



European Academy

for Taxes, Economics & Law

Public Private Partnerships for Cities & Regions

Practical Seminar

19th and 20th October 2009, Berlin

Brochure

SEMINAR

Public Private Partnerships for Cities & Regions

BACKGROUND

In view of the global economic and financial crisis local authorities and municipalities are facing major difficulties on the financial market. At the same time public authorities are put under pressure to deliver better quality services to citizens and industry. The lack of financial resources and the budgetary burdens make the public-private partnerships (PPP) very attractive as mean of delivering public services. PPPs are increasingly important, as they enable local authorities to maintain services while making financial savings.

There is a visible growth of public-private partnerships in almost all Member States of the European Union. Today PPPs are present in almost all sectors of public services like transport, water, waste, health, education, etc. PPPs are not only a solution to financial shortages in the public sector, they also share financial risk between public and private sectors and enable the private sector to apply innovative solutions. Many of the PPPs are very complex contracts of high value and in some cases over a long period of time. They influence the way public services are delivered in the municipality, the city or even an entire region.

SEMINAR CONTENTS

The 2-day seminar focuses on good experiences and best practices relating to PPP transactions. Special focus is given to solutions in the process of financing, planning, procuring and managing PPPs.

YOUR BENEFIT

- You will receive practical advice from experts dealing with PPPs
- You learn how to improve the implementation of your PPP
- You will gain confidence in how to minimise the financial risks
- You will have the opportunity to ask specific questions and get all the answers you require, both in open forum sessions and through personal talks
- You will have the chance to meet colleagues from all across Europe

TEACHING METHODS

- Lectures and case studies
- Discussions and Q & A Sessions
- Best practice reports
- Rich course material and handouts

TARGET GROUP

- Public authorities at the local and regional level
 - Experts in cities, municipalities and regions for:
 - Finance
 - Infrastructure
 - Transport
 - Housing
 - Social affairs
 - Educational infrastructure
 - Economy
 - Business support and regional development agencies
- Private and public companies in the field of
 - Energy and environment
 - Waste
 - Water
 - Transport
 - Health
 - Education
- Companies for construction related services and project management
- Public and private banks
- Consulting companies specialised in Public Affairs and Public Private Partnerships



SPEAKERS

Public Private Partnerships for Cities & Regions

**KEVIN HANLON,
PROJECTS DIRECTOR, 4PS (PUBLIC PRIVATE PARTNERSHIPS PROGRAMME), UK**

Kevin Hanlon currently works for the local government promoting PPP across the UK and has experience in housing, health, transport and education. He has worked for ten years at a senior level in the PPP market, for a number of consultancy firms (Grant Thornton Corporate Finance, PricewaterhouseCoopers) and now the 4ps (part of the UK Local Government Association). He is a graduate, qualified accountant and holder of an MBA.

**ALEXANDER SCHMITT-GEIGER,
PPP AFFAIRS, C.R.E.A.M. EUROPE PPP ALLIANCE**

Alexander M. Schmitt-Geiger directs the Liaison Office of C.R.E.A.M. Europe PPP Alliance in Munich, Germany since 2006. He is advisor to several PPP projects with C.R.E.A.M Europe PPP Alliance. He has also worked as a consultant including for political communication in PPP projects at fischerAppelt communication, at the George C. Marshall European Center for Security Studies and the Munich city drainage. He has a background in law and political science and holds a Master in public relations.

**LAURA MARTINIELLO,
PPP TASK FORCE – CIPE, PRESIDENCY OF THE COUNCIL OF MINISTERS, ITALY**

Laura Martiniello is a member of the Italian PPP Task Force at the Presidency of the Council of Ministers since 2005. Prior to this position she has been a consultant for public administration and private enterprises. Since 2004 she has a teaching contract with LUISS University and had teaching activities for Greenwich University – London, Alma Graduate School – Bologna and Pisa University. She has a degree in Business Administration and a PhD in Project financing.

**MASSIMO RICCHI,
PPP TASK FORCE – CIPE, PRESIDENCY OF THE COUNCIL OF MINISTERS, ITALY**

Massimo Ricchi is a legal component of Italian PPP's Task Force - Presidency of the Council of Ministers since 2000 and is providing advices relating to PPP for central and local authorities in the sectors such as urban redeveloping, roads and rail infrastructures, health, educational, museum, sports, etc. He is a qualified lawyer with specialization in banking and finance, a temporary professor at Rome Architecture University "La Sapienza" in Project Financing Law and a teacher of several Master courses at the main Italian University. He is author of articles and books on PPPs and a frequent speaker on Italian and International conferences on PPP.



PROGRAMME DAY 1

Public Private Partnerships for Cities & Regions

19th October 2009

8.30-9.00

Registration and handout of seminar material

9.00-9.05

Opening remarks from the European Academy for Taxes, Economics & Law

9.05-9.15

Welcome Note by the Chair:

Alexander Schmitt Geiger, PPP Public Affairs,
C.R.E.A.M. Europe PPP Alliance

9.15-10.00

Legal Basis for Public-Private Partnerships (PPP)

- Context
- European legal framework
- National legal frameworks
- Legal and political outlook

Alexander Schmitt Geiger, PPP Affairs,
C.R.E.A.M. Europe PPP Alliance

10.00-10.15

Q&A Session

10.15-10.45

Coffee Break

10.45-11.45

PPP-Models and Contracts Suitable for the Municipal Level

- Definition of PPP
- General characteristics
- Institutional and contractual PPP:
 - a. Mixed Economic Enterprise (cooperative model)
 - b. Operator model
 - c. Concession model
 - d. Operating transfer model
 - e. BOT Model
 - f. What C.R.E.A.M. Europe understands under PPP

Alexander Schmitt Geiger, PPP Affairs,
C.R.E.A.M. Europe PPP Alliance

11.45-12.00

Q&A Session

12.00-13.30

Lunch Break

13.30-14.00

Effective Project Preparation Economic Feasibility Study

- Definition
 - Structure of a feasibility/profitability study
 - Communications
 - Project Comparison
 - Risk Allocation
 - Assessment
 - Project Adaption
 - Score
 - Opportunities and Risks of Economic Feasibility Studies
- Alexander Schmitt Geiger, PPP Affairs,
C.R.E.A.M. Europe PPP Alliance

14.00-14.15

Q&A Session

14.15-14.45

Coffee Break

14.45-15.30

Risk Assessment and Effective Risk Transfer

- What risks to transfer in a PPP
 - Managing risk transfer
 - Pricing risk
 - Effective risk transfer
- Kevin Hanlon, Projects Director, 4ps –
Public Private Partnerships Programme, UK

15.30-15.45

Q&A Session

15.45-16.45

Risk Assessment and Control in Local Administrations

- Risk management in local administrations
 - Ex ante risk assessment: identify and transfer risks
 - How quantify project risks
 - Monitoring value for money: the ex post risk assessment
 - Accounting for PPP according to Eurostat decisions
- Laura Martiniello, PPP Task Force – CIPE,
Presidency of the Council of Ministers, Italy

16.45-17.00

Q&A Session

17.00

End of Day One



PROGRAMME DAY 2

Public Private Partnerships for Cities & Regions

20th October 2009

9.30-10.15

Contracting PPP in Urban Redevelopment

- Organising team for contracting
- Predominant position of local authorities in the market of PPP: demander and regulator
- Gathering different public interests in urban redeveloping
- Choosing the right procedures applying game theory and writing call for bids with right incentives
- Completing Contract PPPs scheme with flexible clauses and fix points

Massimo Ricchi, PPP Task Force – CIPE,
Presidency of the Council of Ministers, Italy

10.15-10.30

Q&A Session

10.30-11.00

Coffee Break

11.00-12.15

Problems and Possible Solutions for Obtaining Finance for PPP Projects

- Different sources to finance a PPP: equity, loans, infrastructural funds
- Economic and financial balance of a project
- Main economic and financial ratios: IRR, NPV, ADSCR, LLCR
- Financial closing: when and how
- The effects of the financial crisis on PPP projects

Laura Martiniello, PPP Task Force – CIPE,
Presidency of the Council of Ministers, Italy

12.15-12.30

Q&A Session

12.30-14.00

Lunch Break

14.00-14.45

PPP Changing Services at the Local Authority Level

- Building up an audit approach
- Using results from system audits

Kevin Hanlon, Projects Director, 4ps –
Public Private Partnerships Programme, UK

14.45-15.00

Q&A Session

15.00-15.30

Coffee Break

15.30-16.15

Case Study: Manchester Waste PFI

- Europe's largest waste recycling PPP
- Managing significant risks (planning/technology)
- Revenue critical PPPs
- Meeting EU recycling targets

Kevin Hanlon, Projects Director, 4ps
(Public Private Partnerships Programme), UK



16.15-17.00

Case Study: PPP in Italian Healthcare Services

- PPP in the Italian Healthcare Services
- Project Characteristics
- Shareholders
- Contract
- Financials
- Risks matrix

Laura Martiniello, PPP Task Force – CIPE,
Presidency of the Council of Ministers, Italy



17.00-17.15

Q&A Session

17.15

End of the seminar and hand-out of the certificates

ORGANISATIONAL MATTERS

Public Private Partnerships for Cities & Regions

DATE OF EVENT

19th – 20th October 2009, Berlin

BOOKING NUMBER

S-168

EVENT LANGUAGE

The event language will be English

EVENT PRICE

Early booking contingent until the 28th of August 2009:

949,- Euro

Normal price from the 29th of August 2009:

989,- Euro

All prices excl. German VAT(19%)

EVENT LOCATION

Mercure Hotel

Berlin an der Charité

Invalidenstrasse 38

10115 Berlin, Germany

Phone: +49 (0)30 308 260

Fax: +49 (0)30 308 26100

E-mail: h5341@accor.com

Internet: www.mercure.com

Please contact the hotel directly and refer to the "European Academy for Taxes, Economics & Law" in order to benefit from a limited room contingent at a special price. Of course you can always look for an alternative hotel accommodation.

BOOKING

Fax: +49 (0)30 802080-250

E-mail: booking@euroacad.eu

Phone: +49 (0)30 802080-230

For online booking please visit
our internet site under:

www.euroacad.eu

YOUR CONTACT PERSON FOR THE PROGRAMME:

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CANCELLATION TERMS

Pre-payment of the fee is a condition for participation. The time of booking does not affect the cancellation regulations. Cancellations shall be in writing. For cancellations received four weeks prior to the event or earlier: a € 80,00 (excl. German VAT) administrative fee will be charged. The event fee will be reimbursed in full. For cancellations two to four weeks prior to the event the fee will be reimbursed at 50%, up to two weeks prior to the event or no-show: event fee will not be reimbursed. We reserve the right to change or cancel the event. In the event that the European Academy for Taxes, Economics & Law has to cancel or postpone an event, payments received will be reimbursed in full. We herewith inform you that we exclude the liability for any damages in connection with the event. Personal data provided by attendees (name, company/organisation) will be used during the organisation of the event and distributed to other attendees. With your signature, you agree that we can contact you by fax, email or telephone and that we can use and distribute the provided data in professional terms. If you do not agree, please delete the respective part(s) of the sentence(s) or contact us. You can withdraw your agreement at any point in time. This agreement shall be governed by German law, the courts of Berlin shall have exclusive jurisdiction.

NOTE

Please note, you can register as many delegates as you wish (except, the practical seminar is fully booked). You only need to copy this formular for as many persons you wish.



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BOOKING

BOOKING NUMBER: S-168 (DMW)

DATE: 19TH AND 20TH OCTOBER 2009

Herewith we register the following persons for the Practical Seminar: „Public Private Partnerships for Cities & Regions“:

Delegate 1
 Mr. Ms.

First name _____ Last name _____ Phone _____
 Department _____ Fax _____
 Job position _____ E-mail _____
 Your organisation _____
 Street _____
 Postcode / City _____
 Country _____

Delegate 2
 Mr. Ms.

First name _____ Last name _____ Phone _____
 Department _____ Fax _____
 Job position _____ E-mail _____
 Your organisation _____
 Street _____
 Postcode / City _____
 Country _____

Delegate 3
 Mr. Ms.

First name _____ Last name _____ Phone _____
 Department _____ Fax _____
 Job position _____ E-mail _____
 Your organisation _____
 Street _____
 Postcode / City _____
 Country _____

Invoice organisation

To the attention of _____ Internal Number _____
 Street _____ Phone _____
 Postcode / City _____ Fax _____
 Country _____ E-mail _____

In case of registration of more than one delegate - do you prefer: single invoice? collective invoice?

Place, Date

Authorised Signature / Stamp

Pre-payment of the fee is a condition for participation. The time of booking does not affect the cancellation regulations. Cancellations shall be in writing. For cancellations received four weeks prior to the event or earlier: a € 80,00 (excl. German VAT) administrative fee will be charged. The event fee will be reimbursed in full. For cancellations two to four weeks prior to the event the fee will be reimbursed at 50%, up to two weeks prior to the event or no-show: event fee will not be reimbursed. We reserve the right to change or cancel the event. In the event that the European Academy for Taxes, Economics & Law has to cancel or postpone an event, payments received will be reimbursed in full. We herewith inform you that we exclude the liability for any damages in connection with the event. Personal data provided by attendees (name, company/organisation) will be used during the organisation of the event and distributed to other attendees. With your signature, you agree that we can contact you by fax, email or telephone and that we can use and distribute the provided data in professional terms. If you do not agree, please delete the respective part(s) of the sentence(s) or contact us. You can withdraw your agreement at any point in time. This agreement shall be governed by German law, the courts of Berlin shall have exclusive jurisdiction.