



# Guide to Membership 2017




# AIAI

Association for the Improvement  
of American Infrastructure

*Together, we move P3s forward.*

TOGETHER,  
AIAI MEMBERS HAVE A  
VOICE THAT REACHES  
P3 DECISION MAKERS.

TOGETHER,  
WE MOVE P3s FORWARD.



AIAI is an action-driven,  
member-led organization  
made up of the leading  
minds in the industry, solely  
dedicated to moving P3s  
forward and strengthening  
American infrastructure.

AIAI serves as a resource for industry leaders, legislators and other key decision makers as they consider P3 as an alternative solution to address our Nation's infrastructure crisis.

AIAI provides members with the tools they need to successfully negotiate the P3 landscape. From AIAI Member event participation to AIAI's groundbreaking "Best Practices Guide", our team is committed to providing the resources and the knowledge you need to understand P3s.

Our mission is to create an environment where public and private entities work together to promote growth and sustainability of America's Infrastructure, fostering innovative solutions in the form of policy, product and delivery.

Our members come from a range of diverse backgrounds including: construction, engineering, architecture, insurance, investment, education and transportation. They are employees of large and boutique firms; professionals on traditional, entrepreneurial, public service or hybrid career paths.

Our members share a passion for American infrastructure, a conviction that it matters and a commitment to improving lives through P3 partnerships.

# Our members include:



THE ANSAR LAW FIRM



BLAISE



## WHAT INDUSTRY HAS TO SAY:

“AIAI has become a leading voice for the P3 movement in the United States. It is a source of information and support for both public and private sector member alike.”

**Seth Miller Gabriel**, Director, Office of Public Private-Partnerships (OP3) at DC Government, Washington DC



AIAI membership represents a broad spectrum of the professional disciplines in private enterprise and public service: leading construction firms, investors, developers, professional service firms, planners and academics.

Our members join AIAI for the following reasons:

#### ACCESS

To the industry's top decision-makers and influencers in the P3 marketplace

#### INFLUENCE

Policies that affect the way we build in the United States

#### OPPORTUNITIES

To promote job growth and infrastructure development across the nation

#### VALUE

Offered through an unprecedented network of P3 thought leaders

#### LEADERSHIP

In shaping best practices to provide a voice for the industry



# **Access** to the industry's top decision-makers and influencers in the P3 marketplace

The essence of partnership is alignment of mutual interests. AIAI brings together public and private stakeholders to engage in dialogues to promote best practices, understand needs, convey benefits and expectations, and create opportunities to address public needs.

- Foster strong relationships with your private sector partners
- Facilitate engaging dialogue across industry sectors
- An opportunity for a seat at the table as we discuss and determine the direction of the marketplace
- Interaction with key civic and business leaders
- Visibility and a dynamic presence in key stakeholder conversations



# **Influence** policies that affect the way we build in the United States

Public policy provides direction to set priorities and guides implementation of programs that impacts what, how and when we build. AIAI members, through their collective works and thought leadership, shape the direction of the P3 agenda. Our members accomplish this through:

- Roundtable discussions and industry forums with public sector decision makers and private industry leaders to focus on best practices
- Convening and leading other industry groups to promote aligned interest in P3 policy and practice
- Developing and guiding an evaluation and implementation framework to foster the investment in and the delivery of public infrastructure
- Providing best practices, industry standards and global benchmarks and recommendations for public policy through position papers, briefings, testimony, mission specific guidelines and analysis





# Opportunities to promote job growth and infrastructure development across the nation

Fostering economic development through the DBFOM procurement method accelerates project development and delivery. Our members contribute to and participate in:

- Creation of long term sustainable direct and indirect job growth
- Development of regional foundations for economic competitiveness through transportation, community, connectivity, mobility and accessibility
- Planning, development and delivery, as well as operations and maintenance of public assets
- Capacity expansion and empowerment to foster community engagements, workforce development and diversity and inclusion



## **Value** offered through an unprecedented network of P3 thought leaders

**Participating in an organization committed to your success and supporting your involvement brings you a positive return on your equity.**

- AIAI offers ample opportunity to connect with industry leaders and your partners as we work together to move P3s forward
- Our members work collectively to shape the future of P3 through a variety of touch points building strong relationships based on added value
- Numerous occasions to reach the markets you are vested in, elevating your visibility as we promote best practices
- Opportunity to be viewed as an industry expert alongside of those designing, building, investing in, operating and maintaining America's infrastructure across a broad range of sectors



## **Leadership** in shaping best practices to provide a voice for the industry

AIAI is the leading P3 resource in the United States as we advocate, educate and engage to facilitate the improvement of American Infrastructure. Our members:

- Meet with legislative leaders, public owners and policy makers on P3 best practices for the implementation of alternative project delivery methods
- Lead the conversation across the US on industry standards
- Deliver a compelling message to strengthen our Nation's infrastructure, impacting our global competitiveness
- Design, build, finance, operate and maintain public infrastructure to support the needs of taxpayers across the country
- Our members work together to move P3s forward

# Committees provide a valuable opportunity for our members to get involved. Current committees are:

## DIVERSITY & INCLUSION

This committee focuses on raising awareness, developing an educational platform, recommending legislative strategies and programmatic solutions in support of P3s.

**Chairs: Vernon Marrow, ESmith Legacy; Joe Lewis, BTG**

## EDUCATION

The key focus of this committee is the development of an educational platform and engagement with elected officials, municipal officers and civic leaders to share P3 strategies and offer potential solutions.

**Chair: Sallye Perrin, WSP | Parsons Brinckerhoff**

## GOVERNMENT AFFAIRS

At the federal level, this committee is focused on building dialogue with pro P3 stakeholders, advocating legislative and administrative proposals in support of P3s. The committee addresses issues common to P3s and engages at the state level.

**Chairs: Tim Rutten, Fluor; Patrick Rhode, Cintra**

## LAW & LEGISLATIVE

Recommending best practices for legislative frameworks, responding to calls to action to establish viable P3 programs, and monitoring changes in the legislative landscape in support of P3s.

**Chairs: Rodney Moss, Aon; Andres Vidal, ACS**

## OPERATIONS & MAINTENANCE

This committee looks to anticipate changes that might positively affect the P3 marketplace, respond to potential threats towards P3 growth and expansion, and support advocacy outreach in support of P3s.

**Chair: Andrea Warfield, Fluor**

## RISK & PERFORMANCE SECURITY

Payment and performance guarantees, and an understanding of the assessment of risks transferred in the context of P3s continues to be the focus of this committee.

**Chairs: Stephen Rae, Liberty Mutual Surety; Geoff Heekin, Aon**

## SOCIAL INFRASTRUCTURE

The focus of this committee is on designers and owners of large scale campus master plans, local and municipal buildings, airport and transportation terminal modernization, water and waste water systems.

**Chair: Larry Casey, Skanska**

## WATER INFRASTRUCTURE

The committee is working towards defining initiatives in the water sector and coordinating with other AIAI mission delivery committees.

**Chairs: Sanford Stokes, Kiewit; Steven Paquette, WSP | Parsons Brinckerhoff**

AIAI's Board is comprised of leaders of the construction and development industry.



**Terence M. Easton**  
Vice President Global  
Infrastructure Sales  
Fluor  
*President*



**Nuria Haltiwanger**  
CEO  
ACS Infrastructure  
*Development Director*



**Johan Henriksson**  
Executive Vice President  
Skanska Infrastructure  
*Director*



**Gregory A. Kelly, PE**  
President and CEO, U.S.  
WSP | Parsons Brinckerhoff  
*Director*



**Salvatore Mancini**  
Chairman & Managing Partner  
Star America  
*Vice Chairman*



**William A Marino**  
CEO  
Star America  
*Chairman*



**Kent Marshall**  
Vice President & Director of  
Public Private Partnerships  
Granite Construction  
*Director*



**Anthony Phillips**  
Head of North America  
John Laing  
*Director*



**Belen Marcos**  
President  
Cintra US  
*Director*



**Joe Wingerter**  
Vice President, Development  
Kiewit Infrastructure Group  
*Secretary & Treasurer*

## WHAT OUR MEMBERS HAVE TO SAY:

“With membership that spans the spectrum of industry, we have found AIAI to be a results-oriented and stable platform to stand with like-minded partners in support of the advancement of infrastructure priorities throughout the nation.”

**Joe Wingerter**, Vice President, Development, Kiewit Infrastructure Group, AIAI Secretary & Treasurer



# JOIN US AS WE WORK TOGETHER TO MOVE P3s FORWARD.

Reach out to understand how AIAI Membership can explicitly benefit your specific business development goals as you explore the P3 marketplace. Contact Lisa Buglione at [lbuglione@aiai-infra.org](mailto:lbuglione@aiai-infra.org) or call her at 516-277-2950.

To start the membership process, complete the application form on our website here: <http://aiai-infra.info/register/membership-application>.

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