

# **Hawaii P3 Workshop | June 6, 2017**

## **Summary Report**





**a partnership**

**TOD Council &**



Association for the  
Improvement of  
American Infrastructure

Panelists  
Workshop program  
Materials

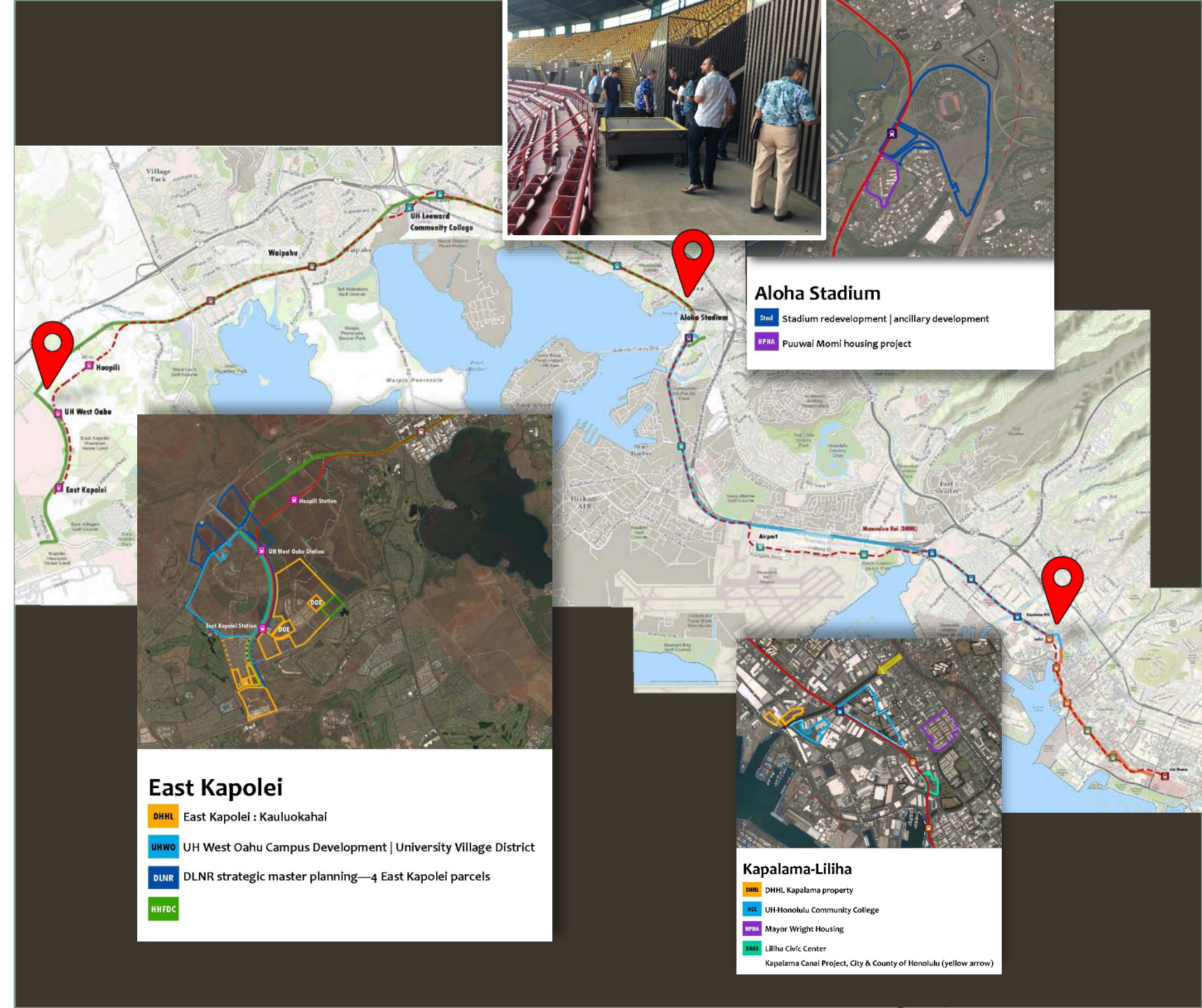


# Speaker tour

JUNE 5, MONDAY AM



TOD Council | July 5, 2017





# P3 Q&A session

JUNE 5, MONDAY PM





# P3 Workshop

JUNE 6, TUESDAY





# by the numbers

P3  
Workshop

133  
attendees

84  
state

26  
city/county

19  
biz/non-profit

4  
federal

P3 Q&A

Mon pm

38

attendees

Weds am

9

attendees

speakers/resource people

14

\$

speakers

\$ 4000

facility | food & beverage | supplies

\$ 5000





- 8.30 am** **Welcome** Leo Asuncion, TOD Council Co-Chair
- 8.40 am** **Governor's Welcome** The Honorable David Ige, Governor
- AIAI Introduction to Workshop** Lisa Buglione, AIAI Director of Operations and Development
- 9.00 am** **The Navy's Military Housing Privatization Initiative**  
Sandra Tanoue, Public Private Ventures,  
Naval Facilities Engineering Command, Pacific  
Rodney Moss, Hunt Companies
- 9.30 am** **Understanding Public-Private Partnerships (P3 101)**
- The Possibilities (concept explained)
  - P3 Models and Types of Partnerships (benefits)
  - Case Study Overview (examples of projects)
  - Criteria for Viable P3 Projects
  - Legislative Authority  
(P3 enabling authority and issues, including risk management)
- Moderator** Tom Mulvihill, KeyBanc Capital Markets
- Speakers** Seth Miller Gabriel, OP3, District of Columbia  
Benjamin Hall, John Laing  
Tuyen Mai, Ernst & Young  
Rodney Moss, Hunt Companies  
Henry Navnital, Kiewit Development
- 11.00 am** **What's Different about P3: Through the Lens of Case Studies**
- Rail Transit and Rail Infrastructure
  - Mixed-use TOD and Commercial Uses
  - Affordable Housing
  - Public Buildings (social infrastructure - institutional and public facilities)
- Moderator** Tom Mulvihill, KeyBanc Capital Markets
- Speakers** Murray Clay, Ulupono Initiative  
Tuyen Mai, Ernst & Young  
Peter Morris, AECOM  
Dr. Joshua Schank, LA Metro
- 12.00 pm** **Lunch Presentation: Island Palm Communities: An Army-Lendlease P3**  
Col. Stephen E. Dawson, US Army Garrison, Hawaii  
Peter Sims, DoD Communities, Lendlease



## DoD Military Housing Privatization Initiative



**Sandra Tanoue**  
Public Private Ventures,  
NAVFAC Hawaii

### DoN / Hunt Companies P3 Navy Housing



**Col Steve  
Dawson**  
US Army Garrison, HI



**Pete Sims**  
DoD Communities,  
Lendlease

### DoA / Lendlease P3 Island Palm Communities Army Housing







# workshop program

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## Morning panels

### P3 101—introduction to P3



**Seth Miller Gabriel**  
Director of the Office of  
Public-Private Partnerships (OP3)  
for the District of Columbia.



**Benjamin Hall**  
John Laing Investments



**Tuyen Mai**  
Ernst & Young



**Rodney Moss**  
Hunt Companies



**Henry Navnitlal**  
Kiewit Development  
Company



**Tom Mulvihill**  
KeyBanc





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# workshop program

## Morning panels



**Murray Clay**  
Ulupono Initiative



**Tuyen Mai**  
Ernst & Young



**Peter Morris**  
AECOM



**Dr. Joshua Schank**  
LA County Metropolitan  
Transportation Authority



**Tom Mulvihill**  
KeyBanc



## Case studies of P3





# workshop program

1.00 pm **Recap and Afternoon Opening Remarks**  
Dr. Joshua Schank, LA Metro

1.10 pm **Financing Models and Risk Management**

- P3 Basics (structuring debt and equity)
- Asset Monetization, Availability Payments
- Risk Transfer and Management
- Value for Money
- Typical P3 Structure

**Moderator** Dr. Joshua Schank, LA Metro

**Speakers** Benjamin Hall, John Laing  
Tom Mulvihill, KeyBanc Capital Markets  
Henry Navnitlal, Kiewit Development  
Rodney Moss, Hunt Companies

2.00 pm **How To Do A P3 Project**

- Getting Started (identifying and developing P3s)
- Expertise Needed/Assembling the Team  
(teaming and partnering opportunities for contractor)
- Procurement Process and Issues (sealing the deal)
- Project Management

**Moderator** Tom Mulvihill, KeyBanc Capital Markets

**Speakers** Seth Miller Gabriel, OP3, WDC  
Benjamin Hall, John Laing  
Peter Morris, AECOM  
Rodney Moss, Hunt Companies  
Henry Navnitlal, Kiewit Development  
Dr. Joshua Schank, LA Metro

3.15 pm **Questions and Answers**

4.00 pm **Closing Remarks**

4.15 pm **Adjournment**

## Afternoon panels

### Financing models & risk management



**Benjamin Hall**  
John Laing Investments



**Tom Mulvihill**  
KeyBanc



**Henry Navnitlal**  
Kiewit Development  
Company



**Rodney Moss**  
Hunt Companies



**Dr. Joshua Schank**  
LA County Metropolitan  
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Kiewit Development  
Company



**Dr. Joshua Schank**  
LA County Metropolitan  
Transportation Authority



**Tom Mulvihill**  
KeyBanc



## How to do a P3 project



## Comments

 **SurveyMonkey®**  
June 9-23, 2017

 **fifty-six**  
respondents



### Overall favorable response to workshop & content

- Public sector panelists in particular
- Helpful in outlining challenges & opportunities
- Good to see public sector interest:  
biggest hurdle is comfort level with this different way of  
accomplishing work



- Repetition in presentations
- Panel sessions dense, no breaks
- Local speakers to talk about P3/design-build experience





# 411

## Going forward

Comments on information & assistance desired

- ▶ Advisory services for P3 procurement & RFQ/RFP scope
- ▶ Go-to-person/officer for technical assistance on P3
- ▶ State resources to agencies to help implement P3 projects
- ▶ List of local resources—e.g., who does P3 feasibility analysis in Hawaii







## Going forward

Comments on information &  
assistance desired

### More information on:

- ▶ Case studies & details of how various P3 models work
- ▶ Walk through P3 planning & delivery for a specific project (especially mixed use, vertical construction/building projects)  
—greater details on step by step process, what to expect, what to avoid, how to construct, checklists, etc.
- ▶ P3 session focused on best procurement practices for P3







## Going forward

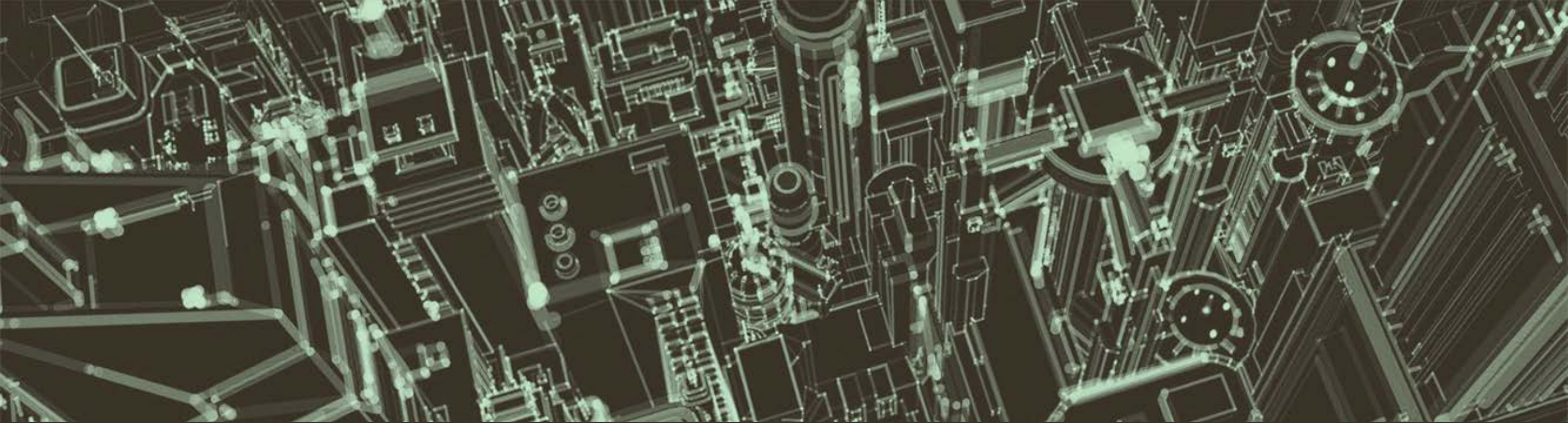
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### More information on:

- ▶ P3s with respect to Hawaii's laws & applicability
  - ▶ Lapsing of public funds
  - ▶ Bond constraints of Hawaii's constitution & laws
  - ▶ Procurement code limitations
  - ▶ Labor issues
- ▶ Financing methods & tools
- ▶ Bridging the gap between public resources & P3 viability
- ▶ Incentives being used to facilitate P3s
- ▶ How government can partner with private property owners to redevelop underutilized sites







Workshop presentations are available online at

**<http://planning.hawaii.gov/lud/state-tod/9749-2/>**

