



MODELS AND PROCESSES FOR

# PUBLIC-PRIVATE PARTNERSHIPS



# OVERVIEW

INTRODUCTION

ABOUT BTY GROUP

THE PROCURMENT SPECTRUM

SAMPLE DETERMINANTS

PPP MODELS

PPP PROCESS

Q&A + DISCUSSION

## ABOUT US

# Multi-National firm with Global experience in Cost and Lenders' Advisory expertise.



- *11 offices across Canada and the US*
- *36 years in business*
- *Staff complement of over 100 professionals*
- *Leader in Lenders' Advisory Services with more than 140 P3 projects*

# EXPERIENCE IN THE AMERICAS

## CANADA

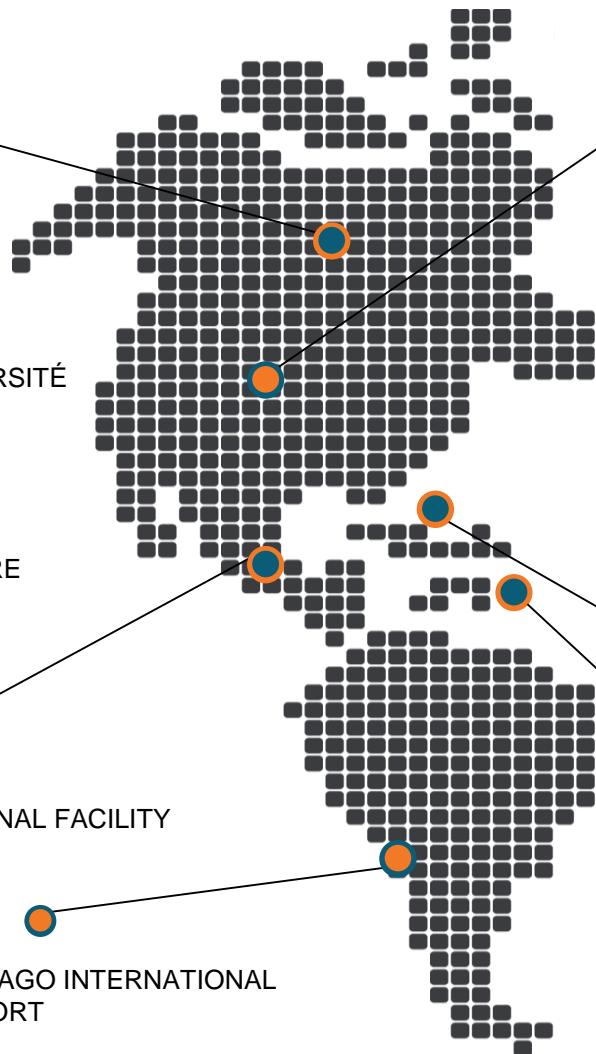
- REGINA WASTEWATER TREATMENT PLANT
- OTTAWA LIGHT RAIL TRANSIT
- WINDSOR-ESSEX PARKWAY
- WATERLOO LIGHT RAIL TRANSIT
- GOLDEN EARS BRIDGE
- PORT MANN HIGHWAY
- ANTHONY HENDAY DRIVE
- CENTRE HOSPITALIER DE L' UNIVERSITÉ DE MONTRÉAL
- CSEC LONG-TERM ACCOMMODATION PROJECT
- DISRAELI BRIDGES PROJECT
- JOHN HART DAM
- OKANAGAN CORRECTIONAL CENTRE
- BC CHILDREN'S & BC WOMEN'S HOSPITAL

## MEXICO

- JOJULTA CORRECTIONAL FACILITY

## CHILE

- SANTIAGO INTERNATIONAL AIRPORT



## UNITED STATES OF AMERICA

- GOETHALS BRIDGE REPLACEMENT, NY
- SH 288, TX
- EAST END CROSSING, KY
- US-36 MANAGED LANES PROJECT, CO
- I4 ULTIMATE, FL
- PA BRIDGES, PA
- PURPLE LINE, MD
- I-69 SECTION 5, IN
- LAGUARDIA INTERNATIONAL AIRPORT, NY
- PORTSMOUTH BYPASS, OH
- LA METRO ARTI, CA

## BERMUDA

- KING EDWARD MEMORIAL HOSPITAL
- BERMUDA SPORTS STADIUM

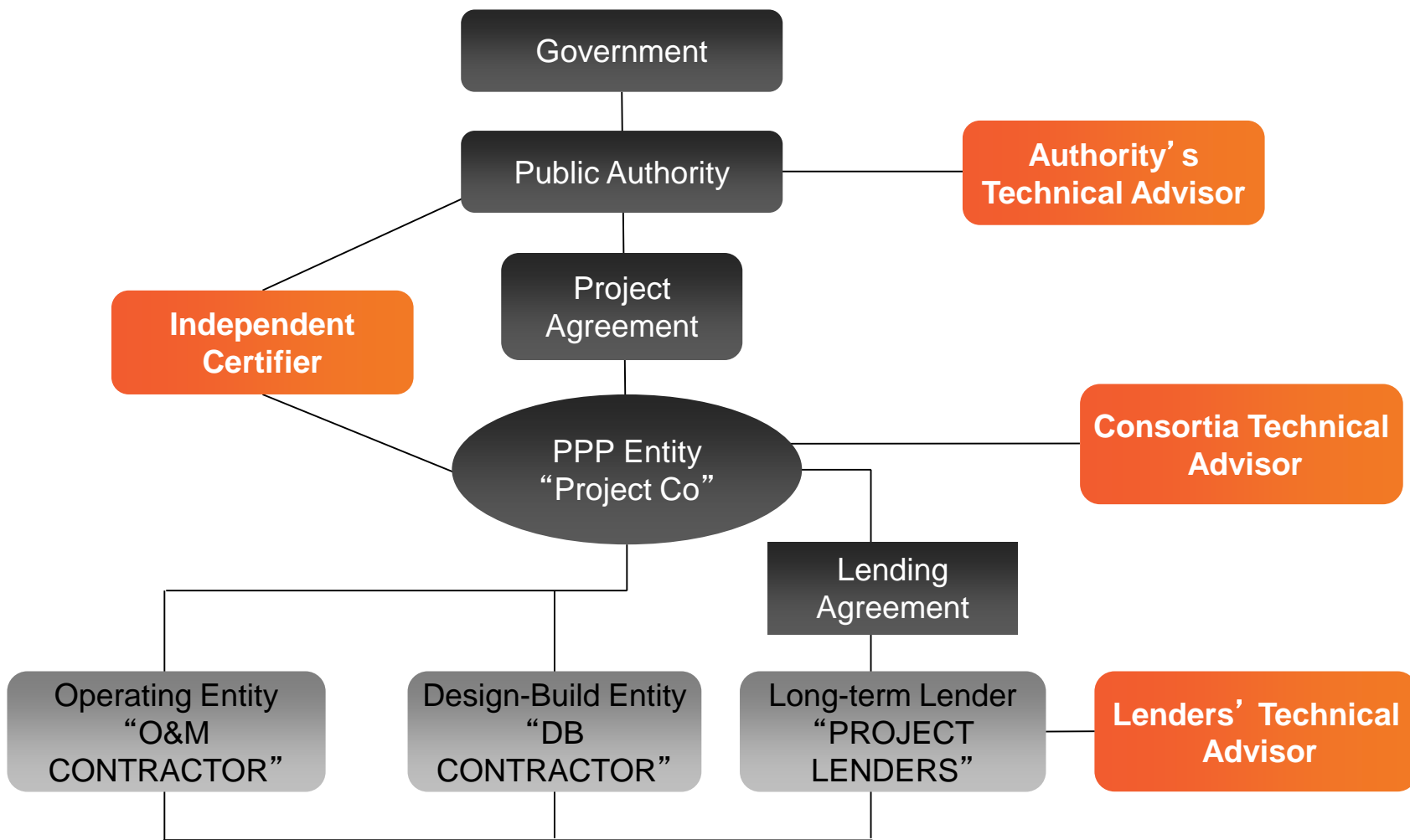
## BAHAMAS

- NASSAU INTERNATIONAL AIRPORT

## PUERTO RICO

- PUERTO RICO PRISONS PROJECT

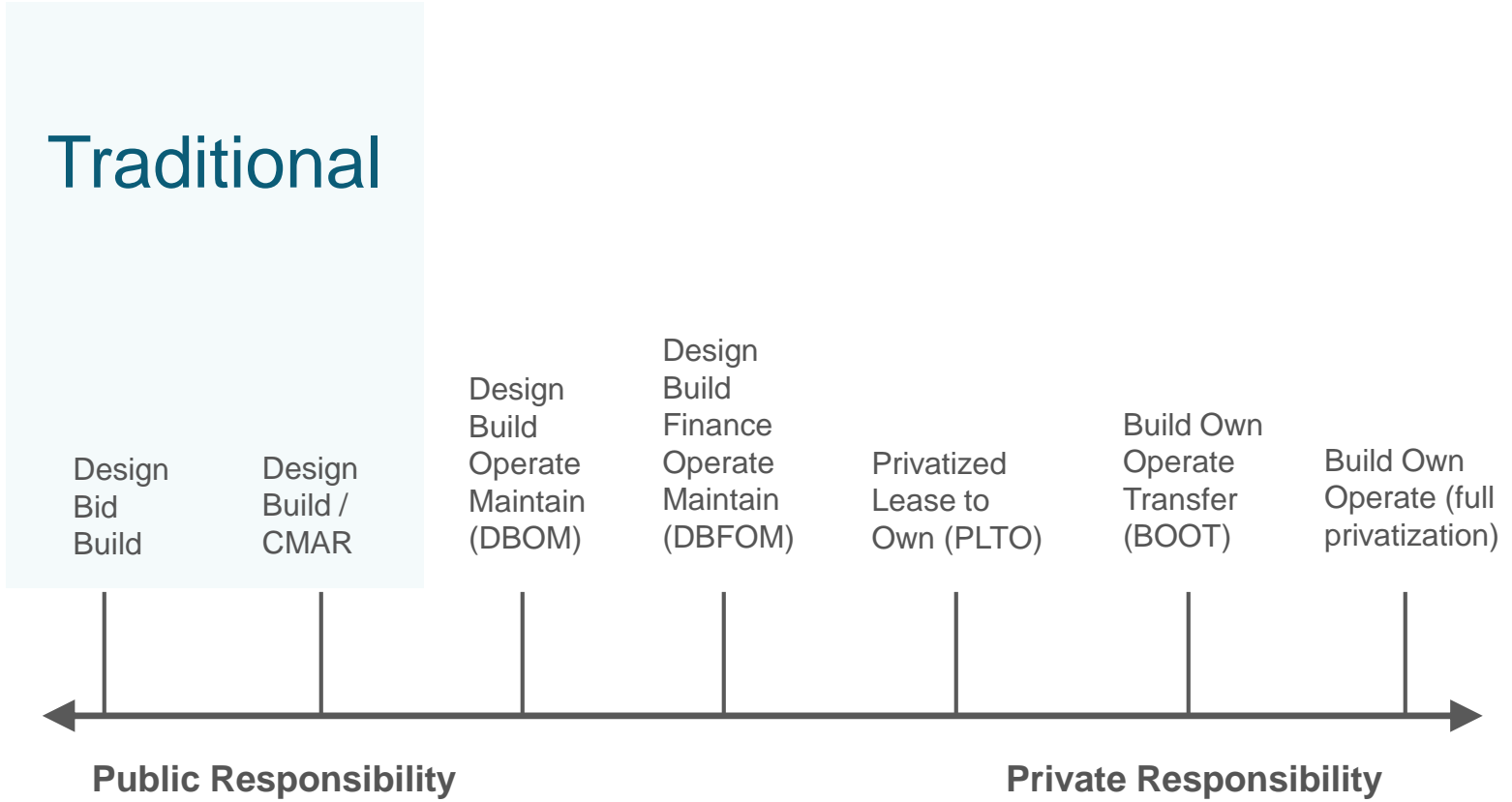
# OUR P3 ADVISORY ROLES



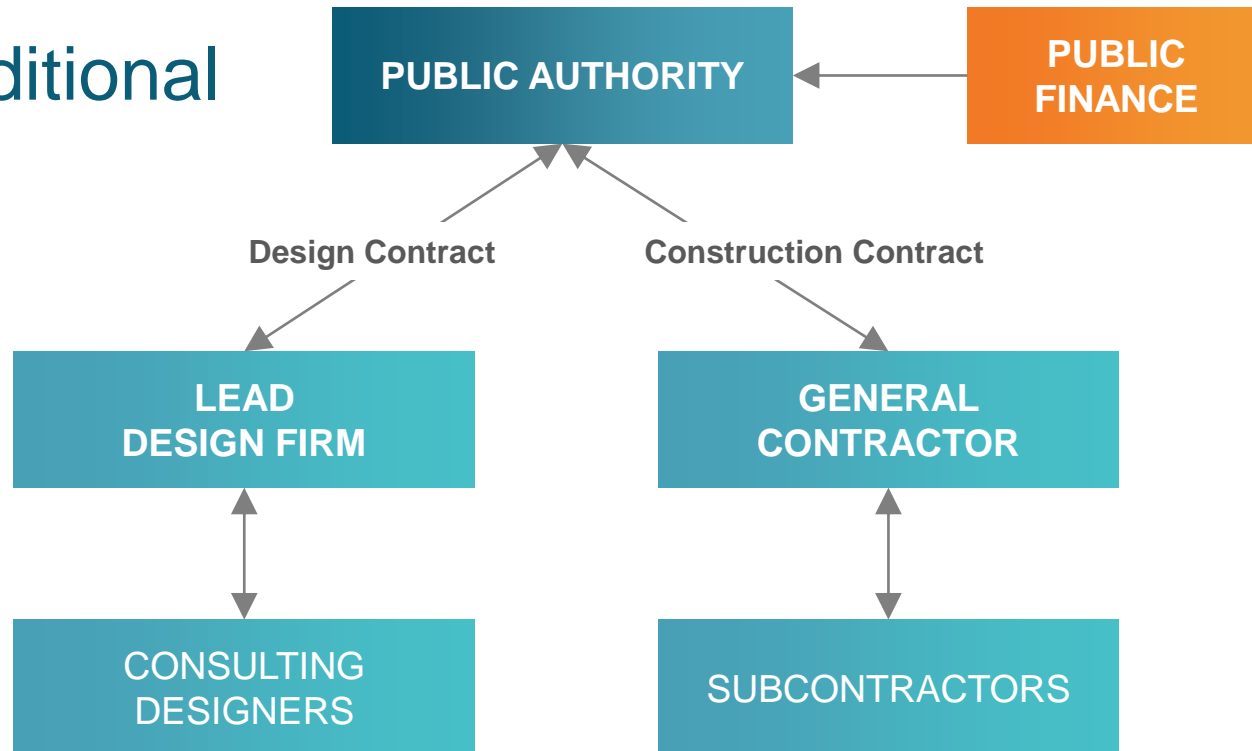
Contractual arrangement between a PUBLIC agency and a PRIVATE group for the delivery of a public service, asset or benefit, where the risks and rewards are allocated in the most effective manner.

Scope can include:

- Design
- Construction
- Finance
- Operations
- Maintenance

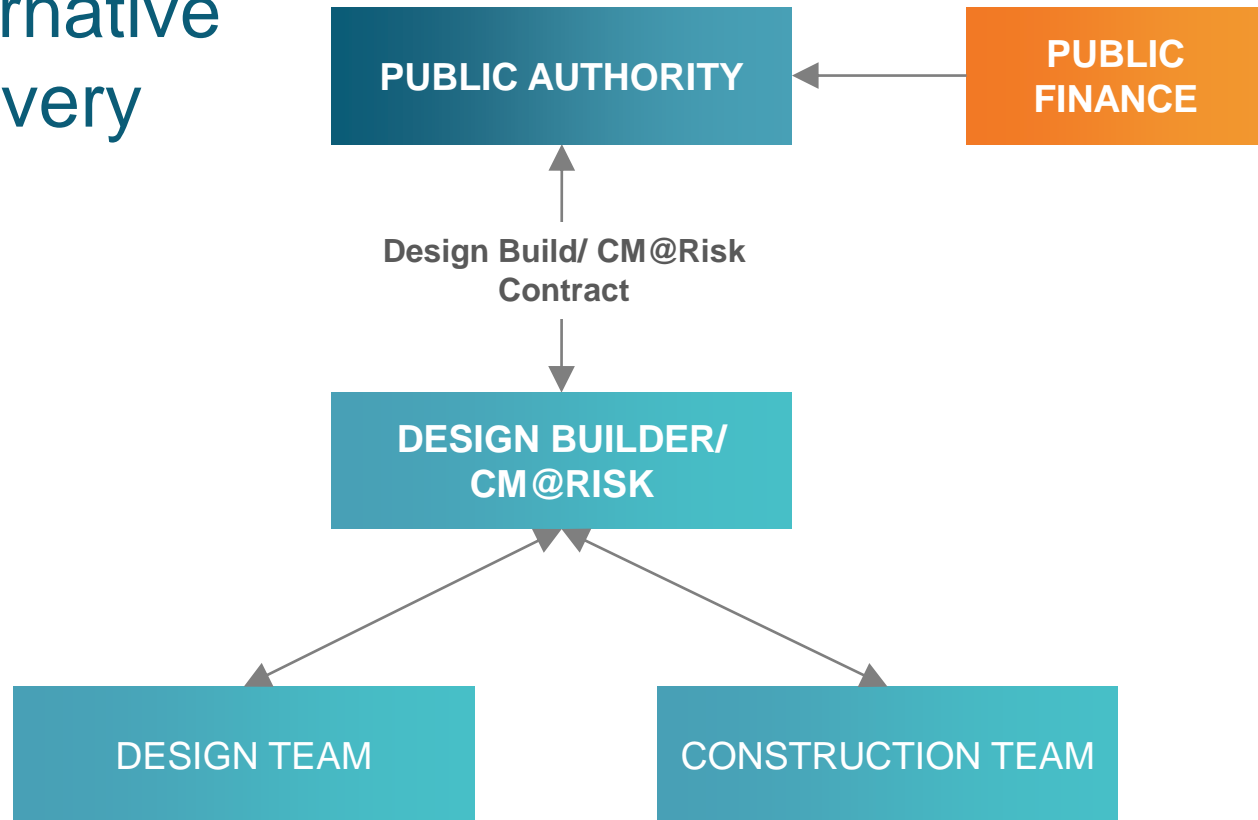


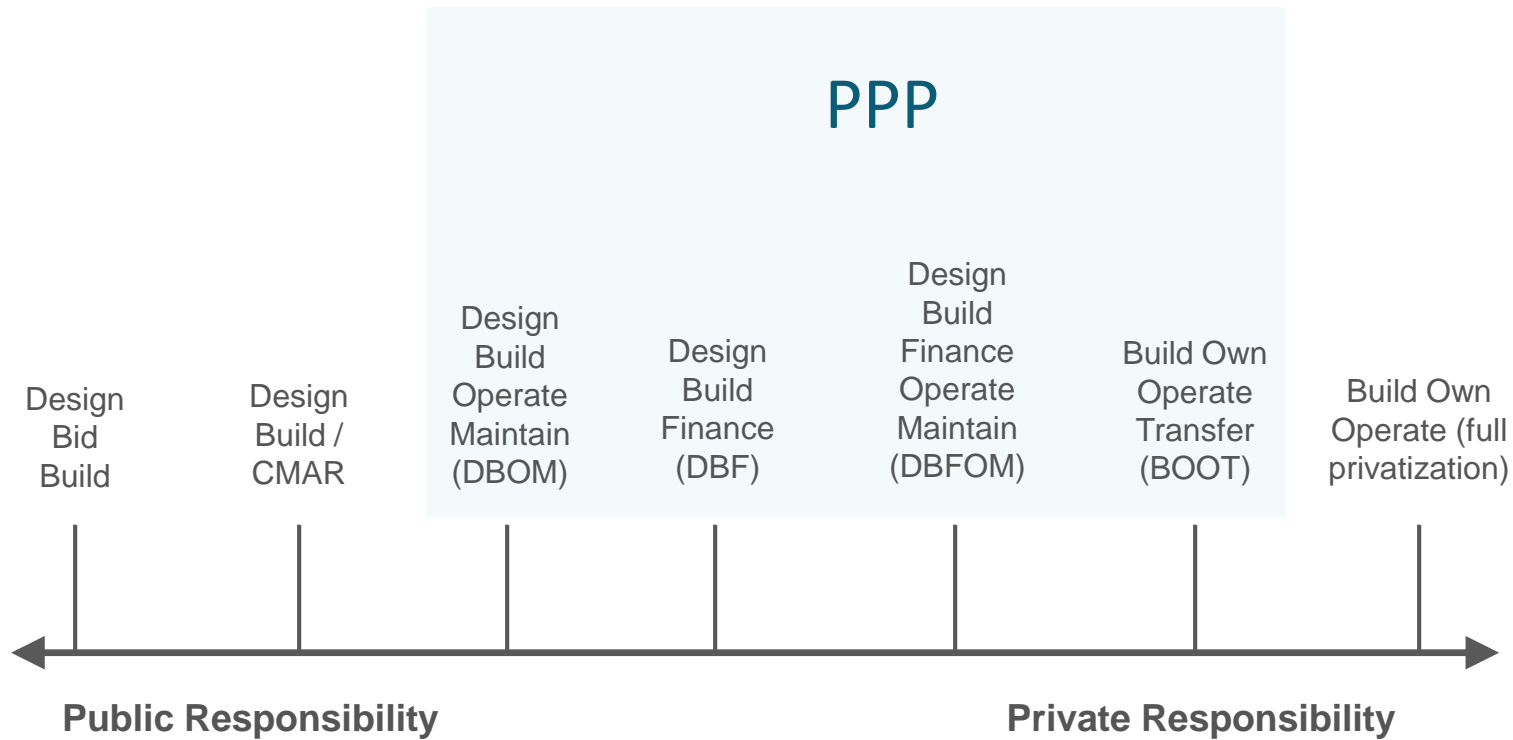
# Traditional





# Typical Alternative Project Delivery





- Land ownership / usage
- Amount of public participation
- Public vs. private levels of funding
- Level of access / control of direct sources of revenue
- Service payment vs. full revenue risk
- Non-profit partners eligible for tax-exempt financing
- Development rights
- Freedom regarding facility usage

## Concession

- Private control of asset, service delivery
- User fees
- Transportation, water / wastewater infrastructure

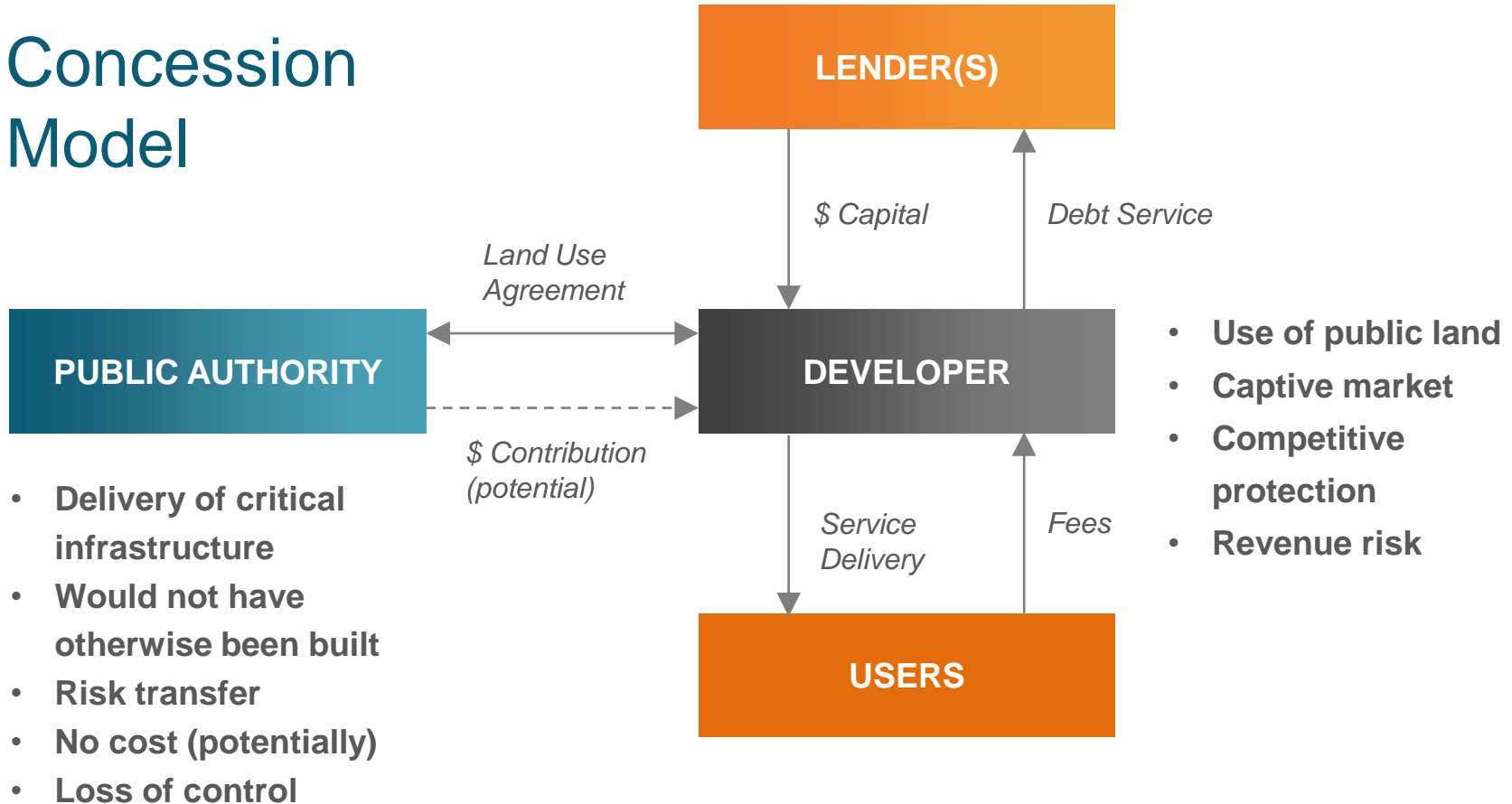
## “Economic Development”

- Real estate development-driven
- Revenue risk
- Taxing / assessment districts

## Performance / Availability

- “Global” model
- Primarily social infrastructure
- Slowest to develop in US

# Concession Model

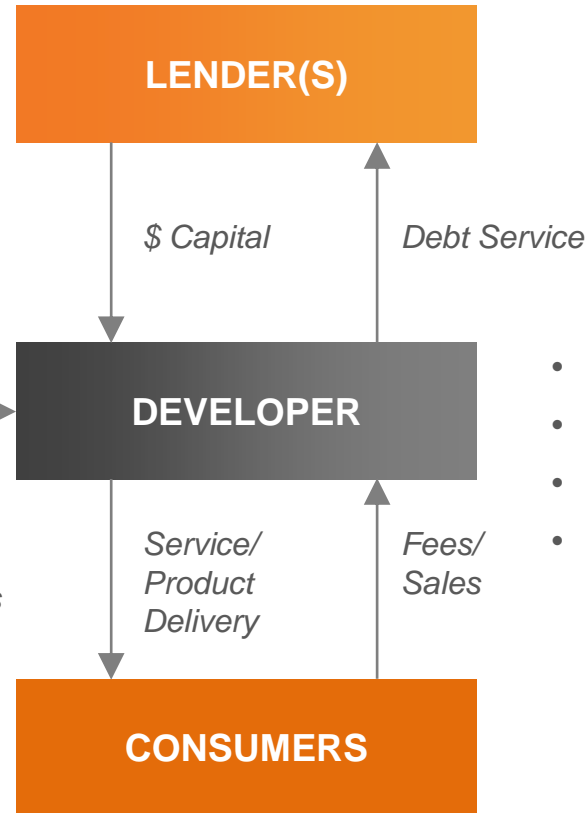


# Economic Development Model

## PUBLIC AUTHORITY

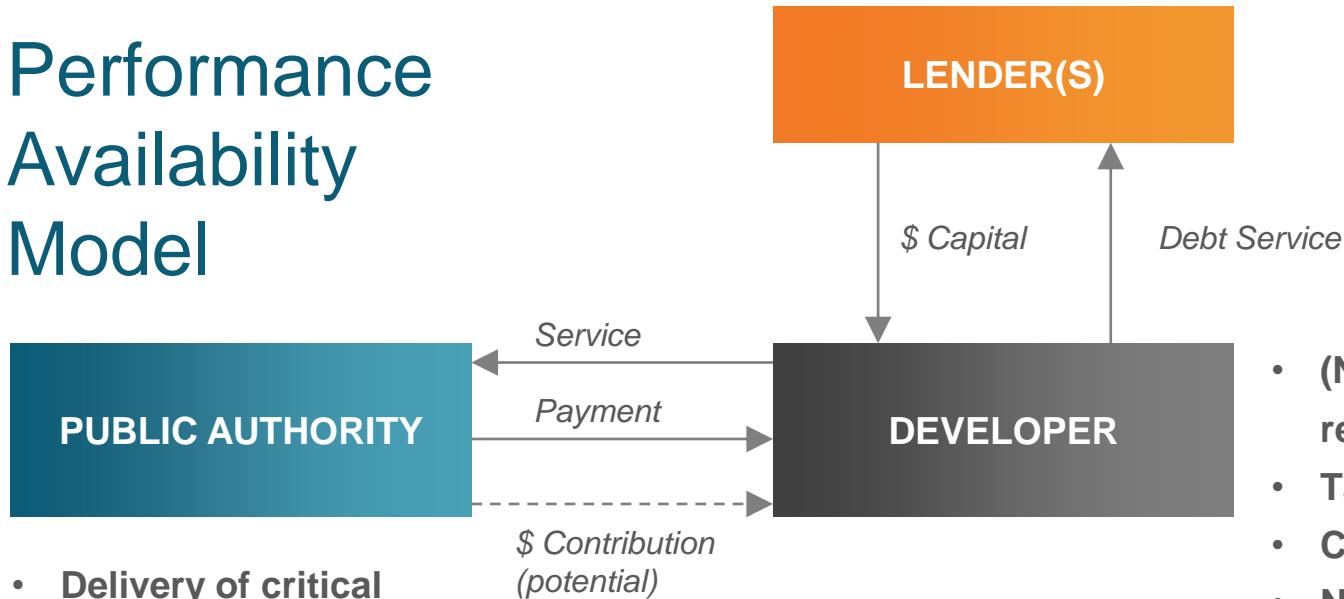
- Tax revenue
- Economic engine
- No cost (potentially)

- Land Use Agreement
- TIF
- Taxing Districts



- Use of public land
- Public backstop
- Taxing power
- Revenue Risk

# Performance Availability Model



- Delivery of critical infrastructure
- Would not have been built
- Value for Money
- Predictable cashflow
- Lengthy Procurement
- Not well understood
- Legal / policy challenges

- (Near ) guaranteed revenue
- Taxing power benefit
- Captive market
- Non-compete
- Costly procurement
- Appropriations risk

## Why clients choose BTY?

**We have supported our clients on 140+ PPP projects valued at more than \$50 billion.**

**We have been / are engaged in 20+ PPP assignments across the U.S.**

**We are industry leaders in reporting standards for technical due diligence that are clear cut, risk-centric and project specific.**

**BTY's PPP Advisory teams bring local experience, proven expertise and are structured to provide clients the fastest response.**

**We have a proven track record working with major U.S. developers and financial institutions.**



# BTY GROUP

COST AND RISK ADVISORS



## CONTACT US

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