

# TRA Capabilities

## Company Profile & Capabilities

TRA offers a number of services, but we excel in one area: bringing fresh, inventive sources of new revenue for our clients. TRA possesses comprehensive expertise in all aspects of real estate asset management and development. We offer a range of services geared toward furthering the value of real estate assets and other non-traditional revenue sources for our clients.

TRA's team of professionals brings broad expertise in the fields of asset management, brokerage, and real estate consulting services. Our professional staff consists of highly educated and experienced individuals from a variety of backgrounds, specializing in asset management, development, brokerage, right of way management, public-private partnerships, transit retail, and more. TRA provides cost-effective solutions to the management of real estate assets which allows owners to focus on their core mission. TRA's services are available individually or as part of a more comprehensive solution based upon our clients' unique needs.

In addition, TRA has developed a core competency in transportation-related properties, public private partnerships and public procurement/dispositions; we understand the special attributes and constraints of this property type. This broad set of capabilities enables us to provide solutions that are geared to our clients' specific needs.

## Memberships & Credentials

- ✓ Federal and Massachusetts Small Business
- ✓ Licensed Brokers in Massachusetts, Connecticut, Georgia & New York
- ✓ Rail~volution - National Steering Committee Member & Partner
- ✓ Urban Land Institute
- ✓ American Planning Association
- ✓ Institute of Real Estate Management
- ✓ Women's Transportation Seminar
- ✓ New England Railroad Club
- ✓ International Right of Way Association
- ✓ LOCUS - Smart Growth America

## Our Services

TRA's services are available individually or as part of a more comprehensive solution based upon your unique needs.

### Asset Management

- ✓ Full Service Asset Management
- ✓ Asset Scans
- ✓ Right of Way Management
- ✓ Eminent Domain - Acquisitions and Relocation
- ✓ Transit Retail Programs
- ✓ Telecommunications/Utility Licensing
- ✓ Advertising Programs

### Brokerage

- ✓ Buyer and Seller Representation
- ✓ Transit Oriented Development
- ✓ Public Property Dispositions
- ✓ Site Acquisitions
- ✓ Telecommunications/Utility Licensing
- ✓ Outdoor Advertising and Sponsorships
- ✓ Transit Retail Leasing

### Consulting

- ✓ Advertising Programs
- ✓ Database and GIS
- ✓ Development Advisory
- ✓ Green Initiatives
- ✓ Market Studies and Financial Feasibility
- ✓ Public Private Partnerships
- ✓ Solicitation Management
- ✓ Teaming Opportunities
- ✓ Telecommunications & Utility Licensing
- ✓ Transit Retail
- ✓ Transit Agency TOD and Real Estate Functional Analysis



# TRA Capabilities

## Our Clients

We customize solutions that deliver value and best meet the needs of our clients - on-time, on-budget, every time - in order to drive unparalleled success and customer loyalty. Below is a partial client list:

### **Massachusetts Bay Transportation Authority, MA**

- ✓ Full Outsourcing of Real Estate Functions

### **Chicago Transit Authority, IL**

- ✓ Outsourcing of Selected Real Estate Functions
- ✓ Station Typology Study for Transit
- ✓ Oriented Development (TOD)

### **North Carolina DOT**

- ✓ Asset Scan
- ✓ Evaluate P3 Potential
- ✓ Implement Telecommunications
- ✓ Leasing and Surplus Property
- ✓ Dispositions Programs

### **MassDOT, MA**

- ✓ Asset Management of Newly Acquired Rail Rights of Way
- ✓ Due Diligence for Closing of Acquisitions of Rail Rights of Way
- ✓ Advisory Services of Global Settlement Agreement with Railroad
- ✓ Telecommunications Leasing
- ✓ LandTracker GIS Real Property Database

### **Massachusetts Department of Conservation & Recreation**

- ✓ Tenant Management and Accounting
- ✓ Real Estate Advisory
- ✓ Database and GIS development -

### **County of Alameda Community Development Department, CA**

- ✓ Billboard Consolidation and Relocation Program

### **City of Anaheim, CA**

- ✓ Outdoor Advertising Sponsorship
- ✓ Display Opportunities

### **Metropolitan Atlanta Rapid Transit Authority, GA**

- ✓ Strategic Plan for Office of TOD and Real Estate
- ✓ Real Estate Advisory, Transit Retail and TOD Task Order Contract

### **Greater Cleveland Regional Transit Authority, OH**

- ✓ Development of TOD Guidelines and Best Practices Manuals and Education Program
- ✓ Dispositions Consulting (TOD)

### **New York State Thruway and Canal Authorities, NY**

- ✓ Dispositions Consulting
- ✓ Encroachment Analysis
- ✓ Utility Occupation Verification

### **Town of Stratford, CT**

- ✓ Transit Oriented Development (TOD)
- ✓ Feasibility Study

### **City of Norwalk, CT**

- ✓ Transit Oriented Development (TOD) Master Plan Marketing and Financial Feasibility



## Our Partners

A samples of current and past partners include:

- ✓ AECOM
- ✓ Cambridge Economic Research
- ✓ Cecil Group
- ✓ Colliers International
- ✓ Geonetics
- ✓ HDR
- ✓ HNTB
- ✓ Jones Lang LaSalle
- ✓ KPMG
- ✓ Kimley Horn
- ✓ Nelson Nygaard
- ✓ TPRG
- ✓ URS

## Teaming

TRA is available to team on your project that requires our specific subject matter expertise. We have teamed with nationally known firms in the following disciplines:

- ✓ Transportation Planning
- ✓ Land Use Planning
- ✓ Engineering
- ✓ Financial Services
- ✓ Real Estate
- ✓ GIS
- ✓ Law
- ✓ Economics Development

**TRA**

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