



# Maryland Center for Public-Private Partnerships @MEDCO

## The Case for Public-Private Partnerships (P3s)

Amid rising costs and strained public budgets, Maryland must look for innovative financing solutions to deliver, enhance and repair existing essential infrastructure, expand our revenue base, provide housing, grow businesses and attract and retain talent.

Critical infrastructure investments are essential to sustain community and economic development efforts. State and local governments cannot do it alone—lacking the financial tools, resources and expertise. Private developers, meanwhile, face significant regulatory challenges and mounting material, construction and project costs. These factors inhibit progress and much needed economic growth outcomes.

Constrained budgets and stagnant growth further limit traditional financing and project delivery models, leaving communities unable to seize economic opportunities or address urgent needs. Going forward, Maryland must utilize market-tested best practices via public-private partnerships to provide the capital resources required to facilitate growth that fosters investment, expands the revenue base, builds resilient communities and supports a competitive, diverse and sustainable economy.

P3 models come in many forms, including the monetization of public assets and creation of new streams of revenue. Many deal structures enable the project to remain publicly owned, while distributing risk between the private and the public sector, allowing projects to move forward on a mutual benefit basis. Finally, there is also opportunity for the study of long-term asset performance—which can enhance the ability to not just finance but maintain and improve the project over the long-term.

## MEDCO Provides the Solution

As economic challenges in our communities persist, MEDCO's experience coordinating focused and collaborative partnerships has helped address what were once thought to be insurmountable challenges. Modern, sophisticated public-private partnerships build capacity, introduce new sources of capital and provide economically responsible and sustainable outcomes.

The Maryland Center for Public-Private Partnerships at MEDCO is designed to serve as a resource for our partners—an agent that can forge meaningful engagement with private enterprise, universities, nonprofit organizations and other government entities. Building upon MEDCO's success employing national best practices, this Center is poised to offer budget-friendly and financially sustainable solutions. Bridging public sector policy with private-sector innovation, executed at market speed, the Center can accelerate desired community outcomes and spur strategic, sustainable economic growth.



## MEDCO is the Differentiator

Drawing on MEDCO's deep expertise, national delivery models and our core capabilities in economic development, advisory and consulting services, financing, real estate development and construction, the Maryland Center for Public-Private Partnerships at MEDCO can transform how Maryland pursues and delivers critical projects. From transportation to energy systems, education to housing, and other infrastructure, stakeholders can access the expertise needed to navigate complexity, build capacity and create measurable impacts across Maryland.

*Expertise includes:*

**Advisory Expertise and Project Stewardship:** Providing strategy, feasibility analysis and ongoing assessment from concept through execution—structuring deals creatively and solving problems collaboratively.

**Strategic Partnership Development:** Creating space where public, private, university and nonprofit stakeholders collaborate to achieve stronger economic and social outcomes.

**Transformative Placemaking:** Transit-oriented development (TOD) projects, mixed-use centers, energy facilities and innovation centers—projects that include high-secured IT and research facilities, testing and production laboratories. MEDCO provides the expertise and financial tools necessary to deliver projects that best utilize Maryland's knowledge-based assets, maximize our transportation infrastructure and result in sustainable economic and community redevelopment initiatives.

**Project Financing Assistance:** Connecting projects with appropriate capital sources and sustainable funding structures.

**Project Delivery:** From inception to project completion, MEDCO coordinates all phases of construction, from planning and design to engineering, development and delivery.

By leveraging MEDCO's experience, capabilities and trusted network, the Maryland Center for Public-Private Partnerships can help stakeholders explore what's possible and turn concepts into valuable, viable outcomes.