



Alberta: P3 Introductory Workshop

When: May 26, 2011

Where: Edmonton, Crowne Plaza Chateau Lacombe (10111 Bellamy Hill, (780) 428-6611)

What are P3s?

Public-Private-Partnerships, or P3s, are arrangements set up by governments (municipal, provincial, federal, First Nations) that involve the private sector in providing public infrastructure services (e.g. water, roads) in a way that produces dependable and efficient results over a long period (e.g. 20 years).

P3s have been used across Canada and internationally to provide many kinds of infrastructure services. Well-designed P3s have several advantages over traditional infrastructure procurement:

- P3s can provide access to capital to finance infrastructure (other than through government budgets)
- P3s use private sector expertise to deliver quality services at defined performance standards
- P3s transfer certain risks from government to the private sector (e.g. operation and maintenance risk)
- P3s can cost less over the infrastructure's life-cycle (design, construction, operation and maintenance)

PPP Canada is a federal Crown Corporation established to support the development of the Canadian P3 market. PPP Canada also supports the development of the P3 project pipeline by making funding available to qualifying infrastructure projects from the \$1.2 billion P3 Canada Fund. To date, PPP Canada has launched two calls for project proposals and will be calling for proposals in future rounds.

As part of its mandate, PPP Canada offers P3 introductory workshops to help build an understanding of the P3 model and its value. CPCS Transcom Limited (CPCS) has been retained by PPP Canada to provide an introductory P3 workshop in Edmonton, Alberta on May 26, 2011.

Workshop Objectives

The objectives of the workshop are two-fold:

1. To provide an introduction to PPP Canada (mandate, role in supporting P3s, P3 Fund, eligibility, call for proposals.) and a practical primer on P3s (what are P3s, how do they work, how can P3s help, when is a P3 appropriate, how to maximize the success of a P3 project, etc.)
2. To work with stakeholders in Alberta to determine how P3s can help address infrastructure needs in the province, and to identify potential types of projects that could be developed as P3s, related structuring options, and actionable next steps.

Timing and Logistical Details

The workshop will take place from 8:30am to 5:00pm on May 26, 2011 at the Crowne Plaza Chateau Lacombe in Edmonton. There is no charge to participate in the workshop. Interested participants should register as soon as possible to reserve their place or no later than May 13th. Reservations will be accepted on a first- come, first-served basis. To register, please confirm with Marc-André Roy (mroy@cpctrans.com 613 237 2500 x 306).

Tentative Workshop Agenda

This is the proposed agenda. Comments are welcome.

Timing	Session Theme	Session Leader(s)	Format	Outcome
8:00am	Registration & Continental Breakfast			Continental breakfast provided
8:30am-8:50am	Welcome and Introductory Remarks	PPP Canada/ Marc-André Roy	Plenary & Round-table	Clarity on workshop purpose, objectives
Practical P3 Primer				
8:50am-9:20am	Examples of Relevant P3s	Marc-André Roy	Plenary	Basic understanding of use of P3s
9:20am-10:20am	Introduction to P3s (Primer). Part I:	Marc-André Roy	Plenary	Basic understanding of the P3 model
10:20am	Coffee Break			Coffee and snacks to be provided
10:45am-12:00pm	Introduction to P3s (Primer). Part II:	Marc-André Roy	Plenary with Group Input	Practical understanding of P3 application
12:00pm	Lunch			Lunch to be provided
Regional P3 Experience and Potential P3 Projects				
1:00pm-2:15pm	Infrastructure in the Region	Doug Patriquin	Plenary with Group Input	Understanding of P3s within regional context, and potential P3 projects
2:15pm-2:30pm	Coffee Break			Coffee and snacks to be provided
2:30pm-4:00pm	Practical Example of P3 Project Structuring	Doug Patriquin	Breakout groups	Identification of potential projects and next steps
4:00pm-4:30pm	PPP Canada Fund & Eligibility Criteria (detail)	PPP Canada	Plenary	Understanding of PPP Canada Fund eligibility criteria
4:30pm-5:00pm	Wrap-up session.	Marc-André Roy	Group Input	Summary of lessons & next steps

PPP Canada and CPCS would also be available for one on one meetings with interested organizations to discuss specific projects. These meetings would take place on the evening of May 26th, and morning of May 27th. Interested organizations should request a meeting ahead of time with Marc-Andre Roy (mroy@cpcstrans.com)

Facilitator Bios

Marc-André Roy, IMBA

Marc-André is CPCS's Vice President for North America and Principal with the company. He has extensive experience developing, promoting and advising on infrastructure P3 projects. He has also led a number of P3 workshops in Canada and internationally and has acted as transaction advisor on a number of transportation infrastructure P3s (rail, port, multimodal facility, urban transit). He has completed assignments funded by international financial institutions (including the World Bank), and various national governments in North America, Asia, South America, the Middle East and Africa. He has also advised private-sector clients, including operators and debt and equity investors. Marc-André is a graduate of the International MBA program (top graduate of both IMBA and MBA, class of 2004), Schulich School of Business, York University. He is fluent in French and English.

Doug Patriquin, PhD

Doug is a Principal Consultant and Head of Institutional Development at CPCS. He has extensive experience in planning, implementation and oversight of public-private partnerships in Canada and in international business. Prior to joining CPCS in 2006 he spent 11 years as Chief Operating Officer, President and Chairman of a Canadian Crown corporation (CCC, the Canadian Commercial Corporation), involved in PPP trade and manufacturing projects around the world. Previously, he advised Finance and Treasury Board ministers for five years as the Canadian Government's senior officer responsible for the direction, reform and governance of crown corporations. He also worked for more than 10 years at the Assistant Deputy Minister level in senior policy, planning and management roles in trade, energy, public works and economic development departments in federal, provincial and territorial governments in Canada. His assignments have included extensive project and client development, consultation and facilitation processes, including workshops and training projects and five years' northern and First Nations experience. He has a PhD from the London School of Economics and advanced management training from the Harvard Business School.