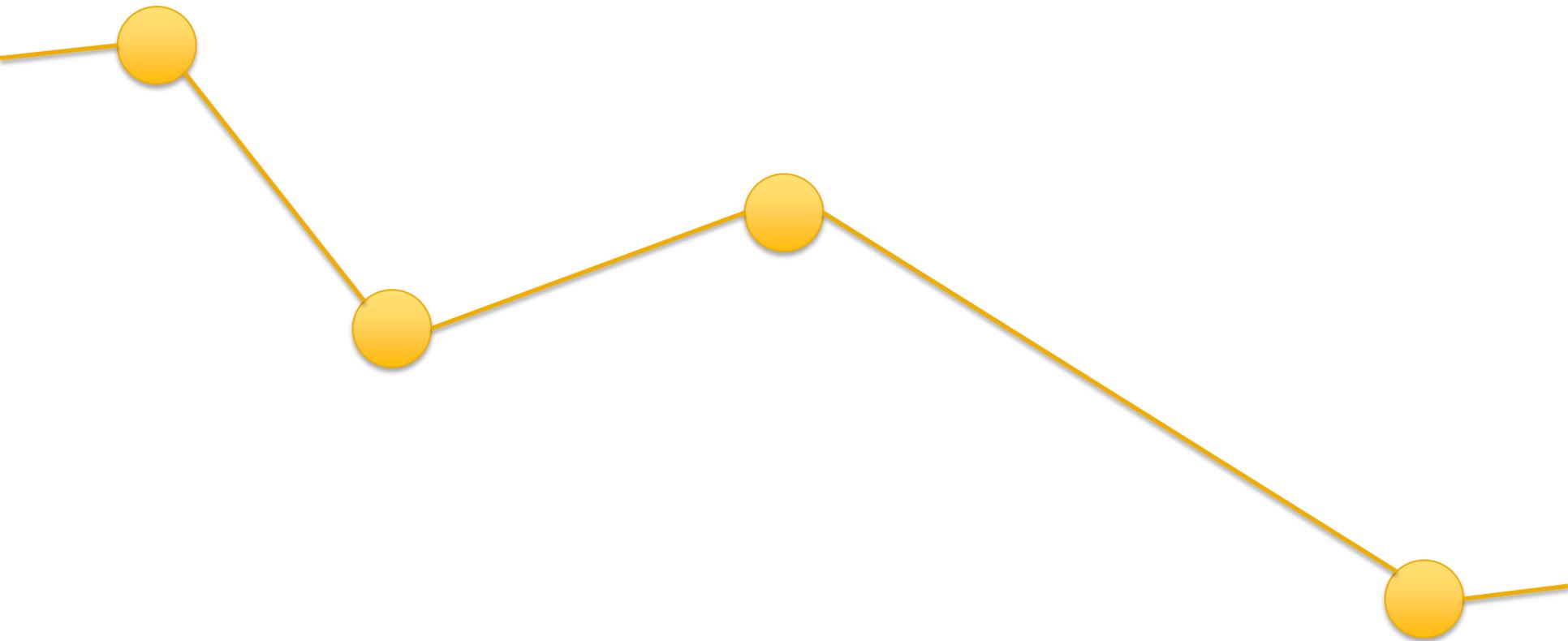
Real Estate Services

YES



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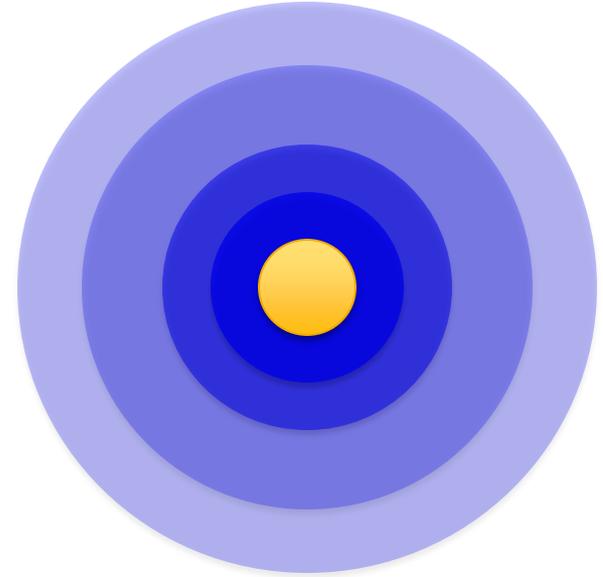
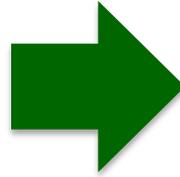


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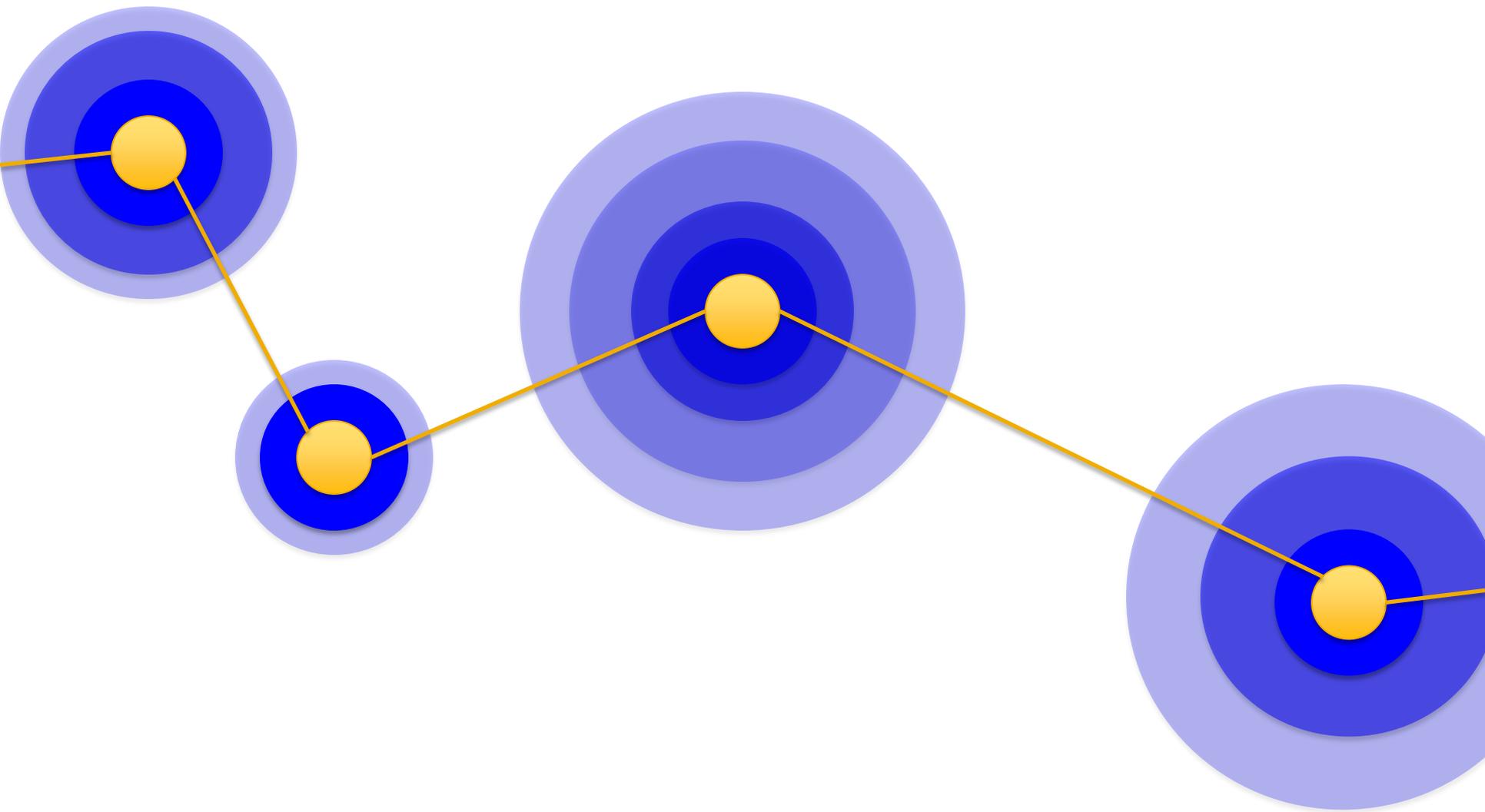
Station



Station &
Development Area

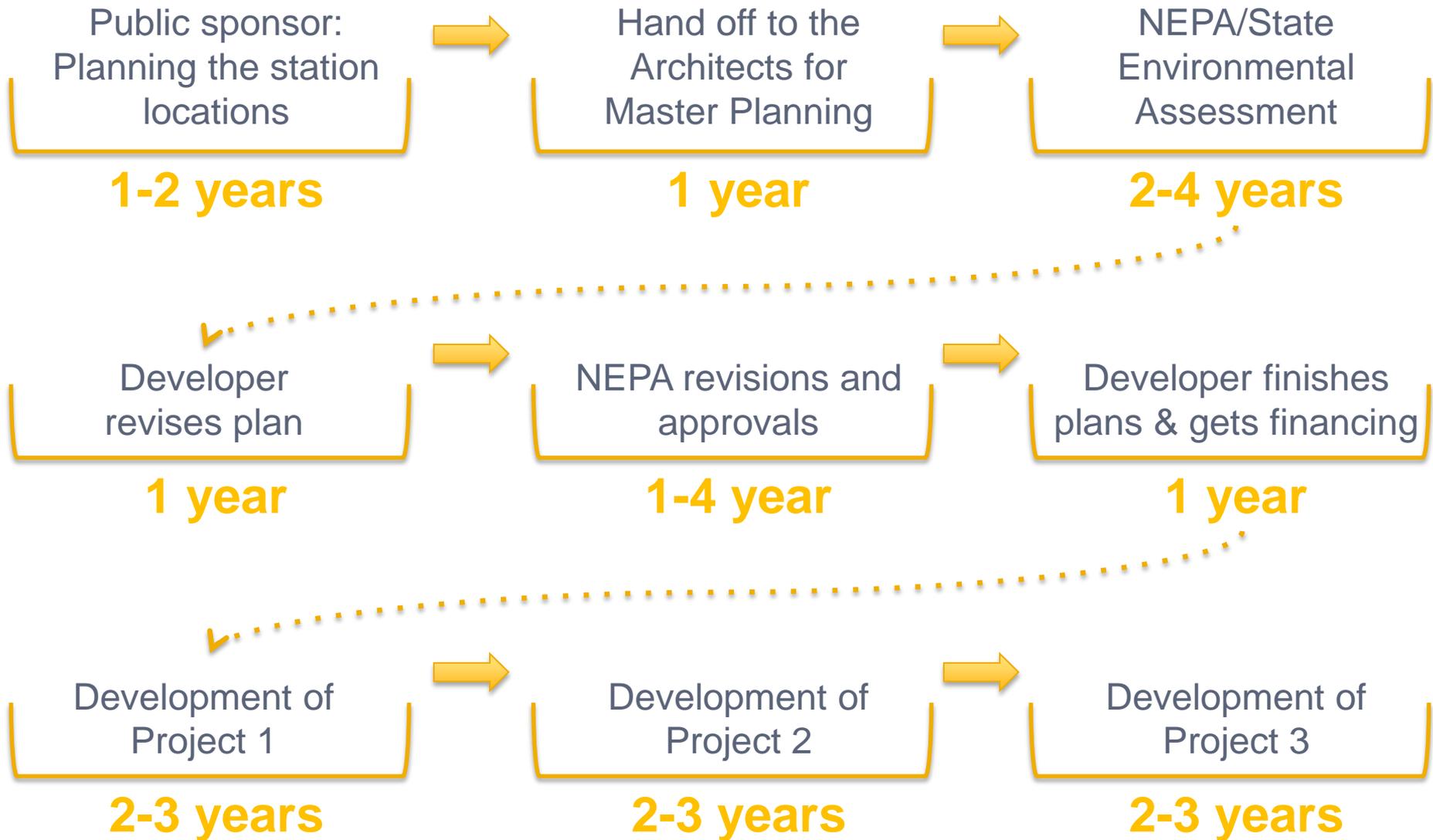
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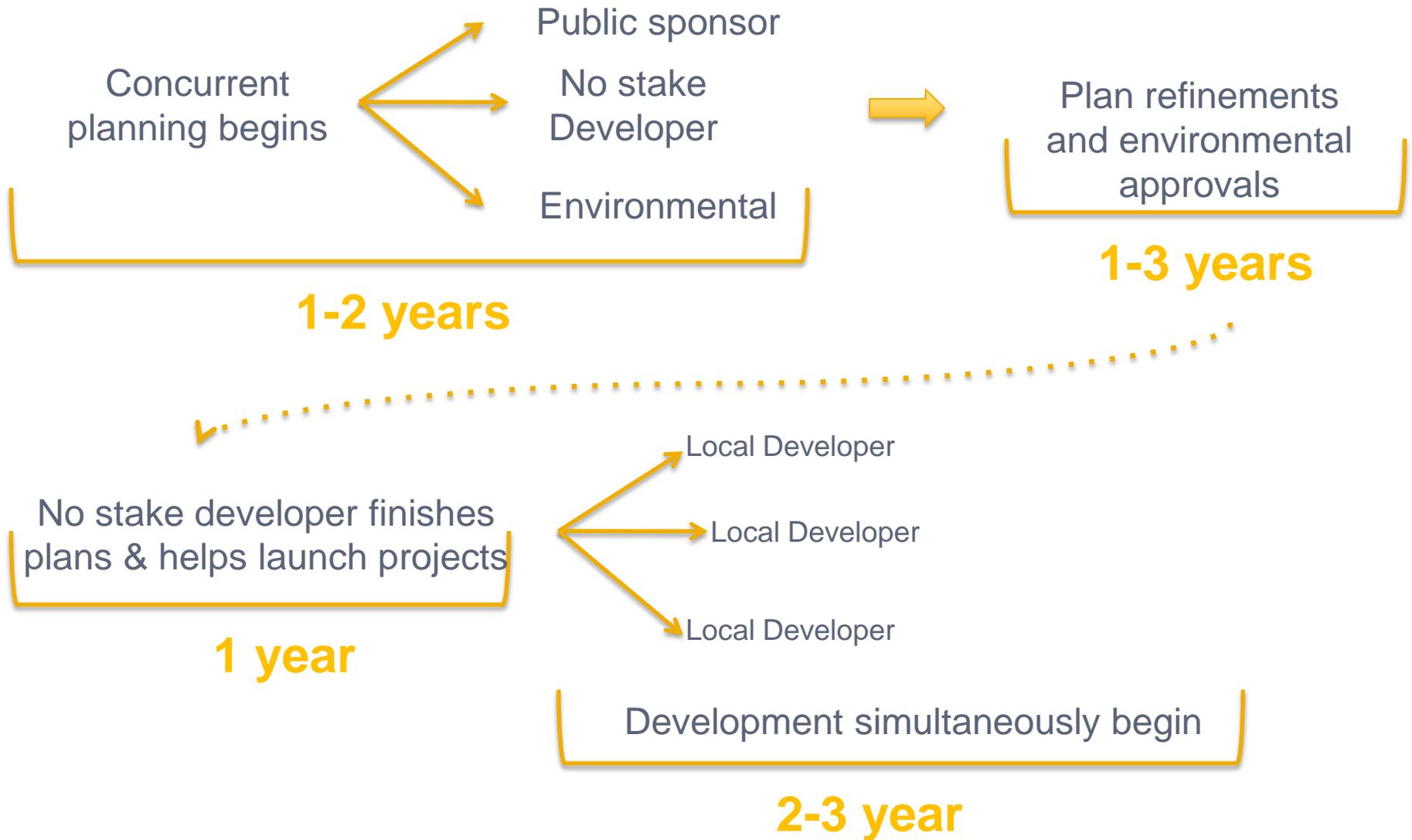


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= 7 to 13 years before the 1st Project Starts



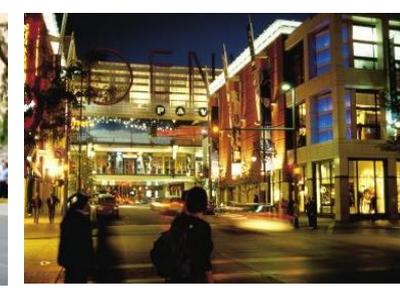
= 3 to 6 years before the 1st Projects Start

Abbreviated Sources for Gap Financing

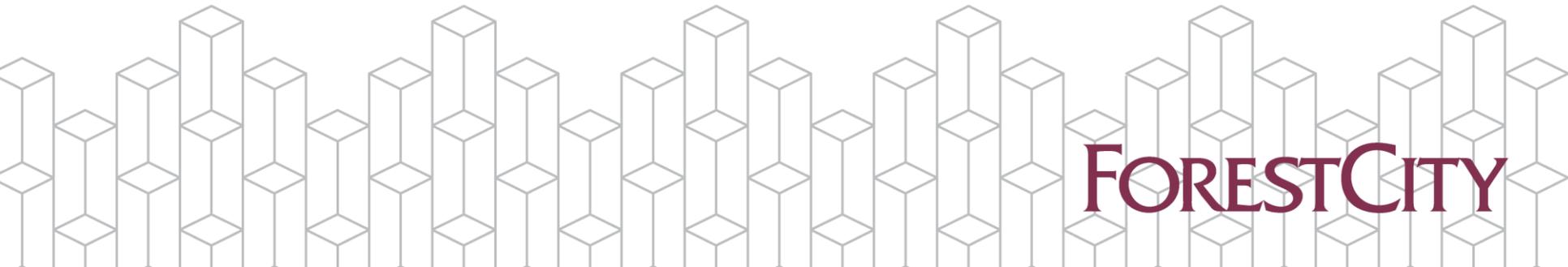
- Increased land values
- Naming rights
- Advertising
- TIFs
- Creative TIFs (based on other taxes, eg. Sales tax, lodgers' tax etc.)
- Grants (federal, state, and local)

Important Tips

- 1) Don't forget! TIFIA & RRIF are **LOANS**
- 2) A solid repayment plan should be in place **BEFORE** the application process
- 3) **START DEVELOPING EARLY** to lay a strong foundation for loan repayment



THANK YOU



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