



Public - Private Partnerships

A presentation by:
Lucien Bradet, Director General
Service Industries Branch
Industry Canada
May 28, 2001



- To examine how the Infrastructure Canada Program can support P3 projects
- To inform you of the tools Industry Canada has developed to assist public servants to evaluate & initiate P3 projects
- To receive feedback on the new activities that Industry Canada is planning under its Public-Private Partnership Initiative



Infrastructure Canada Program

Industry Canada's PPP Initiative

Consultations

Business Guide

Training Curricula

Website

Studies

Planned Activities



Strong Support for P3 projects

“It is very clear why governments around the world are increasingly turning to public-private partnership as a means of cost cutting and alternative service delivery.”

“Public-private partnerships offer tremendous public benefits. We want Infrastructure Canada to be a place to showcase the best of these benefits. This program can be an important catalyst to “jump start” public-private partnership development in Canada.”

Minister Robillard Feb 23, 2001



- **Investments under the Infrastructure Canada Program will total \$5.83 billion**
- **The Municipal third of a project's cost can be financed by the private sector**
- **P3 project proposals will receive higher ranking points**

Infrastructure Canada Investment Targets

Jurisdiction	Total Funding (\$ M)	Rural %	Green %
Newfoundland	153.7	56	60
PEI	38.4	46	60
Nova Scotia	195.8	39	60
New Brunswick	163.3	40	70
Quebec	1546.5	20	40
Ontario	2042.2	15	40
Manitoba	182.8	33	20
Saskatchewan	170.1	50	50
Alberta	513.1	26	40
British Columbia	805.6	16	75
Yukon	7.5	29	60
Nunavut	6.4	55	90
First Nations			
Canada	5825.5	22	47

Ranking criteria for Alberta & Saskatchewan typical of how P3s supported under the program.

- (a) Enhancement of the quality of the environment
- (b) Support of long-term economic growth
- (c) Improvement of community infrastructure
- (d) Building 21st century infrastructure through encouraging best technologies, new approaches and best practices by:
 - encouraging innovation
 - encouraging the use of new approaches and best practices
 - encouraging more efficient use of existing infrastructure
 - increasing partnerships

- ❖ Public-Private Partnership Consultations
- ❖ Public-Private Partnerships: A Canadian Guide
- ❖ Public-Private Partnership Curricula
- ❖ The Public-Private Partnership Office Website
- ❖ P3 Studies
- ❖ Planned Activities

Consultations

- National conference on Public-Private Partnerships, 1998
- Private sector Ad Hoc Steering Committee formed (Dec 98) for P3 policy guidance
- International experts brought in from the UK and Australia for P3 seminars (May 2000)
- Focus group meeting at the Canadian Council for Public-Private Partnerships conference (Nov. 2000)
- Consultations in 2001 with stakeholders in BC, Alberta, Saskatchewan, Manitoba and Ontario.
- Ongoing consultation with all stakeholders



Public-Private Partnerships: A Canadian Guide

- Consists of a compilation of material from various P3 sources including other published guides from B.C., N.S., N.B., Ontario, the U.K. and Australia
- An overview of key elements to consider for P3s
- Copies of guide available

**Public Private Partnerships:
A Canadian Guide
Table of Contents:**

1. INTRODUCTION
2. DEVELOPING A PPP PROJECT TEAM and PPP POLICY
3. CHOOSING THE BEST P3 MODEL
4. DEVELOPING THE IMPLEMENTATION PLAN
5. SELECTING A PREFERRED PARTNER
6. NEGOTIATION AND LEGAL ISSUES
7. CONCLUSIONS

P3 Curricula

- Consultations have revealed a need to train public servants on the P3 process
- 2 curriculum packages have been developed by PricewaterhouseCoopers
 - 1 day training program
 - 2 day training program
- Canadianize material previously developed for the UK (3000 trained in UK, Greece and Portugal)
- Partnerships to deliver courses are being developed with provinces
- First courses in Fall 2001



P3 Curricula

PPPs - An Approach to Public-Private Partnerships in Canada (2-day program)

Participants will learn:

- To identify **P3 opportunities**;
- To **understand** the factors that can influence the outcome of a P3
- To identify and measure risk, affordability, **value for money**, and the tools that are used in practice to do this;
- The **procurement principles** and practices with P3s;
- Project management and **implementation** as they pertain to P3s;
- Consortia and **financing** structures for P3s;
- How labour issues and **communications** can impact a P3 transaction; and
- The process of on-going measurement, **evaluation** and reporting of a P3 transaction.

Is PPP the Right Route? An Introduction to Public-Private Partnerships in Canada (1 day program)

Participants will learn:

- To identify **P3 opportunities**;
- To **evaluate** the numerous variables and considerations (both quantitative and qualitative) of these opportunities;
- To identify and measure risk, affordability, **value for money**, and the tools that are used in practice to do this;
- Project management and **implementation** as they pertain to P3s;
- How labour issues and **communications** can impact a P3 transaction; and
- The process of on-going measurement, **evaluation** and reporting of a P3 transaction.

“The Public Private Partnership Office Website”

- Provides quick and easy access under one roof, to the mass of P3 information available on the Web
- Information and services can be accessed in a format that reflects the key organizational divisions required for an effective P3, or by subject:

P3 Business guides

P3 Training

P3 Contacts

Case Studies

Research and Helpful links

<http://strategis.gc.ca/ppp>



P3 Studies

- Co-funding of three P3 studies with Canadian Council for Public-Private Partnerships and other stakeholders:

- ① *100 Projects: Selected PPP cases from across Canada*
- ① *Transitioning staff from public to private organizations in P3s: A guide to the successful handling of collective bargaining issues*
- ① *Case Studies of Award Winning Projects of the Canadian Council for Public-Private Partnerships*



- **Business Guide** - distribute widely to interested stakeholders
- **P3 Curriculum** - work with provinces and other stakeholders groups to promote the takeup of P3 training courses
- **P3 Website** – continually evergreen with up-to-date information
- **Model Contract** - form a broadly based stakeholder group to develop a P3 model contract
- **Public Sector Comparator** - work with stakeholders to develop a guide outlining the key steps involved in developing a Public Sector Comparator
- **Barriers to P3 Investment** - partner with provinces to undertake an analysis of the legislation, rules and regulations that affect the ability of government to enter into PPP arrangements

- ⇒ Your thoughts on our current and planned initiatives
- ⇒ Are there any other activities we should be undertaking?
- ⇒ Our success is dependant on broad stakeholder involvement