



Event
Prospectus



2018 P3 Airport Summit

July 23-24, 2018

Manchester Grand Hyatt | San Diego, CA



Where Public-Private Partnerships Begin

Public-private partnerships have seen much recent success in delivering critical infrastructure across the country. As some airports face challenges in finding ways to enhance their capacity to fund and construct major expansion or even maintain needed infrastructure, many are looking to P3s as an opportunity to facilitate growth.

The P3 Airport Summit invites you to join us for two days on the latest modes of airport infrastructure delivery. Our program is designed to help you explore alternative delivery methods, plan and procure successful P3 initiatives, discover industry best practices in selecting and negotiating with partners, and steps to take to ensure project success.

The agenda will cover many recent examples of P3 airport transactions in the U.S. and abroad, examine airport infrastructure challenges faced nationwide; and how innovations in project delivery, procurement, life-cycle asset management, and technology can help solve them.

Our audience of airport industry leaders provides a unique opportunity to network with P3 experts, owners, and prospective partners in a development focused forum.

The Summit provides two days of networking functions: including receptions, roundtable sessions, social lunches, 1 on 1's areas, and specific industry events designed for you to connect with speakers, airport operators, airlines, industry peers, P3 specialists, and prospective partners.



For the latest updates, please visit p3airportsummit.com

DID YOU KNOW?

925 industry delegates participated in the 2017 P3 Airport Summit.

Welcome

It's a pleasure to welcome you to the 2018 P3 Airport Summit.

Across the nation public-private partnerships are at work. Many public entities are finding P3s as a way to allocate project risk, drive creativity and efficiency, and capital to maintain and repair existing airport infrastructure.

At the P3 Airport Summit, delegates will discover a program that explores how P3s can address some of our most significant infrastructure challenges. Through plenary sessions, panel discussions, workshops, and roundtables; this year's agenda examines the political, financial, technical, and legal considerations we must make when evaluating a P3.

At this year's Summit you will find a program with over 100 experienced and incredible speakers. These industry leaders, experts, and operators will help us all better understand the value proposition behind P3s, the critical principles behind successful partnerships, and how the delivery model is being used to create, maintain, and improve our nation's airport infrastructure.

Delegates will take advantage of the opportunities available at the P3 Airport Summit to let new partnerships grow. They will find that many attending share similar capital improvement challenges, and others who have found viable solutions for their airports and are attending to share what they did. Numerous networking events have been incorporated into the agenda, and we hope you are able to make the most of these sessions and connect with some of the delegates in attendance.

Thank you for considering to join us this year. We hope the program is a unique and rewarding experience that helps you meet all of your business, educational, and networking objectives.

Sincerely,

The P3 Airport Summit Team



DID YOU KNOW?

Over 100 commercial service, primary, cargo service, reliever, and general aviation airports were represented in 2017.



Program

Our program will present a series of keynotes, case studies, panels, workshops, and diverse networking opportunities designed for attendees to deepen their understanding on the value proposition of P3s, and the role they can play in the delivery of essential airport infrastructure.

Our two day agenda has been programmed to help you plan and procure successful P3 initiatives, understand best practices in selecting and negotiating with prospective partners, and take steps to ensure project success.

Over 100 leading practitioners will present their firsthand observations of airport P3 projects of all sizes in different markets. We will also offer in-depth roundtable discussions for airport owner and public sector delegates with interest in discussing specific P3 issues in a more candid and interactive forum.

Attendees with little experience in the development and operation of the P3 model will benefit from our industry experts presenting their knowledge, and valuable insights into market trends crucial for business decisions.

More seasoned professionals will benefit from our incredible networking opportunities, cultivate relationships with project sponsors, and learn new methods to address complex project delivery goals.

The 2018 agenda offers multiple daily breaks, receptions, and specific events designed for you to meet with industry professionals, project sponsors/owners, and a chance to reconnect with old colleagues.

With over 900+ participating delegates, attendees find the P3 Airport Summit to be one of the most effective places on their event schedule to cultivate relationships and network with the industry's most active and influential professionals.

Agenda

The Summit agenda features a broad range of topics specifically tailored to the needs of airport authorities evaluating P3s. This program will share examples of where P3s can be applicable; and how they can save money and time when dealing with upgrades, repairs, and maintenance. The program will also highlight when P3s do or do not make sense, and what major considerations need to be made once choosing this route, including the first steps.

The agenda will offer numerous case studies (big, medium and small examples of successful and unsuccessful projects) of how P3s can work. We will also provide a perspective on current P3 activities in the market and update on P3's in progress including their challenges and successes.



DID YOU KNOW?

The 2018 Summit anticipates over 1,000 participating delegates.



Agenda (continued)

The agenda takes a clear look at current trends in P3s, while examining contract structures, facility types, and financing mechanisms in use. Through conversations with airport owners, airlines, and advisers, the Summit explores best practices and lessons learned from successful partnerships.

A list of best practices and lessons learned will be presented, including:

Pre-award Discussion Topics:

- Assessing the feasibility of a P3 project – what type of projects are best served by P3s
- Steps to take to ensure your procurement process is setup for success
- Identifying the merits and risks of P3 structures
- Options for small and medium hub airports seeking partnerships
- Defining project requirements and identifying appropriate project delivery models
- How to score, select, and negotiate with prospective partners
- Common pitfalls in P3 transactions
- Understanding the potential credit impacts P3s can have on rating and debt capacity
- Political considerations for developing and implementing P3 projects
- The role of a political or internal champion in building P3 partnerships
- Coordinating internal and external stakeholders to optimize P3 delivery
- Hidden costs and overlooked risks
- Meeting deferred O&M challenges: how major maintenance, repair and replacement should be considered when evaluating a P3
- How have P3 projects failed and what are the lessons learned
- Why aren't P3s or alternative delivery mechanisms more commonly used in the US market?

Team Work and Collaboration Discussion Topics:

- The importance of early engagement with private partners
- The benefits of P3 beyond financing
- Integration tools and techniques that enhance collaboration
- Owner roles/responsibilities in executing a P3
- Risk balance and expectation management
- Stakeholder management
- Communication strategies - how to win political and local support with successful planning

Advanced Project Delivery Discussion Topics:

- Aligning Owner, Airline, and Developer perspectives
- Contract administration
- Risk identification, mitigation, and tradeoff strategies
- Asset monetization of non-core infrastructure assets using P3s
- Financing solutions and value propositions under the P3 Model
- The influence of design within the P3 process
- Value creation from transferring operations and maintenance
- International models under P3
- Latest innovations and life-cycle efficiencies in P3 delivery



DID YOU KNOW?

Our 2017 keynote speakers included: Deborah Flint, Executive Director of Los Angeles World Airports and Jane Garvey, North American Chairman of Meridiam



Workshops

Join industry leaders for breakfast and an interactive conversation specifically tailored to the needs of airport authorities evaluating P3s.

This pre-event session is designed for those beginning to explore P3s, helping them understand where P3s can be applicable and how they can save money and time when dealing with upgrades and capital improvement plans. Learn when P3s do or do not make sense, and what major considerations need to be made once choosing this route, including the first steps.

Exhibition Hall

Conference delegates will be able to interact with industry leaders and airport business and facility officers in a relaxed social setting as well as meet with some of our presenters, sponsors, and event partners.

The exhibition hall is one of our central meeting points for all attendees during the event. Attendees are encouraged to setup one-on-one, pre-scheduled, or private appointments with participants.



Networking Events

The Airport Summit will also offer several ways for attendees to network and connect with each other. The program will offer multiple daily breaks, receptions, one-on-one meeting areas and specific events designed for you to meet new industry faces and reconnect with old colleagues.



DID YOU KNOW?

40% of conference delegates represent a public owner, airport, or airline.



Event Sponsors

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FRASCA & ASSOCIATES, LLC	PMG Pasley Management Group	AIAI Association for the Improvement of American Infrastructure Together, we move P3s forward >	ACC
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DID YOU KNOW?

Over 30 panel, roundtable, and case study sessions will be presented during the summit.



Participating Groups

AC Martin
AECOM
AECOM Hunt
Aena Desarrollo Internacional
AERO BridgeWorks
AERO Systems Engineering
Aerostar Airport Holdings
Aertec Solutions, S.L.
AFCO/AvPorts
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Airport & Aviation Professionals
Airport Consultants Council
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AtlasIED
Austin Bergstrom International
Airport
Austin Chamber of Commerce
Austin Commercial
Austin Industries, Inc.
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BTY Group
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C&S Companies
Carillion
Carlton Fields, P.A.
CCR USA

CEC Planning
Centennial Airport
CH2M
CHA Consulting, Inc.
Charlotte Douglas Int'l Airport
Chennault International Airport
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City of Longmont
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City of Palmdale
City of Phoenix
City of Rancho Palos Verdes
City of San Antonio
City of San Diego - Real Estate
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City of San Diego Real Estate
Assets Dept
City of San Jose Attorney's Office
City of St. Louis, Office of the
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City of Tracy
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Clark Construction Group, Inc.
Clark Hill PLC
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CohnReznick LLP
Colorado Center for Infrastructure
Investment
Conlee Consulting
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Consultant
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Communications Manager
County of Inyo
Crawford, Murphy & Tilly
Crawford, Murphy & Tilly, Inc.
Credit Agricole CIB
Credit Agricole Corporate &
Investment Bank
Credit Suisse
Creelman Inc.
CrowdVision
CS Capital
CS Project Delivery
CSRS, INC
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Currier & Company, Inc
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DeCosta Consulting, LLC
Denver International Airport
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d'Escoto, Inc.
Development One, Inc.
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DIALOG
Digitalist Group
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DPR Construction
DY Consultants
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El Paso International Airport
Elite Line Services
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Garver
GCR
Gensler
Georgetown University McCourt
School of Public Policy
Gilbane Building Company
Global Infrastructure Partners
Goldman Sachs
Groupe ADP
Hamilton Hall Real Estate Partners
Hanson Professional Services
Hawaii State House of
Representatives
Hawaii State Legislature



DID YOU KNOW?

Our attendees are from:

West Coast	East Coast	Midwest	Southwest
37%	28%	19%	12%



Participating Groups

Hawaii State Procurement Office Hawaiian Airlines HDR Heath & Lineback Engineers, Inc. Hensel Phelps HKS Architects, Inc. HNTB Hojeij Branded Foods HOK HOK Group Hollywood Burbank Airport Honeywell Hunt Construction Husch Blackwell LLP IATA ICF Illinois State Board of Investment InfraWEST ING Capital LLC Integral Group Interloc Solutions International Enterprise Singapore Intervistas Consulting Inc Ivy Ventures, Inc. J.A. Watts, Inc. Jackson Municipal Airport Authority Jacobs Jacobsen Daniels JE Dunn Construction JeffFegan.com LLC Jensen Hughes JFK International Air Terminal LLC JLL JLM Strategic Talent Partners John A. Martin & Associates, Inc. John Martin Structural Engineers John Wayne Airport Johnson Controls Jvation Kane Environmental, Inc. Kansas City Aviation Department Kaplan Kirsch & Rockwell LLP KDG Kent State University Airport KeyBanc Capital Markets Kiewit Building Group Inc. Kiewit Canada Development Corp. Kiewit Development Company Kiewit Engineering Group Kimley-Horn Kohrs Lonnemann Heil Engineers, PSC KPMG Kutak Rock LLP KWM Capital Management LLC L.C. Fulenwider Inc. La Plata County LaGuardia Gateway Partners Lea+Elliott, Inc. Ledcor Construction Inc. LeighFisher Liberty Hall Advisors LLC Liner LLP Long Beach Airport Loop Capital Los Angeles City Attorney's Office	Los Angeles World Airports LostAndFound.com Louis Berger US Louisiana Department of Transportation Lyft M.C. Dean, Inc. M2P Consulting Macquarie Capital MAG USA Magnusson Klemencic Associates Majestic Realty Co. Matt Cheroutes LLC Mayer Brown LLP McCarthy Building Companies McCarthy Tetrault LLP McClure Engineering Company McKinsey & Company MCR MDC, Inc. Mead & Hunt, Inc. Mecury Public Affairs Meridiam Metropolitan Washington Airports Authority Miami-Dade County Aviation Department Miaymoto International Michael Baker International Miyamoto International MJE Loop Capital Modalis Infrastructure Partners Moody's Investors Service Morgan Stanley Mortenson Mott MacDonald Moye Consulting NBIC Associates Nearmap US, Inc. Nieuport Aviation Infrastructure Partners Ninyo & Moore Norman Y. Mineta San Jose International Airport Nossaman LLP OAG Oaktree Capital Office of Civil Rights-DDOT Office of Los Angeles Mayor Eric Garcetti Ogden City Corp Oklahoma Aeronautics Commission Oklahoma Department of Commerce O'Melveny & Myers LLP Ontario International Airport Auth. Ontario International Airport Authority Orrick Herrington & Sutcliffe LLP	P2S Engineering, Inc. P3C Media Pacific National Group Page Parsons Paslay Management Group Patrick Engineering PCL Construction Services, Inc. Pease Development Authority PFM PGAL Philadelphia International Airport Pinal County Arizona Pinal County Piper Jaffray Pitkin County PlanGrid Planning & Management Services, Inc. Plenary Concessions Plenary Group PMA Consultants PMA Consultants POPULOUS Port Authority of New York & New Jersey Port of Seattle PR P3 Authority PR Ports Authority Project Finance Advisory Limited Propeller Airports PRT Consulting Puerto Rico Ports Authority Pulaski County Fiscal Court Q&D Construction, Inc. QIC R.C. Construction Co., Inc. Rainford and Associates Red Brick Consulting, Inc. Regional Director Business & Corporate Strategist Reno-Tahoe Airport Authority RESET Richards, Watson & Gershon Ricondo & Associates, Inc. Rock Hill-York County Airport Commission Rohadfox Construction Control Services Corporation Rosendin Electric, Inc. Ross & Baruzzini Royal Electric RS&H, Inc. Rutan & Tucker, LLP RW Block Consulting S&P Global Ratings Sacramento County Airport System Sacyr Construction USA Sacyr Infrastructure USA LLC
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DID YOU KNOW?

The agenda offers multiple daily breaks, receptions, 1-on-1 meeting areas and events designed to meet new faces.



Participating Groups

San Diego Airport Authority
San Diego County Regional Airport Authority
San Jose International Airport
San Luis Obispo County Regional Airport
Saunders Construction
SBI Consultants, Inc.
SCA Strategic Partnerships International
Schnabel Engineering
Scott Associates
SCST
SDCRAA Board Member
Selbert Perkins Design
SHoP Architects
Siemens
Siemens Industry
Siemens Postal, Parcel & Airport Logistics LLC
SITA
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Skanska USA Building
Skidmore Owings Merrill, LLP
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Telamon Enterprise Ventures
Tensor International
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Texas ERS
The Austin Company
The Haskell Company
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Vanir Construction Management, Inc.
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VINCI Airports
Voom Flights (an Airbus Company)
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Westfield
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William Blair & Company
Winnipeg Airport Services Corp
Winstead PC
WJ Advisors LLC
Woods Bagot
Woolpert
WSP
Yearout Industrial



DID YOU KNOW?

95% of our 2017 summit participants would recommend the event to colleagues and friends.



Registration Information

General Audience

- Early Registration - \$995
Register by Friday, April 6, 2018
- Regular Registration - \$1,195
Register by Friday, June 8, 2018
- Last Minute Registration - \$1,395

Government or Airport Employee

- Early Registration - \$345
Register by Friday, April 6, 2018
- Regular Registration - \$395
Register by Friday, June 8, 2018
- Last Minute Registration - \$450

Register online by visiting www.p3airportsummit.com

Hotel & Event Venue

The beautiful Manchester Grand Hyatt San Diego Hotel is our event headquarters. A block of rooms are being held at the hotel at a special rate of \$219. Reservations must be made by July 13, 2018 or before the block is sold out in order to guarantee this rate. Reservations made after this date can only be honored on a space and rate available basis.

To make your hotel reservations, call the hotel directly at (619) 232-1234 and identify yourself as part of P3 Airport Summit

Getting There

The Manchester Grand Hyatt San Diego is located at 1 Market Pl, San Diego, CA 92101.

One major airport serves the San Diego area and is convenient for staying at Manchester Grand Hyatt Hotel: San Diego International Airport – 3.0 miles

We have have partnered with ride share app company, Lyft, to provide attendees transportation to and from the event at Manchester Grand Hyatt. Before you request a ride, go to the payment section of the Lyft app, and enter the credit code "P3Summit" under the "Add Payment Method" section. There is a Lyft icon to the left of the box.

The applied credit is displayed on the ride payment screen. This code is eligible for two rides up to \$20 each for new and existing Lyft users for transportation to and from the event at Manchester Grand Hyatt.

