



## Public-Private Partnerships Help Projects Move Forward, Even in Tough Times

In this time of economic uncertainty, it is nice to know that some companies have been weathering storms successfully for more than 100 years.

Howard Shockey & Sons is such a company. Founded in 1896, the Winchester-based company is well positioned for continued growth throughout the Commonwealth.

Part of the company's success can be attributed to its forward-looking business strategy. In fact, today Shockey is one of just a handful of companies in Virginia with a real depth of public-private partnership (PPP) experience.

### What is a Public-Private Partnership?

A public-private partnership can often be an ideal model for local governments to develop and finance projects that might otherwise not get built. The advantages of the public-private partnership arrangement over traditional procurement methods are:

- Increased financing flexibility
- Project costs may be lower
- Projects may be faster to implement

In 2002 Virginia formally enacted the Public-Private Education Facilities and Infrastructure Act (PPEA), which enables the public and private sector to work together as partners for needed projects.

While any locality can take advantage of this relatively new procurement option, there are a few ground rules.

For example, the public reviewing agency must adopt local policy guidelines. The public entity must determine that there is a demonstrated need for the project and ensure the public-private partnership offers an effective way to put the project in place.

Most types of public ventures can qualify, but a clear, two-step process must be observed. Local governments are increasingly turning to PPPs

because the savings in time can translate to significant cost savings.

Shockey has been involved in a total of 10 PPP projects in Virginia, including prisons, work-release centers, police training facilities, parking structures, schools and public safety facilities.

Some examples are:  
(Click on photos to enlarge)



Public Safety Building, Frederick County



Western Virginia Regional Jail, Roanoke County



Skyline High School, Warren County



George Washington Autopark, Winchester

For more information on these projects or to learn more about the PPP process, please visit Howard Shockey & Sons, Inc.

While much has changed for Shockey over the last 113 years, there are a few things that haven't. Good business relationships, quality construction, long-term employees, and a service-oriented attitude all share credit for the company's success and expansion. Jeff Boehm, Vice President of Howard Shockey, expands on this saying, "As a family owned business, we place a significant emphasis on good communication and trust. It's served us well for over a century."

### History

Since it was founded in 1896, Winchester-based Howard Shockey & Sons, Inc. has grown into one of Virginia's largest general contracting and construction management companies. Shockey is a member of the U.S. Green Building Council, and has worked on seven LEED projects.

The company has worked on numerous public sector projects throughout Virginia and has expanded into Maryland, West Virginia and North Carolina. Howard Shockey & Sons has been an associate member of VACo since 2007.

All photos by Eric Taylor Photography