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AIAI Gains Steam as U.S. Market Opens Up to Public Private Partnerships
*National Organization of Industry Leaders Helps Educate and Promote Pro P3
Legislation across the Country*

New York, NY, January 2014 – AIAI, in partnership with Stanford University and Virginia Tech, held a compelling roundtable discussion focusing on the organization’s first year and the progress of Public Private Partnerships (P3s) across the country. The event, titled: ***Delivering Civil Infrastructure systems*** was made up of two parts: one segment for AIAI members only, and one for the public. The event was held at the **Hilton New York Midtown**, where attendees from the public and private sectors networked, listened and studied insights into the future of P3s in the United States.

THE GROWTH OF P3S IN THE UNITED STATES

Subjects for the transformative roundtable ranged several areas and covered the past, the present and the future of P3 adoption in the U.S. Specific topics included, success factors, education, forecasted challenges and next steps for promoting P3 growth.

Roundtable Participants Included:

- **George Burgess**, Chief Operating Officer, Becker & Poliakoff, P.A.
- **Rick Ciullo**, Chief Operating Officer, Chubb Surety
- **Michael Deane**, Executive Director, The National Association of Water Companies
- **Richard Fierce**, Senior Vice President, Fluor
- **Michael J. Garvin**, PhD, PE, Associate Professor of Civil & Environmental Engineering
- **Nuria Haltiwanger**, Chief Executive Officer, ACS Infrastructure Development, Inc.
- **George P. Kelley**, P.E., Managing Principal, Chairman of the Board, Langan
- **Gregory A. Kelly**, P.E., Global Chief Operating Officer, Parsons Brinckerhoff
- **Raymond Levitt**, Professor of Civil and Environmental Engineering
- **Salvatore Mancini**, Chairman, Star America
- **William A. Marino**, Chief Executive Officer, Star America
- **Kent Marshall**, Vice President and Director of Business Development, Granite Construction
- **Rodney L. Moss**, Senior Vice President and Regional Managing Director, Aon Risk Services
- **Frank M. Rapoport**, Partner, Peckar & Abramson, P.C.
- **Karl H. Reichelt**, Executive Vice President, Skanska Infrastructure Development
- **Porter K. Wheeler**, Principal Transportation Policy and Finance, Independent Consultant
- **Joe Wingerter**, Vice President, Kiewit Development Company

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MOVING AMERICA FORWARD

Throughout the event, participants shared their unique perspectives and experiences with P3s while providing evolving macro theories that help paint a picture of their future in the U.S.:

“We've spoken to many middle market contractors – firms that are \$300 million to \$800 million – as well as small contractors; emerging contractors and women-owned contractors, to explain that the model for procurement in the US is changing. The opportunity exists for all who engage with the process. Members of this Board can cite specific examples of just how well their projects benefited each of these groups.” – William A. Marino, Chief Executive Officer, Star America

“We would like to get the word out that, rather than just paying lip service to small business inclusion, the kinds of companies that are engaged in P3 delivery can actually deliver against these goals, not just agree to goals.” – Richard Fierce, Senior Vice President, Fluor

“Local governments are beginning to understand that P3s are a cost effective way to build. Now it's up to us to build these projects successfully, to continue to advocate on behalf of P3s and to encourage the legislation that will help keep our infrastructure strong.” – Salvatore Mancini, Chairman, Star America

“P3 projects create new business opportunities for everyone, especially the trade contractors, and very often also for local mid-market GCs. Concessionaires are taking that very seriously.” Raymond Levitt, Professor of Civil and Environmental Engineering

Instead of saying ‘We're going to start making some noise.’ I would rather say, ‘We're going to start creating some music with our fellow industry associations.’ The board and our membership, we represent a great cross section of commitments in membership over a number of organizations.” Joe Wingerter, Vice President, Kiewit Development Company

“I think what AIAI brings is the body of knowledge from our members. If I look at my colleagues on the board here, it's an impressive group of people that have hands on experience with P3s; and I think that's a really important piece that AIAI brings to the discussion.” Gregory A. Kelly, P.E., Global Chief Operating Officer, Parsons Brinckerhoff

“The third letter in P3 stands for ‘partnership’ – it's important to partner with stakeholders who have a quality record and high level of integrity.” – Karl H. Reichelt, Executive Vice President, Skanska Infrastructure Development

“It's important to have a P3 champion or a leader inside of an organization to make sure that things get done.” Michael J. Garvin, PhD, PE, Associate Professor of Civil & Environmental Engineering

“AIAI can make an incredible difference .What it will achieve is to put boots on the ground, rebuild America and create jobs. That's what the AIAI is all about.” – Frank M. Rapoport, Partner, Peckar & Abramson, P.C.

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More Information

For more information on AIAI, its initiatives and upcoming events, please email Lisa Buglione at

readytowork@aiai-infra.org or visit www.aiai-infra.org

About the Association for the Improvement of American Infrastructure

The Association for the Improvement of American Infrastructure (AIAI) is a non-profit organization formed in the District of Columbia to help shape the direction of the national Public Private Partnership marketplace. AIAI will serve as a national proponent to facilitate education and legislation through targeted advocacy.

AIAI's Board is comprised of leaders of the construction and development industry. Their extensive national and international experience and industry knowledge provides AIAI with a clear direction for developing and advocating policy and legislative solutions, allowing more equitable and effective partnerships across diverse market sectors from transportation and energy to educational, health and public service institutions.

Ready to Work