

TRANSPORTATION LOCAL SERVICES & UTILITIES

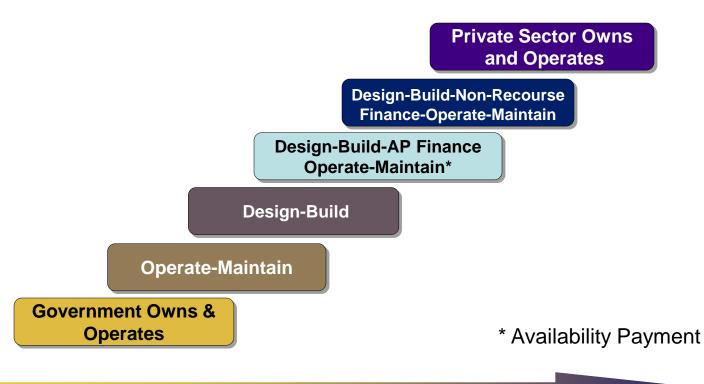
High-Speed Rail Alternative Delivery Methods Overview



Sasha Page

Spage@IMGgroup.com, 301-675-3102 APTA Annual Meeting, October 4, 2010

P3s offer many ways to meet funding, management & project delivery needs



PRIVATE SECTOR INVOLVEMENT



P3 HSR and transit models need to incorporate funding sources and mechanisms, especially *innovative* ones

System Revenues

Farebox

Non -Farebox

- Advertising
- Air Rights
- Naming Rights
- Concessions
- Commercialization
- Parking
- Outsourcing

Funding Sources

Traditional

- Local taxes
- State
- Federal New Starts

Innovative

- TOD/Joint Development
- Benefit AssessmentDistricts (Special Assessments)
- Tax Increment Finance
- Asset Monetization
- Partner Agencies

Financing Mechanisms

Traditional

- Debt
- Pay as you go

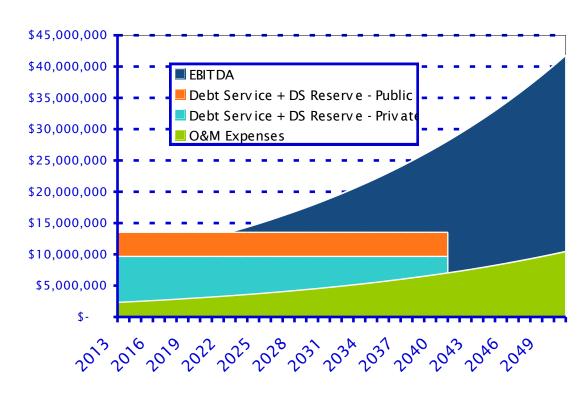
Innovative

- Availability Payments
- TIFIA
- RRIF
- SIB Loans
- Tax Credit Bonds
- Private Activity Bonds



Innovative finance tools, like TIFIA, and private equity relieve projects from early year repayment requirements

Greenfield Project Cash flows With and Without Equity



- Due to ramp-up characteristics, financing with tax exempt debt is less feasible
- Using equity, early debt service obligations are reduced
- Dividends (EBITDA) repay equity later in project

