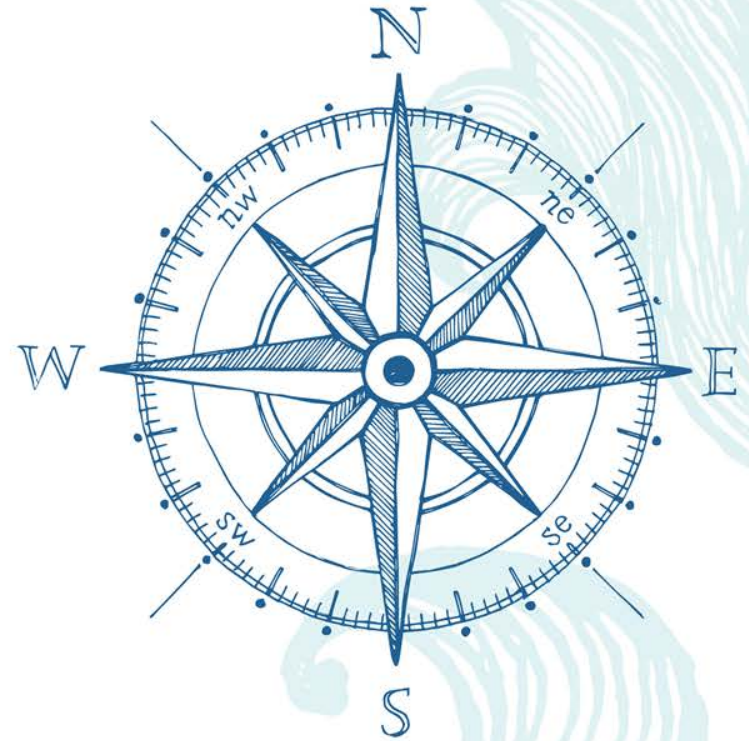


# BUILDING COLLABORATIVE COMMUNITIES

NAVIGATING CHALLENGES, CHARTING INNOVATIONS



# Successful Negotiation Strategies for Public-Private Partnerships

## Learning Objectives:

1. Learn critical prerequisite steps to becoming strong P3 champions within a multi-disciplinary team setting through a self-examination process to identify institutional missions and challenges, define project requirements, and evaluate traditional versus alternative delivery methods and related risks and rewards.
2. Understand P3's major attributes and how viable an alternative delivery method it is to fulfill the university's higher educational mission and capital project needs.
3. Identify key issues associated with the project development.
4. Deploy best practices to overcome key obstacles.



## Presenters:

- Ysabel Trinidad – CSU Channel Islands
  - Vice President, Business & Financial Affairs
- Jason Porth – University Enterprises, San Francisco State University
  - Vice President, University Enterprises
  - Executive Director, University Corporation
- Christopher Fowler – CSU Chancellor’s Office
  - University Counsel
- Syrus En – CSU Chancellor’s Office
  - Director of Short Term and Structured Finance

## Moderator:

- Francis Freire - CSU Chancellor’s Office
  - Director of Real Estate Development



# Case Studies

- University Glen Phase 2 Housing
  - CSU Channel Islands – 32 acres
  - 600 units, mix of rental and for-sale, multi-family, single-family, and income/age-restricted units
- Holloway Mixed-Use Development Project
  - San Francisco State University – 1 acre
  - 516 beds of student housing in 136 units
  - 36,507 square feet of retail





# CSUCI University Glen Phase 2 Housing

**2018 CSU FACILITIES  
MANAGEMENT CONFERENCE**  
OCTOBER 28-31, 2018 | MONTEREY, CALIFORNIA





# SFSU Holloway Mixed-Use Development Project

**2018 CSU FACILITIES  
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## P3 champions

- Learn critical prerequisite steps to becoming strong P3 champions within a multi-disciplinary team setting through a self-examination process to identify institutional missions and challenges, define project requirements, and evaluate traditional versus alternative delivery methods and related risks and rewards.



## Attributes of P3s

- Understand P3's major attributes and how viable an alternative delivery method it is to fulfill the university's higher educational mission and capital project needs.





## Key issues

- Identify key issues associated with the project development.



## Best practices

- Deploy best practices to overcome key obstacles.

