



P3 Bundling and Stakeholder Engagement
NCSL August 8, 2016

Introduction to Corvias



Our Mission

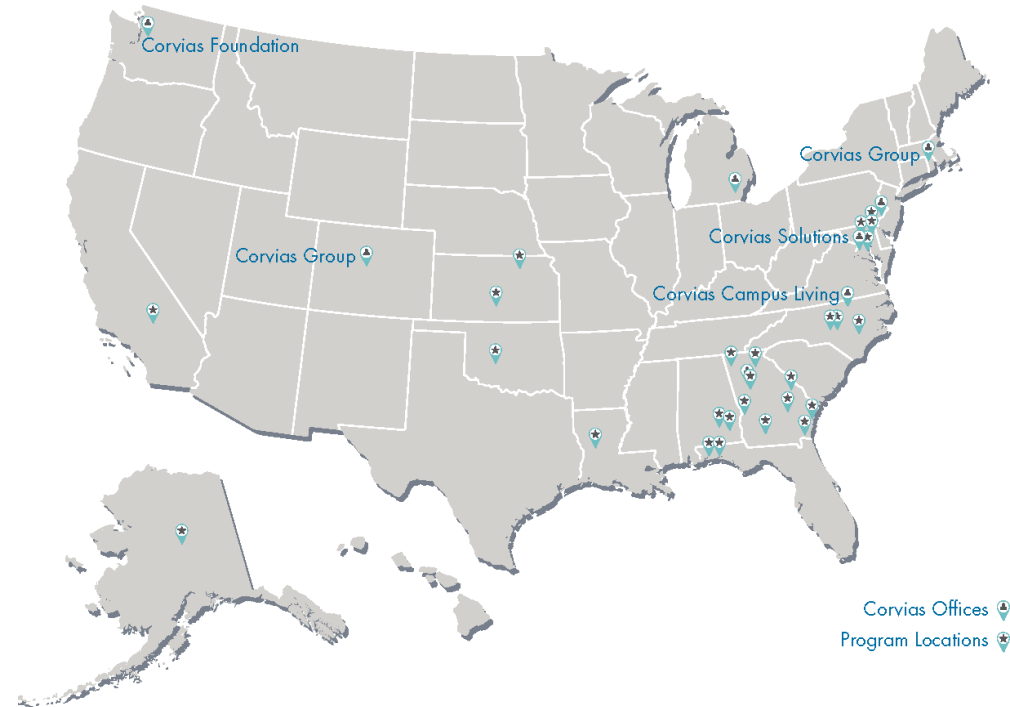
To materially improve the lives of the people our projects touch.
Partnering to solve societal problems.

The name “Corvias” was inspired by two Latin words:
“cor” meaning “heart,” and “via” meaning “by way of.”

At Corvias, our Mission defines and shapes a deeply caring
culture, always “by way of the heart.”

Introduction to Corvias

- A mission-driven organization dedicated to aligned interest through partnership's that carve long term solutions out of systemic public challenges.
- \$3.5 Billion in innovative project financing & partnership structures for Federal, Local, and Higher Education infrastructure.
- \$742 Million returned to our partners since 2002 for reinvestment
- 28 public-private partnerships across 13 states and DC



Our Partnerships

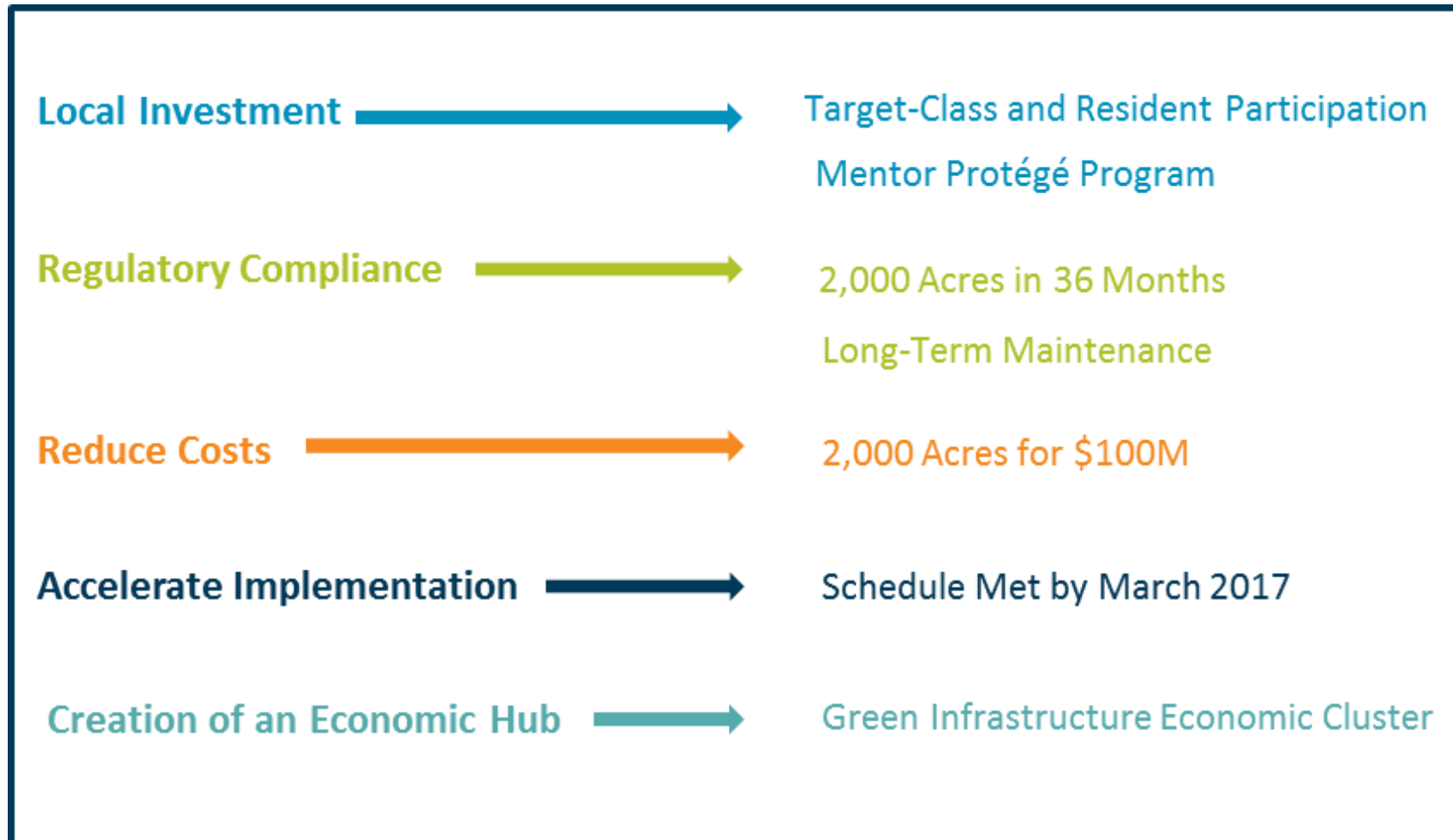
- Department of Defense – 14 active partnerships, we manage and maintain nearly 25,000 homes. In addition, our developments include 26 full-scale community centers with first-class amenities.
- Higher Education – Providing housing on 11 campuses across the US
- Solar – Installing nearly 100 megawatts of solar across our partner portfolios
- Stormwater – constructing or retrofitting more than 600 green infrastructure devices and providing 30 years of maintenance

PRINCE GEORGE'S COUNTY | CORVIAS SOLUTIONS



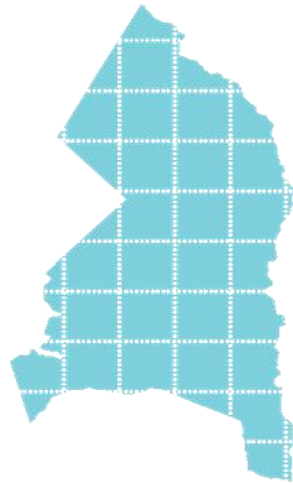
TheCleanWaterPartnership.com

COUNTY GOALS = PARTNERSHIP GOALS



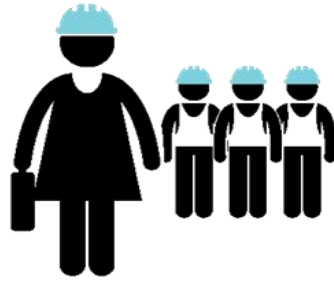


COMMUNITY IMPACT: THE FIRST 100 DAYS



750
ACRES
IN DESIGN

+



MORE THAN
200
CONTRACTORS
ADDED

+

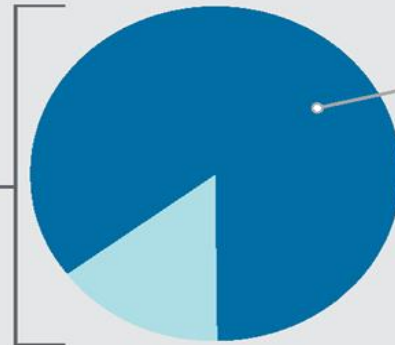


\$125K
investment
in student internships
with 40 graduates to date.

Driving Local Economic Development

Putting money back into the community is one of the success measures of the CWP Partnership.

+\$5.7M
*contracted to the
local economy in
meaningful jobs**



85% went to
small, minority, women
owned businesses (\$4.8M)

*Meaningful jobs = jobs that pay more than minimum wage and add to quality of life.

Paradigm shift – Integrated Large Scale Delivery Structure

1. Getting out of the project by project mentality
 - Integration team v design, bid, build
2. Aggregation and standardization
 - At large scale for cost and implementation efficiencies
3. Ability to use private procurement methods
4. Incentivized for Outcome and Performance



Stakeholders - Direct and Early Engagement

- Prince George's County Leadership and Departments
- US EPA
- MD Department of Environment
- 26 Municipalities within the County
- PGC School Districts
- Environmental organizations
- Faith-based community
- Private property owners

Example - Greenbelt Lake

- Planning began in November 2015 Completion Scheduled Fall 2016
- Install, upgrade, and maintain two forebays that treat a minimum of 10 percent of the lake volume with a drainage area of 507 acres with **337 impervious acres treated.**
- Stakeholders involved:
 - Greenbelt City Council
 - City Manager and Mayor
 - City Attorney
 - Public Works Department
 - GreenACES – a greenbelt environmental advisory group
 - Parks and Recreation Advisory Board (PRAB)
 - Maryland Department of Environment
 - Soil Conservation District
 - Homeowners on and surrounding the lake
 - District 22 – Delegate and staff
 - Washington Suburban Sanitary Commission (WSSC)

Thank you

TheCleanWaterPartnership.com

cindy.Willhite@Corvias.com