

COGENCE Alliance

Owners + Architects + Engineers + Contractors

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Cogence Central Ohio Chapter Roundtable Series on Developer-led Projects

Program 2: PPPs and Me – How Public Private Partnerships are Influencing Central Ohio Development, January 16, 2025

Panelists:

- Amanda Hoffsis - OSU PARE, SciTech, Campus Partners
- Amy Taylor - Downtown Columbus



PPPs and Me – How Public Private Partnerships are Influencing Central Ohio Development

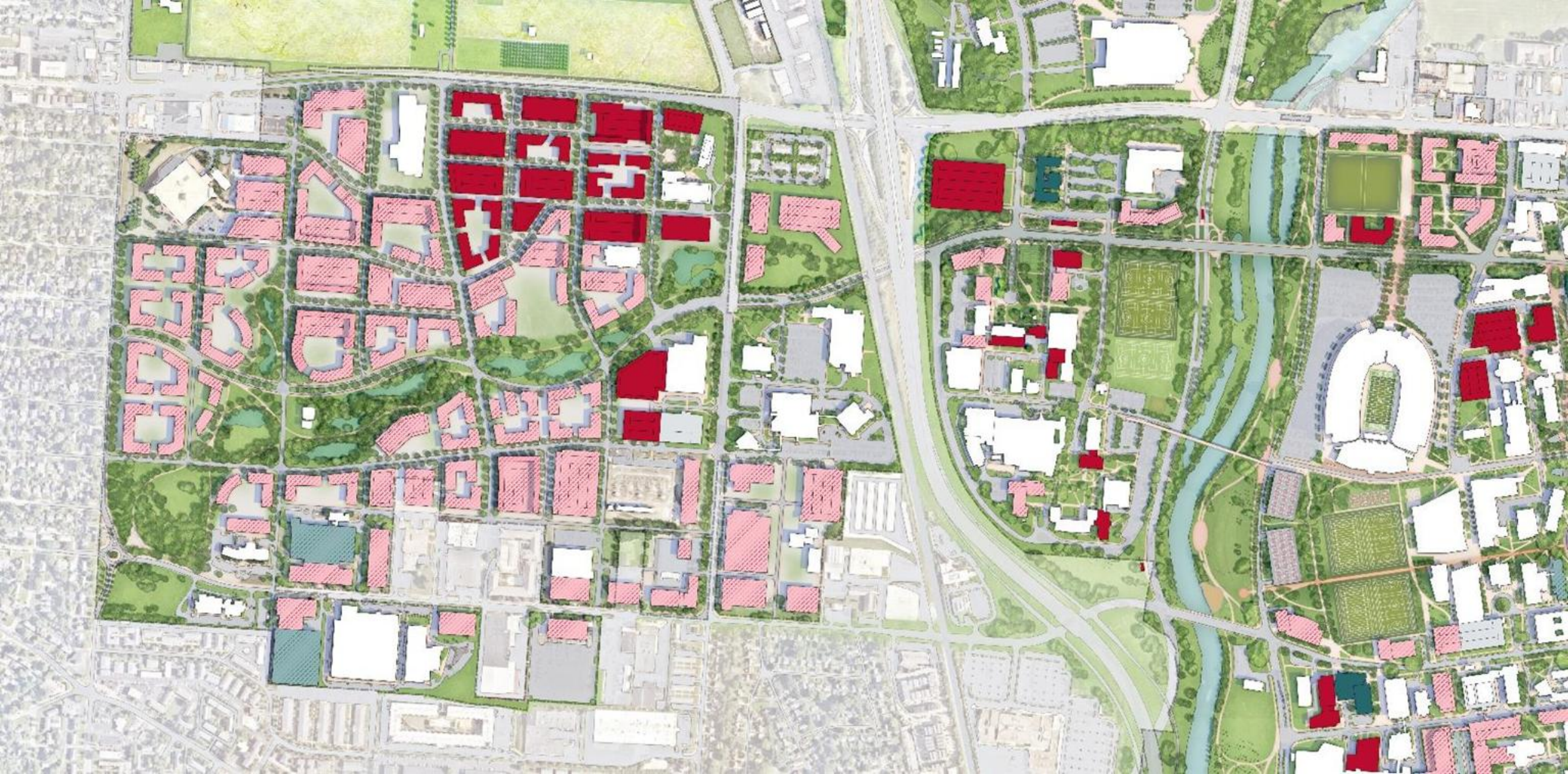
Summary:

Public-Private Partnerships (PPPs) Considerations:

- **Ohio State University (OSU):** Engages in PPPs when a building type is outside their expertise, when they prefer not to own or operate a non-academic facility (such as retail or non-student residential), or when they are not the majority tenant.
- **City of Columbus:** Often it does not own buildings but supports projects through enabling efforts and encourages private sector investment.

Key Advantage: Both entities benefit from the **greater speed to market** that private partners provide.

Pro Tip (Amy): When engaging in work related to Downtown Columbus, understanding the specific language used in that environment is crucial.

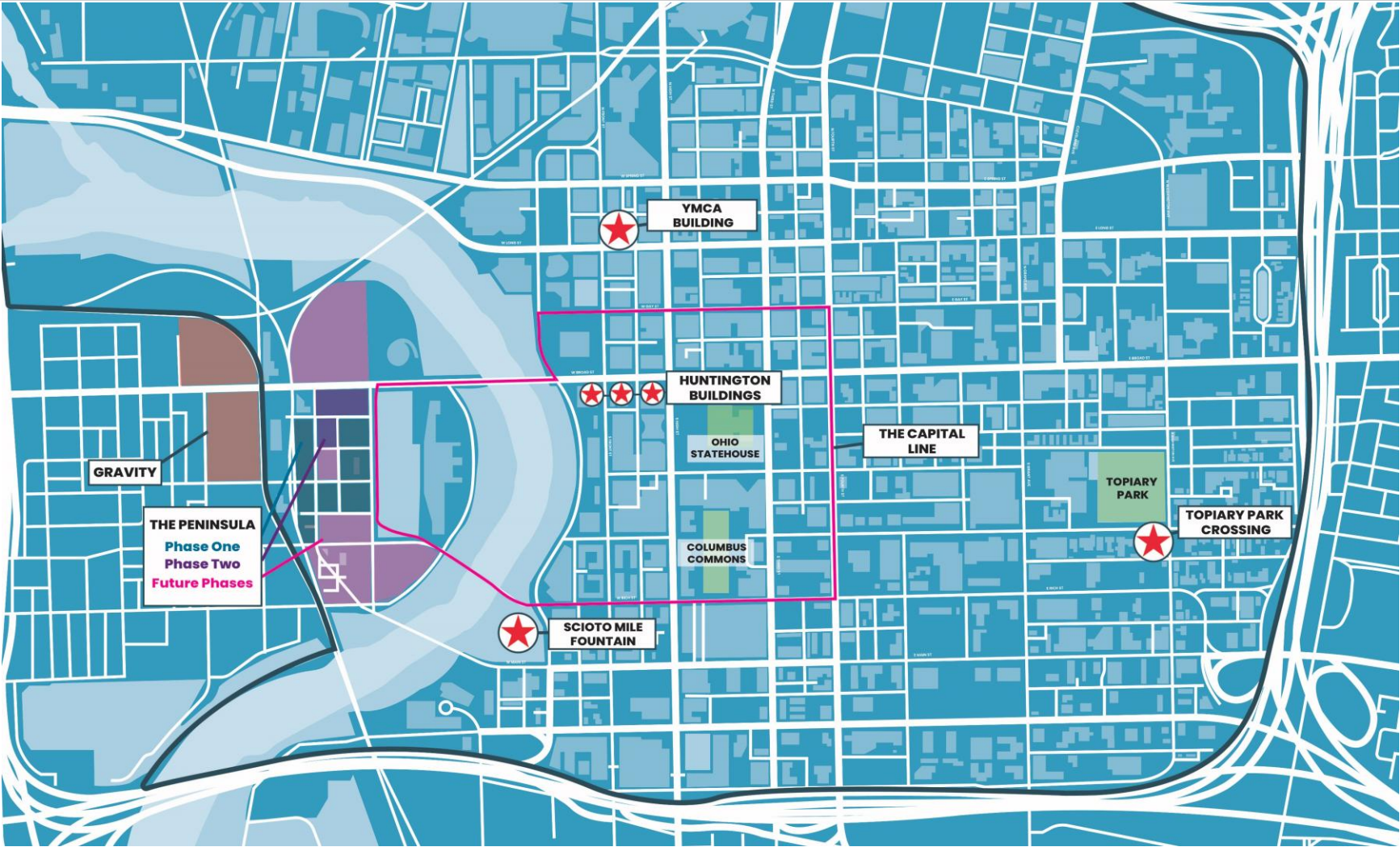


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KEY PROJECTS



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PPPs and Me – How Public Private Partnerships are Influencing Central Ohio Development

Mentimeter Polling Results: *What do you need to understand better to be successful on developer-led projects?*

- What is success for everyone
- What success looks like
- What are the true parameters of a project? What is a must have, what is a like to have, and what is a can't have
- Fee structure
- Priorities
- Schedule and budget
- It would be helpful to understand what the developer values most
- Cost per square foot. Exterior finish level of quality
- That full financing is in place.
- Contract terms
- Funding reliability
- Substantial and measurable metrics for project partners
- Teaming arrangements



PPPs and Me – How Public Private Partnerships are Influencing Central Ohio Development

Mentimeter Polling Results: *What do you need to understand better to be successful on developer-led projects?*

- Transparency in the project budget vs project costs throughout the design and construction process.
- Overarching goals of all partners involved to inform decisions
- Budget and successful ASR processes
- Better understanding of contractual relationships and how to best leverage what the developer can bring to the table
- Contractually how the P3s work?
- What type of oversight is typical for managing P3s?
- Prior notice of upcoming opportunity
- Know the client, know the project.
- What are the different business structures that a developer can take on (design build operate) and how does a developer attract financing?