

BASS RIVER ADVISORS

2016 Tennessee Government Finance Officers
Association Spring Conference

March 18, 2016



Public-Private Partnerships



Definition

Public-Private Partnerships are arrangements in which the government and a private sector entity endeavor to deliver a public asset--normally infrastructure or a public facility.

“...underinvestment in vital infrastructure is severely threatening... the safety, livability, and economic competitiveness of communities across the country. ...Public-Private Partnerships (P3s) offer an important but as of yet underutilized tool to encourage investment in our nation’s critical infrastructure. However, more expertise is required.”

- *Governing Magazine*, February 2016

Guest Speakers and Panelists



Marcus Ward
Brittenum & Ward



John Cameron
Design Consultant



James E. Stokes
Bass River Advisors, LLC

Objectives



- Economic benefits

- Public-sector expertise

- Best-fitting projects

Framework for Economic Benefits

LEGEND

A	Property Taxes
B	Sales, Liquor, Beer Taxes
C	Quality of Life
D	Hotel/Motel
E	Tourism

Property	Asset	Benefits
Chisca	Blight	A, B, E
Bass Pro	Attraction	A, B, D, E
Old Dominick Distillery	Blight	A, B, E
Tennessee Brewery	Blight	A, C
AutoZone Park	Attraction	A, B, C, E
Beale St. Landing	Attraction	B, C, E
Art Space	Blight	A, C
Urban Park	Blight	B, C, E
Railroad Underpass Art	Blight	C, E
Overton Sq. Parking	Infrastructure	C, E
Main St. Pedestrian Mall	Infrastructure	C, E
Harrahan Bridge	Infrastructure	B, C, E



Chisca

Blight: Tourism



Bass Pro
Attraction: Tourism

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Old Dominick Distillery

Blight: Tourism



Tennessee Brewery

Blight: Quality of Life

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AutoZone Park

Attraction: Tourism, Quality of Life

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Beale St. Landing

Attraction: Tourism, Quality of Life



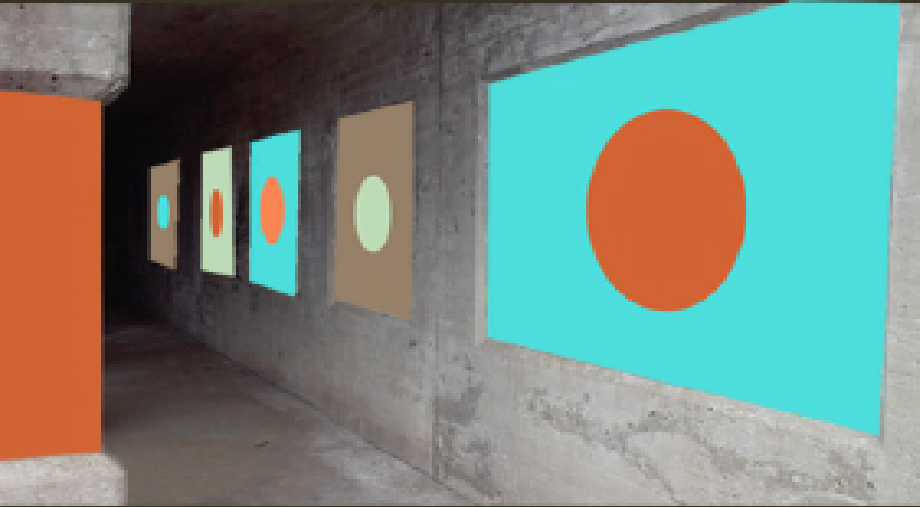
Art Space

Blight: Quality of Life



Urban Park

Blight: Quality of Life



Railroad Underpass Art

Blight: Quality of Life



Overton Sq. Parking

Infrastructure: Tourism

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Main St. Pedestrian Mall

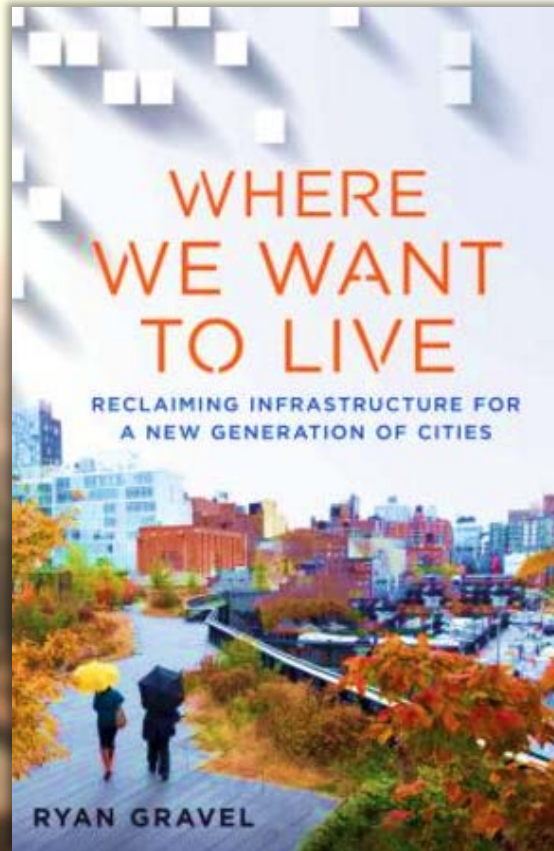
Infrastructure: Tourism



Harrahan Bridge

Attractions: Tourism

Ryan Gravel



Available at
RyanGravel.com

beginning
March 15, 2016

Founder, Sixpitch

Urban Designer, Atlanta Beltline

Author, Green Infrastructure, Adaptive Re-use of
Blighted, Abandoned Infrastructure

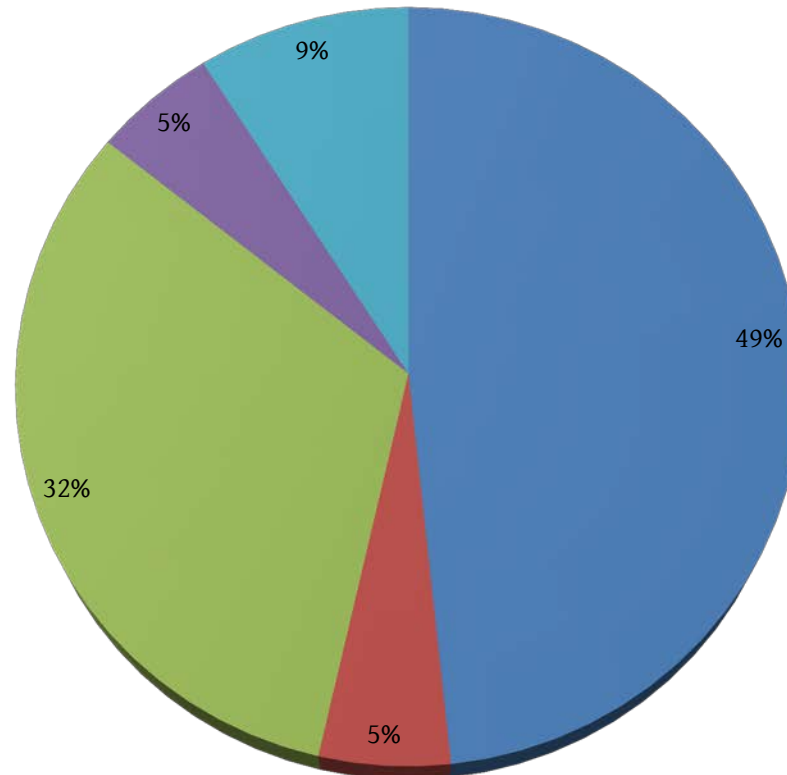


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Funding

Funding by Source

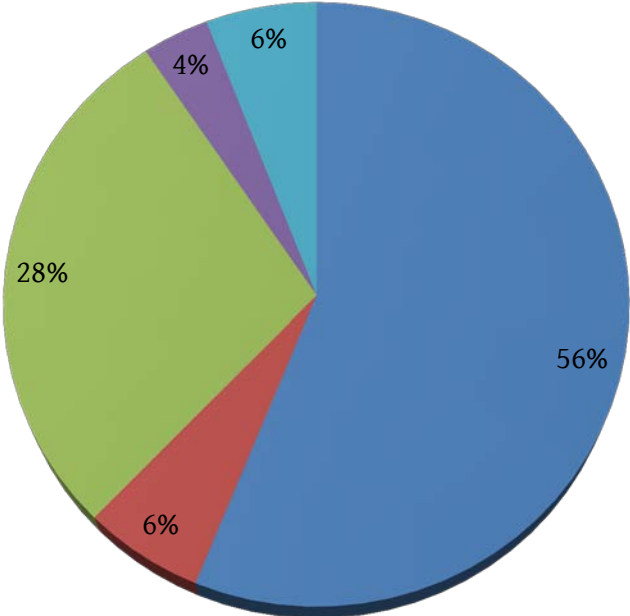
■ Federal Government ■ State Government ■ Local Government ■ Quasi-Government ■ Private



Funding by Use and Source

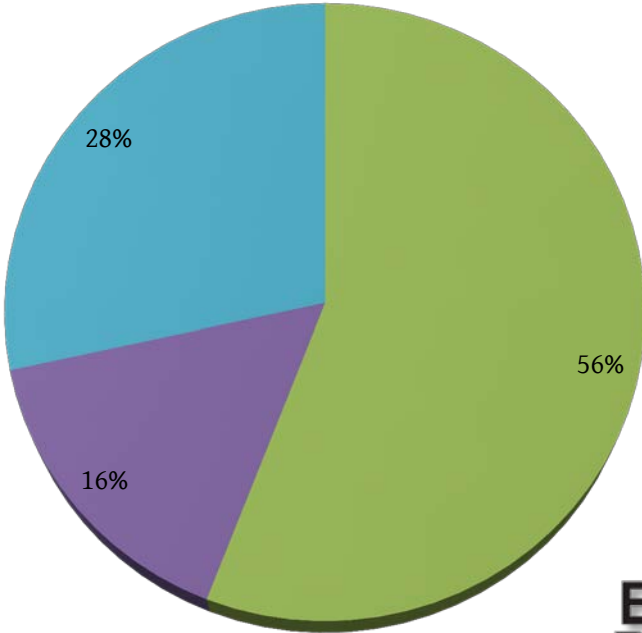
Construction

- Federal Government
- State Government
- Local Government
- Quasi-Government
- Private



Architecture and Engineering

- Local
- Quasi
- Private



Design



Complex

- Five (5) Segments
- Two (2) States
- Active Railroads

Design



Diverse

- Roads
- Off-Roads
- Bridges
- Sidewalks
- Landscaping

Construct



Difficult

- Trails
- Bridges
- Drainage

Construct



Coordinate

- Commercial Development
- Other Public Projects

Manage



Evolving Roles

- Engineering
- Purchasing
- Budget

Manage



Emerging Roles

- Project Direction
- Technical Direction

Operate



Evolving Responsibilities

- Budget Development

Operate



Emerging Responsibilities

- Life Cycle Analysis
- Benchmarking Costs
- Maintenance & Upkeep Defined

Operate



Sustainable

- Shared Funding
- Shared Fundraising

What Have We Learned?



- Budget Control
- Contingencies
- Change Orders
- Cash Flow
- Reporting

Thank You



James E. Stokes is the principal consultant for Bass River Advisors, LLC. As a Certified Municipal Finance Officer and a trained Certified Public Accountant, James performs at high levels and standards in private, public and government finance. Armed with local, regional and global perspectives, James currently advises and engages stakeholders and organizations on strategy, operations, business development, financial planning and public-private partnerships. James is currently completing three certifications through the Nashville-based Center for Nonprofit Management after having completed the Center's Nonprofit Leadership and Program Management Certificate Programs in 2015.

Leveraging Infrastructure Investments



John Cameron holds a BS in Civil Engineering from Louisiana State University, Baton Rouge and a MS in Industrial Engineering (Engineering Management) from the University of Tennessee, Knoxville. He previously worked for the private engineering consulting firms of Modjeski and Masters, and the Parsons Corporation. He joined the City of Memphis, Engineering Division staff in 1997. He was named City Engineer in late 2010. Formerly the City Engineer for the City of Memphis, his responsibilities included maintaining all street signage, markings and traffic signals. He assisted the Mayor in developing the City's annual Capital Budget and managed many of the major capital projects from design through construction. He is currently a consultant facilitating project design and implementation.

Getting to the Right Terms and Conditions



Marcus Ward served as Assistant City Attorney for the City of Memphis from 2000-2007, and Senior Assistant City Attorney from 2007-2015. Marcus served as primary legal counsel on several economic development projects including, but not limited to, the Bass Pro / Pyramid Redevelopment Project, The Great American Steamboat/American Queen relocation project, the AutoZone Park project, the Crosstown Concourse Redevelopment project, and all of the HOPE VI Revitalization. Since retiring from the City, Marcus has established the law practice of Brittenum Ward, Lawyers which provides legal services in various economic development initiatives throughout Memphis.

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Thank You!

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