

Redefining Partnerships

With more than 26 partnerships to date — from military and college housing to renewable and water infrastructure, Corvias Group (Corvias) is redefining the public private partnership model to a service-based public private partnership approach. Corvias approaches partnerships with a long-term perspective that focuses just as much on the long term sustainability of a program as it does the initial development. Corvias established its first partnership in 2001 with the US Army in Maryland and remains a collaborative, results-focused member in each of its 26 partnerships with the Department of Defense (DOD), colleges and universities, and municipalities.

Corvias meets the objectives of the public partner by deploying the benefits of the private sector using the following core components:

- Alternative best fit capital solutions that include long-term O&M with a fixed-fee, performance-based fee structure based on value created for the public partner.
- Project aggregation into a full life cycle integrated Design, Build, Operate, and Maintain program ensuring faster implementation, reduced execution risk and frictional procurement costs, with a greater focus on socio-economic impact.
- Public partner retains control of assets, budgets, revenue, and priorities.
- Locally-based, long term partnership approach providing custom best fit solutions by bringing best-in-class services to address partner specific needs.
- Focus on creating an enduring marketplace for small, disadvantaged businesses, community development and sustainable resident career opportunities.

A Low Risk & Adaptable Model...

Rather than traditional construction contracting mechanisms that can create conflicting priorities, Corvias allows a public partner to create its own full life-cycle infrastructure solution through a fixed, performance-based fee structure. Performance is evaluated by key indicators determined by the public partner at the local level. The public partner retains the overall control of assets, budget dollars and priorities, while transferring risk to the private partner. This structure ensures the private partner is not incentivized by cash flow, thus aligning interests with the public partner and redirecting all net cash flow back to the public partner for reinvestment, as determined by the public partner.

That Benefits the Community...

The local community is the first to benefit from investment in the local economy through subcontracting to local small- and minority- owned businesses. Corvias has historically exceeded its socio-economic subcontracting goals with an average of 83% of all program expenditures to local and small/disadvantaged businesses in all of our communities. To create and maintain a strong local workforce, the private partner provides industry training and skills development programs that align with the pipeline of work managed by the program. Engineering, geology, biology, procurement, administration, construction, maintenance, and other curricula related to stormwater and green infrastructure are implemented in nearby high schools, colleges, and universities.

While Meeting Regulatory Requirements.

This model dramatically improves the short- and long-term capacity to meet municipal infrastructure requirements — Corvias is the first, and only, private company working in both an Environmental Protection Agency- and DOD-supported partnership program. Once initial regulatory compliance is achieved, the sustainability of the program is guaranteed through long-term asset management and program stewardship guided by the municipality.