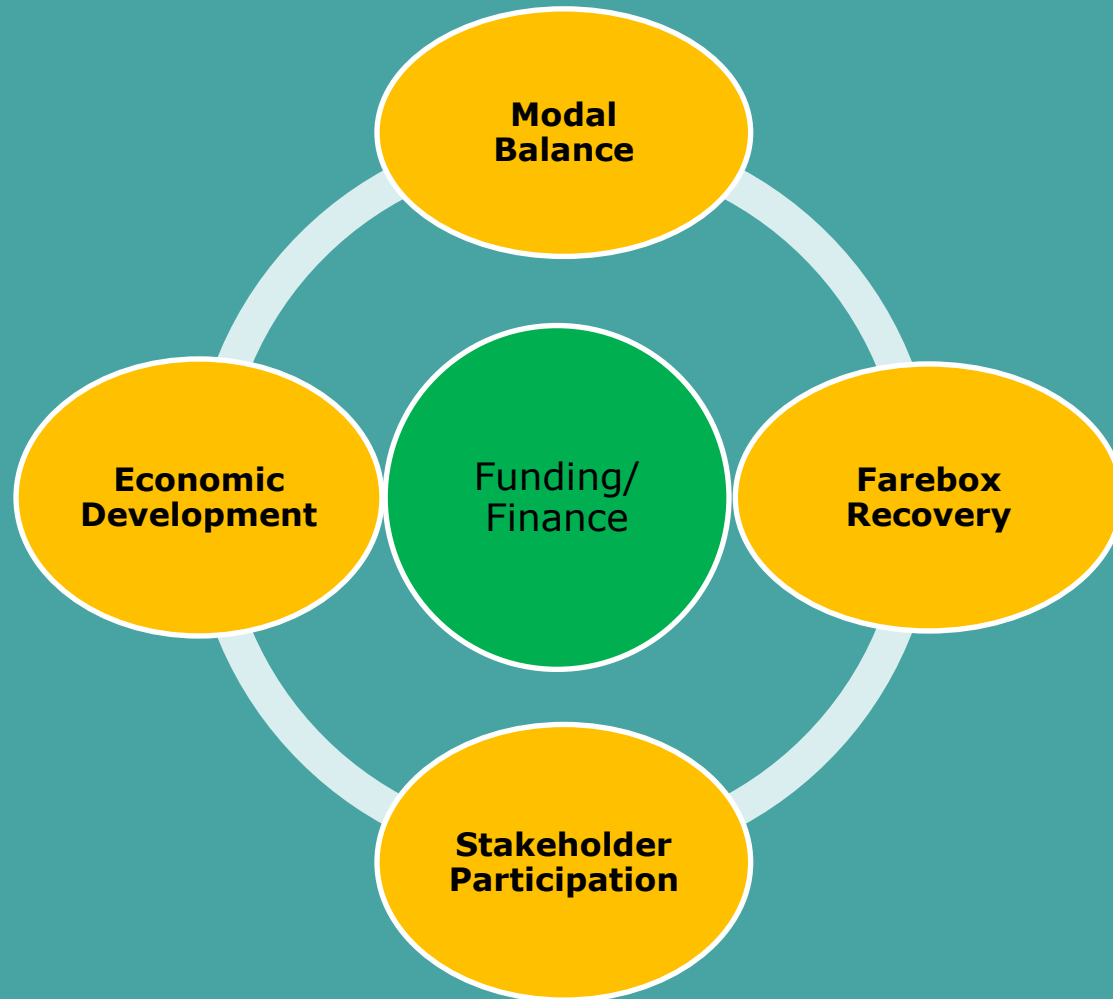



# FUNDING AND FINANCE: THE PRIVATE SECTOR AND PROJECT DELIVERY

**Michael Schneider, Panel Chair**  
Senior Vice President, HDR / InfraConsult

- **Dale Bonner**
  - Chair, Plenary Group USA
- **Raymond DiPrinzio**
  - Senior VP Infrastructure, Sumitomo Mitsui Banking Corporation
- **Jane Garvey**
  - Chair, Meridiam Infrastructure North America
- **Nicholas Hann**
  - Executive Director, Macquarie Capital Markets
- **Steven Howard**
  - Director, Infrastructure Finance, Barclays Banking Corporation
- **Harry Seekings**
  - Director, Infrastructure, InfraRed Capital Partners

# FUNDING AND FINANCE: APTA STRATEGIC INITIATIVE



A photograph of the Mount Rushmore National Memorial in South Dakota, showing the four presidential faces carved into the granite. A red speech bubble with a white border is overlaid on the image, pointing towards the center of the monument. The sky is blue with some white clouds.

Yes, of course  
there's a federal role  
in transportation...



**RIGHT HERE, RIGHT NOW...**

# ***PROJECT DELIVERY PARTNERSHIPS***



# RISK AND REWARD



# WHO ARE THESE PEOPLE?

- **Project Sponsors**

- Plenary Group (*Dale Bonner*)
- InfraRed Capital Partners (*Harry Seekings*)

- **Project Investors**

- Meridiam Infrastructure (*Jane Garvey*)
- Macquarie Capital (*Nick Hann*)

- **Project Lenders**

- Sumitomo Mitsui Bank (*Ray DiPrinzio*)
- Barclays Bank (*Steve Howard*)



# KEY ELEMENTS OF PROJECT DELIVERY PARTNERSHIPS

- PDPs are about project life-cycle. Successful PDPs integrate project finance, design, construction, operations and maintenance.
- PDPs are about skin in the game, which doesn't always mean *money*.
- PDPs are about financing projects, not necessarily funding them.
- PDPs are about leveraging revenue and assets over time.



# AUTHORIZATION POLICY PRIORITIES

- Policies that facilitate private investment in public works
- Policies that streamline the project development and approval process
- Policies that lessen political risk for private investors
- Policies that emphasize financing programs, in addition to formula and discretionary grants
- Policies that encourage expedited project delivery

