


PARTNERSHIP  
ENTREPRENEURSHIP  
LEADERSHIP



PUBLIC PRIVATE PARTNERSHIP SERIES | August 19, 2015

**NAIOP**  
COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION  
COLORADO CHAPTER

Trammell Crow Company

 PUBLIC PRIVATE PARTNERSHIPS

- **Create – Accelerate – Improve**
  - Address Market Failure
  - Market Catalyst
  - Enhanced Market Outcome (Amenities)
- **Project Delivery**
  - Outsource Project Management
- **Joint Ventures**
  - P/P Financial Investment and Risk/Reward Profile
- **Concession Agreements**
  - Privatize Capital / Ops/Maintenance
  - Examples:
    - DIA Rail
    - Toll Roads
    - On-Street Parking Operations

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## PUBLIC PRIVATE PARTNERSHIPS

- **Successful Partnerships**
  - **Civic and Political Will**
  - **Shared Vision with Stakeholders**
  - **Extended Public Planning Process**
  - **Clear Understanding of Principals of Engagement**
  - **Clear Roles & Risk / Reward Profiles & Alignment**
  - **Understand Ownership, Collateral, On-Going Management**
  - **Transparency & Accountability**
  - **Patience & Persistence**
    - **Tough on Market Timing**