

CITY OF JONESBORO, ARKANSAS

November 5, 2020



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The P3 Group, Inc.

AGENDA

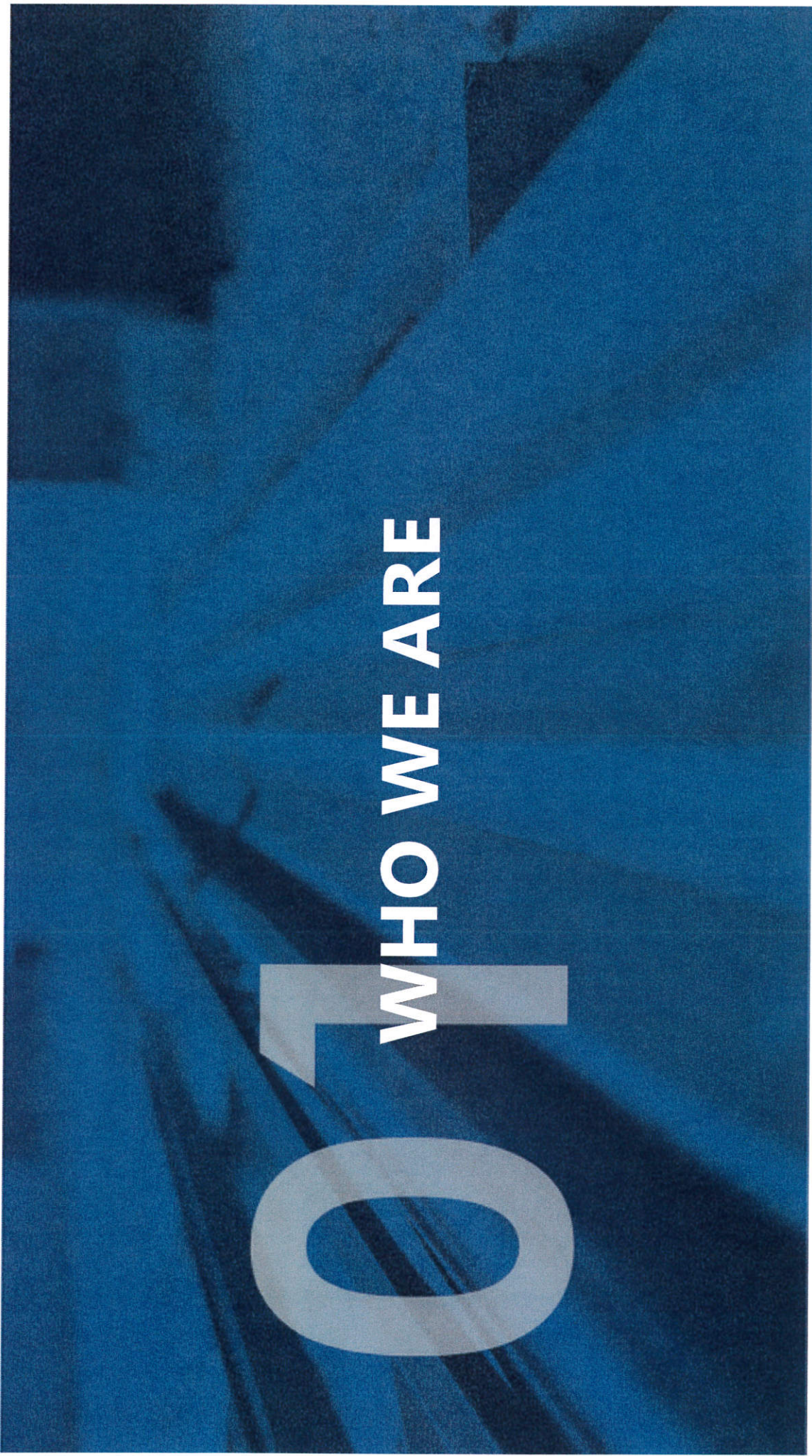
01 WHO WE ARE

02 OUR APPROACH

03 OUR FUNDING PROCESS

04 EXPERIENCE & CAPABILITIES

05 WHY CHOOSE US

The background is a deep blue with a fine, grainy texture. A large, light blue number '10' is centered vertically. Overlaid on the '1' is the text 'WHO WE ARE' in white, uppercase, sans-serif font.

10 WHO WE ARE



Great things in business
are never done by one
person. They're done by a
team of people.

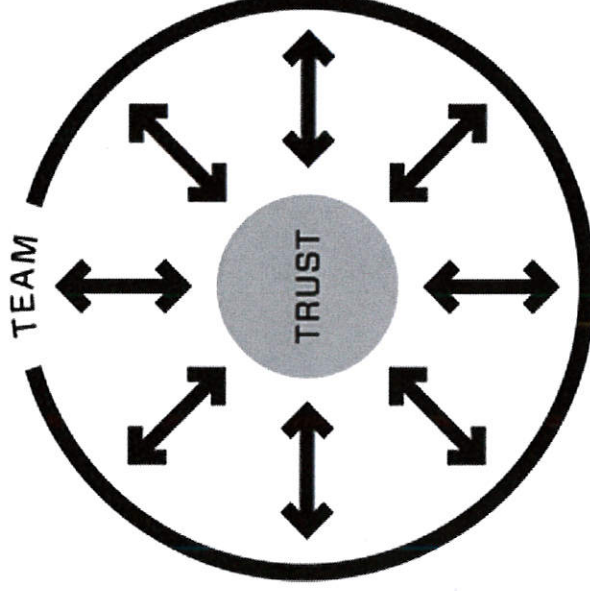
STEVE JOBS



P3 COLLABORATIVE

Our team came together
out of a common belief
that together we can build
more than just buildings;
we can help transform
communities.

01 WHO WE ARE





DEVELOPMENT SERVICES MANAGER



PROGRAM MANAGEMENT



CONSTRUCTION MANAGEMENT



BOND UNDERWRITER/ INVESTMENT BANKER



GENERAL COUNCIL

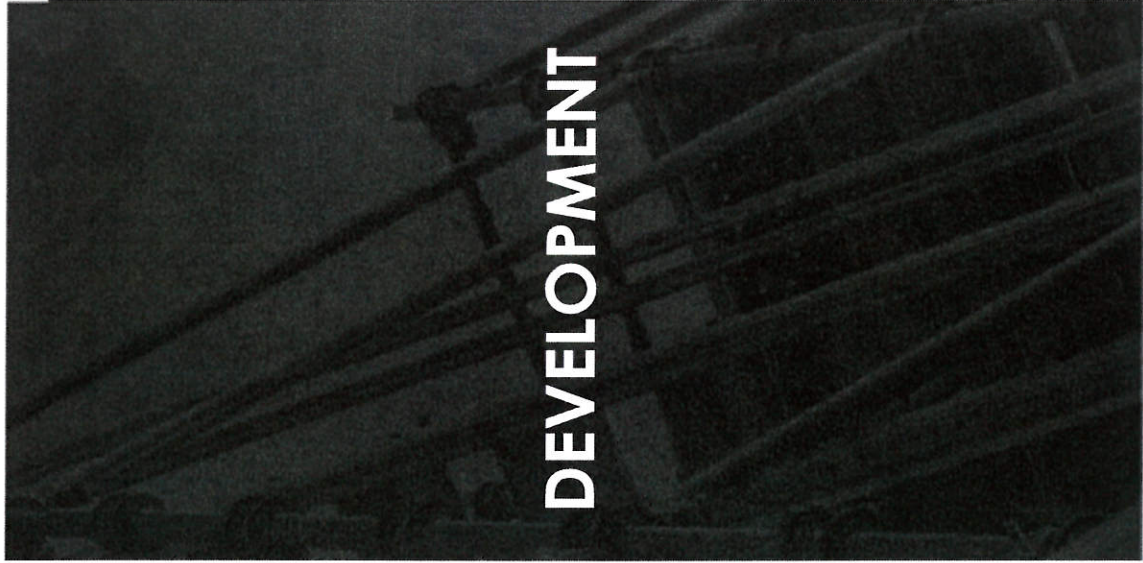


BOND COUNCIL



Our team is

- ✓ Built to minimize the financial burden and risk associated with building municipal projects by utilizing a proven, experienced group of collaborators.
- ✓ Familiar with a common process allowing us to effectively and efficiently deliver turnkey projects.
- ✓ Bound together by a common belief that together we can improve underserved communities.
- ✓ As diverse as the communities in which we serve.



DEVELOPMENT



The P3 Group, Inc.



Dee Brown
PRESIDENT + CEO



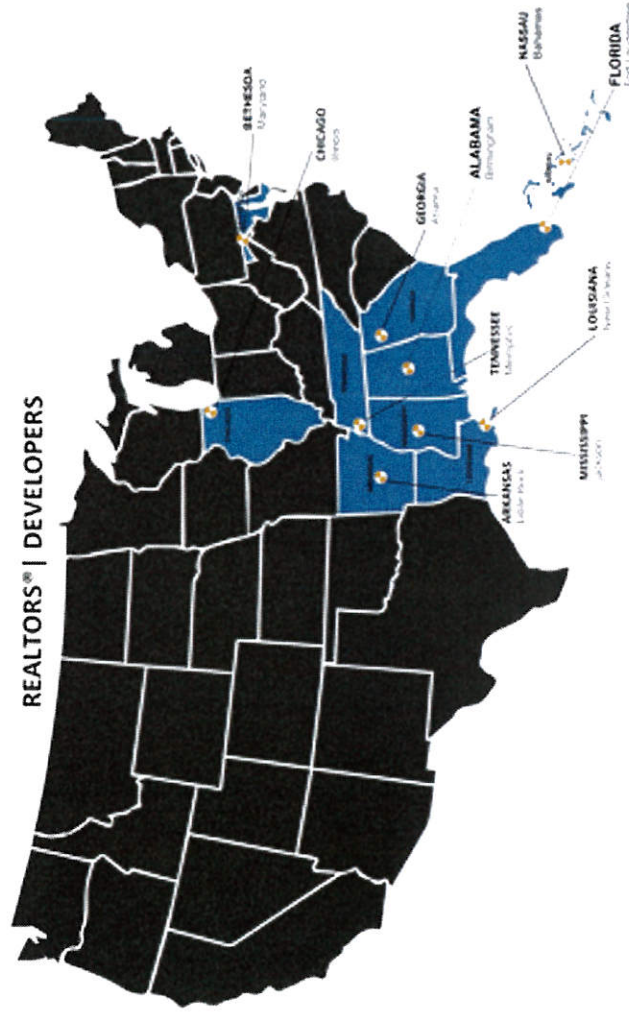
Grandon Gray
DIRECTOR OF BUSINESS
DEVELOPMENT



The P3 Group, Inc.



REALTORS® | DEVELOPERS

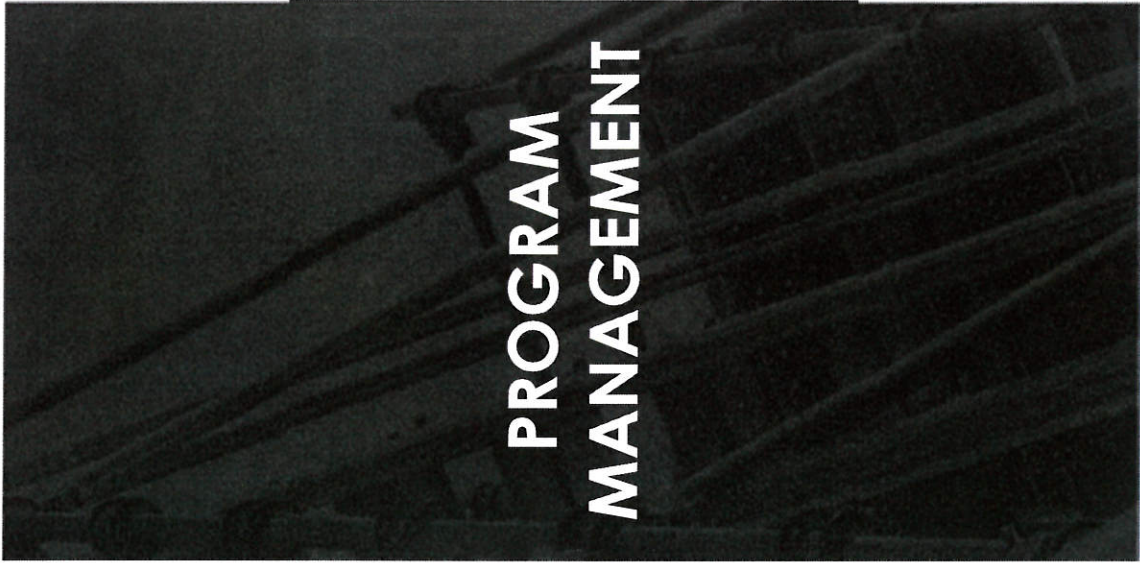


2013
YEAR ESTABLISHED

TN
HEADQUARTERS IN
MEMPHIS, TN

10
OFFICES

\$1.5B
BONDING CAPACITY



Kyle Culverhouse
PRESIDENT



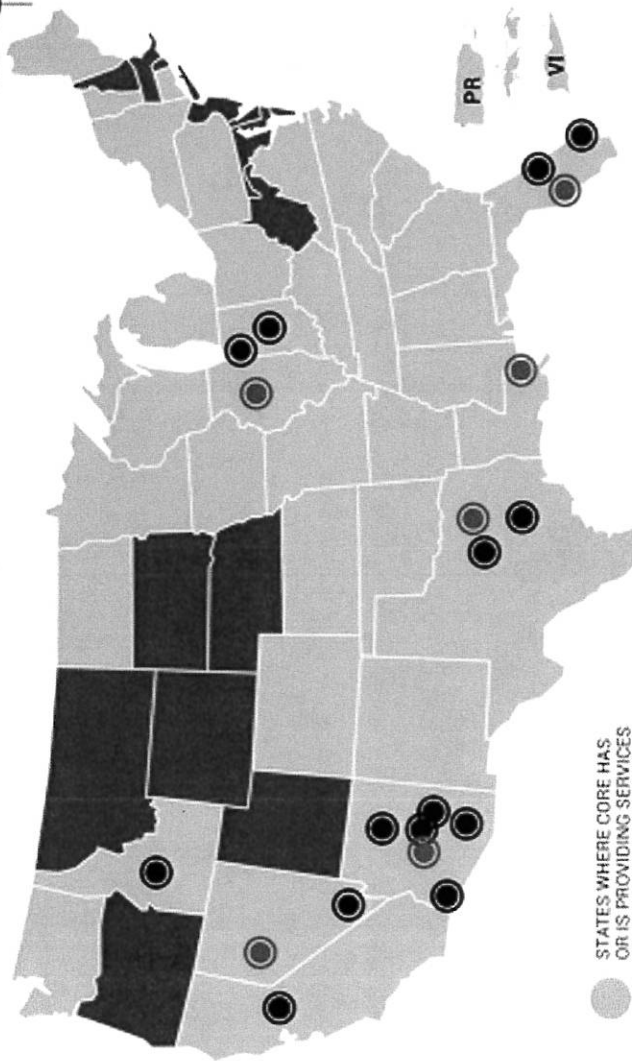
Sarah Norman
PROJECT EXECUTIVE

PROGRAM MANAGEMENT

01 INTRODUCTION

CORE

Local Relationships. National Resources.



ARIZONA	Flagstaff, Mesa, Phoenix*, Tempe, Tucson, Yuma	INDIANA	Indianapolis, Schererville
CALIFORNIA	Albany	IDaho	New Orleans*
FLORIDA	Deerfield Beach, Orlando, Sarasota*, Tampa*	NEVADA	Las Vegas, Reno*
HAWAII	Honolulu	TEXAS	College Station, Houston*, Fort Worth
ILLINOIS	Chicago* (2 offices)		

TX

HEADQUARTERS
IN FRISCO, TX

21

OFFICES ACROSS
9 STATES

1937

YEAR
ESTABLISHED

≥ 50%

PARTICIPATION
WITH LOCAL
SUBCONTRACTORS

CONSTRUCTION MANAGEMENT

01 INTRODUCTION



BUILDING MORE THAN PROJECTS!

Ramsons Inc. is the most experience, locally owned and operated provider of construction management services in Northeast Arkansas. The company has been in continuous operation for nearly 50 years and has seen steady growth while developing a reputation for on-time completions and quality craftsmanship.

Still owned and operated by the McDaniel family, Danny McDaniel serves as the president and majority stock-holder. As the construction industry evolved from a hard-bid model towards an alternative delivery model, Ramsons evolved as well. The firm has grown to specialize in providing construction management for different institutions, and we are here to help you grow!



FINANCE

01 INTRODUCTION



Dan Askenazi, CPA
MANAGING DIRECTOR

MCM has served as our
investment banker and bond
underwriter since 2017.

1989
YEAR
ESTABLISHED

TX
HEADQUARTERS
IN DALLAS, TX

2,100+
MUNICIPAL
PROJECTS

2
OFFICES



LEGAL

01 INTRODUCTION



Heartsill Ragon, III
COUNSEL + DIRECTOR

1978
YEAR
ESTABLISHED

AR
HEADQUARTERS IN
LITTLE ROCK, AR

26
ASSOCIATE
ATTORNEYS

1
OFFICES



LEGAL

01 INTRODUCTION



Brian A. Crist
PARTNER



Matthew Miller
PARTNER



Latonya Ellis
PRACTICE GROUP
DIRECTOR



Marcus Phelps
ASSOCIATE

1910
YEAR
ESTABLISHED

340
LEGAL
PROFESSIONALS

125+
NONPROFITS
SUPPORTED

7
OFFICES



O2

OUR COMMUNITY BASED APPROACH

OUR MISSION

To utilize Public Private Partnerships to provide social and municipal infrastructure to underserved communities.

OUR STRATEGY

To minimize the financial burden and risk associated with building municipal projects while maximizing the benefit to the community. We do this by combining a proven, experienced team partnered with local resources to efficiently deliver turnkey projects.

OUR FOCUS

Student Housing, Campus Infrastructure;
Municipal Infrastructure
Affordable Housing Solutions
Economic Stimulus through Urban Development

Community buildings need to be built **by** the **community**

Our collaborative approach to P3 enables us to combine the resources of national firms with local community-based companies.

By using qualified industry experts combined with the local municipality and local contracting community, the team inherently provides a best value to the public sector.



Utilizing Local Subcontractors

- Keeps public money within the local community;
- Creates job opportunities;
- Local contractors = Cost efficiency;
- Enables checks and balances for cost control

Our approach keeps 85% of the construction value within the local community!

The background is a deep blue with a subtle, grainy texture. Overlaid on this are several large, semi-transparent geometric shapes, including triangles and rectangles, which create a sense of depth and movement. A large, light blue watermark consisting of the numbers '03' is positioned in the center of the image, with the '0' being significantly larger than the '3'.

03

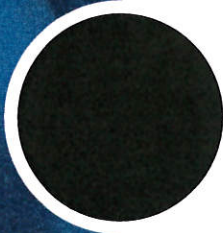
OUR FUNDING PROCESS

Our Public Partner Services Financing Approach



- Turn-key Design-Build-Finance solution;
- Tax-exempt lease purchase financing secured by real estate assets, project revenues and subject to annual appropriations;
- Does not require our Public Partner to pledge their full faith and credit behind the obligation;
- Does not affect our Public Partners general obligation bonding capacity;
- Public entity maintains control of the facility

Our goals:



DEFINE

Define a program of projects using a holistic and collaborative approach.



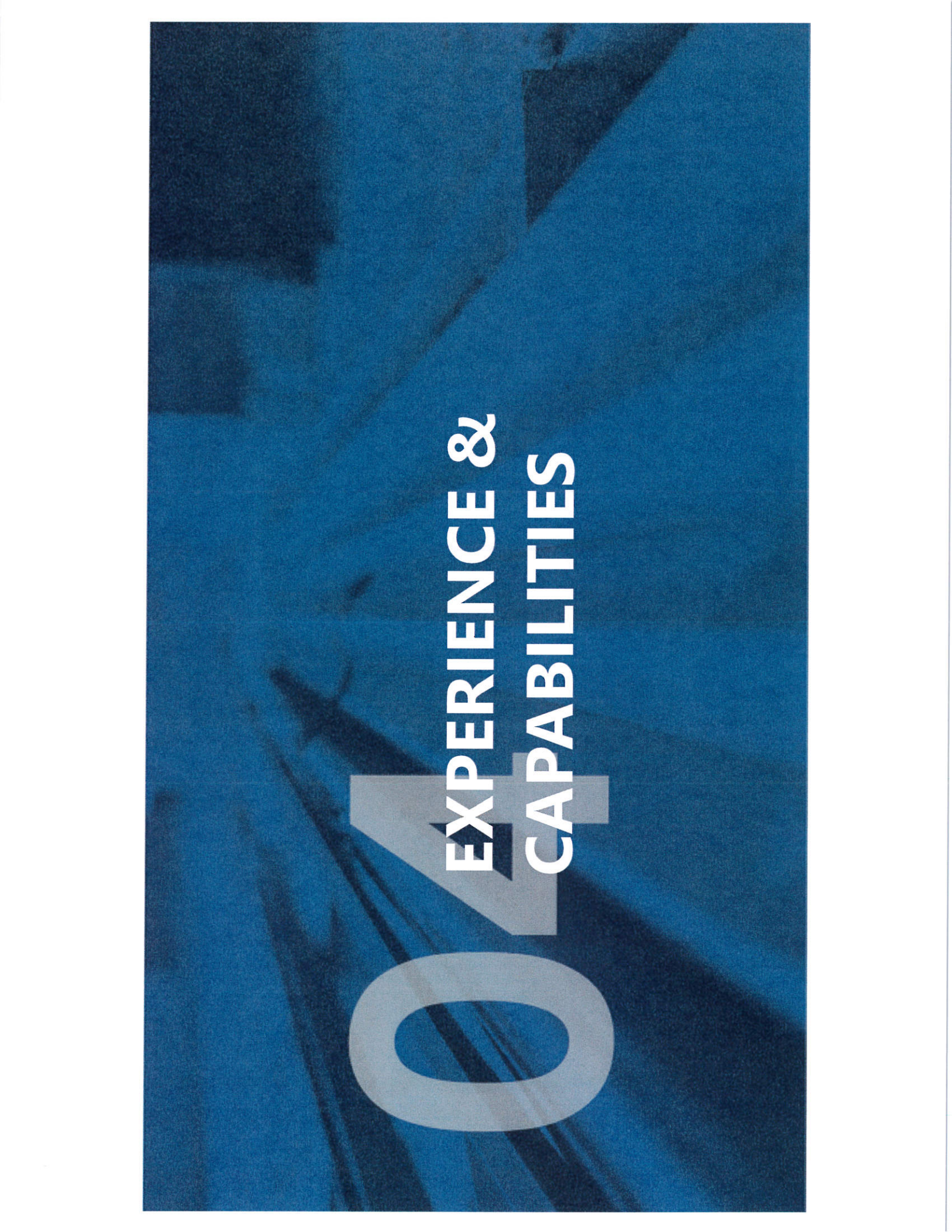
DEVELOP

Develop resilient, sustainable and transparent solutions.



EMPOWER

Empower the local community to implement the solutions through technical assistance education and capacity building for small and medium size enterprises.



O4 EXPERIENCE & CAPABILITIES



**\$12M delivered to the City
of West Memphis, AR in
117 days!**

West Memphis Public Safety Complex

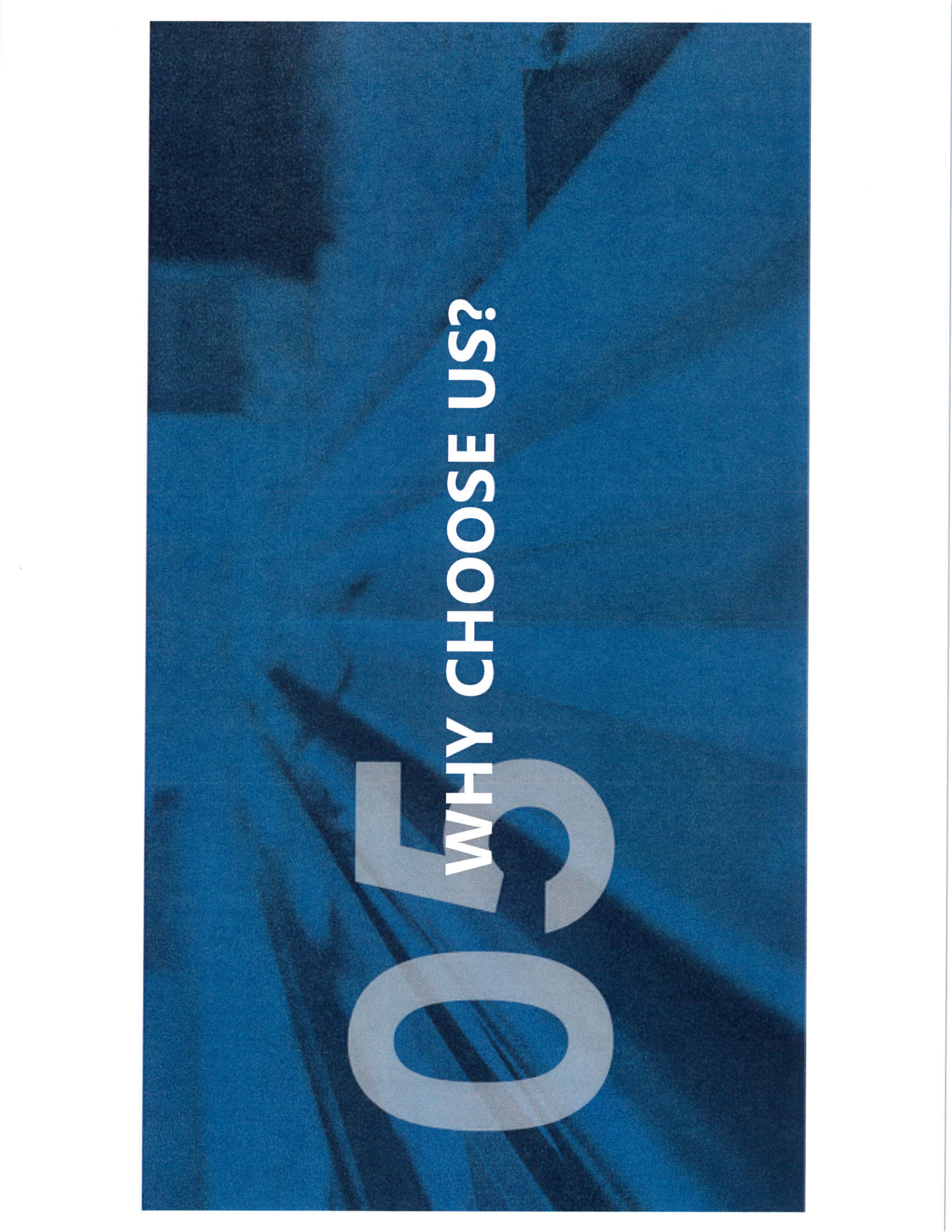
- P3 Group delivered \$12M of capital under a design-build-finance-development agreement
- P3 Group acquired three sites: Two fire stations, One police substation, One courthouse
- Financed using a tax-exempt Lease-Purchase agreement
- Facilities expected to open in Q4 of 2020
- P3 Group refunded a 2006 Bond series and reissued them at a lower interest rate for the City of West Memphis



**\$14M delivered to
Jefferson County
in 84 days!**

Jefferson County Municipal Projects

- P3 Group delivered \$14M of capital under a design-build-finance-development agreement
- Financed using a tax-exempt Lease-Purchase agreement
- Facilities expected to open in Q4 of 2021
- Assisted County in securing Local Business Donations
- Awarded Interest Rate: 2.4%; Rebate \$147,000 to the County
- Moody Rating: A2 with an underlying rating of A1
- Implemented COVID-19/Infectious Disease-inspired designs



50 WHY CHOOSE US?

05

WHY CHOOSE US?



- ✓ No public referendum is required
- ✓ Ability to pledge special revenues as security for the lease obligation
- ✓ No upfront cash outlay
- ✓ Affordable payments subject to annual appropriation
- ✓ Construction can start in as soon as 90 days
- ✓ Developer-driven delivery results in lower cost and certainty of cost
- ✓ Deferred Payment

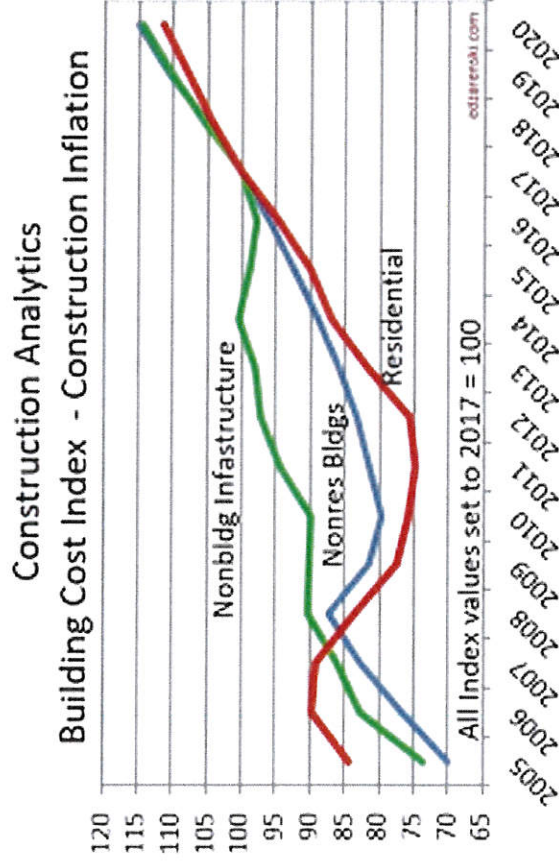
05

WHY CHOOSE US?



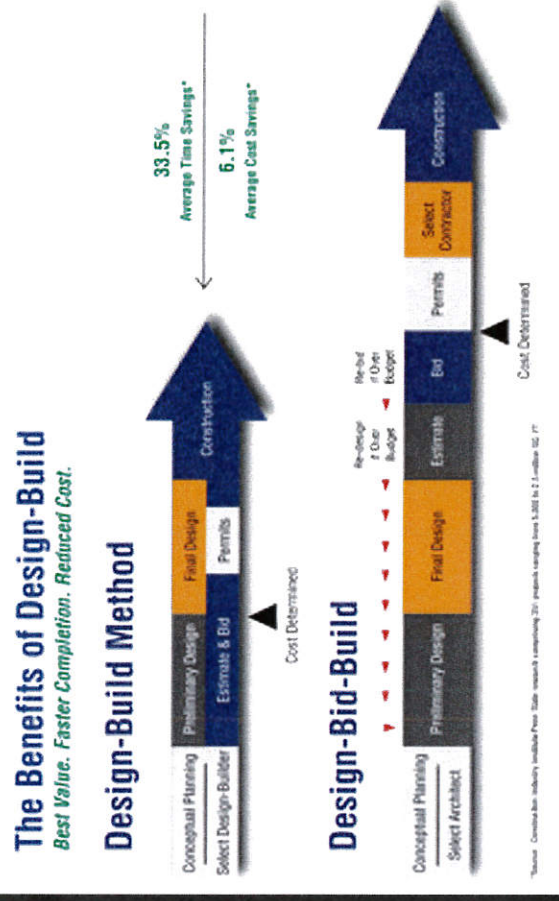
- ✓ Quick delivery method creates a hedge against inflation
- ✓ Construction risk is transferred to private sector (i.e. OSB & Wood)
- ✓ Lower interest rate without using general obligation capacity
- ✓ Lower project delivery cost (debt service reserve, cost of issuance project contingency fund)
- ✓ Dedicated to Client Service
- ✓ Committed to Community Rebuilding & Involvement
- ✓ Tax Increment Financing TIFF

TIME IS MONEY



Building Material Cost Index over time

03 OUR FUNDING PROCESS



Integrated Design-Build Delivery method saves time and money.



The P3 Group, Inc.