



P3 Hub Americas

October 9, 2018
The Sheraton, New York

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Agenda

October 9, 2018

8.00 – 9.30am

The Big Question boardroom debates

Three closed sessions debating the important questions facing the industry. These are sponsored events and invitation only. Chatham House Rules apply.

Over breakfast, each boardroom debate (with approximately 16 attendees from a mix of disciplines) will discuss the challenges facing the industry and the practical solutions to these challenges.

Session one:

Stakeholder best practice - sponsored by



Success of projects and the P3 model depends on the experience of elected officials. How can advisors and proposers ensure elected officials are behind a project at every milestone?

Unforeseen setbacks for a particular project, or for a P3 project in a completely different jurisdiction, can result in elected officials withdrawing support. How can setbacks be managed so projects can be delivered when required and on budget?

What does the industry need to understand about what elected officials require of public sector staff and vice versa?

What is best practice in delivering a project that is a result of, or affected by, an unsolicited proposal?

Ignacio Barandiaran, Principal and Board Director

Session two:

Exponential technology - sponsored by



New technologies are changing how people and things will transit and communicate in the future, and governments are watching.

Can P3 models adapt to fundamental changes in how infrastructure challenges are solved?

Is the SMART cities debate now defunct?

What does new technology mean for teaming and bids?

Liam Kelly, Principal, KPMG

Agenda

October 9, 2018 continued

9.30am Main Conference Registration

10.00am Welcome by P3 Bulletin

10.10am Keynote address

10.30am Fireside chat with keynote speaker and Sakshi Sharma, consulting editor at P3 Bulletin

11:15am Shaping the future of P3s across the Americas – panel discussion - sponsored by 

The main issues facing P3s across very distinct markets

Who is leading the pack in procuring projects?

Which regions have the most potential for increased deal flow over the next 2/3 years?

Developments in cross state/country engagement

A look at who is in and who is out in the private sector

Joey Comeau, Vice President, EllisDon

Sallye Perrin, Senior Vice President

Strategic Director P3s, WSP

Thilo Tecklenburg, Chief Operating

Officer North America, Meridiam

Sue Lee, Senior Managing Director / Principal

| Infrastructure Advisory Services, EY

12.30-1.30pm Lunch

1.30-4.00pm

1.30-2.30pm

Room three

Asset management best practice

What can be done to successfully manage an operational project and avoid disputes? How to ensure project and cost targets are reached?

Claudio Andretta, Director, P3 Business

Development, North America, Johnson Controls

Bryan Kendro, Project Development Director, Star

America Infrastructure Partners

1.30-4.00pm

Room one

Roundtable session for the public procurers

(for a maximum of 50 delegates)

Morteza Farajian, Director, VDOT Office of Public-Private Partnerships

Sam Beydoun, Bureau Chief.

Innovative Project Delivery

- Illinois Department of Transportation

Laura Mester, Chief

Administrative Officer -

Michigan Department of Transportation

Omar Marrero, Executive

Director of - Puerto Rico Public-

Private Partnerships Authority

2.30-3.00pm Coffee Break

3.00-4.00pm

Room two

Revenue generating deals

What does the return of the user charge model mean for P3?

Will more projects get done?

What models can provide affordable housing? (e.g military, veterans, student, workers)

John Greenwood, Managing Director and Co-head of

Project, Infrastructure and Principal Finance, Goldman

Sachs Development Corporation

Sven Kottwitz, Investment Director, John Laing

Richard Kerrigan, Vice President - Project Finance

Advisory

Francisco Del Pozo, Managing Director, Infrastructure

Projects and Principal - Macquarie Capital

4.00pm Close of session and end of conference

6.00pm P3 Awards 2018

 **Americas**

Key Speakers



Claudio Andretta
Director, P3 Business
Development, North
America, Johnson Controls



Ignacio Barandiaran
Principal and
Board Director



Sam Beydoun,
Bureau Chief, Innovative
Project Delivery - Illinois
Department of Transportation



Joey Comeau
Vice President,
EllisDon



Morteza Farajian,
Director, VDOT Office
of Public-Private
Partnerships



John Greenwood, Managing
Director and Co-head of Project,
Infrastructure and Principal
Finance, Goldman Sachs



Liam Kelly,
Principal,
KPMG



Bryan Kendro,
Project Development
Director, Star America



Richard Kerrigan,
Vice President - Project
Finance Advisory



Sven Kottwitz,
Investment Director,
John Laing



Sue Lee,
Senior Managing Director
/ Principal | Infrastructure
Advisory Services, EY



Omar Marrero,
Executive Director of -
Puerto Rico Public-Private
Partnerships Authority



Laura Mester,
Chief Administrative
Officer - Michigan



Sallye Perrin,
Senior Vice President
Strategic Director P3s,



Francisco Del Pozo,
Managing Director,
Infrastructure Projects and
Principal - Macquarie Capital



Thilo Tecklenburg,
Chief Operating Officer
North America, Meridiam