



FLORIDA COUNCIL for PUBLIC-PRIVATE PARTNERSHIPS 2018 SPRING CONFERENCE | MARCH 8TH & 9TH

THE AGENDA

THURSDAY, MARCH 8TH

8:00am – 5:00pm Registration

11:30am – 12:30pm Opening Lunch

12:00pm – 12:30pm Welcome Remarks

Scott "Skipper" I. Peek, Jr. | Tavistock Development Company

As Tavistock's Vice President of Commercial Sales and Development, Scott "Skipper" Peek manages Tavistock's commercial real estate portfolio, including its Lake Nona and Infinity Park; projects that have entitlements for more than 11 million square feet of development and contain more than 7,000 acres. Skipper has more than 30 years of real estate experience, including senior level positions with Panattoni Development Company, DeBartolo Property Group, Highwoods Properties and, Citicorp Real Estate.

12:30pm – 12:45pm Networking Break with the Exhibitors

12:45pm – 1:00pm Chairman's Welcome *Randall Reid | JE Dunn Construction*

1:00pm – 2:00pm Keynote Presentation

Sean Snaith, Ph.D. | UCF

Sean Snaith, Ph.D., is the director of the University of Central Florida's Institute for Economic Competitiveness and a nationally recognized economist in the field of business and economic forecasting. Snaith is the recipient of multiple awards for the accuracy of his forecasts, his research and his teaching. He has served as a consultant for local governments and multinational corporations such as Compaq, Dell and IBM. Before joining UCF's College of Business, he held teaching positions at Pennsylvania State University, American University in Cairo, the University of North Dakota and the University of the Pacific.

2:00pm – 2:45pm Market Metrics: Understanding the Market You are About to Enter

Kevin Crowder | RMA

David Alvarez-Castaneda | CPM

Mike Schutt | Plenary Group

Lee Weintraub | Becker & Poliakoff (Moderator)

Successful P3 procurement requires open discourses with prospective bidders and the private partner ultimately awarded the project. Both the public and private sector partners freely participate in design concepts, usage projections and requirements, financial forecasting and modeling, and other aspects of the facility in which they will partner. But this process can only be successful if the public sector understands the industry in which they are about to engage. Many P3s combine traditional public facilities with mixed use, hotels, residences, offices and other income-generating uses. The public sector is usually not involved in those markets, making it important for the public sector to familiarize itself with those markets, so the expectations and valuations of the project are aligned between the public and private sectors during procurement. This panel will discuss the importance of this and suggest ways to implement it properly. It will also discuss what can go wrong if it is not properly implemented.

2:45pm – 3:00pm Networking Break with the Exhibitors

3:00pm – 4:45pm P3 Talks

P3 Talks is a series of structured round table discussions that allow public and private sector representatives to exchange ideas related to P3 market trends, overcoming procurement and delivery challenges, and leveraging best practices for successful P3 projects. This series will be **led by Private sector representatives** and feature four 20-minute round table sessions.

Creative Village Update *Brooke A. Myers | Velocity Red*

Are P3s at Airports Taking Flight? *Michael Lindsay | Hatch*

P3s on the Horizon *Kevin Crowder | RMA*

Financing Is Not the Only P3 Benefit: Don't Forget Risk Transfer & Leveraging Design Ingenuity

Lee Weintraub | Becker & Poliakoff

The Role of the Design-Builder in a P3 Pursuit *Steven Arshat | Skanska USA*

The Public Procurement Perspective on P3s *Lawrence (Larry) Martin | UCF*

Using P3s to Solve Operational Challenges *Lee Ann Korst | CBRE*

Risk Management Issues in Operations & Maintenance *Jeffrey Welsh | Munich Reinsurance America, Inc.*

4:45pm – 5:00pm Economic Impact of P3s on the Canadian Economy

Mark Romoff | The Canadian Council for Public-Private Partnerships

5:00pm – 5:45pm Effective Contracts: Developing a P3 Contract & Preparing for the Next 30 Years

Kenneth Artin | Bryant Miller Olive

5:45pm – 6:00pm Closing Remarks *Randall Reid | JE Dunn Construction*

6:00pm – 7:30pm Networking Reception

Conference attendees are invited to join fcp3 for a night of networking and fun! This networking reception will include complimentary hors d'oeuvres and beverages.



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FRIDAY, MARCH 9TH

7:00am – 9:00am Registration

8:00am – 9:00am Successful Partnerships: Effective Due Diligence on Prospective Development Partners for Your P3

Cassia Sookhoo | BRAILSFORD & DUNLAVEY, Inc.

Colin Groff | City of Boynton Beach

Brad Noyes | BRAILSFORD & DUNLAVEY, Inc. (Moderator)

When deciding on the right development partner for your P3 project, what steps can you take on the front end to ensure you make the right choice? Brad Noyes, an executive vice president with the development advisory firm Brailsford & Dunlavey will moderate a panel that examines effective due diligence. Hear from panelists, including public sector executives who have gone through the process, on topics ranging from evaluating financial stability of potential partners to other less obvious signs to look for to ensure the partner you select will still be strong and stable throughout the relationship.

9:00am – 9:45am Dynamic Partners: Leveraging Partnerships to Advance the Aerospace Industry

Mario Busacca | NASA

The Kennedy Space Center has been transforming itself over the past several years to become the Multi-User Spaceport of the future. This presentation will trace the path that NASA has taken to achieve these goals. And it will point the way to the future, outlining how public-private partnerships are the basis for this transformation.

9:45am – 10:30am Contract Risk: A Closer Look at Contract Terms & Limits of Liability

Frank J. Hild, Esq. | Martin|Hild, P.A.

Chad Critcher, PE, DBIA | RS&H, Inc.

Rob Hughes | Ames & Gough

Josh Levy | JE Dunn Construction

Contract terms and risk management are two of the most critical elements of P3 making it extremely important for all parties to understand the roles and responsibilities before contracts are signed. This includes establishing reasonable expectations that are practical and achievable; understanding risks; and determining how the participants will identify, discuss and resolve the question of risk allocation. Although significant consideration and planning is given to design, constructability, performance and finance, things can quickly go awry if the associated risks are not understood or accounted for. There is great disparity across the industry related to the limits of liability for all parties involved should project risks become a reality. The objective of this session is to provide a platform for open dialogue among industry leaders with a focus on best practices for contract terms and conditions, and limit of liability.

10:30am – 11:00am Networking Break with the Exhibitors

11:00am – 12:30pm P3 Talks

P3 Talks is a series of structured round table discussions that allow public and private sector representatives to exchange ideas related to P3 market trends, overcoming procurement and delivery challenges, and leveraging best practices for successful P3 projects. This series will be **led by Public sector representatives** and feature three 20-minute round table sessions.

Brickell City Centre Fire Station *Fernando Casamayor | City of Miami*

New P3 Legislation *Dan Chatlos | Miami-Dade County*

Courthouse P3 Update *Jose A. Galan | Miami-Dade County*

Planning for P3 *Giovanni Moss | Town of Davie*

Bayfront Marina District *Jim Marshall | City of Palm Bay*

FAMU Public Private Partnership Project *Kendall Jones | FAMU*

Preparing for P3 *Teresa Brydon | City of Largo*

Maturing the Public Agency from a Passive to Active P3 Player *Mike Merrill | Hillsborough County*

Partnerships at Kennedy Space Center Multi-user Spaceport *Nancy Potts | NASA*

12:30pm – 12:45pm Closing Remarks *Randall Reid | JE Dunn Construction*



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THE DETAILS

REGISTRATION

Please visit www.fcp3.org to register.

CONFERENCE DATES

March 8th & 9th

LOCATION

Rosen Shingle Creek
9939 Universal Boulevard, Orlando, FL 32819

REGISTRATION COST

fcp3 Public Member: \$195

fcp3 Private Member: \$295

fcp3 Non-Member: \$395

CONTACT

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