



Swift Tram Inc.

presentation to the

Transportation Legislative Review Committee

Senator Nancy Todd, Chair

June 10, 2014



Swift Tram - History & Background

- A startup with global aspirations
- Technology responds to existing problems
 - Low-sky, above-ground space
- Colorado economic development





Existing Transportation Challenges

- Highways and streets
 - Congestion
 - Deferred maintenance
 - Pollution, lost productivity, safety, etc.
- Mass transit
 - Uncertain & long wait times
 - Buses use same crowded streets/highways
 - Rail:
 - Expensive
 - Tracks restrict on-grade transportation, other activities





Advantages of Swift ATN for CO

For system planners & administrators

- Lower Capital and Operating Expense
- Easier siting/right-of-way
- Clean, quiet, non-disruptive
- Monitor and control safety and security



For passengers

- Convenient, quick, direct-to-destination
- Clean, quiet, comfortable
- Secure and safe for after-hours



Advantages of Swift ATN for CO

For the State Economy

- TOD attracts new businesses
 - Easy access to work, home, shopping, schools
 - Room for new on-grade amenities
 - Clean, modern image
 - Jobs
- Efficient use of energy, space, capital
 - Reduced pollution, congestion
 - Low CapEx
 - Intermodal integration
 - Minimize weather-related losses





Project Financing

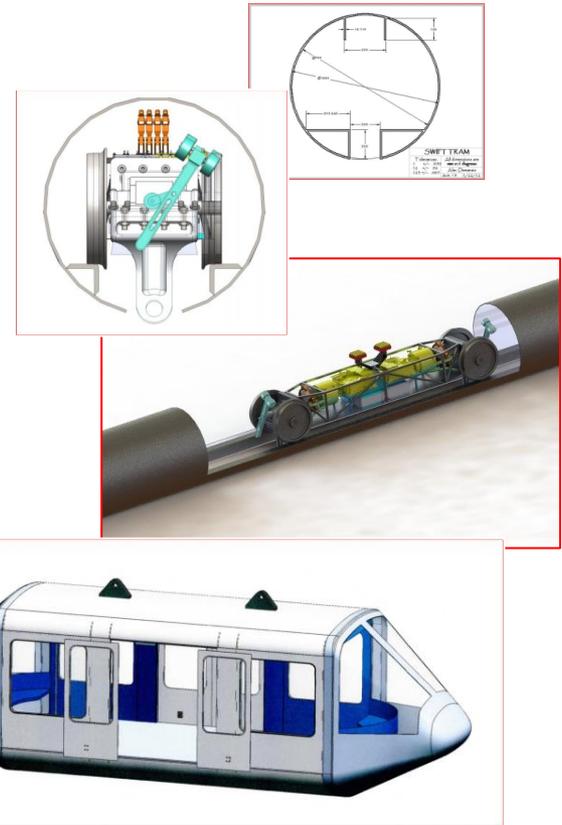
- Swift proposes to use P3-type financing
 - 1st Maximize financing from Feds and State
 - 2nd Remainder with long-term private debt
- Strong appetite among private lenders
 - Repayment flexibility for growth over time
 - Favorable rates





Company Financing

- Need Swift company investment for
 - Technology development
 - Marketing and Sales
 - Ongoing working capital
- Sources
 - Government grants & loans
 - Private equity market

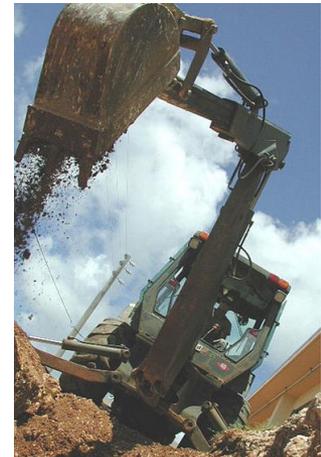




How can TLRC help?

Support opportunities for new technologies and P3 financing:

1. Support objectives-based selection criteria
 - Performance parameters – level of service, financial performance, etc.
 - Flexibility for system expansion
 - Impact on state economy
 - Existing transportation integration





How can TLRC help?

2. Build in protections for Colorado

- Strong state oversight of contract terms
- Flexibility for future system upgrades to accommodate
 - Advanced technology
 - Unanticipated growth patterns
- Guaranteed transparency of contract terms





How can TLRC help?

3. State needs flexibility to negotiate mutually beneficial terms
 - Contractor needs market ROIs
 - Stable revenue sources
 - Duration adequate to allow capital recovery
 - Contractor compensation for development of competitive systems





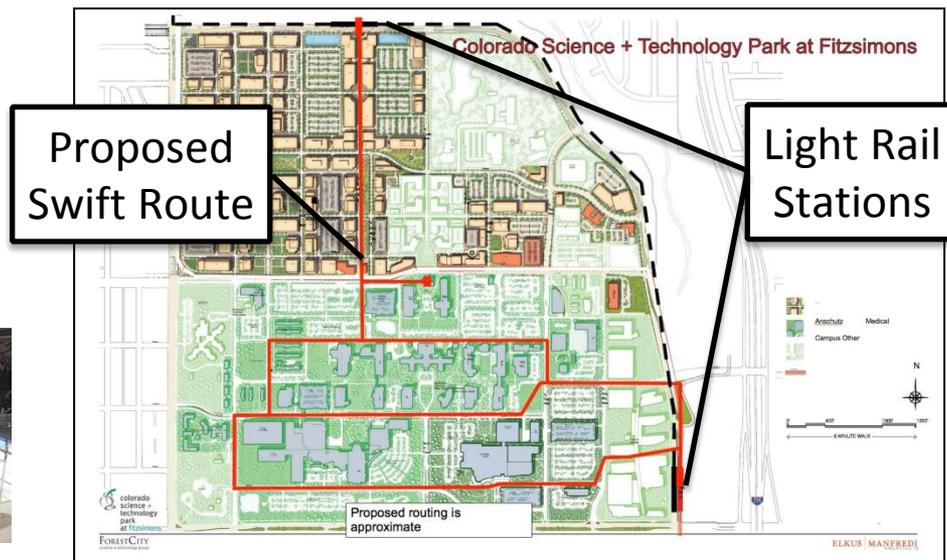
Why Now?

Opportunity for CO

STRONG customer response to Swift

Within CO, Swift is already in discussions with

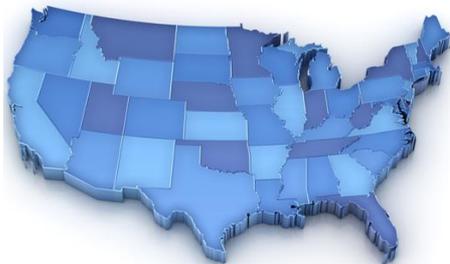
- Fitzsimons Redevelopment Authority/CU Hospital
- CU-Boulder officials
- DIA transportation officials





Expansion outside of CO

- Discussions outside of CO
 - Google/NASA campus and surrounding Bay Area communities
 - Communities in Berkshires, MA
- Other requests coming in daily
 - 12+ requests for information
 - 30+ prospective projects identified





Swift Tram and Colorado

- Advanced technology offering
 - Lower cost
 - Higher level of service
- Substantial benefits to CO economy
 - Local jobs – construction and manufacturing
 - Modern transit is attractive for businesses
 - CO image as modern, tech-savvy location

Thank You

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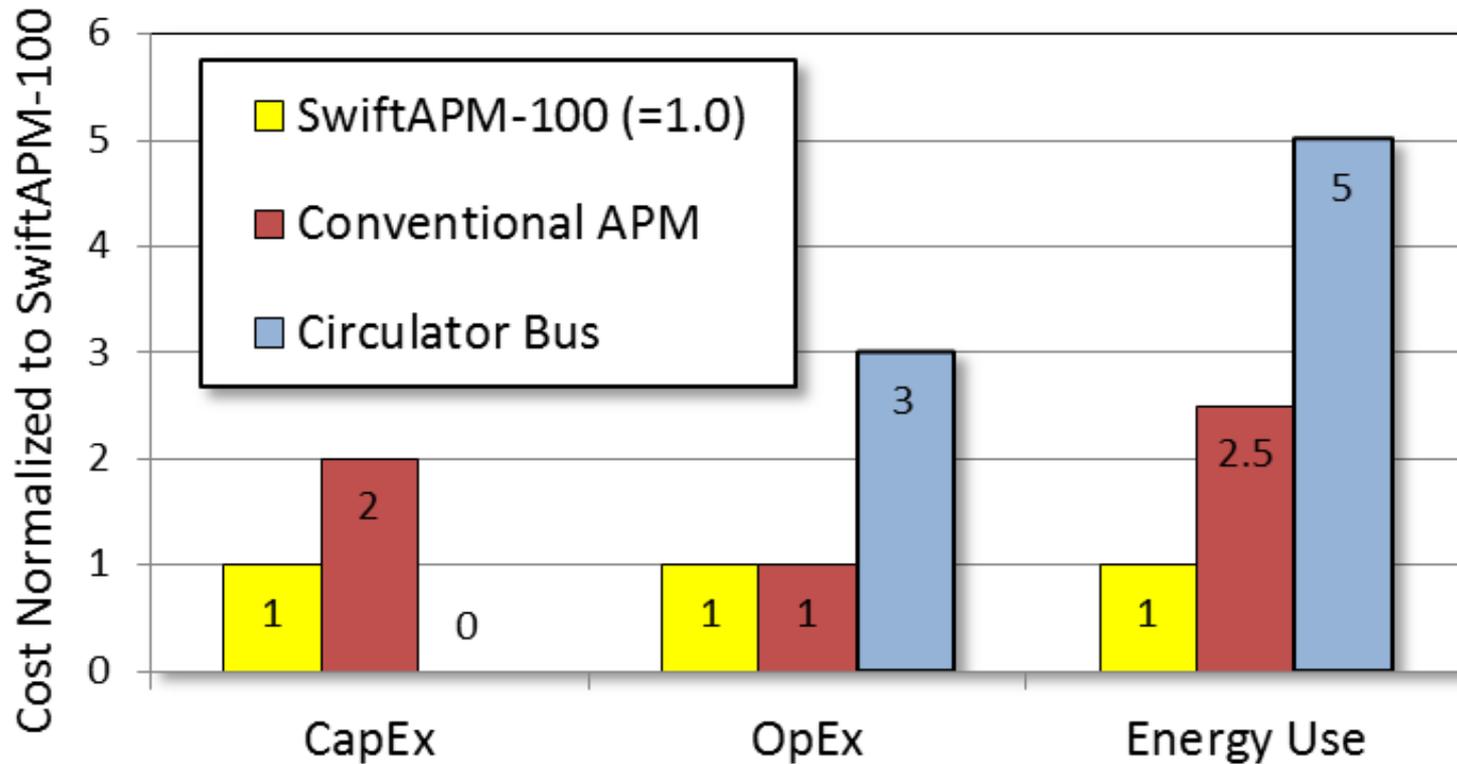
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Swift Cost Comparison

SwiftAPM: Relative Cost Advantages





Key Strategic Elements

1. Keep the company **lean and capital efficient**
 - Use external resources as much as possible
2. Develop key **strategic partners** to succeed:
 - Schneider Electric – MOU in process
 - IBM – initial discussions underway





Company Sales Strategy

- Start with campuses
 - Smaller, higher density situations
- Move to municipalities
 - Element of Smart Cities strategy
 - Intermodal transit connectivity
- Then to inter-city / regional
 - High-speed alternative to rail
 - Hub to Hub no-transfer
 - Passenger and freight

