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.
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.
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.
DID YOU KNOW?

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

Participating Groups

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

Pacific Gas & Electric Company
Pacific Union College
PCL Construction
Peralta Community College District
Perkins + Will
Perkins Coie LLP
Petrovich Development Company
Pfeiffer Partners Architects
Pfluger Architects
PFM Financial Advisors LLC
PGAL
Phinader Smith College
PK Associates
Politechnic University
Populous
Power Construction
Pratt Institute
Preston Hollow Capital
Project Finance Advisory Limited
Provident Resources Group Inc.
Purdue University
Quinn Evans Architects
R.D. Olson Construction
Ratcliff
RISE: A Real Estate Company
RJA / SFP
Rockford Construction
Ross & Baruzzini
Rutgers, The State University of New Jersey
Ryan Companies
Saginaw Valley State University
Saint Mary’s College of California
SAN BERNARDINO COMMUNITY COLLEGE DISTRICT
San Diego State University
San Francisco State University
Sasaki
SAUNDERS CONSTRUCTION INC
SCB
Scripps Institution of Oceanography (UCSD)
SDSU Research Foundation
SGPA Architecture and Planning
Shawmut Design & Construction
Shepley Bulfinch
Sheppard Mullin LLP
Shiel Sexton Company
Siemens
Skanska
Skidmore, Owings & Merrill, LLP
SmithGroup
SOLOMON CORDWELL BUENZ
Southern University
Southland Industries
Stantec Architecture
Star America Infrastructure Partners
Steinberg Hart
Stifel
STRATEGIC PARTNERSHIPS INC
Structures
Studio E Architects
Suffolk Construction
Summit Management
Summit Smith
SUNDT Construction, Inc.
SunPower
SVA Architects, Inc.
Tarlton Corporation
Texas State Technical College
The California State University
The Clark Enersen Partners
The Concourse Group
The Haskell Company
The PENTA Building Group
The University Financing Foundation
The University of Alabama
The University of Texas at Austin
The University of Texas at San Antonio
The University of TX at San Antonio
The Weitz Company
The Whiting-Turner Contracting Company
Thornton Tomasetti
TIAA Bank
Tipping Structural Engineers
Trane
TSTC
Turner Construction
U3 Advisors
UBS
UC Berkeley
UC Davis
UC Office of the President
UC Santa Cruz
UCSC
UNC-Chapel Hill
UNCW
UND — Facilities Management
University Enterprises
University Enterprises, Inc.
University Loft Company

University of Alaska
University of Alaska Anchorage
University of CA Riverside
University of California Riverside
University of California Santa Cruz
University of California, Irvine
University of Colorado
University of Colorado Anschutz Medical Campus
University of Connecticut
University of Delaware
University of Hawaii
University of Illinois
University of Illinois at Chicago
University of Illinois at Urbana-Champaign
University of Illinois Research Park
University of Kansas Medical Center
University of Maine System
University of Melbourne Project Services
University of Nevada Reno
University of North Dakota
University of North Dakota, Housing Office
University of Oregon
University of Pittsburgh
University of Puerto Rico at Mayaguez
University of San Diego
University of San Francisco
University of South Florida
University of Utah
Virginia Commonwealth University
Wachalski Advisory
Wakefield Beasley & Associates
Walsh Group
Watry Design, Inc.
Webcor Builders, Inc
Western Michigan University
Whiting-Turner
Wichita State University
Willis Towers Watson
WLC Architects, Inc.
Wohlsen Construction Company
Woods Bagot Architects PC
Worcester Polytechnic Institute
Workshop Architects
YaCari Consultants, LLC
ZGF Architects
Ziegler
Zimmer Development Company

DID YOU KNOW?
65% of attendees are C-Level or Senior-Level decision makers.