

# 2017

# FRA Rail Program Delivery

## Meeting

# PPPs for Station Development: Moynihan Train Hall

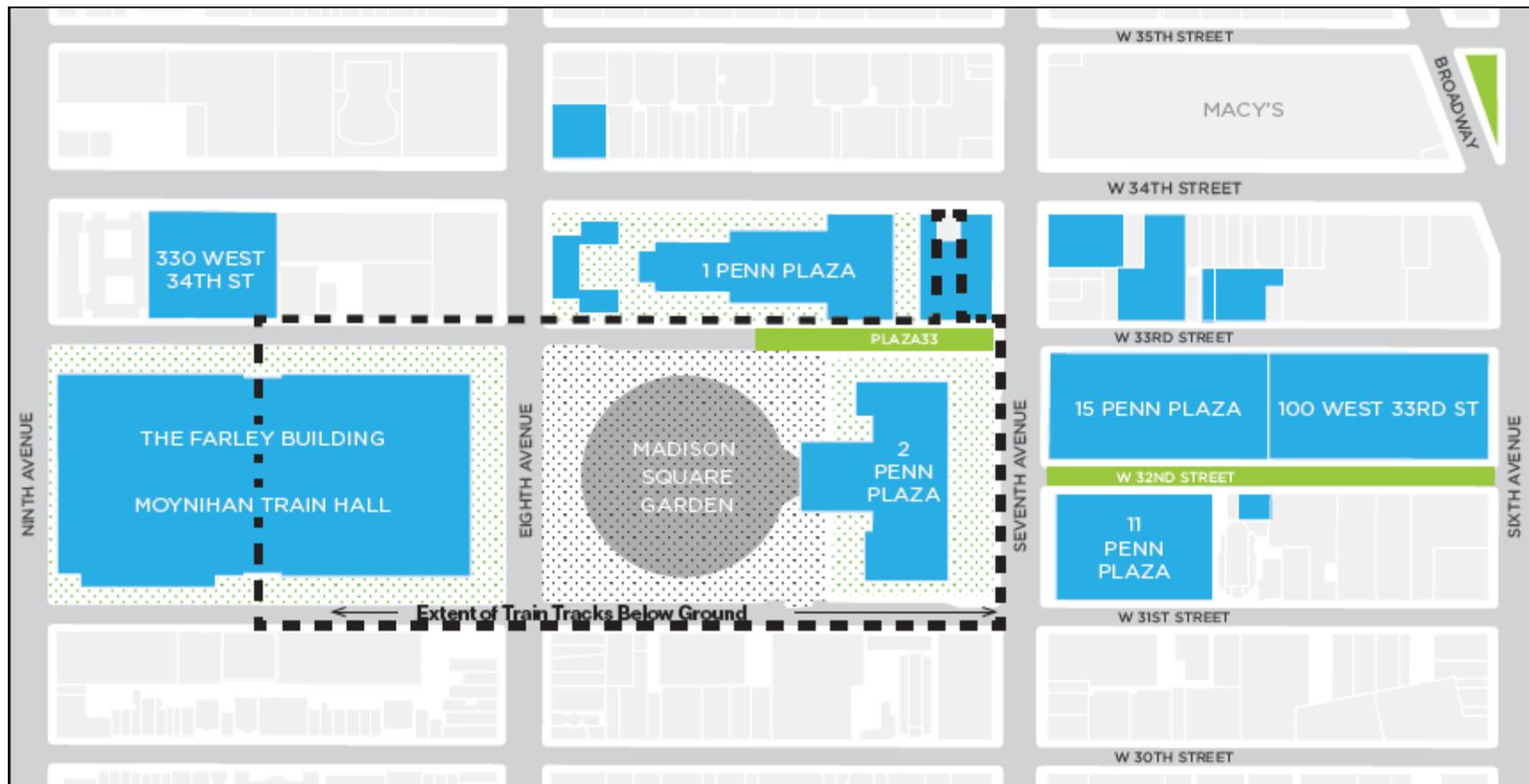
Marc Ricks

Vornado Realty Trust

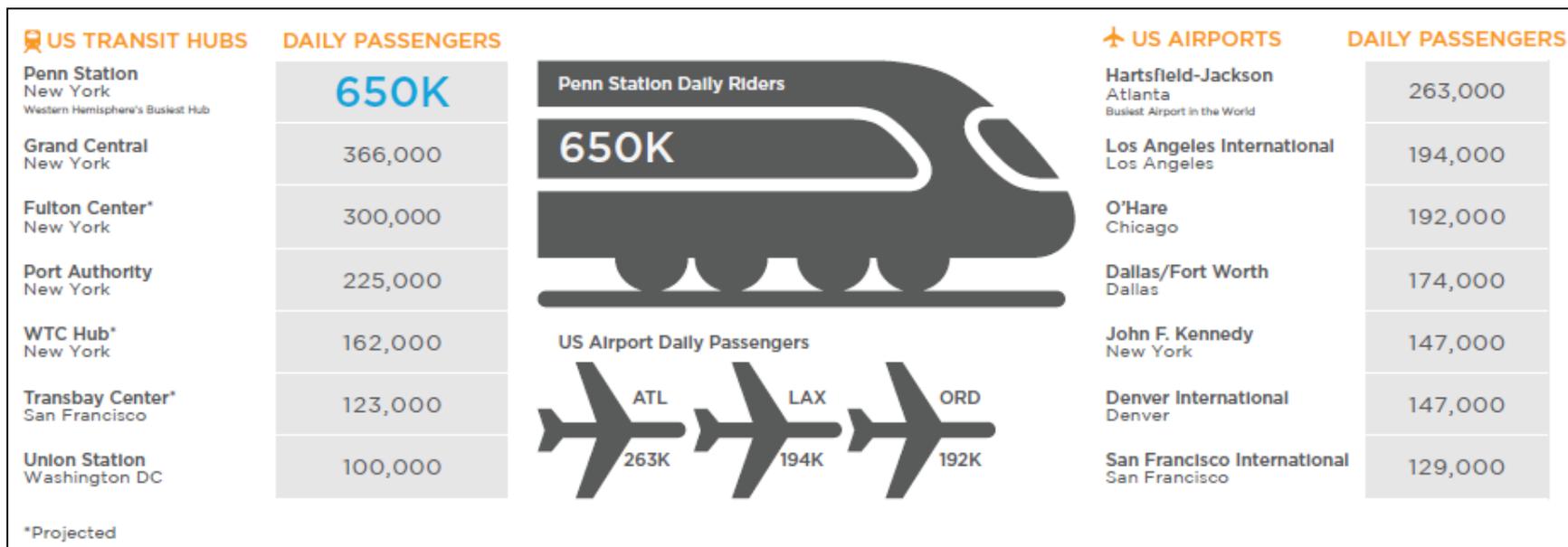
# Vornado Overview

- ▶ Preeminent owner, manager, and developer of office and retail assets
- ▶ NYC-focused with sizable assets in each of Chicago & San Francisco
- ▶ Over 25MSF of office and nearly 3MSF of retail, plus residential
- ▶ 55 years on the NYSE
- ▶ \$15B market capitalization
- ▶ Nationally recognized leader in sustainability

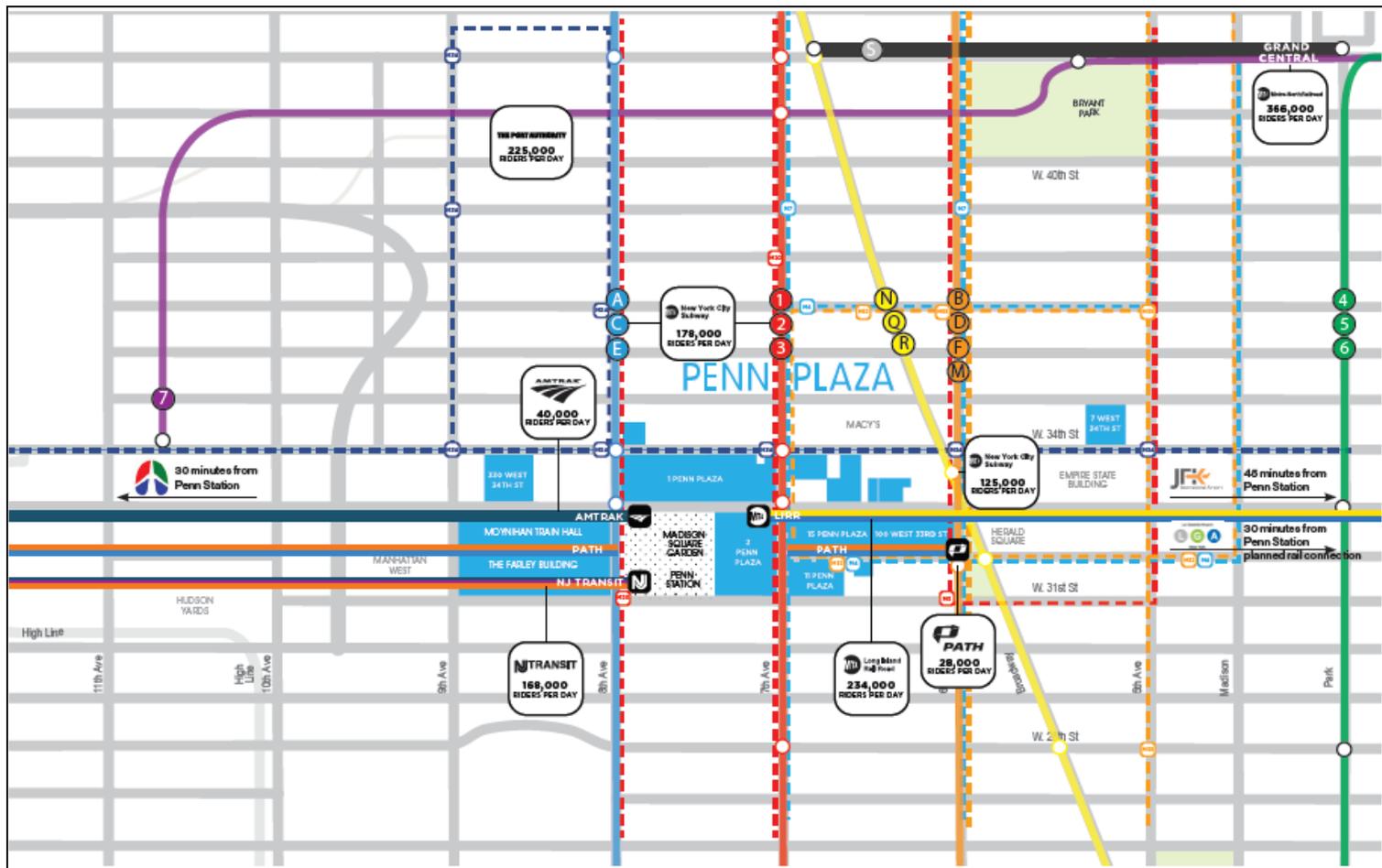
# Vornado Penn Plaza



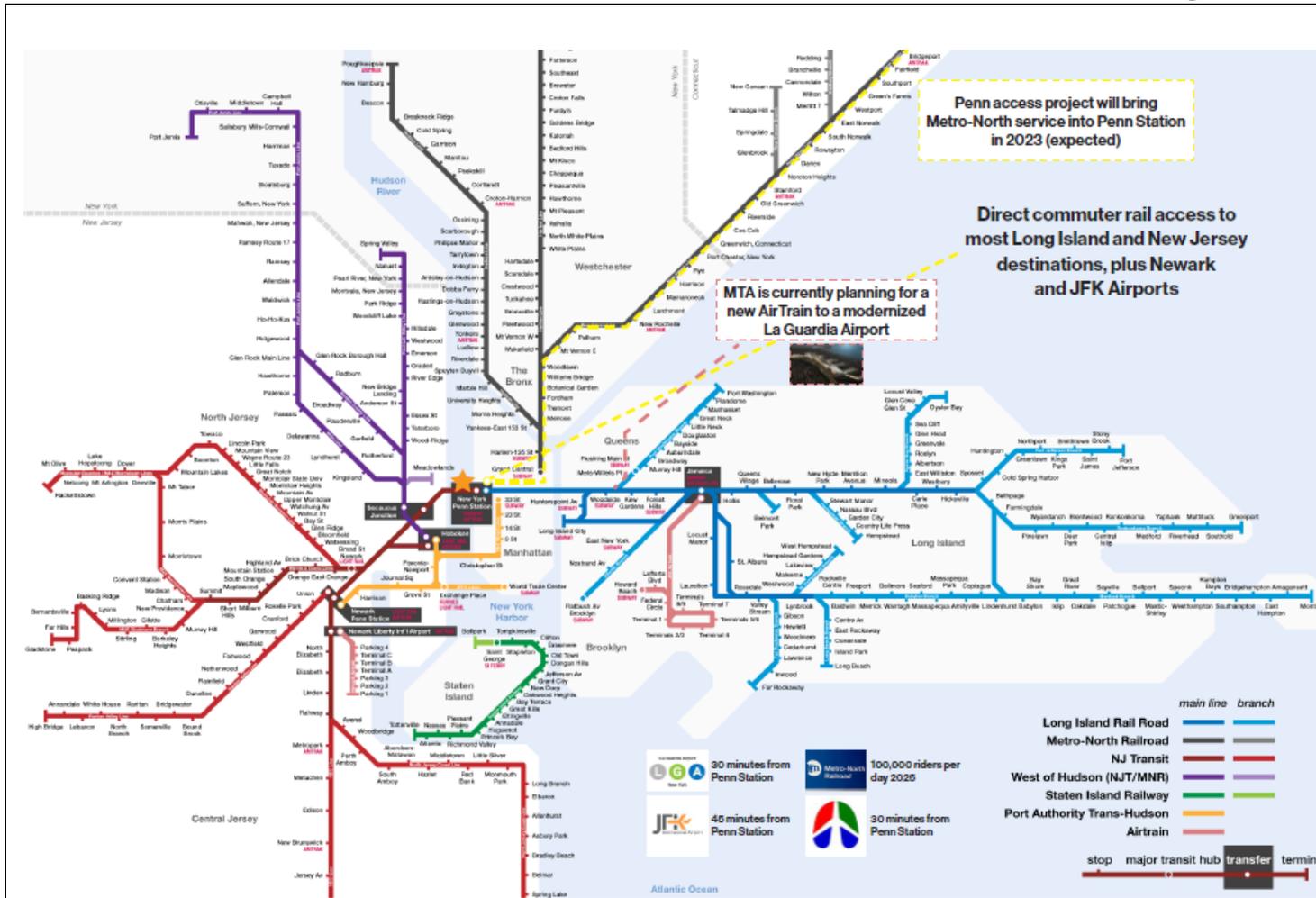
# Penn Station



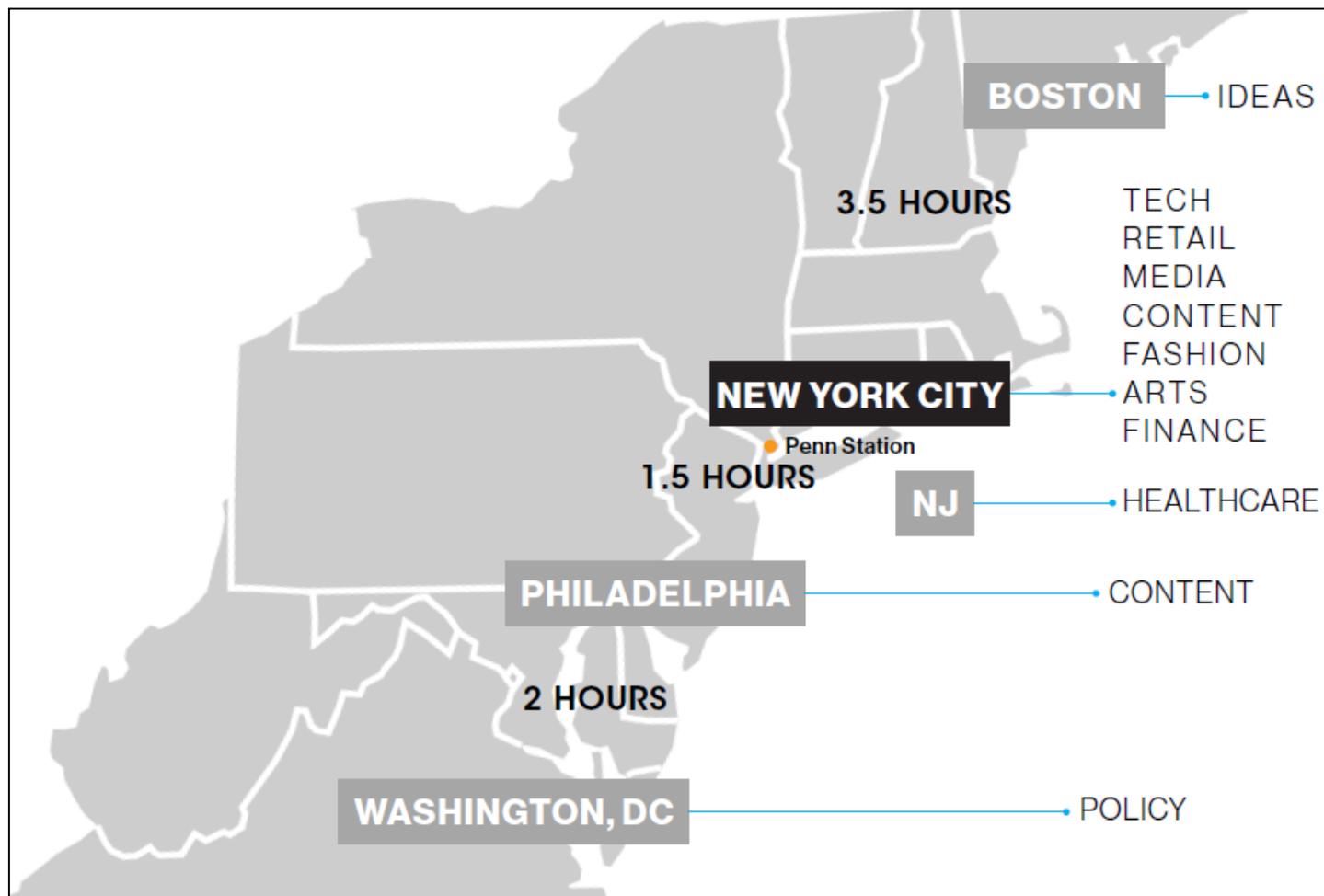
# Penn Station: Connectivity



# Penn Station: Connectivity



# Penn Station: Connectivity



# Penn Station



# Farley Post Office



# Farley Post Office



**HISTORIC PENN STATION**

ARCHITECT: MCKIM, MEAD & WHITE - 1910

**FARLEY POST OFFICE**

ARCHITECT: MCKIM, MEAD & WHITE - 1912



1999

Over 20 years ago, expansion into the Farley Post Office Building was proposed as a way to solve the problem.

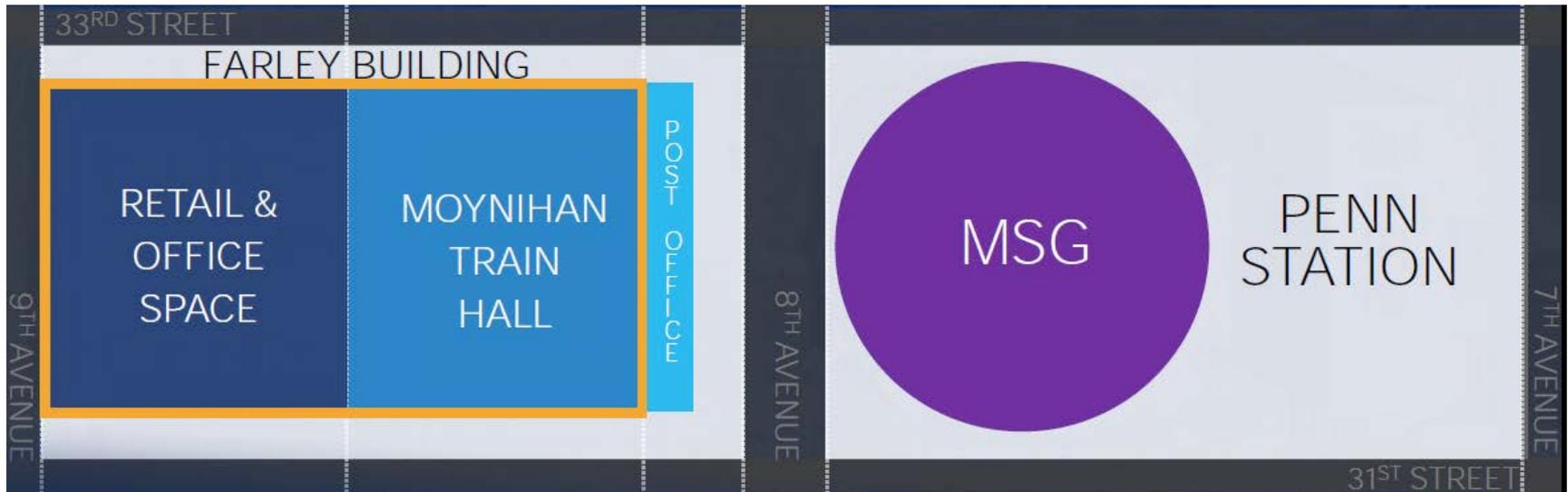


BUILDING TODAY FOR A BETTER TOMORROW

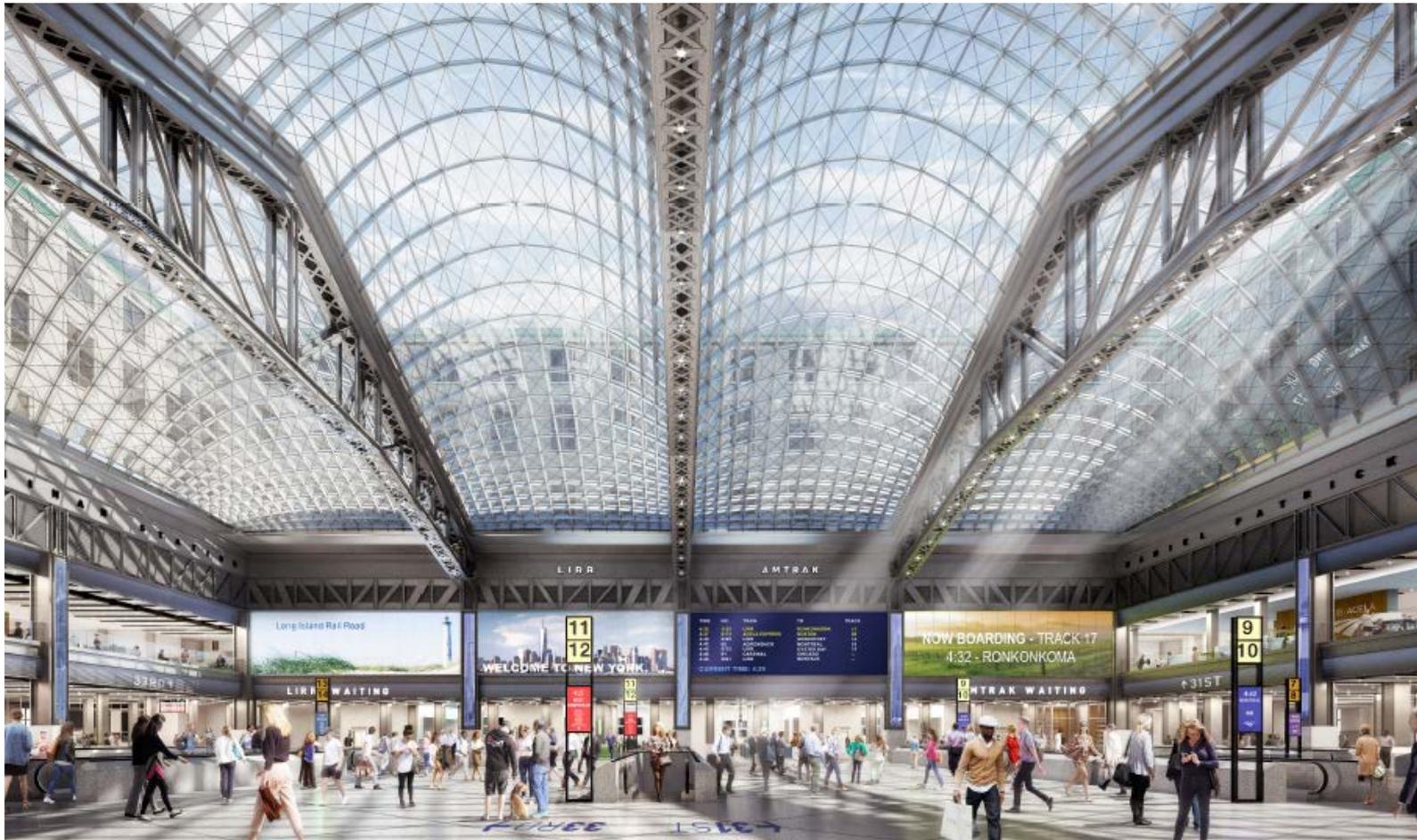


September 27, 2016

# New Penn Station



# Moynihan Train Hall

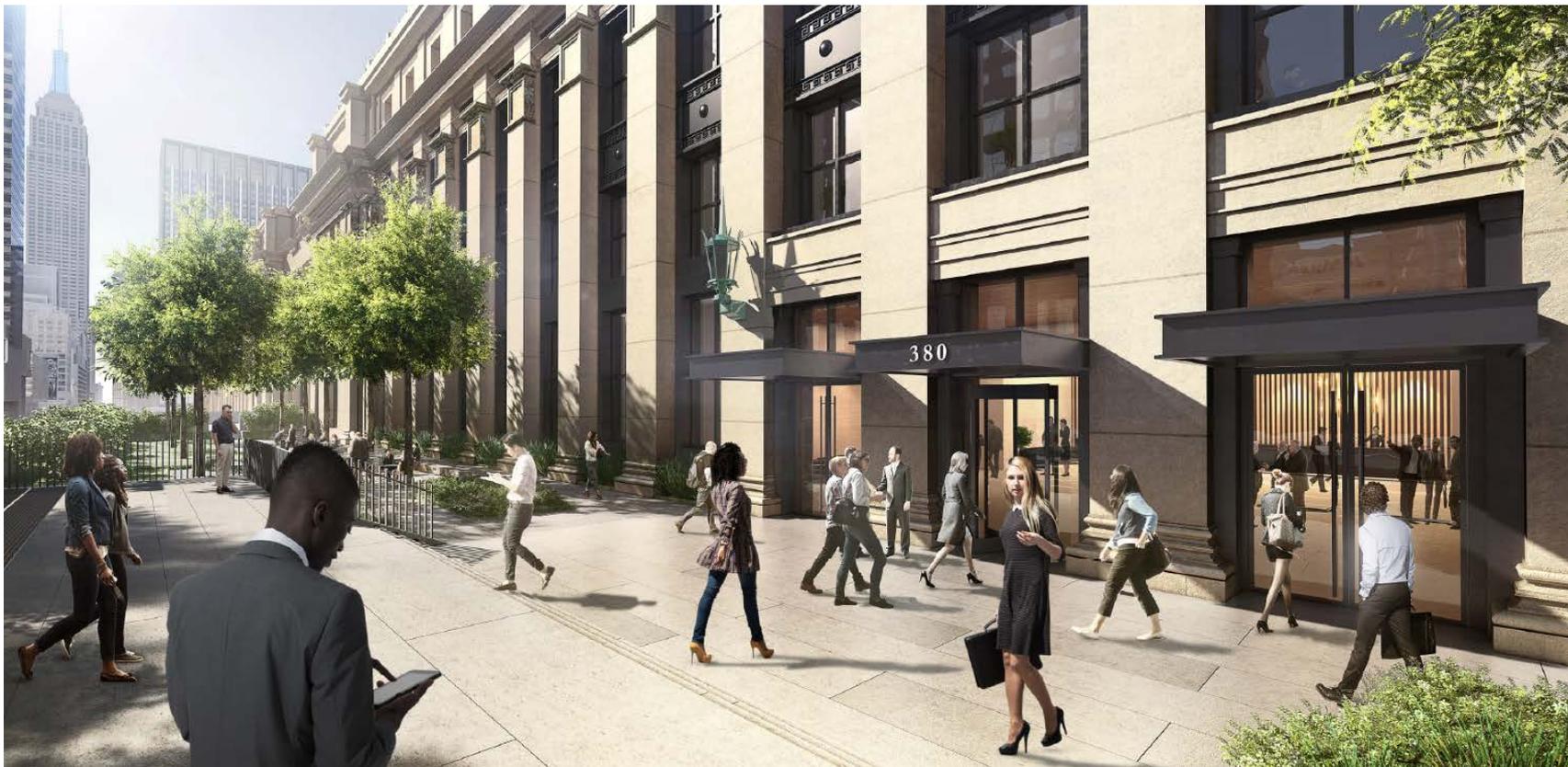


# Private Development



© Empire State Development. Image courtesy of SOM

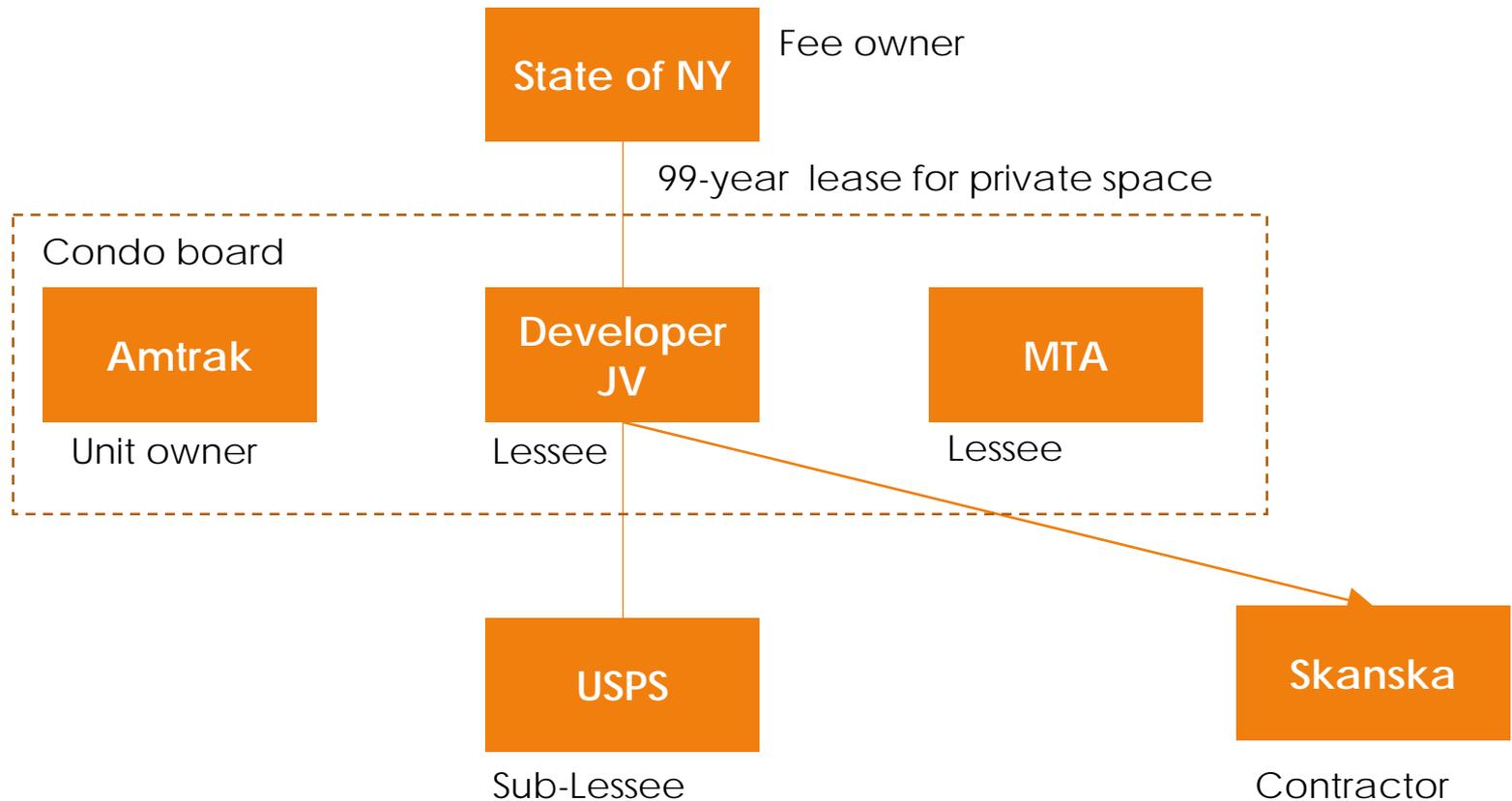
# Private Development



# Deal Structure

- ▶ 99-year lease to a Developer JV
- ▶ Developer JV control of office and retail for the duration of the lease
- ▶ Developer JV obligation to construct the train hall (passed to contractor)
- ▶ Train hall control by a condo board (including Developer JV, railroads)
- ▶ Amtrak ownership of its unit
- ▶ Sublease of space to USPS

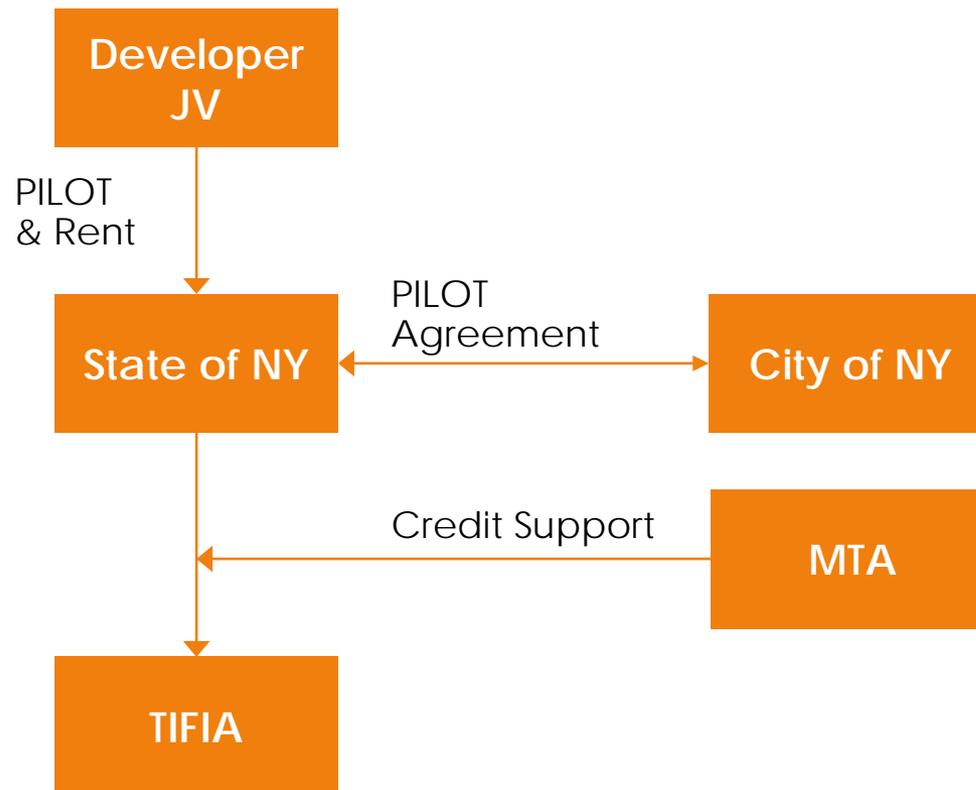
# Deal Structure



# Funding (Approximate)

Uses	\$M	Sources	\$M
Train Hall	\$1,600	State of NY	\$700
Miscellaneous Costs	>250	Port Authority of NY/NJ	150
		Amtrak	105
		MTA/DOT/Other	140
		TIFIA Loan	525
		Developer Contribution	230
<b>Total Uses</b>	<b>&gt;\$1,850</b>	<b>Total Sources</b>	<b>&gt;\$1,850</b>

# TIFIA Structure



# Challenges

- ▶ Transportation requirements vs. commercial imperatives
- ▶ Multi-party negotiation
- ▶ Distance between Developer JV and TIFIA
- ▶ Real estate credit
- ▶ Getting anything done

# Lessons Learned

- ▶ Public and private capital
- ▶ Public and private credit
- ▶ Scalability?
- ▶ Attorneys
- ▶ Deadlines
- ▶ Senior leadership



August 17, 2017

August 17

August 17, 2017





August 31, 2017



October 31, 2017



AM STATION

AMTRAK

LIRR

31 ST ↑

AMTRAK TICKETING

*Alca Cantina*

RESTAURANT

RITZNY

LIRR TICKETING

POLICE

Long Island Rail Road

11  
12

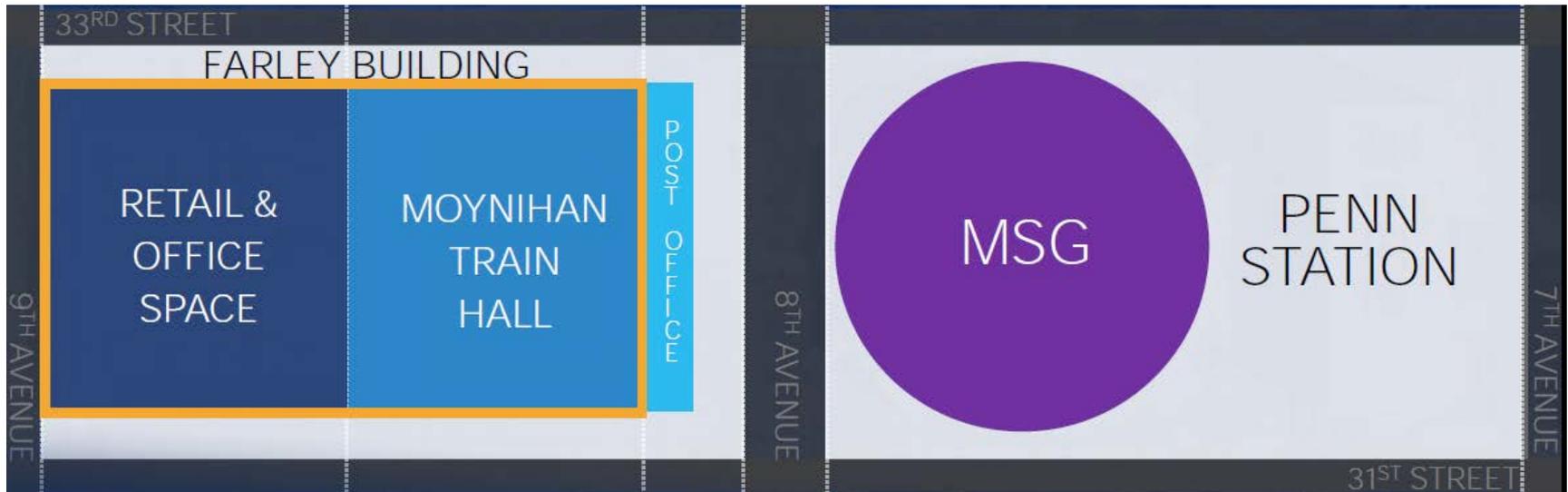
11  
12

13  
14

13  
14

January 2021

# The Future?



# 2017

# FRA Rail Program Delivery

## Meeting

# Thank you!

Marc Ricks

Senior Vice President, Development

[mricks@vno.com](mailto:mricks@vno.com)

(212)-894-7970

[www.vno.com](http://www.vno.com)