

Project Finance: A Regional Approach

Overview



Regional Planning Organizations (RPOs) and University Economic Development Outreach department share common goals for their target communities as evidenced by the recurring requisite planning. They also share common barriers such as unfunded mandates, insufficient funding, and low volumes and adoption rates for program participation.

Governments have perpetual plans in many forms; strategic, development, urban, regional, and so on. Universities have long served as the default planners for urban and regional development as they are also usually the location for planning offices, centers of excellence, extension offices, etc. Hospitals are required to have current Community Health Needs Assessments (CHNA).



All these plans are either dependent on grants, appropriations, or allocations for funding the planning and any associated projects, platforms, or enterprises. The lack of funding for capitalization and operating expenses are the key cause of “shelved” plans. This approach is designed to have positive ROI, return-on-investment, and even stronger ROI 2.0 ©, Results-

Outcomes-Impacts.

Stakeholders



All the target communities have default stakeholders such as anchor institutions, place-bound entities such as mills, mining, etc., land-based enterprises such as farmers and ranchers, and financially-bound constituents due to extenuating personal or business circumstances and lifestyle preferences.

These special consideration bases are often left out of strategic development plans except as social or economic concerns or issues to be dealt with as another “problem” without consideration of the many programs that are structured to address the needs of the impacted populations.

Structures



Default stakeholders can be the sustaining base. By leveraging the current stakeholders for their irrevocable status as qualified and eligible recipients of socio-economic program benefits, subsidies, entitlements, etc., a region-level program can use the existing socio-economic structures for aggregating bases, facilitating passive

collaboration, and provide new and enhanced resources through the monetization and optimization of unused and underused resources and assets.

Education-driven Risk-Reward Review



Strength in numbers is attained not only by combining bases, sharing best practices, and leveraging volume buying and passive cost sharing, but, also through the RPO/University design integrity reviews plans and strategies. The two institution provide the social, economic, and technical reviews of the projects for a qualified impartial third-party

opinion. Decisionmaker will also attend client/customer education classes conducted by subject matter experts (SMEs) of the primary solutions.

Engagement



Request a free Project Finance screening from the sponsoring Regional Planning Organization and/or the sponsoring university. Your case will be quickly assessed for a viable or feasible business case and if accepted you will be provided project-specific next steps.