

Louisiana State University Nicholson Gateway

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RBC Capital Markets



Presentation Group



Lee Weintraub (Moderator)
Becker & Poliakoff, Attorney for LSU Property Foundation



Michael Baird
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Tracy Morganti
Adams and Reese, LLP, Attorney for LSU



Donovan Hicks
Provident Resources Group, Inc., Not-for-Profit Owner of LSU Project



Eric Bram
Brailsford & Dunlavey, Development Advisory Services

Nicholson Gateway Project Scope

- Targeted Open – Fall 2018
- 1,953 Total Beds
 - 1,531 Apartment-style beds
 - 422 Suite-style beds
- 38,000 SF of campus-oriented retail space
- 10,000 SF of indoor recreation space
- 1,625 surface and structured parking spaces
- Adjacent to Tiger Stadium
- \$223mm first phase development cost





Ground Lease
Cooperative Endeavor Agreement

Nicholson Gateway Project, LLC
the sole member of which is



Ground Sublease

Provident Group –
Flagship Properties, LLC
the sole member of which is



Advisors & Legal Counsel

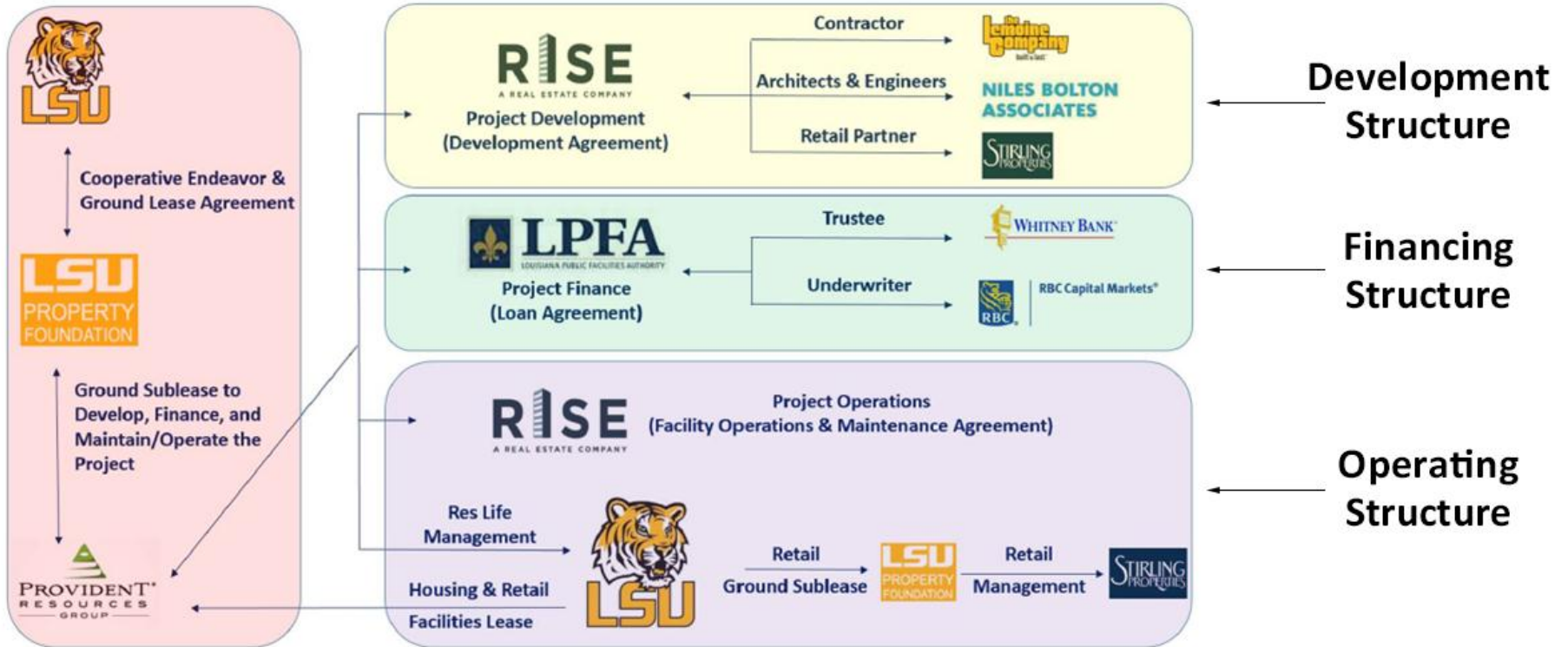
Brailsford & Dunlavey
CSRS, Inc.
Becker & Poliakoff

- Ownership Structure Key Players

- Louisiana State University
- LSU Property Foundation
- Provident Resources Group

- Advisors and Legal Counsel

- Brailsford & Dunlavey
- CSRS
- Becker & Poliakoff
- Adams & Reese, LLP

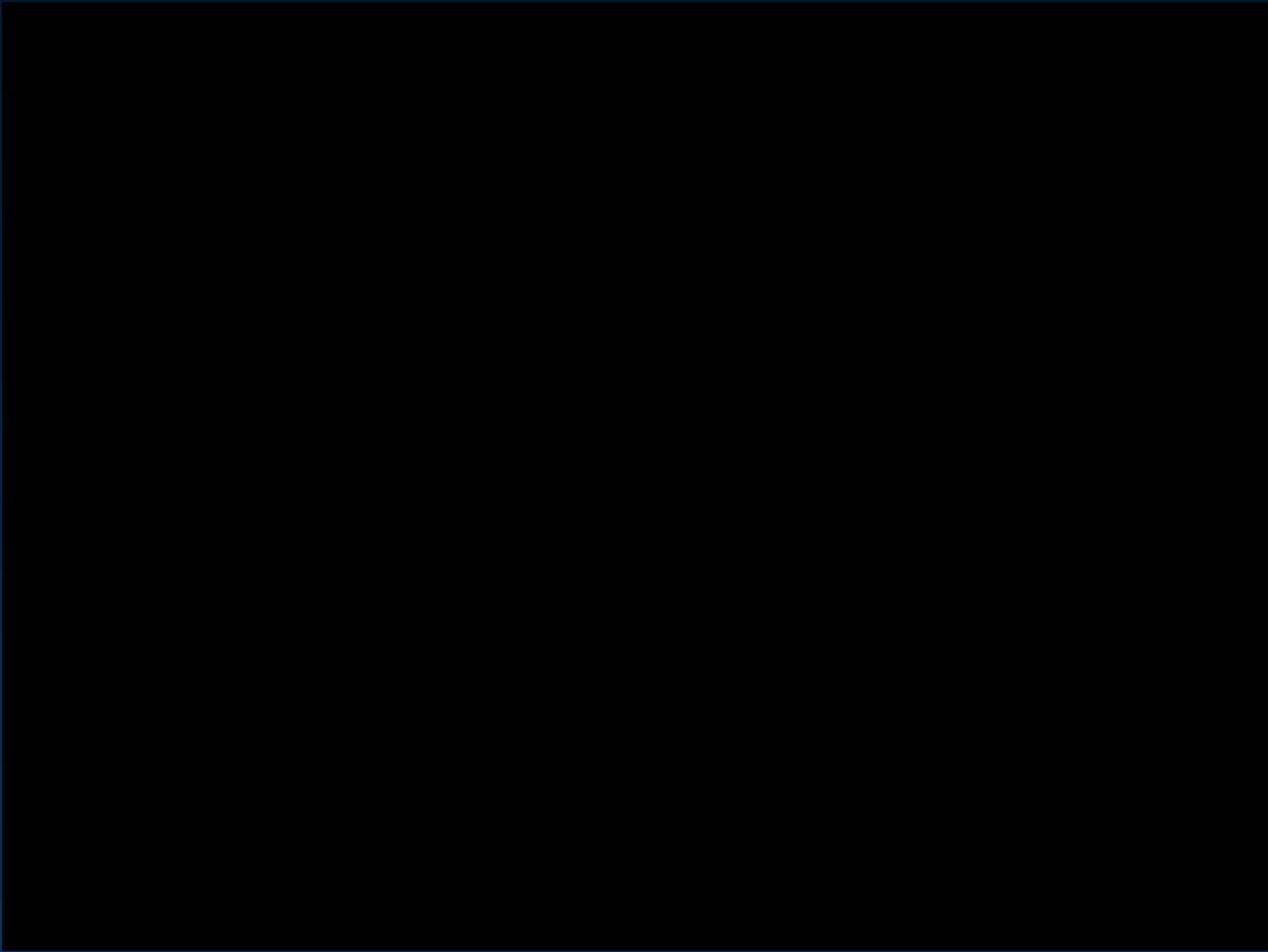


Nicholson Gateway

- Why P3?
- Project Structure
 - Contract Structure
 - Financial Structure
- Why did LSU use Property Foundation?
 - Project was partnership between LSU and Foundation

Reduce Everyone's Risk By Strategic Procurement of True Partner

- Decision to Hire Development Advisor
- Ensure Only Good Potential Partners Would Respond to Procurement



True Partners During Contract Negotiations

- Partnerships Between The Parties
 - Transparency and Candor at All Times
 - Risk Allocations Changed Constantly Through Several Months of Contractor Negotiations
 - Scope Changes/Requirement for Collaboration & Flexibility
- Partnerships Amongst Stakeholders
 - Identified and Engaged Them Early and Often

Project Champion/Empowering Lower Level Decision Makers

Negotiate With All Partners As Partners, Not Adversaries