BUILDING MICHIGAN’S MUNICIPAL INFRASTRUCTURE THROUGH P3S

LAWRENCE TECHNOLOGICAL UNIVERSITY | SOUTHFIELD, MICHIGAN
THURSDAY, JUNE 12, 2014

EVENT PARTNERS:
EVENT SCHEDULE

8:00 AM – 9:00 AM
Networking Breakfast and Registration

9:00 AM – 9:15 AM
Introduction and Welcome
Speaker:
» Todd Herberghs, Executive Director, National Council for Public-Private Partnerships, Washington, DC

9:15 AM – 9:45 AM
P3s for Buildings and Other Social Infrastructure: An Overview
Social infrastructure is a phrase that is being used more and more, but what is social infrastructure? How can P3s be used for social infrastructure and municipal needs? What are the current trends with P3s for buildings, and what should Michigan stakeholders know?
Speaker:
» Jill Jamieson, Managing Director, Huron Consulting Group, Washington, DC

9:45 AM – 10:45 AM
So, Your Community Wants to Do a P3 for a Building: Now What?
How do P3s for social infrastructure work? What must counties, townships and municipalities know? This discussion will provide an in-depth look at what the public sector needs to know to enter into a public-private partnership for a building.
Moderator:
» Jill Jamieson, Managing Director, Huron Consulting Group, Washington, DC

Speakers:
» Phil Bertolini, CIO/Deputy County Executive, Oakland County, MI
» Tom Keranen, Attorney, Clark Hill, Detroit, MI
» Mary Templeton, Executive Director, Michigan Saves, Lansing, MI

10:45 AM – 11:00 AM
Networking Break

11:00 AM – 12:00 PM
How Can the Private Sector Become Engaged in a P3? What Must All of the Private Sector Players Know?
The discussion will look at:
» How to get started and identify projects
» Project viability: Is this financeable?
» Identification of a revenue stream and project incentives
» Risk management
» Factors for a successful P3 for social infrastructure
» Case studies
Moderator:
» David Lick, Attorney, Foster Swift Collins & Smith PC, Lansing, MI

Speakers:
» Caitlin Ghoshal, Aon Infrastructure Solutions, Chicago, IL
» Anthony Pecchio, Vice President, The Christman Company, Lansing, MI
» John Raimondo, Director, Roncelli, Inc., Sterling Heights, MI
» Andy Wasiniak, Assistant Vice President, Business Development, Walbridge, Detroit, MI

12:00 PM – 1:15 PM
Lunch (Room A210, across the hallway)
1:30 PM – 2:30 PM
How Do We Finance the Project?
This discussion will look at the options for financing a public-private partnership for a building. In addition, it will analyze traditional public sector financing and compare it to private sector financing and discuss the benefits and drawbacks of both.

Speaker:
» Josh Evans, Senior Director, Bostonia Partners, LLC, Boston, MA
» Laura Radcliff, Managing Director, Stifel Public Finance, Richmond, VA

2:30 PM – 2:45 PM
Networking Break

2:45 PM – 4:00 PM
Solutions to Real Problems
This interactive discussion will feature a panel of experts discussing a real-world infrastructure issue and how they would solve it.

Moderator:
» David Lick, Attorney, Foster Swift Collins & Smith PC, Lansing, MI

Speaker:
» Caitlin Ghoshal, Aon Infrastructure Solutions, Chicago, IL
» Jill Jamieson, Managing Director, Huron Consulting Group, Washington, DC
» Tom Keranen, Attorney, Clark Hill, Detroit, MI
» Mary Templeton, Executive Director, Michigan Saves, Lansing, MI

4:00 PM
Conclusion

EVENT PARTNERS

IN CONJUNCTION WITH
Foster Swift Collins & Smith PC is a full service law firm dedicated to addressing the legal needs of businesses, municipalities, organizations and individuals. The firm has a very active Public-Private Partnership practice and is able to serve clients from our Lansing, Farmington Hills, Grand Rapids and Holland offices.

Roncelli is a privately owned construction company with ongoing operations in the United States, Canada, and Mexico delivering benchmark-setting, award winning design, construction, and facility management solutions to its select customer base. It is proud of its “boots on the ground, hands on the throttle” heritage. Established in 1966 as a foundation, trenching, and concrete services company, founder Raymond “Skip” Roncelli guided his business with Midwestern family values and an unconditional commitment to its customers and their success. During the 70’s Roncelli became a strong family enterprise expanding its construction services, capabilities, and geographic reach by delivering exceptional project results to its customers. Roncelli continued its success in the 1990’s and grew by providing construction and facility management solutions to Fortune 100 corporations throughout the United States. Roncelli’s current home office location was established in 1969.

Today focused on Healthcare, Industrial, Commercial, and Institutional markets, Roncelli offers flexible and innovative solutions that deliver industry leading results that meet its client's challenging program requirements. Roncelli specializes in construction management at risk, design-build, integrated project delivery, program management, and general contracting tailored to each of our client's specific needs and business objectives. Roncelli's operations in Canada, “Roncelli Constructors – Canada, ULC” and in Mexico, “Roncelli de Mexico S De RL De CV” fully incorporate the firm's vision to provide industry leading construction management solutions to its clients.
ABOUT EVENT SPEAKERS

PHIL BERTOLINI
CIO/Deputy County Executive, Oakland County, Lansing, MI

Oakland County Executive L. Brooks Patterson appointed Phil Bertolini as deputy county executive/CIO for Oakland County in January 2005. Prior to that, Mr. Bertolini served as Oakland County’s director of information technology. He began his career with Oakland County in 1988 with the Equalization Division.

Bertolini is a vocal advocate for cloud and enterprise solutions in government, cross-boundary resource sharing, and inter-jurisdictional cooperation. He has overseen the development of unique government technology programs, such as the G2G Cloud Solutions Initiative, and created successful models that can be implemented by other governments interested in improving operations while containing costs. Bertolini has traveled extensively to speak about eGovernment best practices and has authored a growing collection of resources to help other organizations modernize IT within today’s rapidly changing technology landscape. He has promoted his philosophy of “Build it once, pay for it once, and everybody benefits” to many other government agencies, including those within the U.S. and others as far off as Australia and Dubai.

JOSH R. EVANS
Senior Director, Bostonia Partners, LLC, Boston, MA

Josh R. Evans has over 11 years of professional experience and acts as the firm’s senior analyst. Mr. Evans has been the lead analyst on more than $1.5 billion in real estate and energy transactions. He played an integral role in the securitization of one of the largest ever federal energy savings performance contracts, a $195 million project at the FDA White Oak campus. He is experienced in designing and analyzing financial models specifically tailored to include the characteristics unique to energy, real estate, federal, and municipal transactions. Mr. Evans is the National Federal Development Association’s regional director for the New England Region and has presented on real estate and renewable energy topics at the National League of Cities and GovEnergy conferences. Mr. Evans holds a Bachelor of Science degree from James Madison University and a Master of Business Administration from Georgetown University.

CAITLIN GHOSHAL
Associate, Aon Infrastructure Solutions, Chicago, IL

Caitlin Ghoshal is an Associate with Aon Infrastructure Solutions, Aon’s risk advisory group focused on public-private partnerships. Caitlin provides public policy analysis and project management expertise to ensure timely, high-quality deliverables for those engaged in P3 pursuits. Prior to joining AIS, Caitlin worked as program director at the Congress for the New Urbanism, a national policymaking organization. Caitlin also served as a Mayoral Fellow in the Office of Mayor Rahm Emanuel. She has experience in transportation planning and infrastructure development. Caitlin holds a Master in Public Administration from DePaul University and a B.A. in Political Science from Hobart and William Smith Colleges.
TODD HERBERGHS
Executive Director, National Council for Public-Private Partnerships, Washington, DC

Todd Herberghs is executive director for the National Council for Public-Private Partnerships, the oldest and only non-profit focused solely on P3s in the United States. He oversees all of NCPPP’s operations, including events, membership, sponsorship, federal and state outreach, publications and finance. He is also responsible for expanding the visibility of P3s and developing partnerships between NCPPP and other organizations.

Before joining NCPPPP he was the COO of the Association of Defense Communities, the nation’s premier membership association serving the needs of America’s defense communities. While at ADC, he oversaw all aspects of the association and led the development of new conferences, events and member services. Prior to the Association of Defense Communities, he worked at the International Economic Development Council and the National Governors Association. He received his JD and B.A. from the University of Florida.

JILL JAMIESON
Managing Director, Huron Consulting Group, Washington, DC

Jill Jamieson is a globally recognized leader in infrastructure finance and public-private partnerships, having worked extensively in the US, Latin America, Caribbean, Europe and Asia for a wide variety of public and private sector clients. With over 23 years of experience managing transactions and advising clients in all activities relating to P3 program development, specific areas of expertise include multi-sector P3 program development; design and implementation of legal, regulatory, institutional, and policy frameworks for public-private partnerships; design of program and project management and oversight structures; and multi-sector transaction advisory assistance. Successful transaction experience encompasses work across multiple infrastructure sectors, including transport (airport, port, road, and rail), energy, water and sewerage, education, healthcare, extractive industries, municipal works, environment and tourism, with a total capital investment portfolio of over US$7.9 billion. Ms. Jamieson has served on the Board of the National Council for Public-Private Partnerships, as well as on the Advisory Board for the United Nations PPP Specialist Centre on Health. Her professional background includes investment banking, law, and management.

THOMAS M. KERANEN
Attorney, Clark Hill, Detroit, MI

Thomas M. Keranen is a member in Clark Hill’s Construction Law Practice Group. Tom’s practice is concentrated on all legal aspects of the design and construction industries, representing the parties to the process, including owners, designers, contractors, program and construction managers, design-builders, sub and trade contractors, suppliers and vendors, sureties and insurers on a wide variety of public and private projects, including federal construction.

Prior to commencing his law practice, Tom served in engineering functions for a state highway department, a major Midwestern city, facilities planning and construction at a major university, and as a project manager for a general contractor.

Tom has served on the Construction Arbitration Panel of the American Arbitration Association for many years, and frequently serves as an arbitrator or mediator on disputes involving design and construction claims.

Tom is a frequent presenter and contributor to many industry programs and publications, and has served as adjunct faculty in the School of Architecture at Lawrence Technological University, located in Southfield,
Michigan. Tom serves on AGC’s national Contracts Committee (AGC is a drafter/contributor to the ConsensusDOCS standard construction contract forms), and is a national delegate to the Engineers Joint Contract Documents Committee (EJCDC is the publisher of the “EJCDC standard construction contract forms”).

DAVID M. LICK
Attorney, Foster Swift Collins & Smith, PC, Lansing, MI

David Lick is a shareholder with Foster Swift Collins & Smith, PC and serves as the Public-Private Partnership (P3) leader. He has varied experience in Finance, Construction Law, Commercial Litigation, Administrative Law and Alternative Dispute Resolution. He has been a pioneer in developing state of the art P3 models for infrastructure and transportation. He has developed requests for proposals, evaluated proposals and has drafted P3 contracts.

He is recognized by The Best Lawyers in America and Michigan Super Lawyers. He was appointed to the Michigan Public-Private Partnership Commission by the Governor of the State of Michigan; and was a member of the Environmental Financial Advisory Board to the United States Environmental Protection Agency. He is an approved arbitrator and mediator for the American Arbitration Association. Recognized for his public-private partnership experience, Mr. Lick participated in the inaugural Canada-U.S. Forum on Public-Private Partnerships held in Washington, D.C.

Mr. Lick has lectured to the Water Services National Training Group in the Republic of Ireland, at Dalhousie University in Halifax, Nova Scotia, at the American University in Washington, D.C., at Babes Bolyai University in Romania, and was a visiting professor at the University of Western Ontario teaching public-private partnerships to law students.

Mr. Lick has lectured to the Michigan Economic Development Corporation, the Council for Development and Finance Authorities, the National Council for Public-Private Partnerships, the Design-Build Institute of America, and the Associated General Contractors. He enjoys a statewide reputation representing owners, architects and engineers, contractors and subcontractors for projects of utilities, roads and bridges, and commercial buildings addressing legal and practical issues.

He maintains memberships with the National Council for Public-Private Partnerships; Great Lakes International Trade and Transport Hub; Council for Development and Finance Authorities; the Design-Build Institute of America; the Construction Forum of the American Bar Association; Associated General Contractors and Michigan Infrastructure and Transportation Association; the American Institutes of Architects, Michigan Chapter; and the Owners and Developers Association.

Mr. Lick received his B.A. in Accounting from Michigan State University and his Juris Doctorate from the University of Michigan.
ANTHONY A. PECCHIO
Vice President, Christman Capital Development Company, Lansing, MI

Anthony provides a broad range of services to Christman’s business development and real estate development groups, with expertise in finance models, strategic planning, market assessment, and healthcare facilities planning. His background in engineering and construction management allows him to bring a valuable field operations perspective to the project teams he now assists during feasibility study and planning stages. Anthony joined Christman in 1999 as an intern and was promoted to project engineer shortly thereafter, followed by promotion to project manager in 2004, and to business development manager in 2006, and to vice president in 2011.

LAURA M. RADCLIFF
Managing Director, Stifel, Nicolaus & Company, Incorporated, Saint Louis, MO

During her career, Ms. Radcliff has served as investment banker on more than 300 bond issues with a total par amount in excess of $17 billion. Ms. Radcliff’s primary investment banking focus is on revenue bonds of public entities – particularly on economic development bonds. Ms. Radcliff has served as investment banker for numerous development financings, including Public Improvement Districts, Tax Increment Finance Districts, Municipal Management Districts and Community Development Districts across the country. Ms. Radcliff has lectured extensively on the topic of financing to a wide range of audiences, including the American Bar Association, the Council of Development Financing Agencies, several individual state agencies and municipal organizations, and numerous real estate and economic development organizations. Ms. Radcliff holds a Bachelor of Science degree in Urban Planning from Michigan State University and she earned a Masters of Public Affairs degree from Princeton University. She holds Series 7, Series 53 and Series 63 securities licenses.

JOHN RAIMONDO
Director, Roncelli, Inc., Sterling Heights, MI

Currently serving as president of the DBIA’s Michigan Chapter and former vice president of its Legislative and Advocacy committee, John Raimondo is a director of one of Michigan’s premier design-build contractors Roncelli, Inc. His responsibilities include Business Strategy & Planning; he leads Roncelli’s International Business Unit, is a founding member of its Executive Management team and serves as the account executive for some of Roncelli’s most important clients.

Mr. Raimondo is a registered engineer, has earned Bachelor degrees in Architecture, Construction Engineering, and an MBA from Wayne State University. He has nearly 28 years of experience in the architecture, engineering, and construction industries, in various group and corporate leadership roles. He is also the current chairman of the Construction Association of Michigan’s Government Affairs Committee and serves as a one of Construction Association of Michigan’s Board of Directors. John is considered a subject-matter expert in Design-Build delivery and has been a key proponent in promoting the use of Design-Build throughout North America.
MARY TEMPLETON

Executive Director, Michigan Saves, Lansing, MI

Mary Templeton is a senior consultant with Public Sector Consultants (PSC) and the executive director of Michigan Saves, a multimillion-dollar non-profit organization managed by PSC that provides financing solutions for energy efficiency and renewable energy improvements. In this capacity, she designs financing programs; oversees organizational governance issues, operations, fundraising, marketing, human resource, technology, and programmatic strategies; and is responsible for the fiscal management of the organization.

In her previous role, she served as the program manager for BetterBuildings for Michigan, a statewide multimillion-dollar grant program managed by Michigan Saves. She was responsible for working with stakeholders from public, private, and non-profit organizations to develop and deploy effective residential and commercial energy efficiency strategies. Her work included leading and aligning diverse teams to work collaboratively in delivering program goals, evaluating program effectiveness, identifying and implementing best practices, and ensuring that all program parameters were delivered in accordance with grant terms and conditions, including financial review of all program expenditures.

Prior to joining PSC in 2010, Ms. Templeton's career spanned more than 20 years in several industries and included roles such as executive vice president of sales and marketing with Wind Energy Consulting and Contracting, senior vice president of OEM Sales for R.L. Polk, and several leadership roles with SAS Institute Inc. In 2008–2009, she served as the vice chair for the Wind Energy Resource Zoning Board, representing the public at large, assisting in the identification of the best locations for wind energy development in Michigan.

Ms. Templeton holds a BS in Business from Wayne State University and an MBA from Eastern Michigan University.

ANDREW WASINIAK

Assistant Vice President, New Business Development, Walbridge, Detroit, MI

Andy has more than 25 years of operational and business experience and leadership in the construction industry. As Assistant Vice President of Business Development for Walbridge’s Commercial Construction Group leading Aviation and Public Private Partnerships, his range of project experience covers both private and public sectors with an extensive range of delivery methods and project types.

A member of the Performance Based Building Coalition, Andy is an advocate for advancing creative project delivery methods in the construction industry. He is a member of the AGC of America’s Project Delivery Committee and is Vice Chair of the Finance and Project Delivery Committee for the Airport Consultants Council.

Andy earned a Bachelor of Science in Construction Management from Bowling Green State University and a Master of Business Administration from Cleveland State University. He is a Past President of the American Institute of Constructors and is named to its College of Fellows. He is a licensed general contractor in Florida and a LEED AP, BD+C. Residing in Michigan with his wife Betsy and their three daughters, he is a tri-athlete and home-renovator.
Join Us for P3 Connect

NCPPP's Re-Launched Annual Conference

“Defining the Future of P3s in the U.S.”
July 28 - 30  |  Denver, CO
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