Successful Public/Private Partnerships

Proper Preparation

- Assess Your Capabilities
- Create a Public Vision
- Be Legislatively Prepared
- Be Resourceful with Funding
- Have the Land Ready
- Manage Expectations
- Establish Feasibility
- Know Your Partners
- Get the Right Team

Create a Shared Vision

- Creating a Vision
  - Involve a variety of stakeholders for “buy-in”
  - Build consensus
  - Public hearings, town hall meetings, etc.
  - Media involved to get out message and articulate the vision
- Sustaining a Vision
  - Create strategy for implementation
  - Identify funding mechanisms
  - Identify potential partners
  - Identify agenda and time frame
  - Long term to span administration changes

Understand your Partners and Key Players

Public Partner

Private Partner

Nonprofits

Stakeholders

Be Clear on the Risks and Rewards

- Preparing for Mutual Success
- Dealing with Conflicts and Uncertainty
- Private/Public Partnership Rewards

Establish a Clear and Rational Decision-Making Process

- Create A Road Map
- Define Roles and Responsibilities
- Create Checks and Balances

Make Sure All Parties Do Their Homework

- Continue Due Diligence
- Share Information
- Adopt Scenario Planning
- Pursue Creative Public/Private Finance Plans

Secure Consistent and Coordinated Leadership

- Integrity
- Vulnerability
- Discernment
- Awareness of the human spirit
- Courage
- Compassionate sense of humor
- Intellectual energy and curiosity
- Respect for the future, regard for the present, understanding the past
- Predictability
- Breadth
- Comfort with ambiguity
- Presence

“Leaders stand alone, take the heat, bear the pain, tell the truth”

Internal Communication

External Communication

Communicate Early and Often

What is “Fair”?

Getting to “Fair”

Negotiate a Fair Deal Structure

Build Trust as a Core Value

Building	Building Trust
Maintaining	Maintaining Trust

Conclusion

- **The key to success is to structure a genuine partnership based on mutual respect, understanding, and strong leadership. Also important is a fair and reasonable sharing of costs, risks, responsibilities, and economic return.**