

# Board Meeting September 29, 2014

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# Approved Project Updates

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# Rapid Bridge Replacement Project

- **Board Action:** September 27, 2013
- **Procurement Status:** Proposals due September 29, 2014. Commercial Close December 2014 and Financial Close 1<sup>st</sup> Quarter of 2015.
- **Benefit to the Commonwealth:** Replacement of 558 Structurally Deficient Bridges Statewide under one DBFM P3 contract.

## Sponsorship & Advertising

- **Board Action:** Approved January 2013
- **Procurement Status:** Contract Awarded to Travelers Marketing December 2013
- **Benefit to the Commonwealth:** Raise revenue and offset cost of free service patrols, rest areas & welcome centers, 511 and other PennDOT and PA Turnpike services and programs.

## Freeway Service Patrol

- State Farm agreed to a 3 year contract to sponsor PennDOT's roving safety patrol.
- Offers free motorist assistance on select expressways in the Lehigh Valley, Harrisburg, Pittsburgh and Philadelphia.
- Sponsorship will offset nearly 11% of PennDOT's roughly \$4 million annual cost.
- Launch event held on Tuesday, September 9 with Lt. Governor Jim Cawley, Deputy Secretary Brad Mallory and State Farm.

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## Upcoming Sponsorship Projects

- Yellow Dot
- Rest Area/Safe Phone Zones
- 511 Sponsorship
- Direct Mail Inserts

# Wireless Telecom Partnership

- **Board Action:** Approved September 2013
- **Benefit to the Commonwealth:** Receive revenue from telecom companies leasing space on existing PennDOT assets while also improving wireless coverage for emergency response and PennDOT operations.
- **Procurement Status:**
  - **September 2014** - Evaluation of Statements of Qualifications
  - **October 2014** - Announcement of Shortlisted Firms & Issuance of Draft RFP
  - **November 2014** - Industry Review & Comment on Draft RFP
  - **December 2014** - Final RFP Issued
  - **First Quarter 2015** - Evaluation of Proposals and Selection of Program Manager



# New Business

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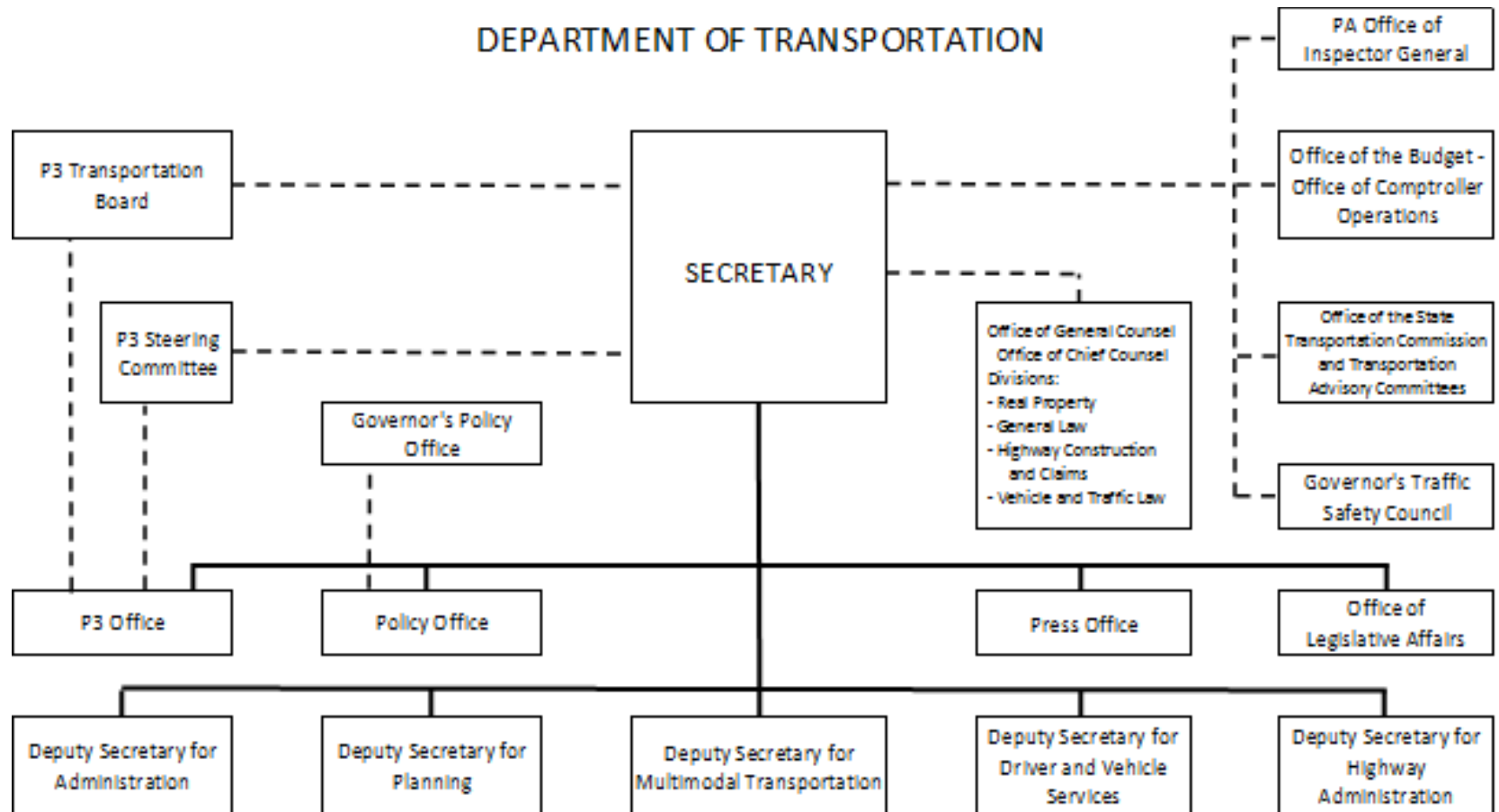




# Implementation Manual & Guidelines Update

[www.P3forPA.com](http://www.P3forPA.com)

# Public-Private Partnerships (P3) Office





# Project for Consideration

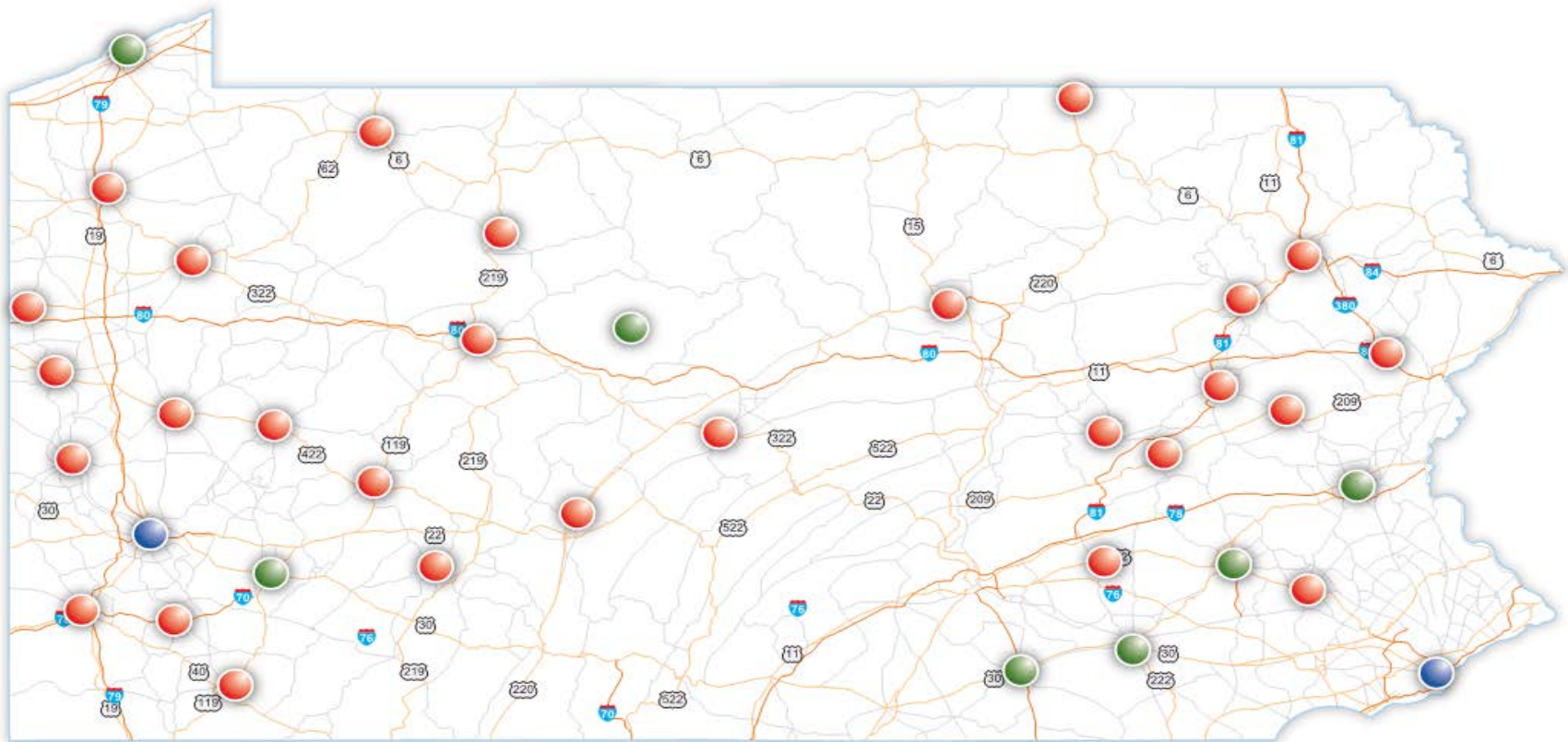
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# CNG Fueling Stations P3 Project for Transit

## Project Goals & Objectives

- Provide reliable access to CNG fuel to facilitate transit fleet conversions
- Upgrade facilities to accommodate CNG
- Reduce long-term operating costs
- Establish a new long-term revenue source to support capital improvement projects

# Location of Potential Transit Agencies



Current Fleet Size Key: ● > 1,000 ● 100-200 ● < 100

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## Survey – “Best Practices”

- Revenue and cost savings benefit from “public access”
- Transit agencies / PennDOT must make CNG fuel consumption commitment
- Utilize CNG Industry expertise to manage and operate (Turn-key solution)
- Proactive site planning process
- Clear and defined implementation plan
- Contract duration must allow for a return on investment

## Survey – “Best Practices”

- Outdoor fueling is recommended for the safe fueling of equipment;
- “Fast fill” needs to be incorporated in station design;
- Build scalability and redundancy into the station design; and,
- A CNG supply that meets both the pressure and volume needs of the station is essential.



# Project Delivery

- Accept proposals offering a turn-key solution:
  - For the design and construction of fueling stations and necessary facility upgrades
  - Upfront private-sector investment
  - Ongoing operation and maintenance responsibility for fueling stations

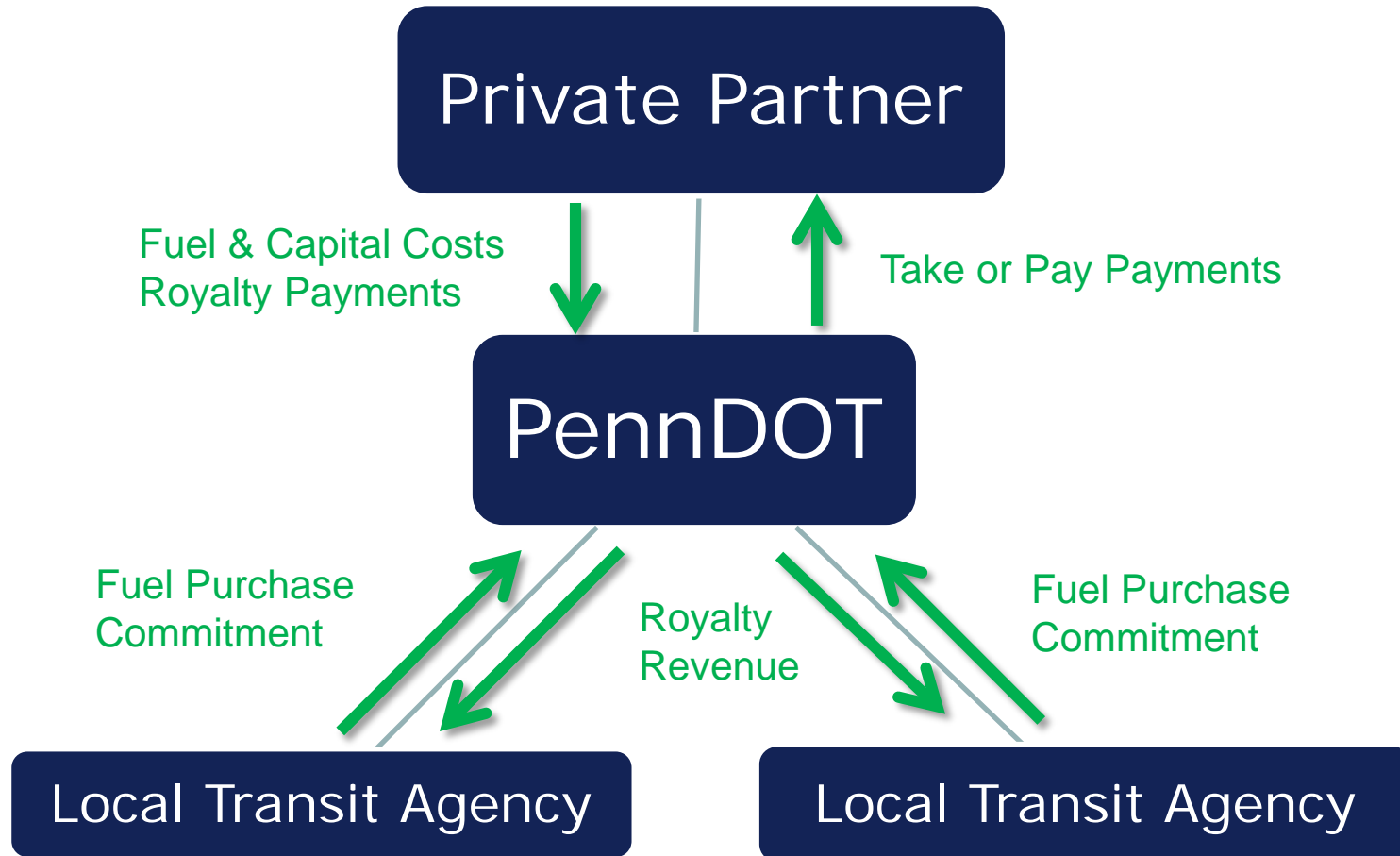
## Contractual Arrangement

- Supply Agreement – PennDOT will commit to a minimum statewide purchase of CNG by transit agencies.
- Allow for outside-the-fence fueling and revenue sharing
- Performance requirement to ensure uninterrupted service that meets all operational needs

## PennDOT Agreement w/ Transit Agencies

- Agencies that opt-in to the project will agree to an established conversion schedule and fuel purchase commitment
- Individual site plans and access requirements will be agreed to
- All collective bargaining agreements will be accommodated

# Agreement Structure



# Payback Assessment Tool

AGENCY	FACILITY	ROI YEARS	ROI SAVINGS	FLEET SIZE	FUEL USE (g/y) from Agency	FUEL USE (g/y) from Survey
ABCD	XYZ	6	\$ 54,167,390	352		4109927
ABCD	XYZ	6.2	\$ 51,213,011	352		4109927
ABCD	XYZ	8.5	\$ 12,478,792	105		663587
ABCD	XYZ	8.9	\$ 9,633,137	133	611936	718706
ABCD	XYZ	10.9	\$ 5,529,251	93		513026
ABCD	XYZ	10.4	\$ 4,383,429	66	350469	400964

# Procurement Timeline

Industry Forum – Late October

RFQ Release – November

Shortlist Firms/Teams Announced – January

RFP Issued – Spring '15

Proposal Selection – Summer '15

## Contact Information

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**Public-Private Partnerships (P3) Office**

**Bryan Kendro, Director**

**(717) 787-8765**

**[brkendro@pa.gov](mailto:brkendro@pa.gov)**

**[www.P3forPA.com](http://www.P3forPA.com)**

