



## Joseph Sullivan Partner

As a public contract and infrastructure lawyer, Joe acts as special counsel to public sector clients, advising them in a full range of legal, business, risk and financing issues. He guides clients through the complex alternative project delivery procurement process, focusing on all aspects of the structuring procurement, negotiation and administration of public infrastructure projects.

Joe joined Hawkins in 2001 as an associate and became a partner of the firm in 2007. Prior to joining the firm, he practiced corporate law. Joe specializes in the practice of alternative project delivery, including public-private partnerships, serving a variety of municipal corporations such as cities, counties and state authorities in the water, wastewater, solid waste, public buildings, renewable energy and transportation sectors. He assists clients in the structuring, review, drafting and negotiating of project documentation for every method of alternative project delivery, including design-build (DB), CMAR, DBO, DBFO and design-build-finance-operate-maintain (P3). Joe works closely with clients to assess the business risks, strategies, and legal considerations, while anticipating foreseeable contingencies.

Joe's diverse experience with a broad range of clients, contractors, engineers, and financial advisors gives him a unique perspective to the many complexities of multifaceted contract negotiation. His dedication and understanding of clients' needs are essential in structuring procurements and bringing negotiations to a successful conclusion.

Joe has a deep knowledge of alternative project delivery processes and is highly familiar with procurement codes, statutes and regulations. He has advised clients in many states such as California, Massachusetts, Texas, Florida, Arizona, New York, New Jersey, New Mexico, Washington, Alaska, and the District of Columbia.

## CONTACT

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## INDUSTRIES

Power and Renewable Energy  
Public Buildings  
Solid Waste  
Transportation  
Water

## PRACTICES

Alternative Project Delivery  
Project Finance  
Public-Private Partnerships

## EDUCATION

University of Michigan, B.A.  
University of Michigan Law  
School, J.D.

## ADMISSION

New York

## Speaking Engagements

- **Procuring a Design-Builder for the \$1.25B expansion to Houston's Northeast Water Purification Plant**  
Design-Build Institute of America, Water and Wastewater Conference
- **Financing Water Supply Contracts – Alternative Project Delivery**  
United States Conference of Mayors Water Council, Water Summit
- **Public Private Partnership (P3): The Practitioner Viewpoint**  
Water Environment Federation's Annual Technical Exhibition and Conference (WEFTEC)
- **Harnessing the Private Sector for Recovery: Public-Private Partnerships and Private Activity Bonds under the Gulf Opportunity Zone Act**  
Urban Water Council, Water System Disaster Recovery Workshop