



# 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.

The 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

**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

**Moderator: Sallye Perrin**, Senior Vice President Strategic Director P3s, WSP

**Thilo Tecklenburg**, Chief Operating Officer North America, Meridiam

**Sue Lee**, Senior Managing Director, Ernst & Young Infrastructure Advisors

**Joey Comeau**, Senior Vice President, EllisDon

**Joe Wingerter**, Vice President – Kiewit Development Company

# Agenda

October 9, 2018 continued

12.30-1.30pm

**Lunch**

1.30pm-4.00pm

**1.30-2.30pm**

**Room one**

**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

**Luis Palazzi**, Managing Director of ACCIONA Infrastructure USA

**1.30-4.00pm**

**Room two**

**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

**Yousef Salama**, Innovation Manager for Public-Private Partnerships (PPP) - LA Metro

**Darryl D. VanMeter**, P.E., Asst. P3 Division Director/ State Innovative Delivery Administrator - Georgia Department of Transportation

2.30-3.00pm

**Coffee Break**

**3.00-4.00pm**

**Room one**

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

**Tom Rousakis**, Managing Director - EY

4.00pm

**Close of Session and end of conference**

6.00pm

**P3 Awards 2018**

# Key Speakers

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**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**  
Senior 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  
Infrastructure Partners



**Richard Kerrigan,**  
Vice President - Project  
Finance Advisory



**Sven Kottwitz,**  
Investment Director,  
John Laing



**Sue Lee,**  
Senior Managing  
Director, Ernst & Young  
Infrastructure Advisors



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



**Laura Mester,**  
Chief Administrative  
Officer - Michigan  
Department of  
TransportationWSP



**Luis Palazzi,**  
Managing Director of  
ACCIONA Infrastructure  
USA



**Sallye Perrin,**  
Senior Vice President  
Strategic Director P3s,  
WSP



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

# Key Speakers

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**Tom Rousakis,**  
Managing Director – EY



**Thilo Tecklenburg,**  
Chief Operating Officer  
North America, Meridiam



**Darryl D. VanMeter,**  
P.E., Asst. P3 Division  
Director/State Innovative  
Delivery Administrator –  
Georgia Department of  
Transportation



**Yousef Salama,**  
Innovation Manager for  
Public-Private Partnerships  
(PPP) –LA Metro