

# US P3 Training Institute

A Practical 2-Day Workshop for Government Officials

Washington, DC ♦ November 3-4, 2011 ♦ Doubletree Hilton Hotel



## Why Should You 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 need to understand key P3 concepts and methodologies
- This 2-day course is a must for any government official planning or managing P3 projects
- **This is not an industry event** but an educational course developed specifically for government
- Our trainers are P3 practitioners and experts in their fields

## P3 Course in Washington, DC

- Tailored for government officials
- Understand the Legal, Institutional, Regulatory (LIR) 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

## Course Schedule

Time	Day 1 P3 Concepts & Methodologies	Day 2 P3 Case Studies
8:30	<i>Registration &amp; Breakfast</i>	<i>Breakfast</i>
9:00	<b>Welcome Course Introduction</b> <b>Introduction to P3</b> Rationale Legal, Institutional & Regulatory Framework	<b>Transportation Case Studies</b> Denver FasTracks Eagle P3 LBJ, North Tarrant Express Presidio Parkway Port of Baltimore
10:30	<i>Coffee Break</i>	<i>Coffee Break</i>
10:45	<b>Key P3 Concepts</b> Project Cycle Project Finance Project Structuring	<b>Real Estate P3s</b> Long Beach Courthouse Old Dominion University
12:30	<i>Lunch</i>	<i>Lunch</i>
1:30	<b>P3 Methodologies</b> Risk Transfer Feasibility Studies Value for Money	<b>Utilities Sector</b> Windy Flats/Milford Wind Vogle Nuclear
3:00	<i>Coffee Break</i>	<i>Coffee Break</i>
3:15	<b>P3 Methodologies (cont'd)</b> Procurement Negotiation Financing	<b>Execution</b> Developing & implementing P3s on the job
5:30	Reception	

## 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
- Financial Modeling to measure project IRR, NPV & Value for Money
- Maintaining the public interest during procurement & negotiations
- Managing the P3 procurement process
- The benefits & limitations of various sources of financing
- Managing relations with bidders & investors
- Commercial & Financial Close
- Monitoring & evaluation of projects under implementation

## About the Location

Located in the heart of our nation's capital at 1515 Rhode Island Avenue, NW, Washington, DC, the Doubletree Hilton Hotel is within walking distance to Dupont Circle, the White House, K Street and Smithsonian Museums and 3 miles from Ronald Reagan National Airport.

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## Lead Trainers

### Brien Desilets



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 a Senior Managing Consultant with Public Financial Management, Inc., where he advises on a number of P3 transactions in the transportation, water/wastewater and higher education sectors.

### John Buttarazzi



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.

## Additional Speakers (subject to change)



**Petya Nikolova**  
West LB



**Simon Santiago**  
Nossaman  
Recent Deals: FL I-595; GA DOT P3 Program; VA Midtown Tunnel



**Karl Reichelt**  
Skanska Infrastructure  
EVP Infrastructure Development Americas



**Kurt Stout**  
Colliers International  
Real Estate & Lease Financing



**Tom Cole**  
BBPC  
US Navy Housing Privatization Program



**Ed Beasley**  
City Manager, Glendale, AZ  
Stadium & Real Estate Financing

## Additional Information

### Special Course Features

- An educational event, not an industry event
- Focused on understanding P3 concepts & methodologies, not on selling one approach or product
- Opportunity to network with other public sector officials working on P3s

### 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](http://www.claretconsult.com/p3training.htm)

## Participating Organizations

