



HEALTHCARE PROJECT DELIVERY CONFERENCE

ATTENDEE PROSPECTUS

February 3-5, 2021

Virtual Conference



DID YOU KNOW?

The Healthcare Project Delivery Conference anticipates over 700 participating delegates.



WELCOME

It's a pleasure to welcome you to the 2021 **Healthcare Project Delivery Conference**.

The **Healthcare Project Delivery Conference** is the premier project delivery and networking conference for healthcare and industry representatives focused on acute care, clinics, emergency & urgent care, ambulatory care, general hospitals and special facilities.

Delegates will discover a program that explores innovative approaches to expansions, renovations and new developments with a specific emphasis on procurement, financing, planning, design, construction, and operations. Through plenary sessions and panel discussions, this year's agenda examines the political, financial, technical, and legal considerations we must make when approaching a new project.

At this year's Conference you will find a program with over 100 experienced and incredible speakers. These industry leaders, experts, and owners will explore new trends and approaches to procurement, design-build, risk management, energy and sustainability, and life-cycle efficiencies impacting facilities of all sizes.

Delegates will take advantage of the opportunities available at the **Healthcare Project Delivery Conference** to let new partnerships grow. They will find that many attending share similar facility improvement challenges, and others who have found viable solutions 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 **Healthcare Project Delivery Conference** Team



DID YOU KNOW?

95% of our 2020 attendees would recommend the event to colleagues and friends.



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Program

The **Healthcare Project Delivery Conference** offers three valuable days of project delivery to help attendees plan and procure successful initiatives, understand best practices in selecting and negotiating with prospective partners, and take steps to ensure project success.

The 2021 **Healthcare Project Delivery Conference** agenda features a broad range of topics specifically tailored to the needs of hospital facility administrators evaluating their next project. This program will share examples of where different approaches can be applicable; and how they can save money and time when dealing with upgrades, repairs, and maintenance.

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

The agenda takes a clear look at current trends in healthcare procurement, construction and design, while examining contract structures, facility types, and financing mechanisms in use. Through conversations with facility owners, operators, and advisers, the Conference explores best practices and lessons learned from successful partnerships.

Agenda

The 2021 agenda explores alternative project delivery methods with a focus on the following healthcare facilities: acute care, clinics, emergency & urgent care, ambulatory care, general hospitals and specialty facilities. Over the course of three days, more than 100 senior thought leaders will discuss the latest modes of infrastructure delivery.

The agenda showcases upcoming projects and RFP opportunities, presents best practices in traditional and alternative project delivery, and provides incredible networking opportunities for industry leaders, developers, owners, and healthcare administrators.

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 alternative delivery methods, here's a preview of what will be discussed:

Pre-award Discussion Topics:

- ▶ Assessing feasibility: what type of projects are best served by alternative delivery
- ▶ Steps to take to ensure your procurement process is setup for success
- ▶ Identifying the merits and risks of alternative delivery structures
- ▶ Options for small and medium hub facilities seeking partnerships
- ▶ Defining project requirements and identifying appropriate project delivery models
- ▶ How to score, select, and negotiate with prospective partners
- ▶ Understanding the potential credit impacts delivery models can have on rating and debt capacity

DID YOU KNOW?

Over 100 industry
thought leaders participate
in our program



- ▶ Political considerations for developing and implementing community projects
- ▶ The role of a political or internal champion in building partnerships
- ▶ Coordinating internal and external stakeholders to optimize delivery
- ▶ Hidden costs and overlooked risks
- ▶ How projects stumble and what are the lessons learned

Team Work and Collaboration Discussion Topics:

- ▶ The importance of early engagement with private partners
- ▶ Integration tools and techniques that enhance collaboration
- ▶ Owner roles/responsibilities in executing partnerships
- ▶ 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
- ▶ Financing solutions and value propositions under the alternative delivery methods
- ▶ The influence of design within the design-build process
- ▶ Value creation from transferring operations and maintenance
- ▶ International models
- ▶ Latest innovations and life-cycle efficiencies in project delivery

Networking Events

The **Healthcare Project Delivery Conference** will also offer several ways for attendees to network and connect with each other. The program will offer multiple daily breaks, happy hours, and one-on-one meeting areas designed for you to meet new industry faces and reconnect with old colleagues.

DID YOU KNOW?

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



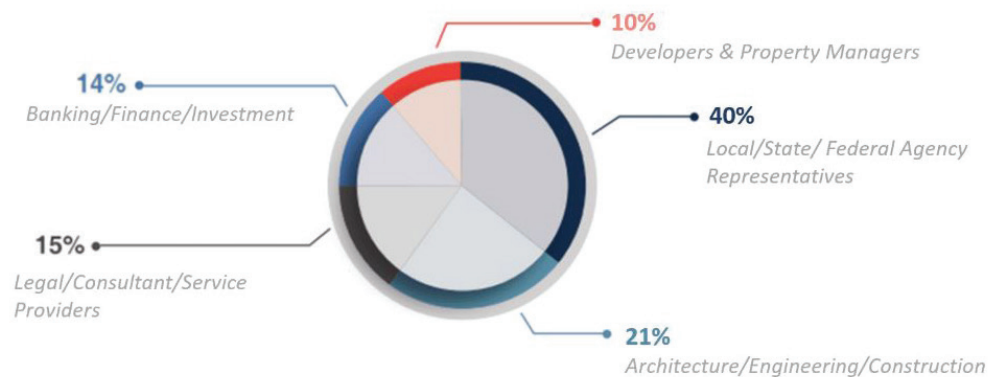
Who Attends

P3C, which organizes the **Healthcare Project Delivery Conference**, is one of the largest conference series attracting government, non-profit, and development professionals across the country. Our conference audience includes senior management from firms in the construction, engineering, architecture, legal and consulting industries as well as public leaders, healthcare and higher education administrators, officers, and development agency officials at the municipal, state, and federal levels of government.

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 **Healthcare Project Delivery Conference** are interested in understanding how different delivery models can best address their project needs.

Many attending the conference are operators and project owners interested better understanding project delivery options and exploring partnerships, including:

- +Senior Hospital Administrators
- +Developers
- +Medical Office Building Owners and Operators
- +Construction Professionals
- +Architects
- +Facility Designers
- +Design-Build Advisers
- +Infrastructure Technology Representatives
- +Public Health Administrations and Agency Leaders



DID YOU KNOW?

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



Participating Groups

3QC	City of San Diego	FSB Property Management
Abbott Construction	Clark Construction	Gafcon, Inc.
Adept Management Consulting	CME	GCC & Associates LLC
AECOM	Coffman Engineers, Inc.	GE Healthcare Equipment Finance
Ajou University	Colliers International	Gilsanz Murray Steficek LLP
Aleutian Pribilof Islands Association	Colombo Construction Company, Inc.	Glumac
Align Builders, Inc.	Community Medical Services	Guidepost Solutions
Alpha Mechanical, Inc.	Construction Management Partners	Gundersen Health System
Alta environmental	Coquille Indian Tribe	Guttmann & Blaevoet
American Hospital Association	Corna Kokosing Construction	Harrison Street Capital
American Institute of Steel Construction	Crown	Hathaway Dinwiddie Construction Company
Antelope Valley Hospital	Cumming Corp	Haworth
Aon	Cunningham Group Architecture	HDR
ARC	Dahlin Group Architecture Planning	Hensel Phelps
Arcadis	Darden Architects	Hilbser Yamauchi Architects, Inc.
ARUP	DaVinci Development Collaborative	Holladay Properties
Attainia	Degenkolb Engineers	Houston Tyner Architects
BELFOR USA	DGA	Howard Building Corporation
Bender Dean Engineering	Dignity Health / Woodland Memorial Hospital	Huntington Hospital
Bernards	Dome Construction	IMEG Corp
Bouten Construction Company	DPR Construction	Integrated Facilities Solutions, Inc.
BrightView Design Group	e-Builder, Inc.	Interior Office Solutions
BSA LifeStructures	El Encanto Healthcare	J.E. Dunn Construction
Buehler	EllisDon	Jacobs
BWE, Inc.	EMCOR Mesa Energy Systems	JLL
c-a ARCHITECTS	Envisi	John A. Martin & Associates, Inc.
Cambridge CM	ETC Building & Design, Inc.	Johnson Controls
CannonDesign	EwingCole	Kahua
Capital Engineering Consultants, Inc.	EXP	Kaiser Permanente
Carrier Johnson + CULTURE	Fidelity National Title	Kefex Company, Inc.
CBRE	FMI Corporation	Keystone Mortgage Corp
CESO, INC.	Forbo Flooring Systems	Kish and Associates, Inc.
Charge Bliss Inc	Forensic Analytical Consulting Services	Kitchell
Citrus Valley Health Partners	FoundCare, Inc.	Koury Engineering & Testing Inc.
City of Hope National Medical Center		KPFF Consulting Engineers
City of Las Vegas		Langan Engineering &

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



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Participating Groups

Environmental Services	Pomona Valley Hospital Medical Center	TAG, Inc.
Lawrence Group	Procon Consulting, LLC	Tahoe Forest Hospital
Layton Construction Co., Inc.	Project Management Advisors, Inc.	Tanner Engineering
Limbach	Providence Health Care	Taylor Design
Lionakis	Psomas	TEF Design
Los Angeles County, Public Works	PULLMAN	Terracon
LPA Design Studios	Ratcliff	TETER, LLP
LRS Federal LLC	Relaible Restoration & Recovery	The Barrie Company
M Bar C Construction	Roebbelen Contracting	The Design Collective
M&M Construction Inspection	RORE, Inc.	The Harman Group
Mad River Community Hospital	Rudolph and Sletten	The PENTA Building Group
Mangini Associates Inc.	Rutherford + Chekene	The S/L/A/M Collaborative, Inc.
Mascari Warner Architects	S. M. Wilson & Co.	The Stahl Companies Inc
Mazzetti	Saint Francis Medical Center	Transwestern
McCarthy Building Co.	Salas O'Brien	Turner Construction
McGuire and Hester	Santa Clara Valley Medical Center / DGA	TWINSTEPS, Inc.
McKinstry Essention	SBI Consultants, Inc.	UC San Diego, Capital Program Management
Men's Health Foundation	Scripps Health	UnityPoint Health - Meriter
Metropolitan State University of Denver	SGPA Architecture and Planning	University of California San Diego
Millie and Severson	Sharp HealthCare	University of Nebraska-Lincoln
MJPaia, Inc.	Siemens	Urban Indian Center of Salt Lake
Mohawk Group	Sierra View Medical Center	Utah Navajo Health System Inc.
Notkin Mechanical Engineers	Site Enhancement Services	Vanir Construction Management
OAC Services, Inc	SM Wilson	Ware Malcomb
OHL Infrastructure	SmithGroup	Webcor Builders
Oltmans Construction	Smithipong & Rosamond Associates, Inc.	WebFM
OSHPD FDD	Southland Industries	Wehr Constructors, Inc.
Owen Group	SpawGlass	Williamson Construction Co., Inc.
P2S Inc.	Spectrum Development Solutions	Woodland Memorial Hospital
PARADIGM Structural Engineers, Inc.	Stanford Healthcare	XL Construction
Patton	Stanford University	ZGF Architects LLP
Perlo Construction	Stantec	Zimmerman Architectural Studios
Pioneers Memorial Healthcare District	Strategic Building Services	Zurn Industries Inc
Plenary	Sunbelt Controls	
PMB	Swinerton	
Polsinelli PC		



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