P3 GOALS AND EXECUTION

Matthew Gerard
Solutions International
Gateway Council of Governments Retreat
June 20, 2019
RECIPE FOR A P3

“If you’ve seen one P3, you’ve seen one P3.” – A Wise Person

1. Cash Flow is King
2. Opportunities for Risk Transfer – Construction Risk & Revenue Risk vs Political Risks
3. What is the goal? Innovation? Acceleration?
4. Long Term Commitments
Los Angeles World Airports, Automated People Mover

Transforming LAX into a world-class airport that provides high levels of passenger service, and direct access.
ANGELS FLIGHT
UNIQUE OPPORTUNITIES: GATEWAY COG & CITIES
REVENUE GENERATION

$50-100K/Year per Kiosk
THINK BIGGER

Pendry Hotel
$1.5M/Year

Wilshire Grand
$2.3M/Year

Marriott Hotel
$3.5M/Year
UNTAPPED POTENTIAL

***Metro’s 3% Local Match Requirement***

2 million people

Generate more value and revenue for ALL participants by combining media market and geographic footprint

WSAB project area job center to 584,000 employees increasing to 670,000 employees by 2040

Digital footprint is flexible

Population and employment densities are five times higher than the LA County average

Can do this Now to generate revenue almost immediately - does not require WSAB to be built first

Media buyers are already pre-buying for the 2026 World Cup and 2028 Olympics.
Gateway Cities leads other regions with contracting authorities already in place

Exponential Value of Working Together – Value Creation
THANK YOU

Matthew Gerard
Solutions International
mgerard@solutionsinternationalusa.com
+01.714.813.8087