Screening for Success: The City and County of Denver’s P3 Program

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Overview

Denver, Colorado, and P3s
What’s Happening in Denver Now?

• Practice makes perfect!
• Denver is experiencing unprecedented growth and opportunity
• Need for citywide P3 Program
• Mayor Hancock: “Right, not fast!”
• P3 Program and Policy Framework
  – Arup Advisory, Inc.
  – Process and Methodology Guidelines
• Stakeholder Engagement and Communications
  – Linhart PR
  – Strategies, Plans, and Messaging
• Business Case Development
  – Arup Advisory, Inc. and Ernst & Young
What We Have Encountered

1. The Great Hall P3 Project
2. Balancing the Public’s Need for Input with the Private Sector’s Need for Certainty
3. Culture Shift: When and How to Engage Implementing Departments
4. Unsolicited Proposal Proposal Policy
The Great Hall P3 Project

- Different constraints, different stakeholders
- Lessons learned
Balancing the Public’s Need for Input with the Private Sector’s Need for Certainty

- Build political and public support for P3 program and projects
- Incorporating Denver’s values
- Clear decision-making process
- Early stakeholder input and approval
Managing Public Sector Culture Shift

• New process for city agencies
• Transfer of project responsibility and control
• Educating city agencies on the benefits and tradeoffs of P3 procurement to meet the city’s P3 project objectives
Centralized Unit, P3 Office

- Specialized skills and expertise
- Manage pipeline of projects
- Define and refine communications and stakeholder engagement plan
In the process of finalizing an unsolicited proposal policy

Intended to encourage outside organizations to propose innovative approaches and methods to assist the city in achieving its goals

Provides a mechanism for the city to consider and act upon proposals

But not quite yet....
Exciting Opportunities!
National Western Center

NATIONAL WESTERN CENTER

LOCAL IMPACT  🔮 GLOBAL REACH
CREATING A CRITICAL CONVERGENCE OF OPPORTUNITIES: PAST, PRESENT & FUTURE

THE CAMPUS
LOCAL IMPACT – GLOBAL REACH

- $1.1 billion in committed funding for Phases I and II
- An estimated 250 acres at buildout (130 acreages today) minutes from downtown Denver
- Historic home of the National Western Stock Show since 1906
- Approximately 2.8 million SF in new and/or renovated facilities
- Three Colorado State University facilities on campus
- Campus serves as a critical “bridge” between rural and urban food interests
- An expected $6.7 billion in new economic impact over the next 36 years.

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So, What’s Next for Denver?

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