



P 3 C

— THE PUBLIC PRIVATE —
PARTNERSHIP CONFERENCE

February 21 & 22, 2013 | Downtown Sheraton Hotel | Dallas, Texas

WEDNESDAY, FEBRUARY 20, 2013

> 4:00 PM – 8:00 PM - EXHIBITOR CHECK-IN AND SET UP

> 4:00 PM – 8:00 PM - CHECK-IN AND REGISTRATION OPEN

THURSDAY, FEBRUARY 21, 2013

> 7:00 AM – 8:00 AM - NETWORKING BREAKFAST

> 8:00 AM – 9:30 AM - OPENING SESSIONS

CONFERENCE WELCOME

Guests are welcomed by a short synopsis of our agenda, a thank you to our sponsors, and a brief discussion on the importance of public private partnerships.

- **Mary Scott Nabers**, President & CEO, Strategic Partnerships, Inc

VIRGINIA SECRETARY OF TRANSPORTATION

The Honorable Sean Connaughton shares the commonwealth of Virginia's P3 efforts and details on future developments.

- **Sean Connaughton**, Secretary of Transportation, Virginia Secretary of Transportation

A SPECIAL ADDRESS FROM THE MAYOR

The Dallas Mayor welcomes our audience by discussing his P3 initiative.

- **Mike Rawlings**, Mayor, City of Dallas

> 9:30 AM – 10:45 AM - DEVELOPMENT SHOWCASE SESSION #1

A series of presentations by municipal leaders sharing details on development goals and upcoming projects involved in public private partnerships.

- **Danise Alano-Martin**, Economic & Sustainable Development Director, City of Bloomington
- **Aaron Olver**, Director of Economic Development, City of Madison
- **Richard Burdine**, Chief Executive Officer, Development Corporation of Abilene
- **Jeff Graham**, Vice President, Civic San Diego
- **Craig Scharton**, City Manager, City of Fresno

> 10:45 AM – 12:00 PM - DEVELOPMENT SHOWCASE SESSION #2

A series of presentations by municipal leaders sharing details on development goals and upcoming projects involved in public private partnerships.

- **Tim Leach**, Director of Economic Development, Des Moines Downtown Community Alliance
- **Pete Sepulveda**, RMA Coordinator, Cameron County Regional Mobility Authority
- **Bruce Miller**, President & CEO, Port of San Antonio
- **Pat DiGiovanni**, CEO, Centro Partnership San Antonio
- **Karl Zavitkovsky**, Director of Economic Development, City of Dallas

> 12:00 PM – 12:50 PM - PPP = PGF: PERFORMANCE GUARANTEED FACILITIES

Introducing a bold PPP concept that is used internationally to develop facilities in a manner that holds the developer accountable for long term performance.

- **Mike Marasco**, CEO, Plenary Group
- **Marv Hounjet**, Vice President & Director, Plenary Group

> 1:00 PM – 2:00 PM - LUNCH NETWORKING BREAK

TIPS FROM THE P3 PLAYBOOK

- **Sandy Apgar**, Principal, Apgar & Company

> 2:00 PM – 2:50 PM - BREAKOUT SESSIONS

SESSION 01: ATTRACTING PRIVATE SECTOR INVESTMENT: EXPECTATIONS & MARKET REALITIES

Discussing current market expectations, PPP success stories, and future concerns.

- **Hans Detlefsen**, Managing Director, HVS
- **Michael Linko**, Director, ORIX USA
- **Marty Collins**, President, Gate House Capital
- **Ray Garfield**, President, Garfield Traub
- **Roger Zampell**, President, Portman Holdings
- **Paul Hannan**, Vice President, Balfour Beatty Investments

SESSION 02: HOW ARE PUBLIC PRIVATE PARTNERSHIPS FARING IN TODAY'S TOUGH ENVIRONMENT

Exploring the trends affecting Public Private Partnerships including creative and flexible new approaches, the best sources and creative ways for obtaining financing, and getting the right mix of public versus private.

- **Ed Feiner**, Design Leadership Forum Director, Perkins+Will
- **Mike Szkatulski**, Senior Managing Director, Mesirow Financial
- **Chris Sherwood**, Senior Vice President, Lend Lease
- **Chris Farrar**, Of Counsel, DLA Piper

SESSION 03: P3: BRIDGING AMERICA'S INFRASTRUCTURE GAP

Discussing some of the largest P3 infrastructure projects in the United States and exploring the future of P3 for both traditional and social infrastructure development.

- **William T. Eliopoulos**, Partner, Rutan & Tucker
- **Steve Nichols**, Partner, Rutan & Tucker
- **James Geer**, Manager, Kiewit Construction
- **Geoffrey Stricker**, Managing Director, Edgemoor Development
- **Karl Reichelt**, Executive Vice President, Skanska Infrastructure Development

> 3:00 PM – 3:50 PM - BREAKOUT SESSIONS

SESSION 04: THE HOTEL DEVELOPMENT FORUM

Learn how public entities are partnering with private capital and corporate partners to develop hotels in a challenging economy.

- **Scott Beck**, Partner, Kutak Rock
- **Bob Swerdling**, Managing Director, Swerdling & Associates
- **Mark Purcell**, Vice President, Starwood
- **Tom Lander**, Vice President, Mortenson
- **Greg Hartmann**, Executive Vice President, Jones Lang LaSalle Hotels

SESSION 05: NEW MARKETS TAX CREDITS

Develop a greater understanding of the complexity of the NMTC program, concepts and policy elements. Understand the typical challenges faced when looking for investors.

- **Ira Weinstein**, Office Co-Managing Principal, CohnReznick

SESSION 06: THE ROLE OF DESIGN IN PUBLIC PRIVATE PARTNERSHIPS

Highlighting the importance of good design and how it can drive a successful public private partnership.

- **David Thom**, Managing Director, IBI Group

> 4:00 PM – 5:00 PM - DEVELOPMENT SHOWCASE SESSION #3

A series of presentations by municipal leaders sharing details on development goals and upcoming projects involved in public private partnerships.

- **John Cooke**, Capital Planning Director, Cook County Illinois
- **Bob Bowmen**, Deputy City Manager, City of Akron
- **Kelly Murphy**, Deputy Mayor for Economic Development, New Haven, Connecticut
- **Larry Finch**, Director of Planning & Community Development, City of Twinsburg
- **Warren Unsicker**, Vice President of Economic Development, Broken Arrow Economic Development Corporation

> 5:00 PM – 6:00 PM - DEVELOPMENT SHOWCASE SESSION #4

A series of presentations by municipal leaders sharing details on development goals and upcoming projects involved in public private partnerships.

- **Deron Kintner**, Deputy Mayor for Economic Development, Indianapolis
- **Jack Hedge**, Director of Real Estate, Port of Los Angeles
- **Lorrie J. Louder**, Director of Business and Intergovernmental Affairs, Saint Paul Port Authority
- **DJ Baxter**, Executive Director, Salt Lake City Redevelopment Agency

> 6:00 PM – 7:00 PM - NETWORKING RECEPTION

FRIDAY, FEBRUARY 22, 2013

> 7:00 AM – 8:00 AM - NETWORKING BREAKFAST

> 8:00 AM – 9:00 AM - DEVELOPMENT SHOWCASE SESSION #5

A series of presentations by municipal leaders sharing details on development goals and upcoming projects involved in public private partnerships.

- **Bob Stowe**, City Manager, City of Bothell
- **James Hayes**, Deputy City Manager, Commerce City
- **Shannon Selby**, Business Development Office, City of Tempe
- **Chad Emerson**, Director of Development, City of Montgomery

> 9:00 AM – 10:00 AM - DEVELOPMENT SHOWCASE SESSION #6

A series of presentations by municipal leaders sharing details on development goals and upcoming projects involved in public private partnerships.

- **Omar Gonzalez**, Director, HemisFair Park Area Redevelopment Corporation
- **Steve King**, Executive Director, Kochville Township Downtown Development Authority
- **Phyllis Jarrell**, Director of Planning, City of Plano
- **Steffen Poessiger**, Representing the City of El Paso

> 10:10 AM – 11:00 AM - BREAKOUT SESSIONS

SESSION 07: EB5 VISA FUNDING FOR YOUR NEXT PROJECT DEVELOPMENT

Learn from EB-5 experts as they explain how to access funds, outline the basic requirements, and showcase how this form of financing has filled the gap in recent projects.

- **Bob Voelker**, Partner, Munsch Hardt
- **Henry Liebman**, President, American Life Inc
- **Michael Homeier**, Founder & Partner, Homeier & Law, P.C.
- **Angel Brunner**, President, EB5 Capital
- **Daniel J. Healy**, Chief Executive Officer, Civitas Capital Group

SESSION 08: SELECTING A PROJECT DELIVERY SYSTEM

Explore the method of selecting the right project delivery system, how a project's business goals can be matched with the different delivery system performance, and when to select the project team.

- **Mark Konchar**, Vice President, Balfour Beatty

SESSION 09: STRATEGIES FOR PRESENTING A COMPELLING UNSOLICITED PROPOSAL

Pending legislation offers new entrée into public private partnerships in Florida.

- **Stephen Jones**, Director of Investments, Odebrecht Construction Inc.
- **Richard Langberg**, Project Finance North America, BBVA Compass
- **Lee Weintraub**, Chair, P3 Team, Becker & Poliakoff
- **George Burgess**, former Miami Dade County Manager and COO, Becker & Poliakoff

> 11:10 AM – 12:00 PM - BREAKOUT SESSIONS

SESSION 10: THE STATE OF PUBLIC PRIVATE PARTNERSHIPS

Exploring the successes (and challenges) in Virginia, and reviewing the state of PPP legislation across the country to explore the opportunities, review the themes and approaches to many of the successful projects.

- **Chris Lloyd**, Managing Director, McGuireWoods
- **Rodney Moss**, Managing Director, Balfour Beatty

SESSION 11: P NUMBERS 1 & 3 - WORKING WITH GOVERNMENTS TO EXECUTE PROJECT FINANCINGS

Discussing the role of governments, including their perspective on risk and risk mitigation, on providing public benefits, innovation and communication strategies.

- **Megan Browning**, President, Browning & Associates
- **Bruce Ryals**, President, Tax Credit Management
- **Daniel McRae**, Partner, Seyfarth Shaw LLP
- **Kip Wahlers**, Vice President, Browning & Associates

SESSION 12: PUTTING THE PUBLIC BACK IN PUBLIC PRIVATE PARTNERSHIPS

Providing knowledge of how both the public and private sectors approach development and to establish a basis for decisions on when, where, and if a Public-Private Partnership structure would be beneficial.

- **John Finke**, Director, National Development Council

> 12:00 PM – 1:00 PM - NETWORKING LUNCH

THE OUTLOOK FOR THE ECONOMY

- **Michael Brown**, Economist, Wells Fargo

> 1:00 PM – 1:50 PM - BREAKOUT SESSIONS

SESSION 13: VALUE CAPTURE AND P3 ; P3 IN TRANSPORTATION

Learn how to utilize value capture revenues as the funding source under P3 structures to support major transit projects across the country. Also learn of examples of P3 approaches for delivery of transportation and transportation related projects in growing urban areas.

- **Mark E. Briggs**, President, Parsons Brinckerhoff Advisory Services, Inc.
- **Sallye Perrin**, Senior Vice President, Parsons Brinckerhoff

SESSION 14: CITYWAY: DEVELOPING FOR THE CREATIVE CLASS

A case study on how global employers, cities, states and mixed use developers can improve the employment health of communities through innovative public private partnerships.

- **Bradley Chambers**, President, Buckingham Companies
- **Deron Kintner**, Deputy Mayor for Economic Development, Indianapolis
- **Robin Scott Hunden**, President, Hunden Strategic Partners,
- **Scot Travis**, Senior Development Executive, Buckingham Companies

SESSION 15: INCREASE THE VALUE OF YOUR STEEL-FRAMED PROJECT

This session will discuss the structural steel supply chain, material procurement, dissect a typical steel package bid, introduce innovative systems that are gaining traction in the US, and peek into the looking glass to look at trends shaping business conditions as we emerge from The Great Recession.

- **Erika Winters-Downey**, Great Plains Regional Engineer, American Institute of Steel Construction

> 2:00 PM – 2:50 PM - DEVELOPMENT SHOWCASE SESSION #7

A series of presentations by municipal leaders sharing details on development goals and upcoming projects involved in public private partnerships.

- **Steve Hayward**, Executive Director, Lansing Township Downtown Development Authority
- **Jeff Kaczmarek**, Executive Director, Prince William County Economic Development
- **Andy Manshel**, Executive Vice President, Greater Jamaica Development Corporation
- **Vin Nolan**, Economic Development Director, City of Delray Beach

> 3:00 PM – 4:00 PM - DEVELOPMENT SHOWCASE SESSION #8

A series of presentations by municipal leaders sharing details on development goals and upcoming projects involved in public private partnerships.

- **Tim Sheehan**, Executive Director, Norwalk Redevelopment Agency
- **Brett Doney**, President & CEO, Great Falls Development Authority
- **John Isom**, Executive Director, Waller Economic Development Corporation
- **Brad Jones**, Vice President, Harristown Enterprises Inc.