



2012 Schedule | US P3 Training Institute

Sacramento • Austin • New York • San Juan



2012 TRAINING SCHEDULE

Sacramento—March 29-30

Austin—May 24-25

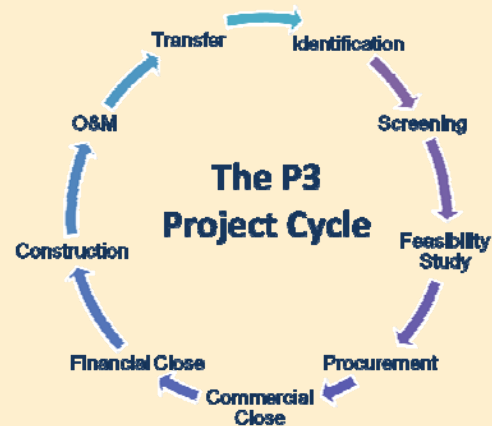
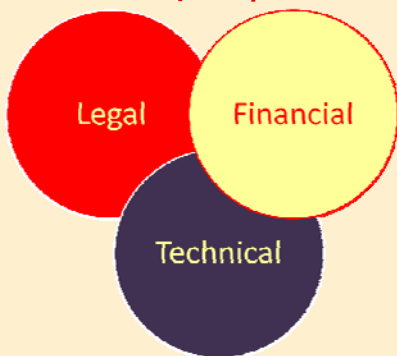
New York—July 12-13

San Juan, PR— October 18-19

Why You Should Attend

- Public-Private Partnerships (P3) enable governments to harness private sector innovation, management skill and financing.
- The P3 trend is growing with more P3s now underway in the US than ever before.
- Government officials, contractors and investors need to understand key P3 concepts and methodologies.
- This 2-day course is a must for anyone planning or managing P3 projects.
- **This is not an industry event**, but an educational course.
- Focused on understanding P3 concepts & methodologies, not on selling one approach or product.
- Opportunity to network with other professionals.
- Our trainers are P3 practitioners and experts in their fields.

The Multidisciplinary P3 Approach



Course Objectives

- Understand the Legal, Institutional & Regulatory framework for P3s.
- Learn key P3 concepts such as Project Finance & Project Structuring.
- Develop your skills in Value for Money (VfM) analysis & Risk Transfer.
- Identify critical success drivers.
- Network with expert speakers and industry colleagues.

Main Topics & Skills

- How to identify P3 projects & develop a project pipeline.
- How to conduct a P3 feasibility study & lay the foundation for project preparation & procurement.
- Developing the Public Sector Comparator & P3 cases.
- How to set business terms and optimize Risk Transfer.
- Maintaining the public interest during procurement & negotiations.
- Managing the P3 procurement process.

Sacramento



Austin



Course Agenda

Time	Day 1 P3 Concepts & Methodologies	Day 2 P3 Case Studies
8:30	<i>Registration & Breakfast</i>	<i>Breakfast</i>
9:00	Welcome Course Introduction Introduction to P3 Rationale Legal, Institutional & Regulatory Framework	Transportation Case Studies Norfolk Midtown Tunnel LBJ, North Tarrant Express Presidio Parkway, PR22 Port of Miami, I-595 Denver FasTracks Eagle P3
10:30	<i>Coffee Break</i>	<i>Coffee Break</i>
10:45	Key P3 Concepts Project Finance Risk Transfer	Real Estate P3s Parking Military Housing Higher Education Stadia
12:30	<i>Lunch</i>	<i>Lunch</i>
1:30	P3 Project Cycle Identification Screening Feasibility Studies	Utilities Sector Windy Flats/Milford Wind Vogtle Nuclear Water/Wastewater Concessions & Management Contracts
3:00	<i>Coffee Break</i>	<i>Coffee Break</i>
3:15	P3 Project Cycle (cont'd) Procurement Negotiation Financing	Market Update Projects Developers Lenders & Investors
5:30	Reception	Agenda subject to change based on course participants & guest speakers

New York



San Juan



Lead Trainers



Brien Desilets is a P3 specialist with more than 15 years of experience. He is an expert in P3 best practices and has taught more than 15 courses on a range of P3 topics, including Project Management, Procurement, Project Finance, Value for Money and Financial Modeling. Brien is currently Managing Director of Claret Consulting, where he advises public and private sector clients on P3 policies and transactions in a range of sectors.

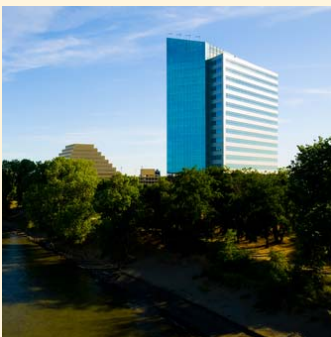


John Buttarazzi is the founder of Liberty Hall Advisors, LLC. He is a P3 professional with more than 25 years of experience in infrastructure, real estate and economic development. He has managed more than \$2 billion of such projects, including the first commercial airport privatization in the US. Mr. Buttarazzi recently served as the Chief of Staff for a Member of Congress and has held senior executive positions with Cohn Real Estate, LLC and Grubb & Ellis Company.

Guest speakers to be added for special topics.

About Claret

Claret Consulting, LLC, is a boutique consulting and financial advisory firm based in Washington, DC. Claret's Public-Private Partnerships (P3) Practice provides training, program development, transaction advisory and project management services to public and private sector clients, including federal, state and local government agencies, developers, lenders and investors. Our team of experts brings a deep understanding of what it takes to develop and execute successful P3 programs and transactions. We have done just that throughout the US and around the world. The most important prerequisite for success is an educated base of stakeholders which is why we have developed this series of training events. We look forward to your participation in the US P3 Training Institute.



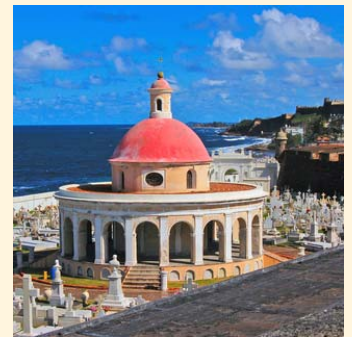
Sacramento



Austin



New York



San Juan

Tuition & Registration

Tuition for the 2-day Course is \$600. All payments are non-refundable.

For more information on the program and to register, visit: www.claretconsult.com/p3training.htm

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