



FRONT-END STRATEGIES FOR SUCCESSFUL PUBLIC/PRIVATE PARTNERSHIPS

October 26, 2016 :: 1:00 - 2:40 p.m. EDT

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Learn 3 critical phases of entering P3 projects.
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OVERVIEW

Each public/private partnership in higher education is unique, but there are strategies to ensure that you are meeting your campus needs for the next 20-30 years. Jared Everett, former Treasurer and Executive Director of Real Estate and Business Development at Boise State University, will show you tools and strategies for:

- Preparing yourself for developer motivations
- Understanding the impact of deal structure on your valuation
- Entering contract negotiations with clarity
- Communicating the value to developers in high risk environments
- Determining if your deal is working on your behalf

[VISIT EVENT PAGE](#)

<https://www.academicimpressions.com/webcast/front-end-strategies-successful-publicprivate-partnerships>



RESOURCES TO HELP GUIDE PRE-DEVELOPMENT CONVERSATIONS

Your webcast registration also gives you access to resources that will help you in P3 conversations, including:

- **Deal Valuation Model** – an Excel workbook to help you calculate the impact of deal tradeoffs on your bottom line.
- **Negotiation preparation checklist** – this document details common concessions and other components critical to any P3 conversation.

WHO SHOULD ATTEND

Business officers, directors of capital planning, and real estate management professionals, as well as institutional leaders with facilities, finance, or planning responsibilities will learn how to assess their readiness to pursue a public/private partnership.

LEARNING OUTCOME

After participating in this online training, you will be better equipped with tools and strategies for entering a successful public/private partnership.

CONTACT US FOR MORE INFORMATION

Contact Grace C. Spivak, Assistant Conference Director at grace@academicimpressions.com or 720-988-1233 if you'd like additional information about the program.

CPE CREDITS

Recommended CPE Credits: 2.0
Program Field of Study: Specialized Knowledge and Applications
Delivery Method: Group-Internet
Prerequisites: None
Program Level: Basic

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AGENDA

Wednesday, October 26, 2016 :: 1:00 - 2:40 p.m. EDT

➔ Phase 1: Planning and preparation

- Fostering campus consensus on the goals and objectives of your P3
- Mapping goals to potential deal and legal structures
- Exploring policy, legislation, zoning, and entitlement issues
- Managing change and preparing your team for the P3 process
- Board/Regents Strategy, Town and Gown relations

➔ Phase 2: Pre-award, developing the RFP

- Telling your story and support for the opportunity
- Encouraging right-fit proposals
- Minimizing wasted time in RFP preparation
- Strategically communicating your wants and needs to find the right partner
- Identifying institutional risk tolerance, risk share agreement

➔ Phase 3: Award and contract negotiations

- Preparing for the negotiation table
- Understanding the valuation model; how do you know if you are getting a good deal?
- Ensuring a beneficial long-term relationship and aligning interests

INSTRUCTOR

Jared Everett, MBA, Treasurer and Executive Director of Real Estate and Business Development, Boise State University

Jared Everett has approximately 20 years' experience in higher education; most recently at Boise State University as the Treasurer and Executive Director of Real Estate and Business Development, which included developing public/private partnerships. Jared is also adjunct faculty in the Boise State College of Business and Economics, teaching Supply Chain Management.

Jared is active in the Association of University Real Estate Officials, has presented at numerous conferences, and has published many articles on various topics, including public/private partnerships. Jared has a bachelor's degree in supply chain management from Arizona State University and masters of business administration from Boise State University.



 PLEASE FAX ALL REGISTRATION PAGES TO: 303.221.2259

PRICING & REGISTRATION (CIRCLE ONE)

BEST VALUE	LIVE WEBCAST	WEBCAST RECORDING
Live Webcast + CD Recording	Live Webcast (Additional connection \$195 each)	CD Recording (\$35 shipping fee outside of U.S. and Canada) or 180 day On-Demand Download
\$525	\$350	\$350

EARLY BIRD PRICING

Postmarked on or before October 19, 2016. After October 19, 2016, an additional \$75.00 fee for the first connection and \$50.00 fee for each additional connection applies.

[REGISTER ONLINE](#) or below.

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