



Federal Publications Seminars

How to Structure, Finance and Implement Public – Private Partnerships (P3) for Infrastructure Projects

A critical course for:

- Government personnel considering Public – Private Partnerships (P3 Projects)
- Managers responsible for the P3 procurement process, risks and opportunities
- Companies considering P3 Greenfield and Brownfield projects
- Contractors, developers, engineers, architects, private equity investors, project accountants and attorneys
- How You Can Manage P3 Risk
- Project Selection
- Assessing Feasibility and Project Planning
- State and Local Government Procurement and Financing
- Federal Procurement and Financing
- Public Agency Procurement and Financing
- How to Protect Yourself and Your Organization

EARN CREDITS
CLE 11* / CPE 13**

November 13-14, 2008 – Washington, DC
January 29-30, 2009 – Las Vegas, NV

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Learn and Apply What Works and Avoid What Doesn't Work

The infrastructure crisis in the United States has sparked renewed interest in Public-Private Partnerships (P3 Projects). Our infrastructure needs repair. Federal funding is scarce. State and Local revenues are shrinking. Public-Private Partnerships (P3 Projects) provide a solution – if managed properly. A P3 Partnership infuses private capital into the operation and maintenance of public assets. In shirt-sleeve English, public and private entities agree to the operation and control of a public asset for a certain period of time. A key to an ideal agreement depends upon how much control the public entity will give up and how much risk the private entity will take on. And the crux of those decisions – how those decisions are made – is what will be covered in this course.

Both Government and industry will benefit from the practical lessons-learned presented in this course. Seasoned professionals will explain the ways that federal, state and local officials conceive, design, finance, procure and construct Public-Private Partnership infrastructure projects. Many projects include infrastructure assets that are critical to economic expansion. Airports, seaports, surface and rail transportation, energy and power facilities, water and wastewater facilities, military bases and public buildings are all potential P3 projects.

The course will be interactive. Audience participation is encouraged. In addition to presentations, one full day will be devoted to case studies analyzing several completed P3 projects.

In short, this is a *must attend* course for both public and private employees on how to effectively guard against project risks and pitfalls.

We look forward to your participation.

Course Faculty

Program Chair:

Frank M. Rapoport Partner, McKenna Long & Aldridge LLP
Highly regarded for his ability to strategize and implement profitable business initiatives for clients in the public and private sectors.

Speakers:

Stephen Sorett Partner, McKenna Long & Aldridge LLP
Recognized for his work in public contracts, privatization and outsourcing • Actively participated in more than 300 projects covering wastewater treatment works, drinking water systems, resource recovery plants, light rail and intermodal transportation projects and municipal buildings.

Scott Rafshoon Partner, McKenna Long & Aldridge LLP
Leader in the Firm's public-private partnership (P3) practice • Currently managing an interdisciplinary team in the privatization and subsequent redevelopment, management, construction and renovation of military family housing facilities at military installations around the country.

Penny Cobey Of Counsel, McKenna Long & Aldridge LLP
Concentrates on real estate development, infrastructure and public-private partnerships • Experienced in project development and structuring, complex design and construction contracts, insurance and land use.

Sotiris Pagdadis Managing Director, McKenna Long & Aldridge LLP
Concentrates in the areas of infrastructure privatization, public-private partnerships, project risk management, project finance, project lifecycle management and technology assessments • Created a risk-based management review and project appraisal methodology known as Integrated Project Risk Management • Has advised Government agencies and private sector clients throughout the world.

Sasha Page Vice President, Infrastructure Management Group
Advises public and private organizations on finance, project development and public-private partnerships • Formerly Vice President of two international investment banks in their project and municipal finance departments.

Mark Halleman Vice President, Infrastructure Management Group
Specializes in the development of public-private partnerships and the management of municipal infrastructure operations • Focuses on innovative ways to increase the cost effectiveness of municipal operations through performance management.

Luncheon Speakers:

Larry Blain CEO of Partnerships British Columbia
Chief Executive Officer of Partnerships BC, an internationally known company dedicated to the development of public-private partnerships • Partnerships BC is adept at identifying opportunities and implementing innovative public-private project solutions.

Stephen Goldsmith Professor, Harvard University's Kennedy School of Government
Nationally recognized expert on government management, reform and innovation • Former Mayor of Indianapolis where he streamlined government and reinvested savings to transform downtown Indianapolis and its urban neighborhoods.

Register at: www.fedpubseminars.com

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P3 Infrastructure Course

Day One The Anatomy of a P3 Project

7:30 am Continental Breakfast

8:30 Welcoming Remarks

8:45 Identifying, Selecting and Structuring the P3 Project

- a. Projects that call for P3 delivery
- b. Transportation, water, energy, housing infrastructure needs
- c. How to use enabling legislation
- d. What to do in the absence of legislation
- e. The Agency track record
- f. How to structure the deal: leases, joint ventures, licensing, concessions, management contracts
- g. Techniques for assessing and resolving Political issues and other sources of opposition

10:00 Break

10:15 Assessing Feasibility and Planning the P3 Project

- a. Financial analysis; plotting revenues and expenditures for both public and private partners
- b. Value for money; evaluating the public sector comparator
- c. Understanding availability payments and concession fees vs. traditional compensation for the private sector partner
- d. Sorting out the legal/regulatory analysis, practical advice
- e. How to conduct the technical analysis; site conditions, level of design/construction complexity
- f. How government agencies establish screening and evaluation processes for P3 proposals

11:15 Break

11:30 Risk Management/Minimizing Risk

- a. Strategies for minimizing risk for government agencies
- b. Development risk: delay, cost overrun, quality control
- c. Demand risk: revenue downsides, ridership guarantees, reserves
- d. Political risk
- e. Financial risk
- f. Strategies: bonding, insurance, risk-sharing agreements

12:30 pm Lunch

Luncheon Speaker: Larry Blain, CEO of Partnerships British Columbia
Theme: Innovative Partnerships in North America

1:45 Federal Procurement and P3 Projects

- a. Military housing, military utilities, enhanced-use leasing, other transactions authority, long-term contracting, competitive sourcing
- b. Budgetary scoring issues
- c. Agencies: VA, DoD, Interior, GSA

2:45 State and Local Agency Procurement

- a. Analyzing State legal options
- b. Best Practices for State and local officials
- c. Discussion of the 50 State P3 map and levels of activity in the States
- d. The most important elements of state-enabling legislation

- e. Contract consideration: clauses which must be in the RFP
- f. Applicability of disclosure and open meeting laws

3:45 Break

4:00 State and Local Financing

- a. Financing sources: municipal debt, bank loans, subordinated debt, equity, innovative finance, strategic and financial equity
- b. The financial transaction: negotiation, execution of financing and closing
- c. Evaluating the P3 bid: how to financially evaluate the strength of a bidder
- d. Monitoring the project and future regearing/refinancing
- e. Tax aspects of the deal

5:30-7:30 Reception

Second Day Case Studies/Simulated P3 Analysis and Exercise

9:00 am Case Study 1: Atlanta Wastewater/Water Outsourcing Project. Key Discussion Points: water; procurement processes; expectations and information

Case Study 2: Capital Beltway Project. Key Discussion Points: managed lane toll roads; innovative financing; equity

10:15 Break

10:30 Case Study 3: Correctional Treatment Facility Project in Washington, DC. Key Discussion Points: management and communications

11:15 Case Study 4: The DoD's Military Housing Privatization Program. Key Discussion Points: managing the political process to assure success in a P3 project.

12:00 pm Lunch

Luncheon Speaker (DC meeting): Stephen Goldsmith, Former Mayor of Indianapolis where he transformed downtown Indianapolis and its urban neighborhoods.

Theme: Government Management, Reform and Innovation

1:45 Simulated P3 Project Analysis

A practical exercise in which course participants will apply what they've learned by analyzing a P3 project in its formative stages. The exercise includes:

- Drafting the RFP in light of the existing legislation
- Structuring the financial and contractual terms of the offer, and
- Managing the political process to minimize project risk

5:00 Closing Remarks

5:15 Adjournment

Detach and mail to the exact address stated below.

How to Structure, Finance and Implement Public –Private Partnerships (P3 Projects) for Infrastructure Projects

Federal Publications
195 Broadway, 9th Floor, New York, NY 10007
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REGISTRATION FEE

- \$495 Public Sector Employees
- \$1095 Private Sector Employees

Enclosed is my check for the following 2008/2009 session (including manual) of Public – Private Infrastructure Partnerships. (Please make check payable to West.)

- November 13-14, 2008
Washington, DC • E Street Conference Center,
The George Washington University
(Public Sector \$495.....code: 40790895)
(Private Sector \$1095.....code: 40790896)
- January 29-30, 2009
Las Vegas, NV • Flamingo, Las Vegas
(Public Sector \$495.....code: 40790897)
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I understand that (a) an acknowledgement of this registration will be sent to me, and (b) this registration may not be cancelled later than two weeks before the session begins (but I may name a substitute registrant at any time).

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January 29-30, 2009, 2009

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DAY ONE SCHEDULE

Registration: 7:30 • Meetings: 8:30 – 5:30

Reception : 5:30 – 7:30

DAY TWO SCHEDULE

Meetings: 9:00 – 12:00; 1:45 - 5:15

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- Register online at www.fedpubseminars.com
- Call 888-494-3696
- Fax the completed registration application information to: 212-337-4197 or mail to Federal Publications, 195 Broadway, 9th Floor, New York, NY 10007

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