

## Background for a establishing a LWB Procedure for Unsolicited Proposals

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**Table 1.** Comparison of safeguarding components, Requests for Proposals (RFPs) and Unsolicited Proposals.

Component	RFPs	Unsolicited Proposals
Present completed similar projects	Must provide	No obligation
Supply references	Must provide	No obligation
Describe lawsuits	Must provide	No obligation
Transparency	Advertised and competitive; best ideas	No obligation
Written statement of public partner goals, needed results	Required	Not required
Predefined evaluation criteria and process	Yes	No

**Table 2.** An inherent problem with P3s, especially proposals that arrive unsolicited, is the “uneven playing field.”

Aspect	Private Partner	Public Partner
Timing	Has head start	Disadvantageously behind
Profitability	<b>Knows</b> it is profitable – for the private partner	Must run own analysis of risk and profit sharing
Public Relations 1	Has vested interest in “selling” proposed project	Has obligation to protect public funds
Public Relations 2	Has experienced team	Does not have PR team
Legal	Has experienced team	May not have P3 experience
Longterm financial risk 1	Can withdraw; declare bankruptcy	Locked in place; serious consequences to bankruptcy
Longterm financial risk 2	Has vested interest in minimizing risks	Enthusiasm can exacerbate underestimation of infrequent event (outlier) risk

**Additional Information:**

<https://www.gfoa.org/materials/public-private-partnerships-p3>

<https://www.strongtowns.org/journal/2018/2/4/public-private-partnership>