

## P3 DIRECT: HOWARD COUNTY BUILDING FOR SUCCESS

### THE NEED

Howard County, in suburban Maryland, reached out seeking guidance and educational support of their County Council's capital campaign to upgrade and modernize critical public infrastructure.

Howard County had been considering a set of options for replacing or relocating key county facilities. They requested assistance in understanding what role alternative project delivery methods might play in their assessment of the choices available to them.

Through the P3 Direct program, members and staff engaged with Commissioners and key personnel of Howard County.

### THE PLAN

AIAI facilitated a series of discussions focused on the plans and priorities for Howard County. The team met with various stakeholders as they shared best practices through educational workshops. AIAI members and staff engaged with Howard County on numerous occasions to provide an indepth education to allow for the development of a quality P3 program. In these interactive sessions, the group shared insights based on their extensive experience with Public Private Partnerships, including an overview of and introduction to P3s; criteria for and elements of P3s; procurement considerations and evaluation of alternative delivery options; and an exploration of pertinent case studies and practical applications.

A key element of these workshops was the roundtable discussions between and among public officials and industry experts, exploring established and emerging P3 programs in the US, and understanding best practices for accelerated project delivery.

### THE RESULT

As a result of these programmatic support discussions, Howard County sought proposals for technical and financial advisors to assist in the evaluation of procurement alternatives, assessment of the financial best interests of the taxpayers of Howard County, and formulation of a procurement program.

The County Council and Department of Public Works were able to outline plans for and develop a procurement (RFQ, RFP) and strategies for getting the word out, and engage in technical level discussions regarding repayment mechanisms, including potential use of availability payments.

Benefits of P3s which were critical to the decision to pursue the P3 model for the replacement of the 170-year old courthouse included: risk sharing/transfer; faster delivery and no payment until completion; predictable future costs; and efficiency gains and guaranteed performance.

### TIMELINE

