

# Operational P3 Projects - Relationships are Key!

## Observations, Market Issues & Lessons Learned

**Date:** 08.30-09.30, Wednesday 18 April 2018

**Venue:** Osler, Hoskin & Harcourt LLP, 100 King St W, Toronto, ON M5X 1B8

**08.00-08.30** - Registration, Networking

**08.30-09.30** - Panel Discussion

Moderator:

- Danna Donald, Partner, Osler, Hoskin & Harcourt LLP

Panel Members:

- Derron Bain, Senior Vice President, Concert Infrastructure

- Hafeez Habib, SVP Project Delivery, Plenary Group

- Eric Tilley, Senior Vice President, Legal Services,  
Infrastructure Ontario

- Belinda Edwards, Associate Director, Turner & Townsend

**09.30** - Close of session and post event networking

# SPEAKER PROFILES

## DANNA DONALD

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PARTNER, OSLER, HOSKIN & HARCOURT LLP



Danna's practice focuses on project finance, including social and transportation infrastructure, renewable energy, public-private partnerships, syndicated loan facilities and acquisition loan facilities. She advises a broad range of corporate borrowers and lenders including developers, equity sponsors,

contractors, domestic and foreign banks, bond underwriters and other investors on the negotiation of credit facilities, indentures and infrastructure documents. Danna has led Osler's commercial team in providing advisory services on a number of infrastructure and energy transactions, including the debt and equity financing of some of Canada's largest wind and solar projects. Danna is a Founding Member and the Past Chair (2014-2016) of the Toronto Women's Infrastructure Network and is currently a member of the Steering Committee.

## DERRON BAIN

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SENIOR VICE PRESIDENT, CONCERT INFRASTRUCTURE



Derron joined Concert in 2010 and leads the investments and operations of Concert Infrastructure and is responsible for managing the activities of the Concert Infrastructure Fund. With over fifteen years of industry experience, Derron has extensive expertise in the planning, financing and delivery of complex

alternative finance procurement and public-private partnership infrastructure projects.

## BELINDA EDWARDS

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ASSOCIATE DIRECTOR, TURNER & TOWNSEND



Belinda Edwards is an Associate Director at Turner & Townsend and has worked on P3 Projects in a variety of roles for the last 12 years in both North America and Europe. She has been the Turner & Townsend team lead for Lenders Technical Advisor on over 50 P3 projects predominantly in the social

infrastructure space. Belinda has taken multiple projects from initial Technical Due Diligence at bid stage through financial close and construction and into the operational phase. She is currently providing monitoring services for the operational phase on P3 Projects.

## HAFEEZ HABIB

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SENIOR VICE PRESIDENT, PLENARY GROUP



Hafeez Habib, Senior Vice President - Delivery at Plenary, oversees half of Plenary's buildings portfolio in Canada. Hafeez joined Plenary in 2009, overseeing Plenary's role in the first Infrastructure Ontario DBFM hospital project, and since then Hafeez has provided leadership in design, construction, asset management,

energy efficiency and commercial management on Plenary's social infrastructure projects, both during pursuit and into the delivery phases. Prior to joining Plenary Group, Hafeez worked in the Ontario energy sector in various capacities including engineering design, risk analysis, commercial services, project management, operational management and contracts management.

## ERIC TILLEY

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SENIOR VICE PRESIDENT, INFRASTRUCTURE ONTARIO



Eric Tilley is the Senior Vice President of the Legal Services group at Infrastructure Ontario. In this role he manages each of the legal teams, including the Transaction Legal, Real Estate/Leasing and Lending teams.

Through his management of the Transaction Legal team, Eric oversees the provision of legal services for all AFP projects, advising clients on strategic matters related to risk allocation, project structuring and market conditions. His team is responsible for providing legal services on all phases of a Project, including structuring, procurement, negotiation, implementation and delivery of the projects. The Transaction Legal team's expertise in AFP delivery has ensured the successful closing and implementation of each P3 project, across all sectors, including roads, LRT systems, hospitals and other social infrastructure projects.

Eric joined Infrastructure Ontario in 2010 after having practiced commercial real estate law for both McMillan LLP and Goodman and Carr LLP. Eric obtained his LLB from the University of Ottawa in 2004 and was called to the Ontario Bar in 2005.