Effective Partnerships and Sugar House Streetcar Interlocal Agreement

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A Good Start Goes a Long Way

• Honest Self Assessment
  – How do we want to work with our partners and stakeholders?
  – What do we expect to accomplish?
  – What do we do best and where do we need most help?
  – What problems can get in our way?

• Box the Risk – define the problem and create the mitigation plan
  – Perform enough investigation/design/evaluation to understand the nature and size of the risk?
  – Who has the most to gain when the problem is solved?
  – Who can solve the problem at the least cost and time?
  – If I put myself in their shoes, what is best way to solve issues?
  – Can collaboration of parties result in win-wins?

• The Right People
  – Appropriate Delivery Method to acquire external needs (tailor this to your needs - not a set recipe)
  – Creative, Build Solution Oriented Relationships, Trusting, Experienced
Self Assessment

- What are our objectives?
  - Positive Relationships w/Contractors and Stakeholders
  - Avoid Litigation and Costly Changes
  - Manage Risk - Coordinated effort
  - Value Engineering
  - Resolve Technical Complexity
  - Early Fixed Price vs. Increased knowledge at an earlier date
  - Shortened Schedule
  - Reduced Internal Staffing
  - Funding Assistance
  - Meet Political Ambitions
Common Success Stories

• Build Synergy
  – Open Communication
    • Three most important keys to success are 1) communication, 2) communication, 3) communication
    • Hard to communicate by email as it is only one way and lacks body language – use face to face if possible
  – Put the People on the Task Who Can Solve the Issues
    • Mayors/GMs meeting to set vision and policy direction
    • Attorneys to draft the ILA to give others a place to begin
  – Take on the Tough Issues Instead of Putting them Off
    • Operations and Maintenance
    • Capital Cost Sharing
  – Set Schedule Early and Stick to it as a Team!
Common Success Stories

• Build Synergy
  – Shared goals
    • Share in the risk and rewards from the beginning
    • Partnering Sessions Focused on Business Issues
    • Incentives may help (alliances, return IF, contractor IF)
  – Co-Locate
    • Constant Communication
    • Owner/Contractor/Designer/Stakeholders in one location
    • Water cooler talk
  – Build each other up/Continual Partnering
    • Have some fun together
    • Celebrate Success
    • Awards
    • Partnering early and often
Partnering
Visioning – 800 East