Developing Public-Private Partnerships in Airport Development Training Course

Ref: #AIR6778

Course Introduction / Overview:

This comprehensive training course provides an in-depth guide to developing and managing public-private partnerships (PPPs) in the airport sector. It covers a wide range of critical topics, from the foundational principles of PPPs to the legal, financial, and operational aspects of their implementation. Participants will gain a holistic understanding of how these partnerships can be used to finance, build, and operate modern airport infrastructure, ensuring long-term success and sustainability. The curriculum is informed by leading academic research in infrastructure finance and public policy, drawing on the principles outlined by scholars such as E.R. Yescombe, a prominent figure in the field of infrastructure finance and PPPs. This training also references key concepts from books like "Public-Private Partnerships: Principles of Policy and Finance" by E.R. Yescombe, which provides a foundational understanding of the complexities of these ventures. BIG BEN Training Center has designed this course to equip professionals with the knowledge to structure, negotiate, and manage successful PPPs in the aviation industry, fostering innovation and economic growth.

Target Audience / This training course is suitable for:

- Airport executives and senior managers.
- Government officials and policymakers in transportation.
- Infrastructure and finance professionals.
- Project managers and developers.
- Legal and regulatory advisors.
- Consultants specializing in airport development.
- investors and financiers in the aviation sector.

Target Sectors and Industries:

- Aviation and airports.
- Government agencies and ministries of transportation.
- Infrastructure development and construction.
- Financial services and investment banking.
- Legal and consulting firms.
- Public works and urban planning.
- Commercial real estate.

Target Organizations Departments:

- Airport Development and Planning.
- Infrastructure and Capital Projects.
- Finance and Treasury.
- Legal and Contracts.
- Public-Private Partnerships Unit.
- Government and Public Affairs.
- Investment and Corporate Development.

Course Offerings:

By the end of this course, the participants will have to be able to:

- Develop and implement a strategic framework for airport PPPs.
- Master the legal, financial, and risk-sharing aspects of partnership agreements.
- Evaluate the feasibility and structuring of various PPP models.
- Negotiate and manage complex contracts with private partners.
- Understand the role of government and public policy in successful partnerships.
- Analyze financial models and secure funding for projects.
- Implement effective project governance and stakeholder management.
- Ensure a fair and transparent bidding and procurement process.
- Navigate the regulatory environment for large-scale infrastructure projects.

Course Methodology:

This course uses a highly interactive and practical methodology to ensure a deep understanding of the material. The approach moves from foundational knowledge to hands-on application, focusing on real-world scenarios. We will utilize a mix of short, informative lectures, group discussions, and case studies that highlight best practices and common pitfalls in structuring airport PPPs. Participants will engage in dynamic role-playing exercises to practice negotiation and conflict resolution in a partnership context. This hands-on experience, coupled with immediate feedback from the instructors and peers, is designed to build confidence and practical skills. BIG BEN Training Center believes that learning is a collaborative process, so we will also dedicate time to peer-to-peer learning and open forums for questions and insights, allowing for a personalized and effective training experience for everyone.

Course Agenda (Course Units):

Unit One: Foundations of Public-Private Partnerships

- Defining PPPs and their role in airport development.
- The rationale for using PPPs in the aviation sector.
- Different types of PPP models, from concessions to joint ventures.
- The benefits and risks for both public and private sectors.
- Legal and institutional frameworks for PPPs.
- Global case studies of successful and failed airport PPPs.
- The role of government policy in attracting private investment.

Unit Two: Financial and Economic Analysis

- Financial modeling for PPP projects.
- Valuation and risk assessment.
- Securing project finance and funding sources.
- Cost-benefit analysis and economic feasibility studies.
- Revenue streams and commercial non-aeronautical services.
- Pricing and tariff regulations.
- Managing long-term financial performance.

Unit Three: Procurement and Bidding Process

- The public procurement cycles.
- Structuring and preparing a competitive bidding process.
- Drafting tender documents and project specifications.
- Evaluating proposals and selecting a private partner.
- Transparency and anti-corruption measures.
- Negotiating the final contract.
- Ensuring a fair and equitable process.

Unit Four: Legal and Contractual Framework

- Key clauses in a PPP agreement.
- Risk allocation and management.
- Dispute resolution mechanisms.
- Performance monitoring and key performance indicators.
- Contractual flexibility and adaptation.
- Termination clauses and step-in rights.
- Regulatory and compliance obligations.

Unit Five: Project Implementation and Management

- Project governance and stakeholder relations.
- Managing the construction and operational phases.
- Handling unforeseen circumstances and changing orders.
- Performance management and reporting.
- Community and environmental impact management.
- Building and maintaining trust between partners.
- Continuous improvement and long-term partnership success.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

How does the inherent tension between public interest and private profit within a PPP framework shape the long-term strategic decisions and operational efficiency of an airport?

What unique qualities does this course offer compared to other courses?

This training course is distinguished by its specialized focus on public-private partnerships within the unique context of airport development. We go beyond general infrastructure finance to address the specific challenges and opportunities presented by aviation projects, such as complex regulations, security requirements, and long-term revenue streams. The curriculum is built around real-world case studies of airport PPPs from around the world, providing a clear and practical understanding of what works and what doesn't. Our hands-on approach, including negotiation simulations and financial modeling exercises, gives participants the confidence to apply what they've learned immediately. The instructors at BIG BEN Training Center are experienced professionals with a deep understanding of infrastructure finance and aviation, offering practical insights and strategies that are directly applicable to the job. It's a holistic program designed to prepare you to structure, negotiate, and manage successful partnerships that drive airport modernization and economic growth.