



Association for the Improvement of American Infrastructure

A year of membership. A year of impact.

Membership in AIAI is unique to each organization. The level of engagement creates the foundation for business opportunity and industry recognition. It begins with a commitment to support the association, to work together to raise awareness of the value of P3s, develop best practices and shape policy, to help the public sector develop a greater understanding of P3s as a viable procurement option.

Membership is a platform to connect and strengthen relationships, create organizational and individual visibility, lead industry conversations and impact the growth of a robust pipeline, resulting in business development opportunities that create significant and measurable value. **Together, we move P3s forward.**

Why AIAI? One Member's Experience:

"AIAI membership is about making a difference. As a smaller organization we are able to participate on a level plane with companies many times our size." - Regular Member, under \$100 million. Here's what they got:

<p>General Benefits and Opportunities</p>	<ul style="list-style-type: none"> • Increased visibility and connectivity through program inclusion • Annual, quarterly, monthly and weekly updates on state legislation and lobbying efforts • Member engagement dinners in conjunction with conferences • Public sector outreach through P3 Direct client member meetings • Inclusion in outreach and P3 education efforts in relevant sectors and disciplines • Industry updates, information sharing on relevant P3 industry topics and policy
<p>Specific Opportunities</p>	<ul style="list-style-type: none"> • Town & Gown meeting at TRB Jan 2018 • P3C in Dallas Feb 2018 Panel speaker (twice), free attendance & dinner • Illinois P3 workshop April 2018 Presenter on multiple section • Infraday NYC May 2018 Discounted attendance (for 3) and free pass to attend, with workshop speaking role • AIAI dinner at Infra Americas US P3 Forum, June 2018 Including private Q&A with former and current White House Senior Officials • In-Person Committee meeting/industry roundtables participation Input and insights - Risk and Performance Security, Finance, and Operations & Maintenance initiatives • ARTBA P3 conference July 2018 Introductions for firm leadership with private and public attendees at AIAI dinner • Airport P3 Forum July 2017 Speaking on public sector only Q&A panel, international P3 panel & free attendance • Airport P3 Forum July 2018 Speaking on public sector only Q&A panel and free attendance • AIAI meeting with at P3 Awards & free attendance to awards Sept 2017 • Webinar presenter on P3 Finance for public sector, May 2018 (100+ attendees)
<p>Committee and Working Group Participation</p>	<ul style="list-style-type: none"> • O & M Committee Member • Airport Working Group Member • Finance Working Group Member • Government Affairs Committee Member

The information above depicts the opportunities that one associate of a member organization experienced. Multiplied by numerous participants, such value is unsurpassed.



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What's available to your organization as a member of AIAI

Participation and Engagement in Committees and Working Groups

Speaking Opportunities and Testimony at Conferences and Workshops

P3 Questions | P3 Answers:

A conference kick-off panel providing rudimentary information for public sector officials only.

Involvement in the P3 Direct program:

Providing education, information and resources to the public sector

Industry conversations and dinners

Webinars and other online presentations

Member Calls

Focused expert discussions on P3 topics including Federal and state initiatives.

Networking

Video and Web Education*: State Specific Market Focus Member Updates
Sharing Topic Specific Best Practices with Public Officials

P3Direct Webinars: Our Introductory series delivered to public officials who desire a fundamental understanding of the model and a deeper dive for those more familiar includes

:

- P3 The Basics Understanding the Model and the Benefits
- P3 Case Studies - Practical Examples of P3 Projects
- P3 Lessons Learned - Best Practices and Pitfalls to Avoid in P3 Procurements
- Repayment Mechanisms
- Risk (Protecting taxpayers interests, design + construction phase payment & performance guarantees)
- Financing Structures for P3s.
- DBE - Small, minority, woman owned, veteran owned issues and opportunities

Procurement

- Balancing RFP Language, prescriptive vs. non-prescriptive requirements to reach the best value proposition possible
- Procurement frameworks
- Public outreach
- What makes competition fair

Finance:

- Investment Management Dynamics and Environment for Infrastructure
- Financing structures, ROI metrics
- Perspectives: View from the banks

Legislation and Policy:

- Approach of State legislature to P3

Sector and Topic Specific

- Airports
- Rail
- Transportation
- Risk
- Innovation
- Technology

Miscellaneous topics:

- Largest P3s around the country
- Partnering, teaming, financing
- The contractor experience
- ESI – Early supplier intervention
- The true cost of capital

***Member suggestions for education, workshops and discussion topics are welcomed.**