

***Partnerships for Connectivity:  
Leveraging Public-Private Partnerships  
For  
Mutually Beneficial Infrastructure Projects***

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# Facing New Challenges

- Increased Demands for Sustainability
  - Growing our Business to meet Future Customer Needs
  - Increased Interest by Communities for Support
  - Environmental Stewardship
- Infrastructure Needs:
  - New
  - Replacement for Aging
- Stretched / Shrinking Budgets
- Less Traditional External Funding Sources



# One Approach to Meet the Need

- Partnerships range from:
  - Outsourcing
  - Privatization
  - Public – Private Partnerships (PPP's)
- Public - Private Partnerships
  - Joint Ventures
  - Collaborative Enterprises
  - Difference from Privatization is level of public control



# Traditional Private Sector Strengths

- Management Efficiency
- Newer Technologies
- Cash Flow Management
- Personnel Development
- Available resources
- Nimble Decision Making

# Traditional Public Sector Strengths

- Legal Authority
- Protection of Procurement Policies
- Broad prospective/ balancing the competing goals to meet public needs
- Limited Capital resources
- May have underutilized assets

# Ports are a blend of both

- Many run as a profitable business entity
- Have good Cash Management skills
- Personnel Development is supported by the industry
- Many ports have legal authorities that allows us to do things Private entities can't
  - Eminent Domain
  - Patience Capital
  - Environmental Expertise



# Successful Partnerships

- Balance the traditional Strengths of both
  - Public
  - Private
- This is a great fit for Ports

# Advantages of PPP's

- Reduces development risk
- Leverages public capital investment
- Mobilizes excess or underutilized assets
- Leverages efficiencies and may provide quicker completion
- Increased Environment Stewardship
- Improved service to community stakeholders

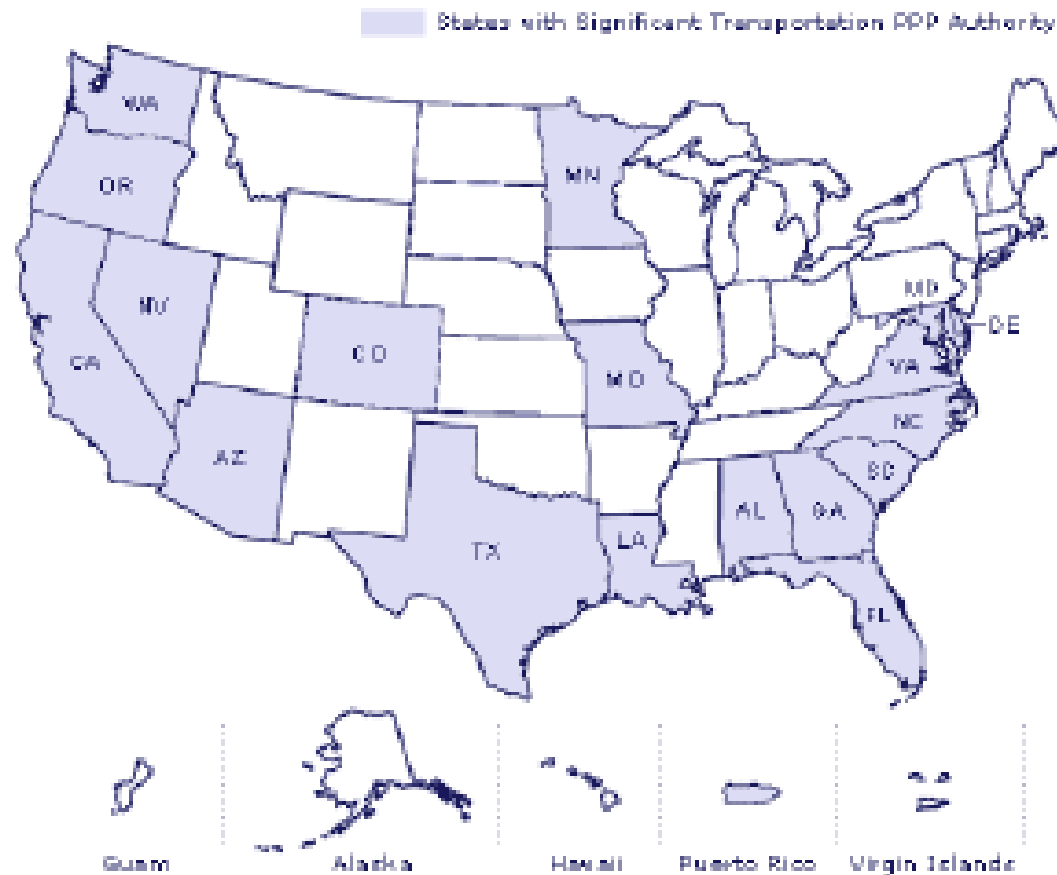


# Criteria to Consider

- Enabling Legislation in place?
- A pressing Need?
- Reasonable development timeframe?
- Financially feasible / Revenue stream?
- Managed and Shared risks
  - Market Evaluation
  - Environmental Evaluation
- Political Climate
- Shared Philosophy of the Partners?



# 22 States with Transportation PPP authority



# Partnerships that Work

- Urban Development
  - Capt. Alwyn Soppitt – Saint John Waterfront Development
- Joint Business Development
  - Steve Cernak – Galveston Cruise Terminal
- Transportation
  - FAST Corridor – Jeannie Beckett



# Questions and Answers