

Public Private Partnership Success Stories – The Virginia Experience

McGuireWoods Consulting Georgia P3 Seminar

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June 11, 2015

Atlanta, Georgia

Dispelling the Myths

- Not a panacea
- Not free money
- Not a financing tool
- Not privatization
- Not about secret negotiations
- Not just for contractors/developers
- Not just for big firms

PPEA Implementation

- Nearly 200 projects underway or completed statewide
- At least 100 projects rejected and not pursued
- Project values range from \$500,000 to \$2 billion
- 65/35 split of unsolicited vs. solicited proposals
- Approximately 80 localities have PPEA guidelines
- Non-public finance now becoming more common to partially offset development costs
- Mixed-use development projects hold greatest potential

Virginia PPEA Examples



Virginia Tech – Carillion School of Medicine and Research Institute, Roanoke, Virginia

Virginia PPEA Examples



Wiehle Avenue – METRO development, Reston, Virginia

Virginia PPEA Examples



George Mason University Graduate Housing Complex,
Fairfax, Virginia

Virginia PPEA Examples



Stafford County, Virginia

Virginia PPEA Examples



Fredericksburg, Virginia Courthouse

Virginia PPEA Examples



Western State Hospital, Staunton, Virginia

Questions or Comments?

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