

Tonkin's

# Building a Stronger America: Infrastructure Finance Summit

BOOK  
EARLY  
FOR BEST RATES

October 1<sup>st</sup> – 3<sup>rd</sup> 2008 ♦ Royal Sonesta Hotel New Orleans

## 12 LEARNING OBJECTIVES

- EXAMINE** the upcoming challenges in U.S. infrastructure financing
- ADDRESS** the resistance to Public Private Partnerships
- EXPLORE** the current infrastructure trends with a look at Greenfield Projects
- MAXIMIZE** investment opportunities with an in-depth look at future demands
- LEARN** innovative financing techniques
- IDENTIFY** how to get your PPP off the ground with an intense half day workshop
- PROFIT** from hearing about current case studies including the Pennsylvania Turnpike
- CAPITALIZE** on our expert speakers' vast experience in the infrastructure financing industry
- ANALYZE** how you can finance your infrastructures after a natural disaster with a workshop on Hurricane Katrina and New Orleans
- REVIEW** the National Surface Transportation Policy and Revenue Study Commission's annual report findings
- UNDERSTAND** how you can get past the red tape when working with government agencies to fund projects
- DISCOVER** how municipalities and the federal government can work together to secure needed capital

## Gain industry insight from our expert panel of speakers:

- Christophe Petit**, Director, Infrastructure and Asset Finance, Société Générale
- Robert L. Flanagan**, Senior VP, First Southwest Company
- Sotiris Pagdadis**, Managing Director, McKenna Long & Aldridge LLP
- Nikolaus H. Grieshaber**, Director of Treasury Management, Pennsylvania Turnpike Commission
- Mark Sullivan**, Director, TIFIA Credit Program (HCFT-1), Department of Transportation
- Frank M. Rapoport**, Senior Partner, McKenna Long & Aldridge LLP
- Thomas G. DeFranco**, Director of Infrastructure Investments, Courtland Partners, Ltd.
- Stefan Parche**, PPP Asset Management, Babcock & Brown Ltd.
- John H. Kinney**, Senior Policy Analyst, Baker, Donelson, Bearman, Caldwell & Berkowitz PC
- Joris M. Hogan**, Partner, Torys LLP
- Philip D.A. Symmonds**, Partner, Torys LLP
- Tom R. Skancke**, Founder, President, CEO, The Skancke Company
- Walter Kemmsies, PhD.**, Chief Economist, Moffatt & Nichol
- Douglas Rubin**, Sr. Economist, Surface Transportation, Moffatt & Nichol
- Jane Cahill Wolfgram**, Public Affairs Practice Group, Foley & Lardner LLP
- Aleksandra A. Miziolek**, Co-leader of Infrastructure and Project Finance Industry Team, Dykema
- Jeffrey M. Dalebroux**, Co-Leader of Infrastructure and Project Finance Industry Team, Dykema
- Joel H. Moser**, Senior Partner and Co-Chair of Global Infrastructure, Fulbright & Jaworski
- Shelley S. Midura**, City Councilmember, District A, City of New Orleans, State of Louisiana
- Eugene Green**, Chief of Staff, Office of Congressman William J. Jefferson
- Austin Badon**, State Representative – District 100, State of Louisiana
- Senator Ann Duplessis**, State Senator, Louisiana State Senate

## PLUS: Do not miss these essential interactive workshops:

**Workshop A**  
Financing after devastation with an intensive look at New Orleans after Hurricane Katrina and how other cities can prepare for a natural disaster

**Workshop B**  
Getting your Public Private Partnerships off the ground

Researched by:



# Tonkin's Building a Stronger America: In

## DAY ONE

October 1, 2008

### 8:30 Registration

### 9:00 Opening remarks from the Chair

### 9:05 Examining the challenges of infrastructure financing in America with an in-depth look at the stressors

- Accessing opportunities in the sector with an examination of what the future might have in store
- Circumventing the risks involved in financing a project by examining the problems that may arise
- Creating the finances for projects with a detailed look at how to successfully fund them
- Reaching your highest potential by hearing about proven practices from successful processes
- How the credit crunch crisis is affecting infrastructure financing

**Christophe Petit**, *Director, Infrastructure and Asset Finance, Société Générale*

### 9:55 Addressing resistance to Public Private Partnerships by giving birth to a new way of thinking

- Detailing the history of 3Ps in the United States by understanding the need for governors and other CEOs to back them up
- Learning the ensuing legislative battles and public reactions with a review of cases and examples
- Analyzing congressional reaction by questioning if they are interfering or providing constructive interchange
- Illustrating the upcoming battle over federal reauthorization by a comprehensive review of how that might affect the future of 3Ps

**Robert L. Flanagan**, *Senior VP, First Southwest Company*

### 10:40 Morning Coffee Break

### 11:00 Reviewing the National Surface Transportation Policy and Revenue Study Commission's objectives with an extensive review of the annual report findings

- Describing why the commission was created and delineating the goals of the organization
- Highlighting the findings of the organization with a review of the final report
- What are the commission's recommendations with a look at how we can improve surface transportation
- Looking to the future of America's transportation infrastructures by understanding what we need to do to implement the commission's suggestions

**Tom R. Skancke**, *Founder, President, CEO, The Skancke Company*

### 11:45 Learning about the relationship between the Transportation Infrastructure Finance and Innovation Act (TIFIA) program and Public-Private Partnerships

- Working within State P3 procurements with a look at how to make TIFIA available to all concessionaires
- Reviewing TIFIA credit policy by regarding differing project risks: traffic performance vs. availability payments.
- Detailing specific case studies by analyzing recent P3 transactions
- How recent transactions in Virginia, Texas and Florida demonstrate the TIFIA's Credit Program's role in working with State partners and private equity to deliver significant transportation investments.

**Mark Sullivan**, *Director, TIFIA Credit Program (HCFT-1), Department of Transportation*

### 12:30 Lunch

### 1:50 Joint Presentation: Following Infrastructure in North America with a session on lessons learned on both sides of the border

- Analyzing infrastructure investment in the U.S. and Canada with an outlook for the next five years
- Why Canada and the U.S. increasingly are viewed in the same way – as less risky than foreign markets
- Identifying recent trends that have emerged by high-profile Canadian and U.S. infrastructure transactions
- Detailing the impact on infrastructure investments in the U.S. and Canada by reviewing legal considerations

**Joris M. Hogan**, *Partner, Torys LLP*  
**Philip D.A. Symmonds**, *Partner, Torys LLP*

### 3:20 Afternoon Coffee Break

### 3:40 Understanding energy financing by reviewing the sources and key issues

- Detailing traditional and innovative financing by evaluating the sources and structures seen in recent cases
- What are the major influences and challenges on project financing in this sector
- Discussing unique resources through a dialogue on alternative energy and power sources
- Sizing up what the future might hold by examining recent trends

**Jeffrey M. Dalebroux**, *Co-Leader of Dykema's Infrastructure and Project Finance Industry Team, Dykema*

### 4:25 Evaluating the procedures used to finance the Pennsylvania Turnpike through a case study on the project

- Creating a successful financial plan for the turnpike by learning how this project got off the ground and developed

- Detailing the history and recent developments through a comprehensive overview of the successes and set backs
- Defining the financial backbone of the project by a discussion on the public funding sources including Act 44
- Discovering the profitable outlook of the Pennsylvania Turnpike with an overview of what the future holds

**Nikolaus H. Grieshaber**, *Director of Treasury Management, Pennsylvania Turnpike Commission*

### 5:10 Closing remarks from the Chair

### 5:15 Close of day one

## DAY TWO

October 2, 2008

### 9:00 Opening remarks from the Chair

### 9:05 Discovering the major financing issues in the transportation industry by debating the upsides and downsides

- Reviewing the merits and challenges of alternative financing schemes with a presentation of the ins and outs
- How tax exempt financing compares to private investment financing
- Assessing the state of the economy through a discussion on its impact on project finance
- Listening to an assessment and presentation by financial experts in airport, seaport, surface transportation and rail sectors

**Sotiris Pagdadis**, *Managing Director, McKenna Long & Aldridge LLP*

### 10:40 Morning Coffee Break

### 11:00 How to get past the red tape by learning the best practices to use when working with state and government agencies to fund projects

- Getting the state and federal government on your side by understanding their concerns with 3Ps
- How to generate the most support from government groups
- Presenting the deal to all constituents with an explanation of the importance and successful practices to implement
- Reviewing specific case studies by analyzing how projects were successfully completed with the help of state and or federal involvement

**Joel H. Moser**, *Senior Partner and Co-Chair of Global Infrastructure, Fulbright & Jaworski L.L.P.*

### 11:45 Understanding the nuisances of congressional policies with a look at policy trends, international finance and federal circles or alternative financing of public infrastructure -federal policy perspectives

- Evaluating long-term trends in federal financing from direct appropriations to cost-sharing to private partnerships
- Assessing current policy considerations during an era of energy scarcity by discussing globalization and climate change
- The emerging political consensus: why alternative financing is here to stay and the role of private markets in public infrastructure
- Examining legislative outlook by an in-depth review of surface transportation reauthorization, FAA reauthorization, water infrastructure financing and post-Katrina Gulf Coast redevelopment

**John H. Kinney, Senior Policy Analyst, Baker, Donelson, Bearman, Caldwell & Berkowitz PC**

## 12:30 Lunch

### 1:50 How the federal government and municipalities can work together to secure the needed capital for infrastructure improvements

- How U.S. Governors pursue Public-Private Partnerships and federal funding for infrastructure
- Implementing P3s in the U.S. through

a discussion on the best strategies for passing public scrutiny

- Learning from P3 success stories in the U.S. and more to come in 2009
- Discovering how the American Elections in November will have an affect on P3s in the state and national levels
- Profiling future prospects post election for infrastructure bank legislation and what can be expected

**Frank M. Rapoport, Senior Partner, McKenna Long & Aldridge LLP**

## 3:20 Afternoon Coffee Break

### 3:40 Grasping the current infrastructure trends through an interactive discussion about Greenfield Projects

- Comparing the differences in scope of Brownfield Projects and Greenfield Projects by delineating the variables
- Assessing the risk profiles of Greenfield Projects by outlining the problem areas to avoid
- Understanding transfer of toll revenue risk by learning about the impact it may have on financial structure
- Reviewing political aspects of Greenfield Projects through a discussion

**Stefan Parche, PPP Asset Management, Babcock & Brown Ltd.**

## 4:25 Maximizing investment opportunities for infrastructure projects through an in-depth look at future demands

- Reviewing infrastructure asset class with a detailed outline of the ins and outs
- Discovering the most current investment opportunities with a look at Public-Private Partnerships and Private Financing Initiatives throughout the United States
- How to create portfolio strategies for pension funds that incorporate future demands
- Accessing the benefits and risks for an asset class with an in-depth look at the pros and cons
- Addressing due diligence issues with a concentrated look at managers and fund selections

**Thomas G. DeFranco, Consultant and Director of Infrastructure Investments, Courtland Partners, Ltd.**

## 5:10 Closing remarks from the Chair

## 5:15 Close of day two

## DAY THREE: WORKSHOPS

October 3, 2008

### WORKSHOP A

#### Financing after devastation with an intensive look at New Orleans after Hurricane Katrina and how other cities can prepare for a natural disaster

##### Benefit in Attending This Workshop

In this intensive workshop you will walk away with an understanding of how Hurricane Katrina affected New Orleans' infrastructures and the funding sources that are being implemented as well as the best preventative measures to use to prepare your city for a potential natural disaster.

##### Workshop Agenda

### 8:30 Registration

#### 9:00 Picking up after Hurricane Katrina with a discussion on how the state and federal government is working to fund infrastructure projects in New Orleans

- Prioritizing the projects that need to be fixed by procuring an action plan
- Constructing innovative financial assistance with a look at the funds allocated
- Protecting New Orleans from potential subsequent natural disasters by discussing the future plans to protect the city's infrastructures
- Investigating the positive aspects Hurricane Katrina brought to New Orleans with a discussion on the improvements made

**Austin Badon, State Representative – District 100, State of Louisiana**

#### 9:45 Outlining federal programs available to cities affected by a natural disaster by learning what programs New Orleans was able to implement

- Discussing the federal programs specifically created to help areas affected by natural disasters with an in-depth description of the programs
- Evaluating the availability of SBA financing by learning the best procedures to use when attempting to access these funds
- Describing the program details of the Community Development Block Grant with an interactive discussion about the importance of this fund to New Orleans
- How to make federal programs available by avoiding potential pitfalls

**Eugene Green, Chief of Staff, Office of Congressman William J. Jefferson**

### 10:30 Coffee Break

#### 11:00 Preventative measures to take to safeguard your city from natural disasters

- Defining the importance of properly building and financing by understanding how your city's infrastructures could potentially suffer in an emergency situation
- What specific infrastructure areas you should be aware of when safe proofing your city
- Identifying the infrastructures in New Orleans that were affected through a conversation on how they could have been better prepared
- Looking towards the future and what the City of New Orleans can take from Hurricane Katrina

**Shelley S. Midura, City Councilmember, District A, City of New Orleans, State of Louisiana**

#### 11:45 Discovering the vast investment opportunities available in New Orleans

- Describing successful investment projects with an overview of specific examples in New Orleans
- What are the major areas of infrastructure in New Orleans that need financial backing
- Listing the pros to investing in infrastructure projects by highlighting the best opportunities in New Orleans now
- Understanding the best ways to start investing now with a look at resources to use

**Senator Ann Duplessis, State Senator, Louisiana State Senate**

### 12:30 End of Workshop

**Lunch is provided to those delegates registered for both Workshop A and Workshop B**

### WORKSHOP B

#### How to get a Public Private Partnership off the ground

##### Benefit in Attending This Workshop

In this intensive workshop you will walk away with an understanding of how to get your PPP off the ground including learning from best practices around the world, asset due diligence, political and public approval and an overview of successful cases.

##### Workshop Agenda

### 1:30 Registration

#### 2:00 Creating a well thought out plan by utilizing best practices from around the world

- Understanding the objectives of the term of the deal
- Presenting the deal to all constituents with an explanation of the importance and successful practices

- How to formulate the correct value proposition
- Creating a win-win solution with regard to the private and public sectors
- Mitigating risk for all parties concerned by reviewing pitfalls to avoid

**Sotiris Pagdadis, Managing Director, McKenna Long & Aldridge LLP**

#### 2:35 Assessing asset due diligence in the Privatization process

- Analyzing the role of commercial due diligence by evaluating its dependence on other diligence items such as technical due diligence
- Focusing on the unique issues required for transportation infrastructure due diligence
- How to integrate the various due diligence efforts to achieve the best possible outcome

**Walter Kemmsies, PhD., Chief Economist, Moffatt & Nichol**

**Douglas Rubin, Sr. Economist, Surface Transportation, Moffatt & Nichol**

### 3:30 Afternoon Refreshment Break

#### 3:50 Looking at the importance of getting approval from political and public involvement and top methods used

- Why it is important to have approval from the political and private citizens affected by a possible P3 project
- Understanding the political and public's point of view by examining their fears and motivations
- Detailing the need for P3s in the United States by outlining the poor state of the country's infrastructures
- Outlining the pros to developing a P3 by delineating innovative financial projects in the United States

**Jane Cahill Wolfgang, Public Affairs Practice Group, Foley & Lardner LLP**

#### 4:35 Session on successful P3 projects with an outline of relevant case studies and examples

- Analyzing recent success stories by taking the positive factors of the projects and implementing them in your own P3s
- What are the key ingredients to successful P3s
- Discovering how current legislative trends impact P3 projects by an extensive overview of the ins and outs
- Learning from the negative aspects of P3 projects by discovering how to avoid these pitfalls

**Aleksandra A. Miziolek, Co-leader of Dykema's Infrastructure and Project Finance Industry Team, Dykema**

### 5:20 End of Workshop

# REGISTRATION FORM – BUILDING A STRONGER AMERICA: INFRASTRUCTURE FINANCE SUMMIT

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**DATE & VENUE**

**October 1<sup>st</sup>-3<sup>rd</sup> 2008**  
Royal Sonesta Hotel New Orleans  
300 Bourbon Street  
New Orleans, LA 70130  
Tel: 504.586.0300

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