Using Partnerships for Airport Infrastructure

Public-private partnerships (P3s) 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.

Join over 900 airport representatives and industry leaders for two valuable days of project delivery. The Summit will focus on project management, planning, procurement, and networking for airport owners, operators, airlines, and other industry professionals. Our event is dedicated to P3 education, industry networking, and business development.

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

With keynotes, case studies, panels, workshops, and diverse networking opportunities, Summit attendees will deepen their understanding on the value proposition of P3s, and the role they can play in the delivery of essential airport infrastructure.

For the latest updates, please visit www.p3airportsummit.com.
It’s a pleasure to welcome you to the 2020 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 150 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
Program

The P3 Airport Summit offers the opportunity to learn, discuss and share evolving concepts and state-of-the-art techniques in delivering airport infrastructure.

The Summit 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.

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.

Agenda

Our 2020 agenda explore the applications of public-private partnerships with the specific focus on airport infrastructure. Over the course of two days, more than 150 senior thought leaders will discuss the latest modes of infrastructure delivery.

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.

Additionally, the agenda includes 15 roundtable conversations on a variety of P3 topics. Discussions will last approximately 25 minutes and are meant to be open and candid exchanges where participants can ask questions and share experiences. Facilitators will guide discussions by presenting case studies, targeted issues, and topics shaping the P3 landscape.

A comprehensive list of best practices and lessons learned will be presented in the agenda. With an emphasis on what managers should consider when looking at P3 opportunities, here’s a preview of what will be discussed:

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
DID YOU KNOW?

Did you know? Over 150 industry thought leaders participate in our program.

- 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 communication plans

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

Workshops

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

This pre-Summit 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.
**Did You Know?**

Over 100 commercial service, primary, cargo service, reliever, and general aviation airports were represented in 2019.

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### Exhibition Hall

Conference delegates will be able to interact with industry leaders 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.

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### Networking Events

The **P3 Airport Summit** will also offer several ways for attendees to network and connect with each other. The program will offer multiple daily breaks, virtual receptions, one-on-one meeting areas and specific events designed for you to meet new industry faces and reconnect with old colleagues.

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### Who Attends

The **P3 Airport Summit** is a part of P3C, which delivers some of the largest infrastructure focused events in the country and attracts public leaders, project managers, industry executives, and P3 development experts. Our attendees include senior management from firms in the construction, engineering, design, legal, investment and consulting industries as well as senior business and facility administrators from airports across the nation.

Our audience offers a unique and valuable opportunity to network with present and future partners in an information driven, networking focused environment. Many attending the Airport Summit are project owners considering alternative project delivery and exploring partnerships.

You will find professionals with the following backgrounds on the conference floor:

- **Airports**: C-level executives, executive directors, presidents, board members, business and finance officers, planners and engineers, and other senior administrators.

- **Private Sector Audience**: C-level executives, presidents, vice presidents, business development leaders, and managing directors.

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 owners, and learn new methods to address complex project delivery goals.
DID YOU KNOW?
40% of conference delegates represent a public owner, airport or airline.

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Ricondi & Associates, Inc.
Rock Hill-York County Airport
Rohadfox Construction Control
Rosendin Electric, Inc.
Ross & Baruzzini
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San Diego County Regional Airport
San Jose International Airport
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