



Public Private Partnerships

WHAT IS IMPORTANT TO KNOW

November 7, 2018



Brailsford & Dunlavey

COMPANY BACKGROUND



Our purpose is to inspire and empower organizations to maximize the value of investments that advance communities.

\$35B+
In developed projects

1,200+
Higher education
assignments

450+
Student Housing
Projects

P3 101

OVERVIEW

Development structure in which an institution enters into a partnership with one or more private sector entities to share in the resources, risks, and incentives that come with development, operation, and maintenance of campus facilities.



P3 101

OVERVIEW

- › P3s are defined by transferring **RISK** and **CONTROL** throughout development

Design

Construction

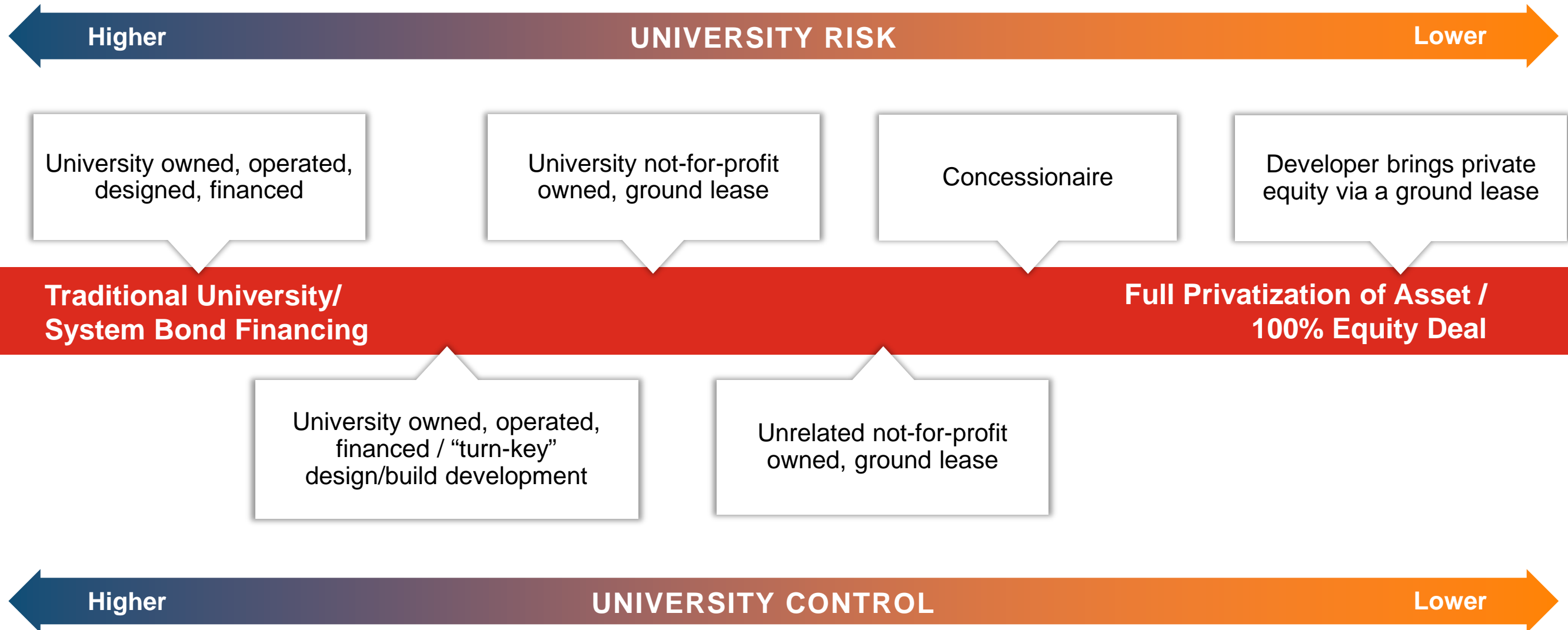
Financing

Operations

Maintenance

P3 101

OVERVIEW



P3 101

WHY P3?

REASONS FOR A UNIVERSITY TO DO P3 PROJECT

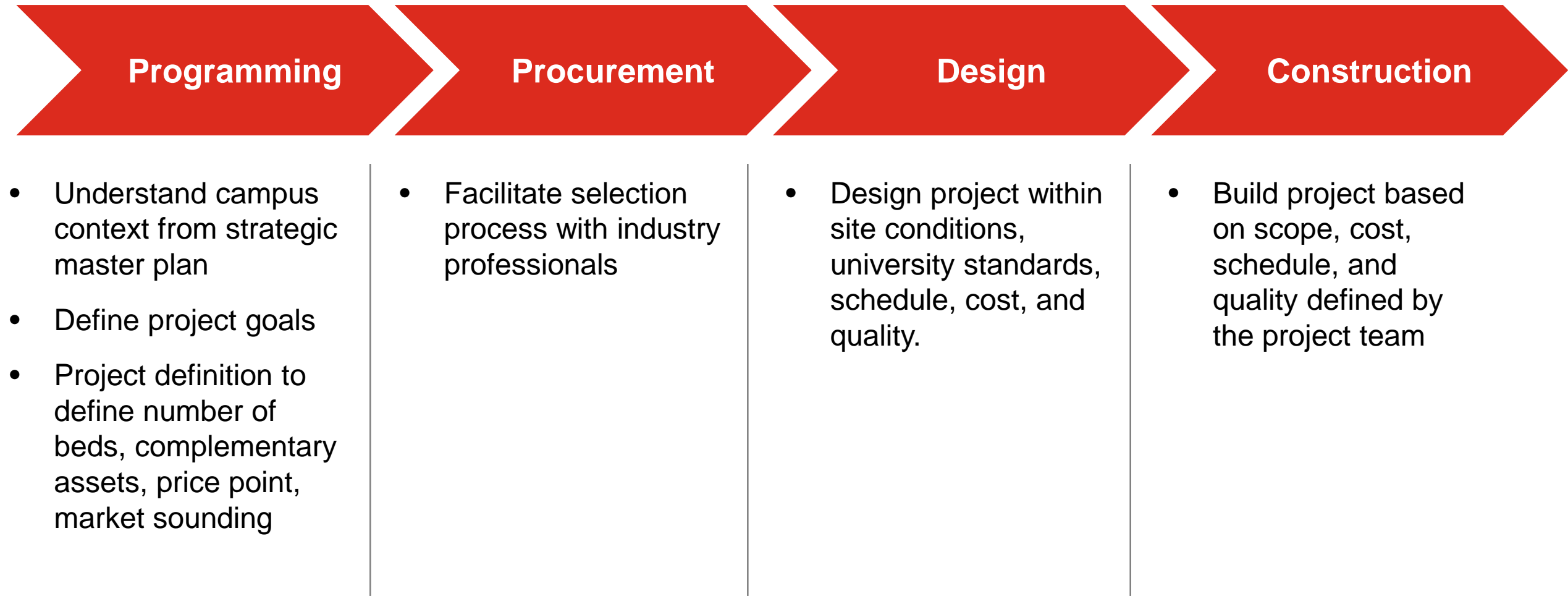
- ✓ Limited debt capacity or an inability to finance
- ✓ Avoiding cumbersome procurement structures
- ✓ Faster delivery (Time = Money)
- ✓ Development expertise
- ✓ Management and operating expertise
- ✓ Financial return (ground lease revenue, net cash flow participation)

REASONS FOR A UNIVERSITY NOT TO DO P3 PROJECT

- ✓ Cheaper cost of capital
- ✓ Concerned about control
- ✓ In house development expertise
- ✓ No procurement / regulatory concerns
- ✓ Impact on existing housing operation
- ✓ Off balance sheet, but still on credit

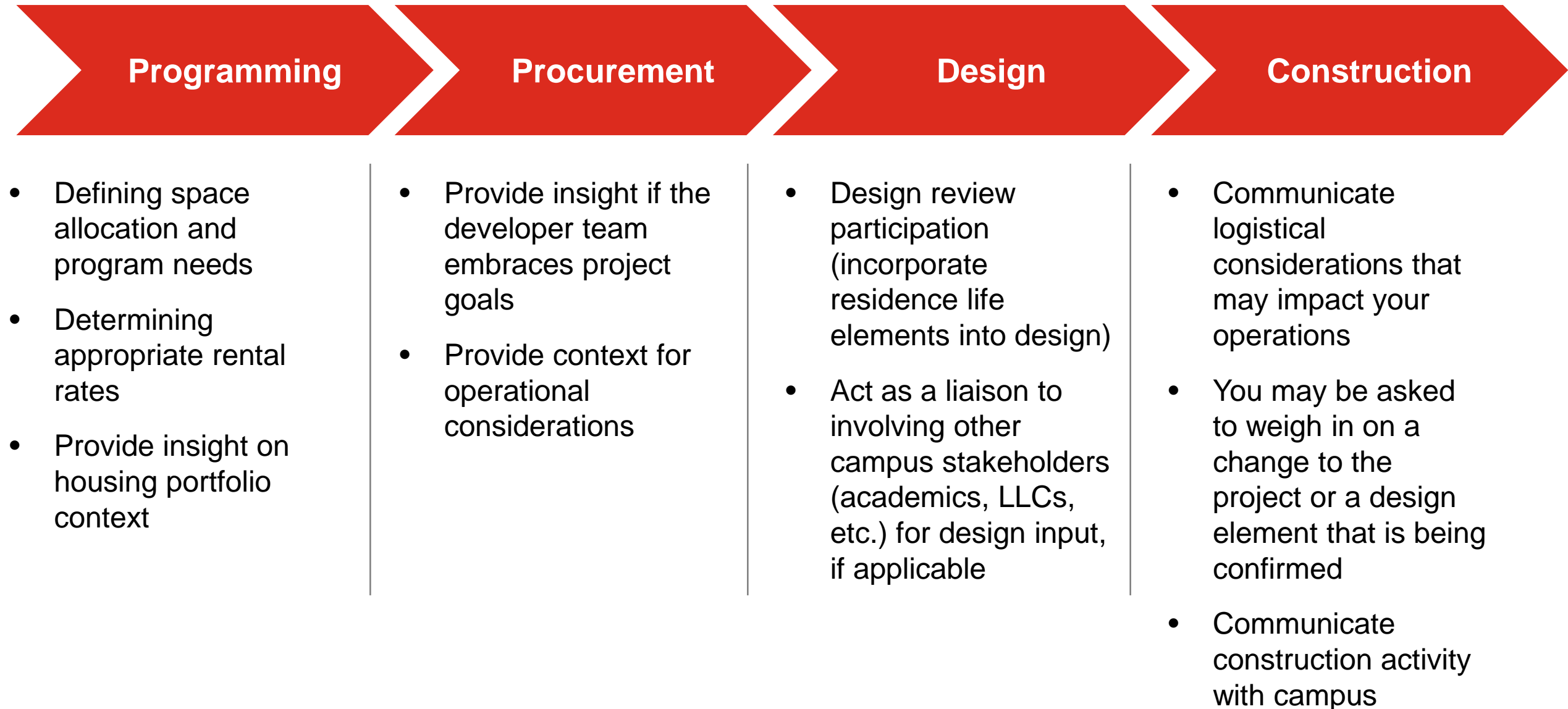
Development Process

WHAT ARE THE PRIMARY WAYS TO BE INVOLVED IN EACH PHASE?



Resident / Student Life Department Role

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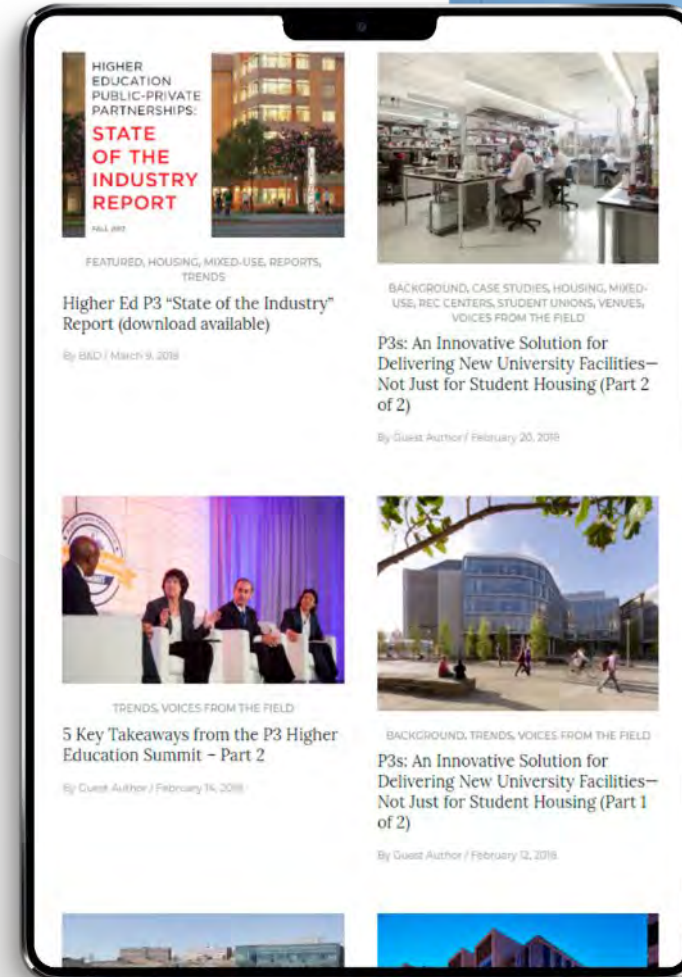
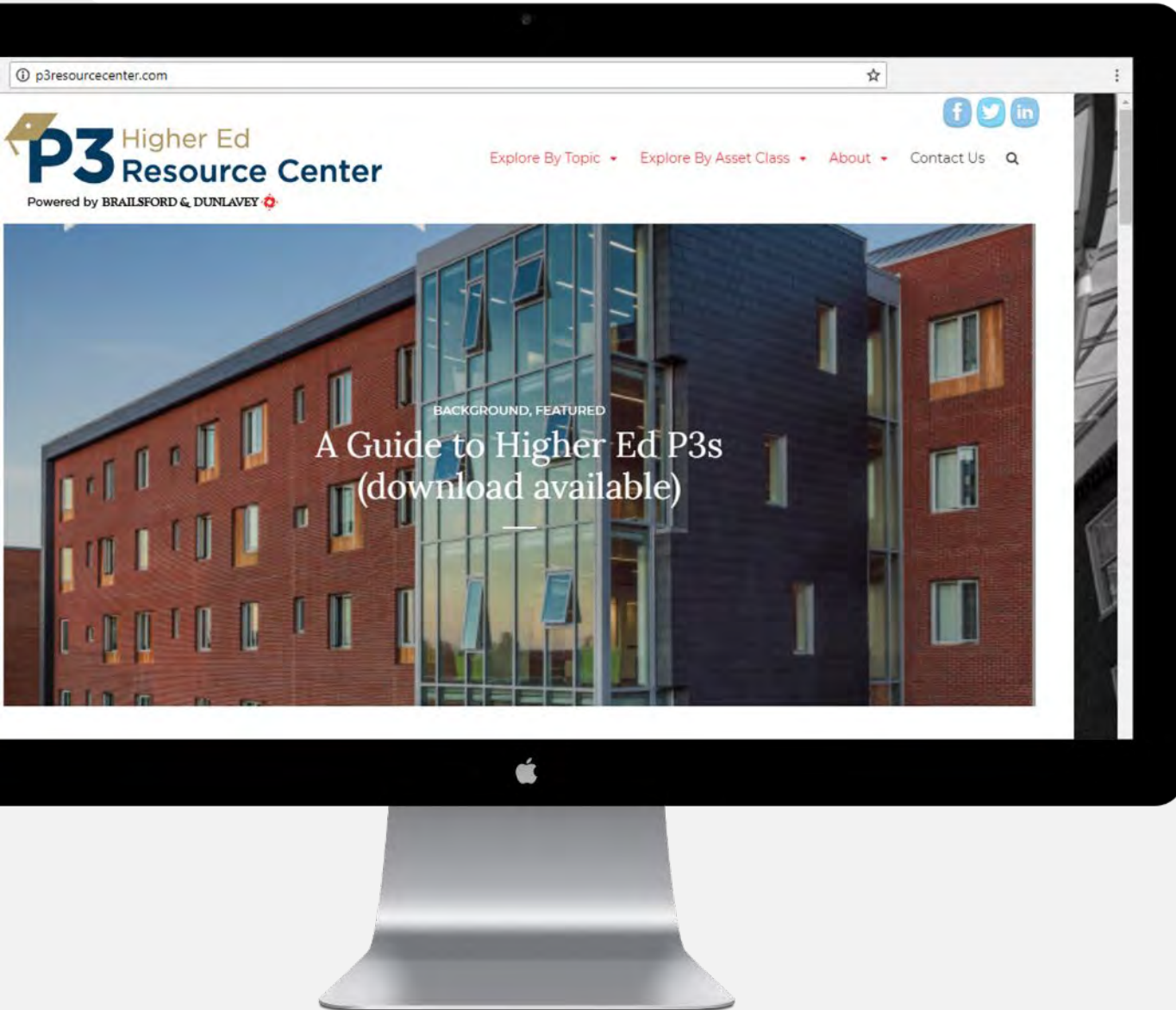
Opportunities

WHERE IS P3 GOING?

- › Pre-development / project definition is more important than ever
- › More political involvement and pressure to consider P3
- › Operations and maintenance partnership opportunities
- › Mixed-use assets with industry / innovation tenants to diversify revenue and space programming
- › Alternative funding mechanisms such as tax credits

Learn more at the P3 Resource Center

WWW.P3RESOURCECENTER.COM



Thank you.

MORE QUESTIONS? REACH OUT TO
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