

P3 Partnerships

What are the Benefits to the Public Sector?

Direct Impacts-

Tangible -

- Sales Tax**
- Property Tax**
- Fees**
- Jobs**
- Other (Venue Tax, Rent, etc.)**

Intangible -

- Fills Identified Need in the Community**

Indirect Impacts-

- Community Amenity**
- Quality of Life Enhancement**
- Activity Center**
- Inducement to Surrounding Development**
- Maintains Community's Competitive Position in Market Place**

What Public Sector should NOT Consider PPPs?

Any Public Sector entity that:

- Has NOT Defined its objectives**
- Is NOT willing to invest the time, resources and political capital to see the project through to completion**
- Wants a quick solution or panacea**

What should the Private Sector avoid?

Any project where there is:

- A lack of trust between the parties**
- Significant political turmoil**
- Hidden Agendas**
- Unwillingness of either party to focus on end goal and solutions and rather focus on issues and problems**
- Lack of political will**
- Unreasonable expectations**

Six Keys to Successful PPPs-

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Statutory and Political Environment

-Public Sector's Organized Structure

-Detailed Business Plan (Contract)

-Guaranteed Revenue Stream

-Stakeholder Support

-Pick Your Partner Carefully