

# Value Capture Mechanisms – Do you know?

After the presentations, the facilitator will conduct a “game” to reinforce several of the mechanisms available to capture value based on actual case studies.

In this game:

- The attendees will be separated into groups of six to eight people; attendees will be asked to sit with people they do not work with or do not know;
- The facilitator will briefly describe the three cases and the purpose of the exercise;
- Based on a real project, the name of which is disguised, the case descriptions will describe the following:
  - ✓ Nature of transportation improvement sought;
  - ✓ Key players, usually the transportation agency, the local government, and the developer/development community;
  - ✓ A description of the funding plan and the funding “gap” that value capture could address;
  - ✓ Any challenges to realizing the project and/or the financing, including opposition from certain groups, short political election cycle, requirements to provide additional amenities, such as affordable housing;
- Each table will be required to figure out which value capture technique(s) are appropriate to fill the funding gap;
- On a poster paper, each team will write down:
  - ✓ Value capture mechanisms to be used;
  - ✓ How this fits into the overall funding plan, including schedule, support from other agencies, legal issues (i.e. need to pass legislation); and
  - ✓ Any other issues they felt had to be resolved to successfully to integrate value capture mechanism;
- Each table will elect a speaker who will briefly come to the front of the room and present their plan; this plan will be compared with the other plan from the other group that had the same case;
- Following this, the facilitator will tell the assembled group the real name of the case and what actually happened and compare that with the suggested approaches.