

# P3 | Higher Education Summit



ATTENDEE PROSPECTUS



# The P3 Higher Education Summit

October 28-30, 2020

Virtual Conference

## BUILDING CAMPUS INFRASTRUCTURE THROUGH PARTNERSHIPS

Public-private partnerships (P3s) are delivering essential infrastructure on campuses across the country. As some higher education institutions 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 university representatives and industry leaders for three valuable days on the latest modes of campus infrastructure delivery. The Summit will focus on project management, planning, procurement, and networking for senior business and facility administrators from higher education institutions, developers, engineers, architects, and other industry professionals. Our event is dedicated to P3 education, industry networking, and business development.

Our audience of higher education 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, 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 campus infrastructure.

For the latest updates, please visit [www.p3highereducation.com](http://www.p3highereducation.com).

## DID YOU KNOW?

The P3 Higher Education Summit anticipates over 900 participating delegates.



# WELCOME

It's a pleasure to welcome you to the 2020 **P3 Higher Education 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 higher education infrastructure.

At the **P3 Higher Education Summit**, delegates will discover a program that explores how P3s can address some of our most significant infrastructure challenges. Through plenary sessions and panel discussions, 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 125 experienced and incredible speakers. These industry leaders, experts, and owners 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 higher education infrastructure.

Delegates will take advantage of the opportunities available at the **P3 Higher Education Summit** to let new partnerships grow. They will find that many attending share similar campus improvement challenges, and others who have found viable solutions for their higher education institutions 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 Higher Education Summit** Team



## DID YOU KNOW?

95% of our 2019 attendees would recommend the event to colleagues and friends.



## Program

The **P3 Higher Education Summit** offers the opportunity to learn, discuss and share evolving concepts and state-of-the-art techniques in delivering campus infrastructure.

The Summit agenda features a broad range of topics specifically tailored to the needs of higher education institutions 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 owners, developers, operators, 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 higher education infrastructure. Over the course of three days, more than 125 senior thought leaders will discuss the latest modes of infrastructure delivery.

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

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 universities 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



## DID YOU KNOW?

Over 125 industry thought leaders participate in our program.



- ▶ 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
- ▶ 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 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

## Networking Events

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



## DID YOU KNOW?

The P3 Higher Education Summit is one of the largest gatherings of campus leaders and P3 development experts in the country.



## Who Attends

The **P3 Higher Education 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 colleges and universities across the nation.

Our audience offers a unique and valuable opportunity to network with present and future partners in a information driven, networking focused environment. Many attending the P3 Higher Education Summit are seeking opportunities to develop their business and find new projects and partners in higher education.

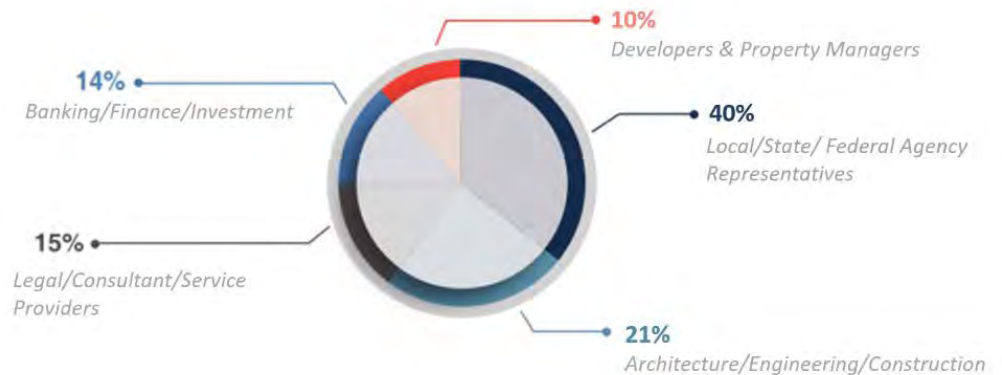
You will find professionals with the following backgrounds on the conference floor:

- ▶ **Colleges and Universities:** Chief financial officers, business officers, senior administrators for student services, facilities, and auxiliary services, and planners, chancellors, governing board members, and provosts.
- ▶ **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.

## Audience Breakdown



## DID YOU KNOW?

40% of conference delegates represent a public/government agency.



## Participating Groups

AC Martin Partners, Inc.	Citigroup	HOK
Adolfson & Peterson Construction	Clark Construction	HPI Architecture
AE7 Planners & Architects	Clark Nexsen	Huitt-Zollars, Inc.
AECOM	Clark Pacific	Husch Blackwell
AJ Capital Partners	Clayco	Ice Miller LLP
AMDA	Cloud County Community College	Illinois Institute of Technology
Ameresco	CO Architects	Illinois State University
Anbaric Development Partners	Coast Community College District	IMEG Corp
Arizona State University	COCM	Interface Engineering Inc.
Arkansas State University — Newport	Colorado State University	JE Dunn Construction
Ashland University	Con Edison Solutions	Jefferies LLC
Ayers Saint Gross	Corvias	JLC Infrastructure
Azusa Pacific University	Crawford Architects, LLC	JLL
Baird Holm LLP	CRBC	Johnson Controls, Inc.
Ballard Spahr LLP	Crowder Strategies LLC	Juneau Construction Company
Bank of America Merrill Lynch	CSRS, Inc	KeyBanc Capital Markets
BankUnited	CSU Bakersfield	Kimley Horn
BatesForum Studio	CSU Northridge	KLH ENGINEERS, PSC
Baylor University	CSU San Marcos	KPFF Consulting
BBL	CSUSM Corporation	Lake Flato Architects
Bernards	CUBE 3 Studio	Laney College
BioRealty, Inc.	Dallas County Community College District	Lasell College
Blach Construction	Design Collective	Layton Construction
Blue Rose Capital Advisors	DIALOG	Lendlease
Bowie State University	DPR Construction	Little Diversified Architectural Consulting
Brinkmann Constructors	Eastfield Community College -DCCCD	LMN Architects
Broadus & Associates	ECM International Inc.	LS3P
Brown Construction	EdR Collegiate Housing	Mark G. Anderson Consultants, Inc. (MGAC)
Bryan Properties	EHDD	McCarthy Building Co.
Bryant Miller Olive P.A.	EYRC Architects	McCownGordon Construction
Burea Veritas	Ferris State University	McKinstry
BuroHappold Engineering	FGM Architects	Mesirov Financial
C&S Companies	Fitch Ratings	Messer Construction Co.
C.W. Driver	Florida A&M University	Michigan State University
California Institute of the Arts	Fort Lewis College	Mithun
California State University Channel Islands	Georgetown University	MOA ARCHITECTURE
California State University Monterey Bay	GH Phipps Construction	Mortenson
California State University Northridge	Gilbane Development Company	MVE + Partners
CannonDesign	GMH Capital Partners	NATIONS GROUP
Capstone Development Partners	GTS Development, LLC	New Jersey City University
Capstone On Campus Management	Guttman & Blaevot	New Jersey Educational Facilities Authority
Carlow University	Haley & Aldrich, Inc.	Newsome Development
Carrier Johnson + Culture	Hanbury	Nixon Peabody LLP
CBIZ	Harrison Street Real Estate	Northern Illinois University
CBRE	Hathaway Dinwiddie Construction Co.	Northwest College
Celtic Energy, Inc.	Hawkins Delafield & Wood	Nuveen / TIAA
CFP	HED	Oltmans Construction Co.
Christopher Carvell Architects PC	Herman Miller	O'Melveny & Myers LLP
	HKS Architects	Oregon State University



## DID YOU KNOW?

65% of attendees are C-Level or Senior-Level decision makers.



## Participating Groups

Pacific Gas & Electric Company	SOLOMON CORDWELL BUENZ	University of Alaska
Pacific Union College	Southern University	University of Alaska Anchorage
PCL Construction	Southland Industries	University of CA Riverside
Peralta Community College District	Stantec Architecture	University of California Riverside
Perkins + Will	Star America Infrastructure Partners	University of California Santa Cruz
Perkins Coie LLP	Steinberg Hart	University of California, Irvine
Petrovich Development Company	Stifel	University of Colorado
Pfeiffer Partners Architects	STRATEGIC PARTNERSHIPS INC	University of Colorado Anschutz Medical Campus
Pfluger Architects	Structures	University of Connecticut
PFM Financial Advisors LLC	Studio E Architects	University of Delaware
PGAL	Suffolk Construction	University of Hawaii
Phinader Smith College	Summit Management	University of Illinois
PK Associates	Summit Smith	University of Illinois at Chicago
Politechnic University	SUNDT Construction, Inc.	University of Illinois at Urbana-Champaign
Populous	SunPower	University of Illinois Research Park
Power Construction	SVA Architects, Inc.	University of Kansas Medical Center
Pratt Institute	Tarlton Corporation	University of Maine System
Preston Hollow Capital	Texas State Technical College	University of Melbourne Project Services
Project Finance Advisory Limited	The California State University	University of Nevada Reno
Provident Resources Group Inc.	The Clark Enersen Partners	University of North Dakota
Purdue University	The Concourse Group	University of North Dakota, Housing Office
Quinn Evans Architects	The Haskell Company	University of Oregon
R.D. Olson Construction	The PENTA Building Group	University of Pittsburgh
Ratcliff	The University Financing Foundation	University of Puerto Rico at Mayaguez
RISE: A Real Estate Company	The University of Alabama	University of San Diego
RJA / SFP	The University of Texas at Austin	University of San Francisco
Rockford Construction	The University of Texas at San Antonio	University of South Florida
Ross & Baruzzini	The University of TX at San Antonio	University of Utah
Rutgers, The State University of New Jersey	The Weitz Company	Virginia Commonwealth University
Ryan Companies	The Whiting-Turner Contracting Company	Wachalski Advisory
Saginaw Valley State University	Thornton Tomasetti	Wakefield Beasley & Associates
Saint Mary's College of California	TIAA Bank	Walsh Group
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT	Tipping Structural Engineers	Watry Design, Inc.
San Diego State University	Trane	Webcor Builders, Inc
San Francisco State University	TSTC	Western Michigan University
Sasaki	Turner Construction	Whiting-Turner
SAUNDERS CONSTRUCTION INC	U3 Advisors	Wichita State University
SCB	UBS	Willis Towers Watson
Scripps Institution of Oceanography (UCSD)	UC Berkeley	WLC Architects, Inc.
SDSU Research Foundation	UC Davis	Wohlsen Construction Company
SGPA Architecture and Planning	UC Office of the President	Woods Bagot Architects PC
Shawmut Design & Construction	UC Santa Cruz	Worcester Polytechnic Institute
Shepley Bulfinch	UCSC	Workshop Architects
Sheppard Mullin LLP	UNC-Chapel Hill	YaCari Consultants, LLC
Shiel Sexton Company	UNCW	ZGF Architects
Siemens	UND — Facilities Management	Ziegler
Skanska	University Enterprises	Zimmer Development Company
Skidmore, Owings & Merrill, LLP	University Enterprises, Inc.	
SmithGroup	University Loft Company	



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