



**FORTRESS**  
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# P3 Delivery Discussion

10.10.2024



# Agenda



**Introduction of Speaker**



**What is a P3?**



**Benefits & Structure of P3**



**Why Choose P3?**



**Project Possibilities**



**Conclusion + Q&A**



# INTRODUCTION TO THE SPEAKERS



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Director of Public Projects



# WHAT IS A P3?

## PUBLIC- PRIVATE PARTNERSHIPS

*As outlined in FSS 255.065*

Public-Private Partnerships (P3s) are partnerships between the public sector and the private sector for the purposes of designing, planning, financing, constructing and/or operating public facility projects.



# WHAT IS A P3?

## PUBLIC- PRIVATE PARTNERSHIPS

As a single-source contractual partner, the public entity can rely on their private partner to streamline the delivery of your P3 projects.

The strength of the partnership lies in utilizing the combined capabilities of both the public and private sectors to achieve project delivery success.



# BENEFITS & STRUCTURE OF P3

## RISK MITIGATION

A private company ASSUMES THE RISK of:

- Cost fluctuations
- Provides schedule & performance guarantees
- No change orders
- Not To Exceed/ Stipulated Sum price for budget certainty
- This process is fully transparent



# BENEFITS & STRUCTURE OF P3

ACCELERATED  
PROJECT  
COMPLETION

The P3 project structure provides significant benefits to government entities and the taxpayers they serve, including:

- Project budget locked in early during times of escalating land, construction, inflation, and financing costs
- Shorter delivery timeframes with a single design-build-finance team as opposed to traditional RFP design-bid-build model.
- Minimal initial capital outlay.

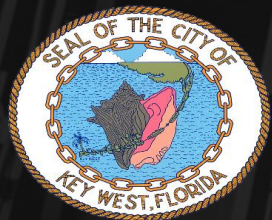


# BENEFITS & STRUCTURE OF P3

OPTIMAL WAYS  
TO RESPOND  
TO GROWTH

Design-Build-Finance (DBF) options include:

- Lease/leaseback structures.
- Financing options provide annual fixed costs that frequently are less than maintenance of inefficient, aging facilities.
- Projects are delivered move-in-ready, equipped and fully outfitted, enabling staff to relocate and immediately serve their communities with zero downtime before first payment is due.





# BENEFITS & STRUCTURE OF P3

## FINANCIAL HIGHLIGHTS

- Lender finances 100% of project cost (*including issuance costs, project fees, issuance fees*) upfront into an escrow account.
- Construction is paid in scheduled draws through an escrow agent as project milestones are completed.
- Government entity does not make a payment until project is completed. Financing typically completed within 4-8 weeks including council/commission approval.



# BENEFITS & STRUCTURE OF P3

## FINANCIAL HIGHLIGHTS

Certified Municipal Advisor (CMA) provided by P3 Consortium on governmental entity's behalf.

CMA will work with finance manager and government manager to review and select based on the needs of the government entity the best finance option.

Included advisor can issue formal finance RFP and assist governmental entity through documentation/funding process.

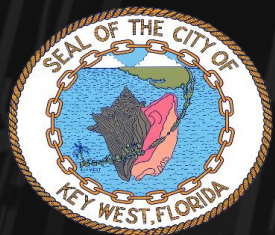


# BENEFITS & STRUCTURE OF P3

## FINANCIAL HIGHLIGHTS

Registered State / Federal lobbyist is provided by Fortress Secured on governmental entity's behalf.

- Lobbyist will work with government entity to identify state and Federal appropriations for projects
- Also, will assist in identifying and applying for state and Federal grants



# WHY CHOOSE P3?

LOCAL  
GOVT'S  
TURNING TO  
P3 BECAUSE...

- Government entity can accurately measure the 'Total Cost of Ownership'.
- Project can include all necessary equipment and technology.
- Provides greater governance, transparency and discipline of government spending.
- P3 projects have a record of on-time and on-budget delivery.
- Competitive process drives innovation and continuous improvement.



# WHY CHOOSE P3?

## OTHER CONSIDERATIONS

- Growth management and budget constraints force governmental executives to think differently.
- Lower lending rates allow government to achieve growth while maintaining fiscal discipline including sensible reserve funds.
- P3s allow sufficient controls to be established while allowing growth.



# WHY CHOOSE P3?

## OTHER CONSIDERATIONS

- Allows growth to pay for itself.
- Uses the expertise of both the public and private sector to accomplish beneficial community projects in a timely fashion.
- Insulates government entities from the normal risks in capital projects.



# WHY CHOOSE P3?

*Florida State Statute: 255.065*

## SAFEGUARDS

- Sufficient controls and objectives can be established to protect the public sector while unleashing the energy, drive, skill sets, project and expense management skills of private sector.
- Enables the governmental entity to create high value infrastructure in a cost-efficient manner.
- Enables government to utilize land and other assets to leverage project development.
- Injects private side entrepreneurial creativity, financial investment and shared risk.



# PROJECT POSSIBILITIES



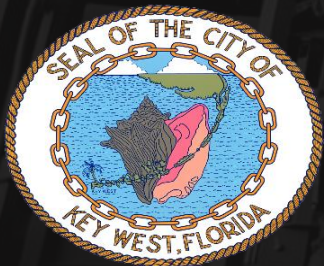


# IN CONCLUSION...

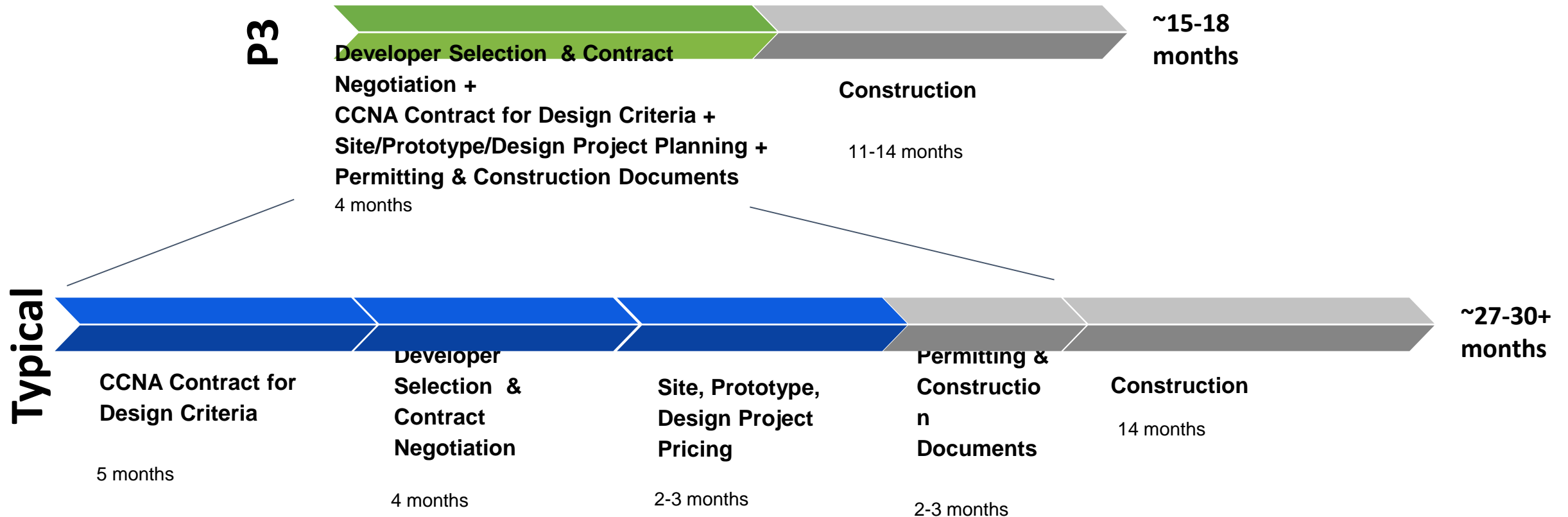
## IN CONCLUSION

Public Private Partnerships are awarded based on the ability to *add value* over and above what the government can achieve themselves.

These partnerships encourage ambitious vision by city and county leadership while maintaining fiscal responsibility.



# P3 vs. Typical Timeline



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# BENEFITS & STRUCTURE OF P3

## TYPICAL STRUCTURE

