

This highly interactive executive education program prepares participants to recognize potential Enhanced Use Leasing (EUL) candidates, make a preliminary assessment, and educate co-workers about the reasons why EUL may be a good approach. Whether you have an EUL opportunity in mind, or you just want to gain expertise in an important Public-Private Venture (PPV) approach, this course is for you

ENHANCED USE LEASING: Making the Most of Air Force Physical Assets

Program Overview

This one week executive session, a collaboration of Patton Boggs, LLC and the University of Maryland, is specific to the Air Force and its Enhanced Use Leasing (EUL) legislation and approach. The expert instructors include practitioners who are very experienced in federal government EUL transactions, as well as University faculty who are practiced in educating mid-career government professionals on the ins-and-outs of public-private ventures. The week-long session will largely be case study oriented and highly interactive, producing a practical application of the session material.

In addition to the EUL legislation, the program will address other Public-Private Venture (PPV) strategies, therefore providing participants the additional perspective necessary to determine whether EUL is the best approach for any particular venture. Some highlights from the program include the following sessions:

EUL BASICS I AND II:

These sessions will cover both legislative framework and scoring by focusing on the Section 2667 legislative language and types of Public-Private Ventures through discussions and review of the various types of PPVs through which federal agencies can pursue capital and infrastructure improvements.

THE DEVELOPER'S MIND SET

This session exposes participants to the mind set of the private developer, with emphasis on private sector motivations, expectations for profit, perspectives on risk and concerns about partnering with a government agency in a profit making venture.

CHARACTERISTICS OF GOOD PUBLIC-PRIVATE VENTURES

Participants will learn the factors that make for success in PPVs. Using the military housing Wherry program as a case example, participants learn how public-sector and private-sector players approach PPVs with very different mind-sets and values, and how those differences can lead to success or failure, depending on how the PPV is structured.

REAL ESTATE ECONOMICS I AND II

These sessions will address the economics of developing and financing several different types of real estate that the Air Force is likely to want to pursue through EUL. Both the private and the federal perspectives will be addressed.

SELECTION OF AN ENHANCED USE LESSEE

This module will examine competition requirements, the reasons for establishing a selection strategy and selection plan, the role of consultants, and the integration of the strategy into agency budgetary and other legal requirements.

MASTER CASE EXERCISE

Participants will be divided into teams and assigned roles. They will conduct a planning session for the Master Case. Teams will then examine synopses of competing proposals submitted in response to the AF RFP, select the one most attractive to the Air Force and prepare a justification for that selection to management. Finally, working in their teams, participants work out key terms of their EUL transaction.

LEGAL STRUCTURES AND INSTRUMENTS

Participants learn how deal terms translate into closing documents, what the documents are for and why they are important.

Dates

March 15-19, 2004

Location

Inn and Conference Center
College Park, Maryland

Renowned Presenters

Presenters include members of the University of Maryland faculty and nationally known practitioners, including experts from Patton Boggs, from the field of real-estate development and privatization. The University's close proximity to the nation's capital allows experts from both the public and private sectors to participate in the teaching. The instructors have extensive experience with privatization issues and have conducted privatization courses for the military since 1998. This curriculum is highly customized to meet the needs of Air Force personnel in privatizing portions of the Air Force's inventory and physical assets.

John Colvin is licensed as a real estate broker and mortgage broker-banker. Mr. Colvin is the director of numerous real estate companies and is active in the development, construction and management of multi-family residential apartment complexes, suburban office buildings and strip shopping centers.

Charles Field is a Senior Fellow at the Maryland School of Public Affairs and former Vice President of the National Association of Home Builders. Dr. Field also served as a Fellow at Harvard's Joint Center for Urban Studies and on the teaching staff of the Harvard Program on Negotiation.

Anatolij Kushnir is a partner in Patton Boggs' privatization practice area. Mr. Kushnir builds and fosters innovative, public-private partnerships that encourage private sector investment in public properties and infrastructure.

Jacqueline Rogers is a Senior Fellow at the Maryland School of Public Affairs and was Secretary of the Maryland Department of Housing and Community Development for eight years. Previously, she managed Montgomery County, MD's Department of Housing and Community Development.

David Smith is the Founder and President of Recapitalization Advisors, Inc., a Boston-based corporation specializing in the finance of existing affordable housing. He has served on industry taskforces involved with low-income housing preservation.

Michael Simmons is a partner in Patton Boggs' privatization practice area, where he structures complex financial transactions supporting innovative and public-private venture/asset management programs, while focusing his efforts on loan and real estate privatization.

Charles Wilkins, Jr. is a multi-family housing consultant specializing in legislative and regulatory policy, finance, asset and property management. He was formerly Senior Vice President of NHP, Inc., a large multi-family owner/manager with a portfolio exceeding 180,000 units.



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