



District of Columbia, Maryland and Virginia Market Snapshot

The Trade Commissioner Service team at the Embassy of Canada in Washington, D.C. is responsible for three Mid-Atlantic States: Maryland, Virginia and West Virginia, and the District of Columbia. The vast infrastructure needs in the Mid-Atlantic are highlighted by the American Society of Civil Engineers' average grade of "C-" for the region. P3s continue to emerge, growing in interest and support, as an attractive tool to tackle the infrastructure deficit. D.C. and the three states covered by the Embassy's Mid-Atlantic purview have passed P3 enabling legislation. Virginia is an experienced P3 leader with D.C. and Maryland as the P3 up and comers.

District of Columbia (D.C.)

D.C.'s P3 legislation, entitled The Public-Private Partnership Act of 2014, was approved on December 29, 2014. The legislation formalizes the process for evaluating proposals, clarifies requirements for a P3 agreement, authorizes P3s for both horizontal and social infrastructure projects in D.C. and allows for both solicited and unsolicited proposals. D.C.'s Office of Public Private Partnerships (OP3) administers the P3 Act and serves as the contact point for all interested parties.

D.C. OP3's current project pipeline includes digital kiosks, the metropolitan police headquarters and a street light modernization project. Upcoming P3 opportunities may include correctional facilities. Furthermore, keep an eye out for periodic opportunities to submit unsolicited proposals.

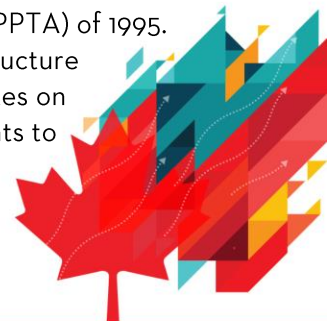
Maryland (MD)

A growing user of P3s, Maryland's Department of Transportation (MDOT) has completed two P3 projects, the Seagirt Marine Terminal and the I-95 travel plazas, since the adoption of its P3 legislation. Maryland's P3 legislation allows for projects beyond transportation as well as unsolicited proposals.

In the fall of 2017, MDOT announced the Traffic Relief Plan to reduce traffic congestion. The largest initiative in the plan is the I-495 & I-270 P3 program which will include improvements for over 70 miles of interstate in Maryland. Industry engagement is currently ongoing through winter 2018/2019. Other P3 projects include the Purple Line Light Rail which reached financial close in June 2016, and a 30-year storm water project between Corvias Solutions and Prince George's County. Other potential P3 projects exist at the county level.

Virginia (VA)

Virginia is well known for being a P3 leader in the United States. The state has two pieces of P3 legislation: the Public-Private Education Facilities and Infrastructure Act (PPEA) of 2002 and the Public-Private Transportation Act (PPTA) of 1995. The PPEA focuses on social infrastructure projects while the PPTA concentrates on transportation projects. Amendments to



the PPTA took effect in July 2015, requiring additional oversight and risk assessment into Virginia's P3 process.

Virginia has concluded a number of completed P3 projects, with the majority being in transportation. Transform66 is currently underway with a number of potential P3 projects in the pipeline including a fibre optics opportunities initiative and more transportation projects, particularly in the Hampton Roads area.

The Mid-Atlantic States and the District of Columbia are committed to improving their infrastructure in various areas and encourage more Canadian companies developing those projects. The decision is yours!

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