



PORT OF HOOD RIVER COMMISSION
WORK SESSION
Agenda
January 18, 2018
Marina Center Boardroom
1000 E. Port Marina Drive, Hood River, OR 97031

1:30 P.M.

**Hood River/White Salmon Interstate Bridge Replacement
Procurement Alternatives**

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| 1. Welcome/Introductions/Purpose | (5 min.) | <i>Hoby Streich, Port President</i> |
| 2. Bridge Replacement Project Status | (10 min.) | <i>Michael McElwee, Ex. Dir.</i> |
| 3. Introduction of Panel | (15 min.) | <i>Panelists</i> |
| a. Lowell Clary – <i>President, Clary Consulting Company, Tallahassee, Fla.</i>
(former senior public official delivering traditional and P3 projects) | | |
| b. Phillippe Rapin – <i>V.P. Infrastructure, Mott MacDonald, San Francisco, Cal.</i>
(international experience on P3 projects) | | |
| c. David Klinges – <i>Managing Director, Piper Jaffray, Philadelphia, Penn.</i>
(finance expert on traditional and P3 project financing) | | |
| 4. Procurement Options Overview | (10 min.) | <i>Lowell Clary</i> |
| 5. Panel Questions & Discussion* | (90 min.) | <i>McElwee, Moderator</i> |
| 6. Public Questions | (15 min.) | <i>Streich, Moderator</i> |
| 7. Summary Recommendations | (10 min.) | <i>Panel</i> |
| 8. Adjourn | | |

** Questions and comments from elected officials in attendance will be invited at intervals during this section.*

If you have a disability that requires any special materials, services, or assistance, please contact us at 541-386-1645 so we may arrange for appropriate accommodations.

*The chair reserves the opportunity to change the order of the items if unforeseen circumstances arise. The Commission welcomes public comment on issues not on the agenda during the public comment period. With the exception of factual questions, the Commission does not immediately discuss issues raised during public comment. The Commission will either refer concerns raised during public comment to the Executive Director for a response or will request that the issue be placed on a future meeting agenda. People distributing copies of materials as part of their testimony should bring **10 copies**. Written comment on issues of concern may be submitted to the Port Office at any time.*

Panel Questions

General

1. What are the key factors for a public owner to consider making a decision about the best procurement approach?
(Lowell – Lead)
2. What steps are typically completed before moving to the procurement stage?
(Phillipe – Lead)
3. What is necessary for the environmental clearance from the Federal Highway Administration? How long can this process take?
(Lowell - Lead)
4. What would you recommend as key next steps for the Port of Hood River to consider on order to advance the replacement of the bridge in the most timely manner?
(all panelists)

Project Financing

5. What are the advantages of using tax-exempt bonds such as Private Activity Bonds and federal loans such as TIFIA in financing a project that relies on future toll revenue?
(David – Lead – with slides 6 minutes)
6. What sources of grant funding may be available for a bridge replacement project such as this? What steps are required to be “federal eligible?”
(Lowell – Lead)
7. What is required to ensure Private Activity Bonds and Federal loans such as TIFIA are available for use on the project?
(David – Lead)
8. What are key factors associated with making a toll revenue backed project acceptable to the financial markets to secure financing for the project?
(David – Lead)
9. What are key differences related to financing a toll revenue backed project under a traditional delivery approach compared to a P3 delivery approach?
(David – Lead)

Public/Private Partnerships (P3)

10. What are most important factors for a successful P3 project?
(all three panelists)

- a. Describe one or two P3 project examples that were considered a success and why.
 - b. Describe one or two P3 project examples that were considered challenging or a failure and why.

11. What are the general approaches that should be considered by the Port to solicit a P3 partner?
(all panelists)

12. What is a general schedule and what are the typical milestones to implement a P3 project? Why are these important?
(Phillipe – Lead)

13. What can happen if one or more of the major elements of the procurement items just outlined is not available or included as part of the procurement process?
(all panelists)

14. How might toll rates be managed under a P3 approach? What are the key considerations?
(Lowell – lead)

15. What options exist to determine industry interest in pursuing a P3 project to replace the Hood River Bridge and how quickly could this be done?
(Phillipe – Lead)

16. How are unsolicited proposals from private firms usually handled by public agencies?
(Lowell – Lead)

17. How can the Port ensure the citizens and toll customers are receiving the best value for the final negotiated amount with the developer?
(all three panelist)

18. What is a qualifications-based procurement approach for P3 projects? Can this approach a complete a project in a more timely manner and provide the best value to the public.? Is this approach commonly used? or is a procurement approach that combines qualifications and price more commonly used to procure P3 projects?
(Phillipe – Lead)

19. Are there options that exist that might speed up the process so that the FEIS and the procurement occur concurrently? What is necessary to allow this to occur?
(Lowell – Lead)