

# Public–Private Partnership (PPP) Opportunities

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Department of Public Works and Environmental Services  
November 6, 2013

# Background

- ▶ PPP projects have existed in many forms and have been utilized by both the County and the School Board
- ▶ State adopted the Public–Private Educational Facilities and Infrastructure Act of 2002



# Ongoing PPP Activities

- Crescent Apartments (solicited PPEA)
- East County Human Services Center (unsolicited PPEA)
- Innovation Station Metro Parking (unsolicited PPEA)
- Herndon Station Metro Parking
- Reston Town Center North Master Plan
- Providence Community Center (Proffered PPP)
- North Hill Redevelopment (unsolicited PPEA)
- Laurel Hill Adaptive Re-Use (solicited PPEA)

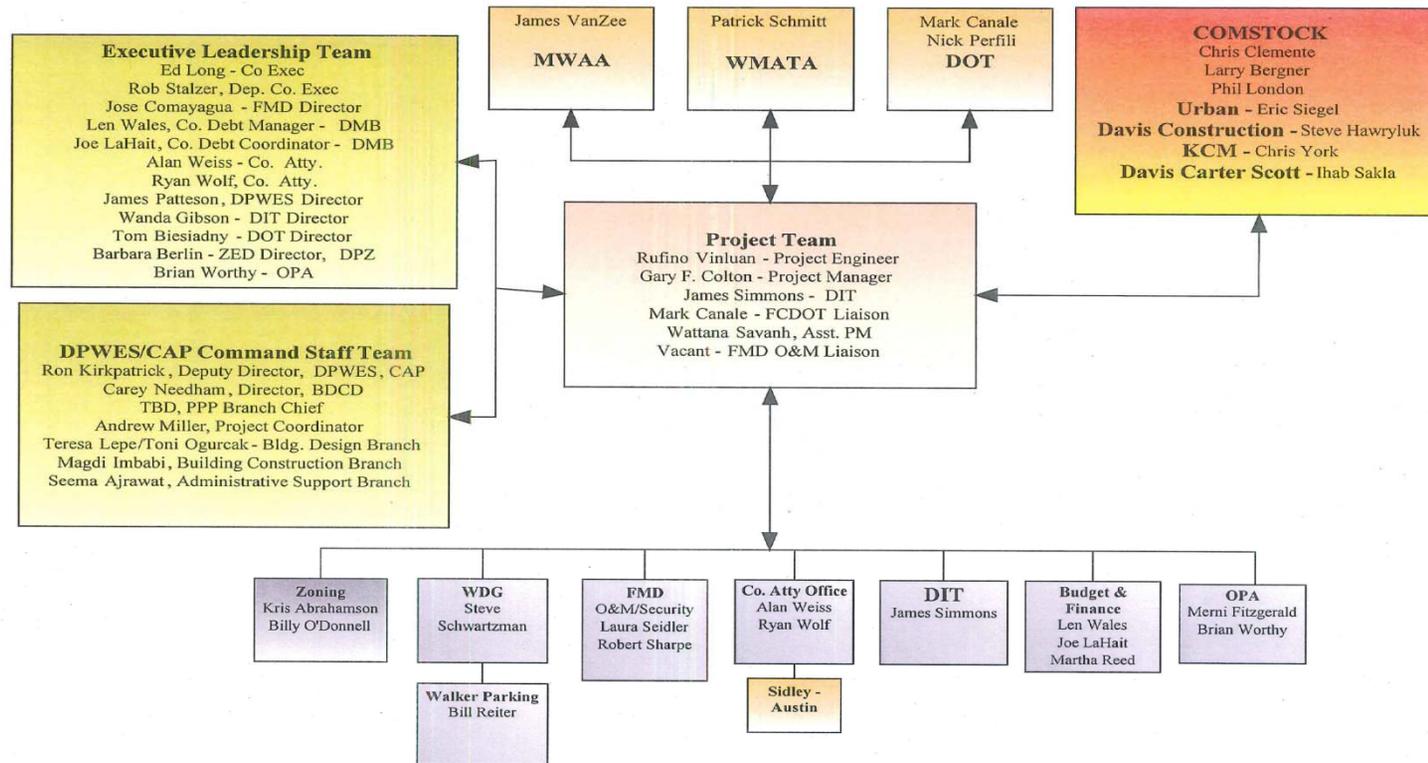
# Ongoing PPP Activities

## Wiehle Avenue Garage (solicited PPEA)



# Wiehle Avenue Garage "Org" Chart

Wiehle Avenue Parking Structure Project Matrix  
February 2013

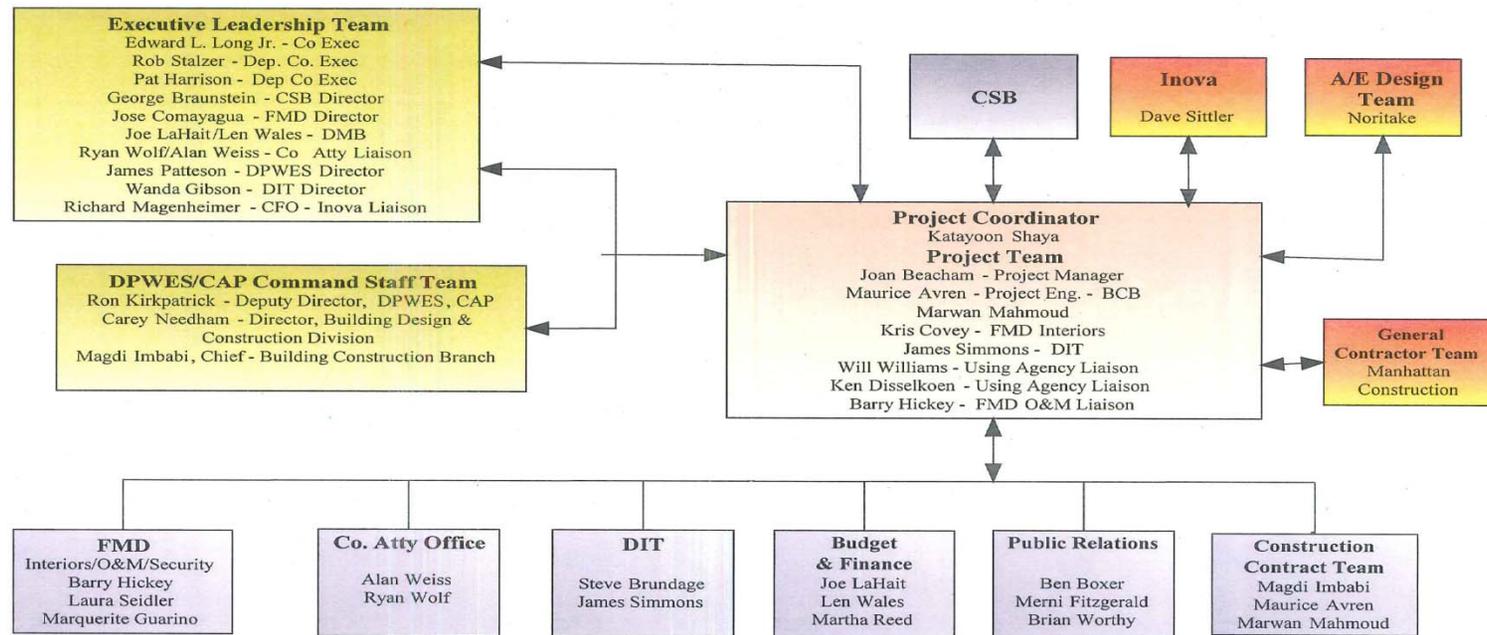


# Ongoing PPP Activities (cont.) Mid-County Center (RE and Infrastructure)



# Mid-County Center "Org" Chart

Mid County Human Services Center Mega Project Matrix  
February 19, 2013



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# Key Factors for PPP Success

- ▶ Clarity of Purpose/Public goals and objectives
- ▶ Variety of PPP procurement tools available; match tool to project
- ▶ Solicited versus unsolicited PPEAs are preferred
- ▶ PPPs are staff time and resource intensive; need dedicated and trained staff
- ▶ Senior management involvement
- ▶ Board Involvement/support



# Key Factors for PPP Success (cont.)

- ▶ Selection of the “correct” business partner
- ▶ Mutual understanding of partnership expectations
- ▶ Well developed and vetted business plan from business partner
- ▶ Contract clarity; defining and negotiating key issues early
- ▶ Sufficient time and realistic schedules



# PPP Opportunities & Realities

- ▶ A tool, not a panacea
- ▶ Can spur promotion of broader community goals
- ▶ Can maximize value and utilization of existing public property; public property is increasingly attractive to private developers
- ▶ Can provide CIP needs that would not get addressed as quickly via traditional funding methods.
- ▶ Multiple PPP models available to fit the specific development proposal
- ▶ Standard operating procedures for PPPs continue to develop

# PPP Opportunities & Realities

## (cont.)

- ▶ Agreements are complicated, time consuming and involve a higher level of risk/reward; time and cost not necessarily reduced
- ▶ Projects are very resource intensive:
  - DPWES
  - Planning and Zoning review and approval
  - Transportation needs
  - Revitalization efforts
  - Affordable housing
  - Park Authority initiatives
  - Human Services needs
  - County Attorney–Legal
  - Budget–Financing
  - Consultants
- ▶ Confidentiality of PPEA Planning is a challenge

# Preparing for the Future

- ▶ PPP opportunities exist along Phase II of the METRO Silver Line
- ▶ Identify and prioritize properties that may be appropriate for PPPs to meet CIP needs, spur economic development and/or revitalize areas
- ▶ Branch created within DPWES to enhance leadership capacity for managing PPP projects
- ▶ Continued demand for resources and training to support PPPs



# Preparing for the Future (cont.)

- ▶ Evaluate various PPP opportunities for best procurement approaches
- ▶ Update policies and procedures to better manage the wide variety of PPP opportunities

