

# State Infrastructure Banks

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ABEL



# Agenda

What do you know about SIBs?

SIBs Today

Challenges

Successes

Q&A

Looking forward to the rest of the day



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How much Federal money has been used to capitalize SIBs (in million USD)?



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How much Federal money has been used to capitalize SIBs (in million USD)?

0 ————— 2000

What is the average loan size for SIBs across the US?

0 ————— 100

What are the biggest challenges for SIBs?

What are the biggest strengths of SIBs?



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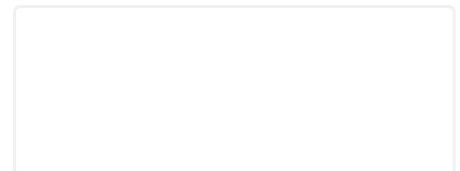
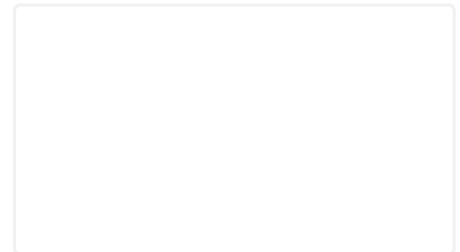
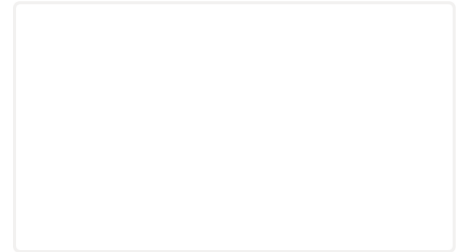
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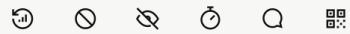


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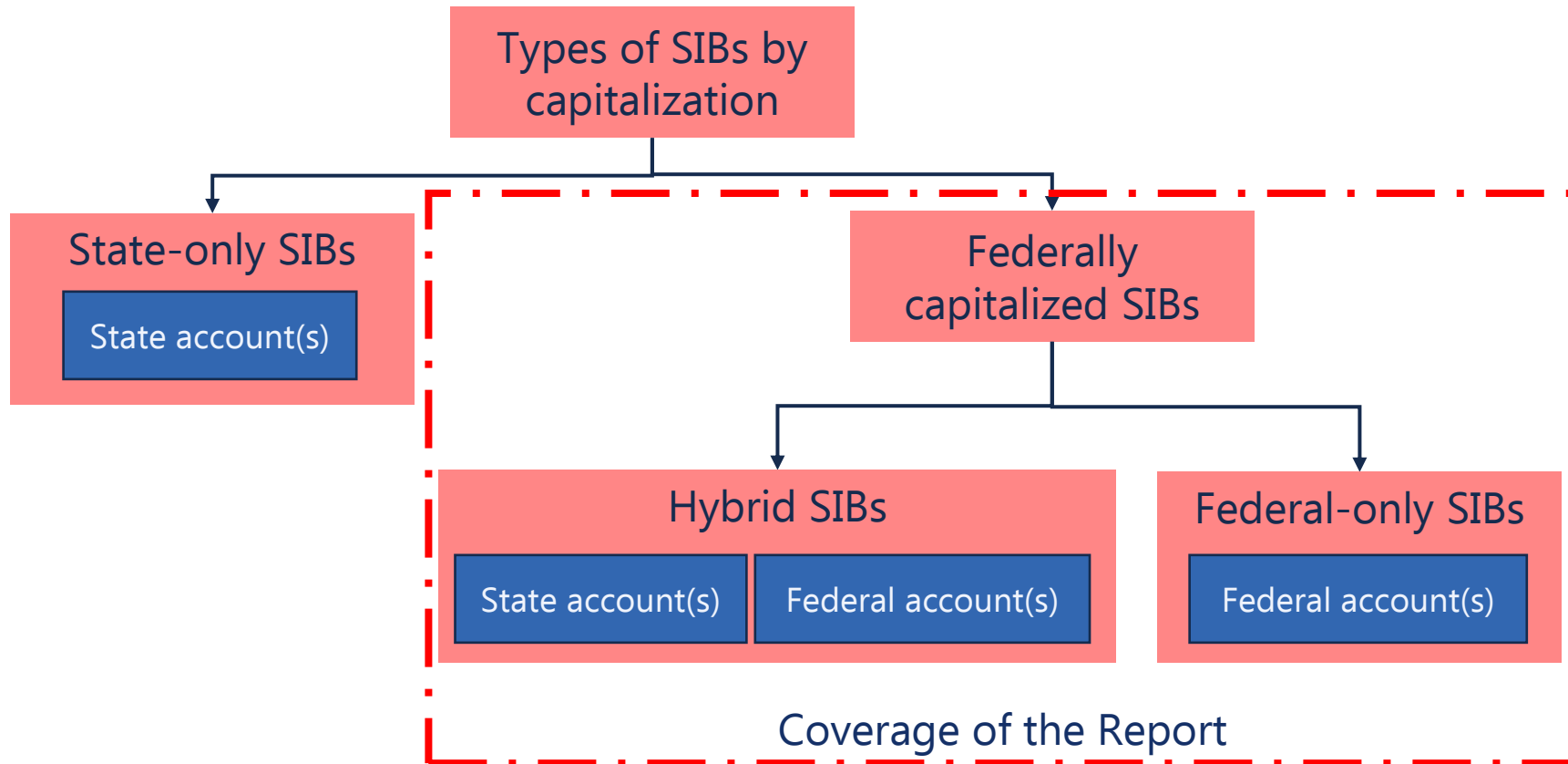
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# Institutional Models in the Sector



# Snapshot of Federally-capitalized SIBs

State Infrastructure Banks offer:

- Versatility
- Flexibility
- Speed and Efficiency
- Real-world Impact

**\$600 million** in initial Federal capitalization



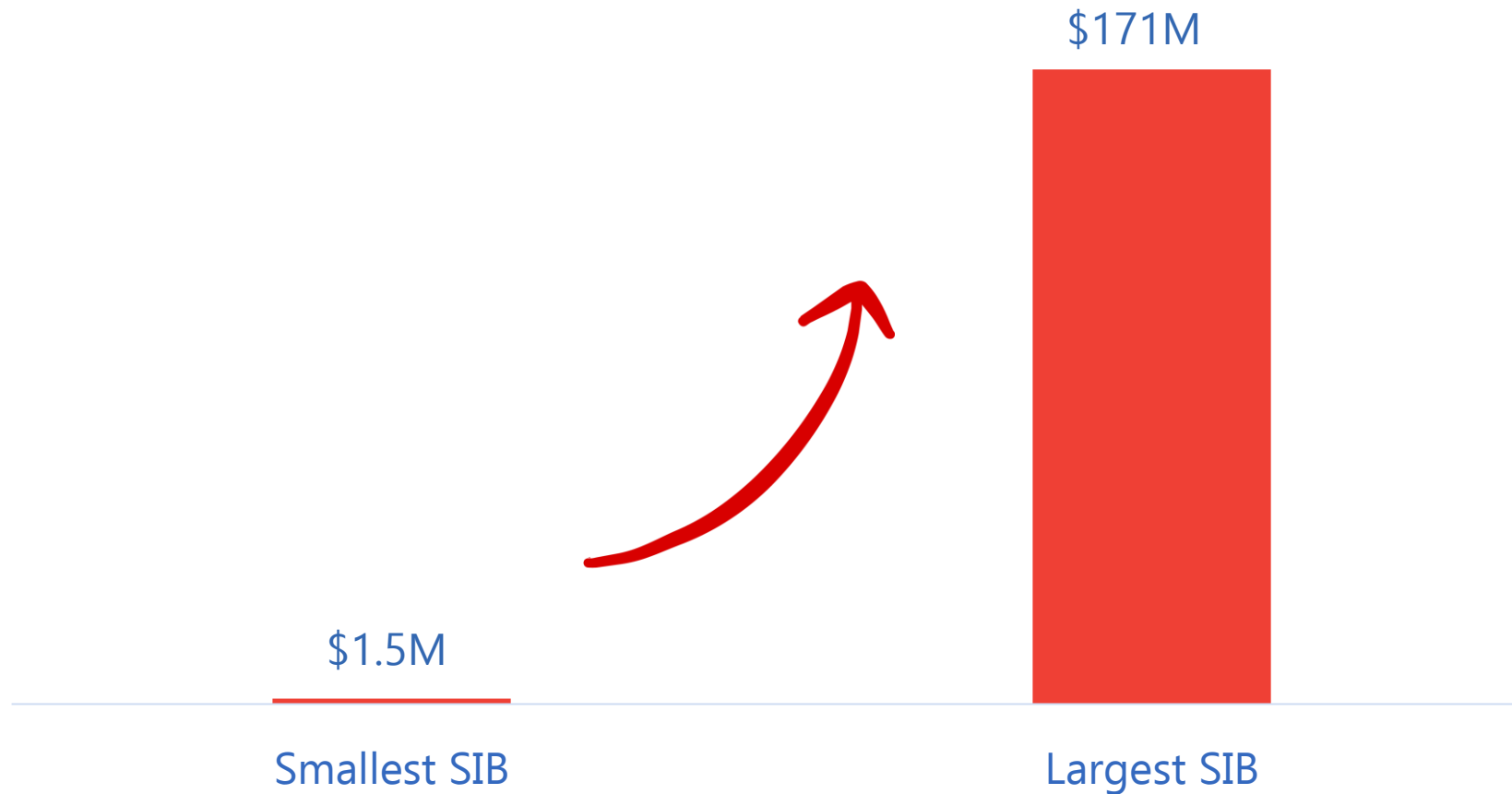
More than **800 loans** made



**\$3.3 billion** in total financing



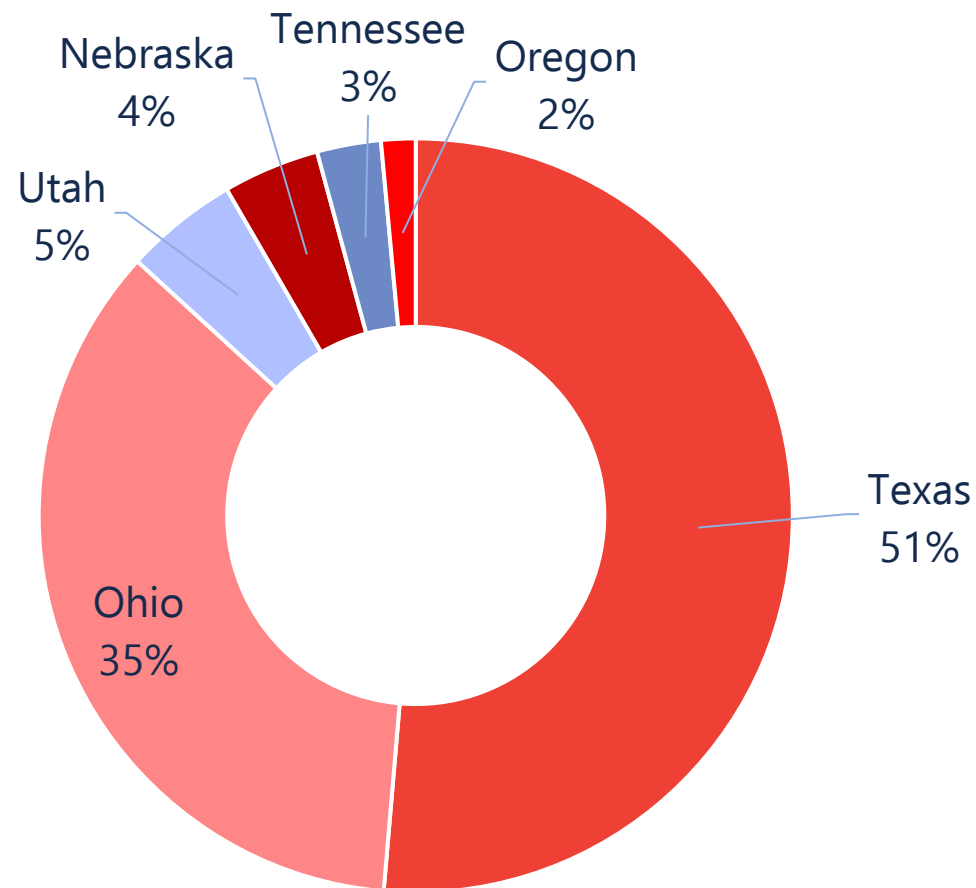
# SIBs vary widely in scale



## How active are SIBs today?

- ➔ Only six SIBs issued new loans via their Federal accounts
- ➔ These states made 24 loans totaling \$68.4M
- ➔ Texas and Ohio dominated both in number and dollar value
- ➔ Meanwhile, 209 loans from prior years remain active across 15 states, totaling \$664M outstanding

Distribution of SIB loan amounts from Federal accounts by State, FY23







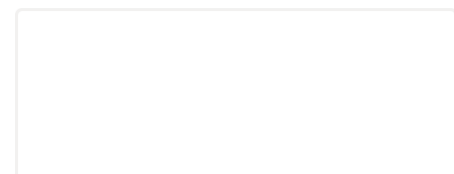
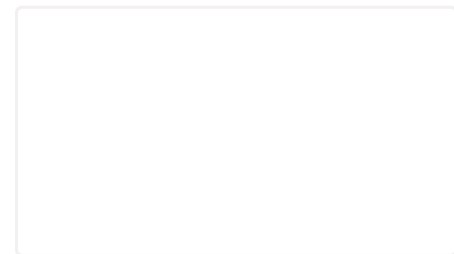
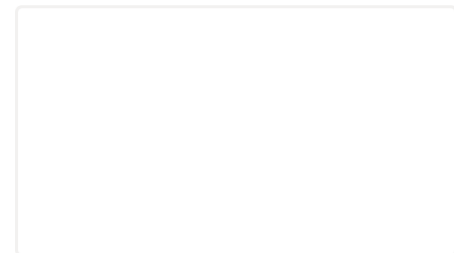
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# Top challenges across SIBs



Despite their versatility, many SIBs face common structural and operational constraints that limit their broader impact.



## 1. Limited staff capacity



## 2. Marketing gaps and limited visibility



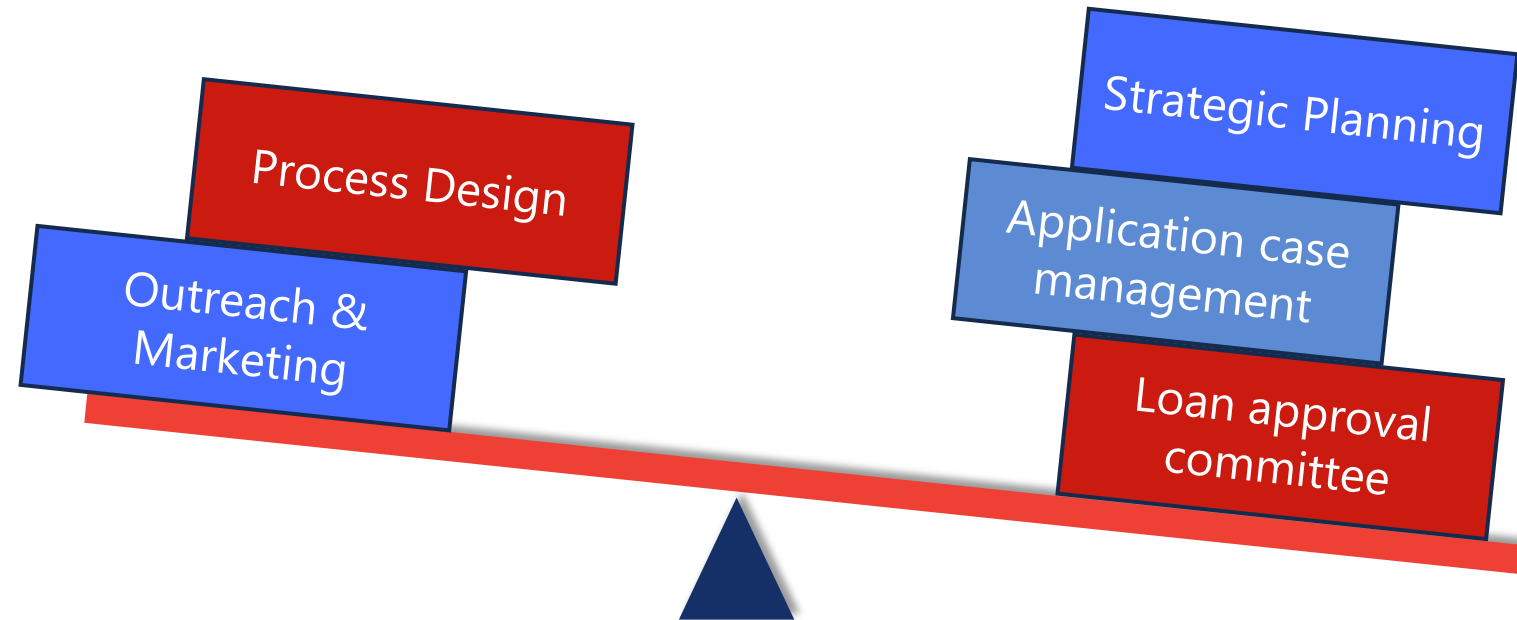
## 3. Federal requirements and flexibility issues



## 4. Competition from grants

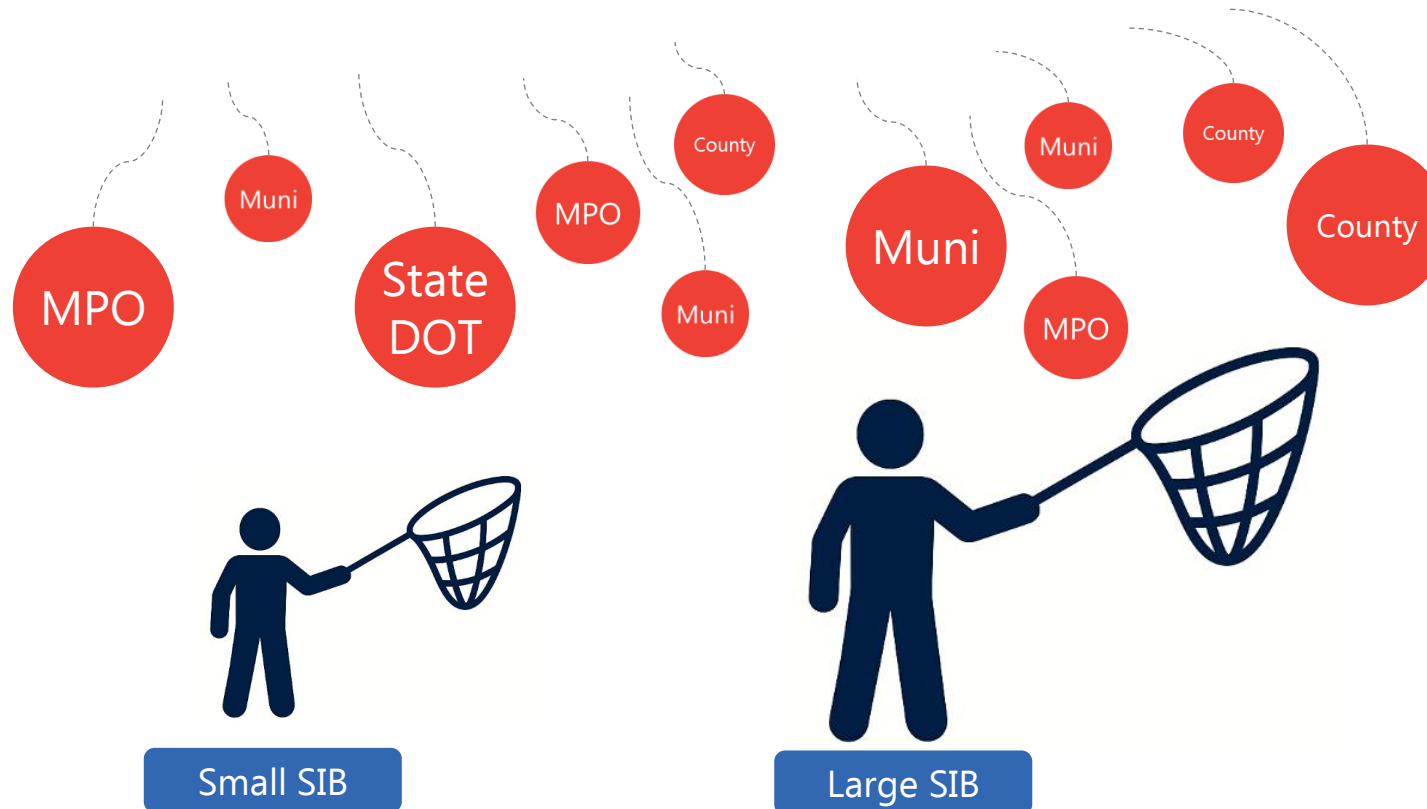


# 1. Limited staff capacity

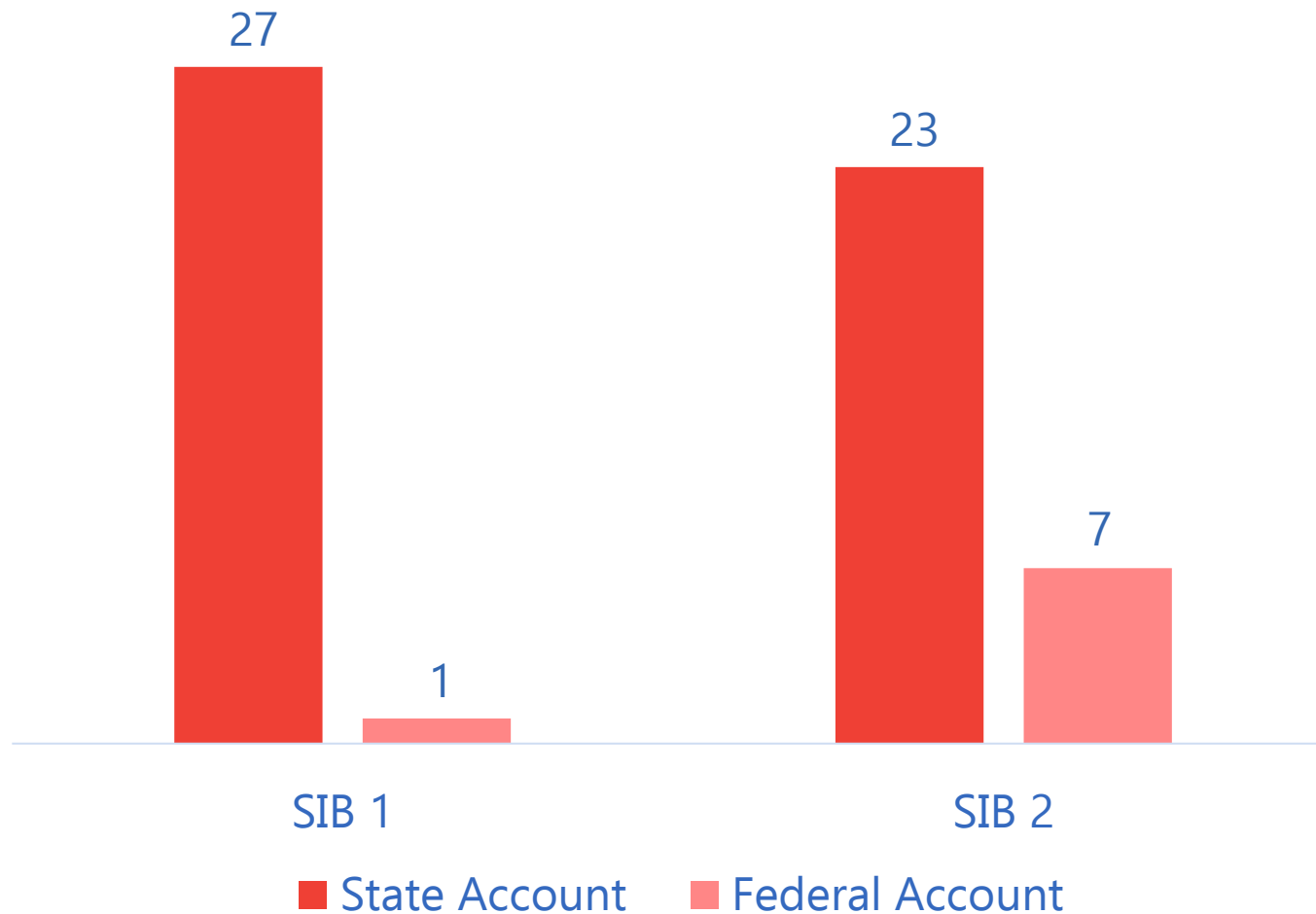


With limited capacity, SIBs have to make operational choices on where to focus, often optimizing against existing areas of strength and previous success.

## 2. Marketing gaps and limited visibility



Loans issued by different SIBs



### 3. Federal requirements

While federally-capitalized accounts remain a critical asset for many SIBs, they are often underutilized due to their complex compliance requirements.

Rules tied to Titles 23 and 49 (NEPA, Davis-Bacon, and Buy America) introduce additional oversight and administrative hurdles.

## 4. Competition with grants

In grant-rich environments, project sponsors tend to pursue non-repayable funding first.

Grant-rich environment



Total project cost

Limited grant environment



Total project cost



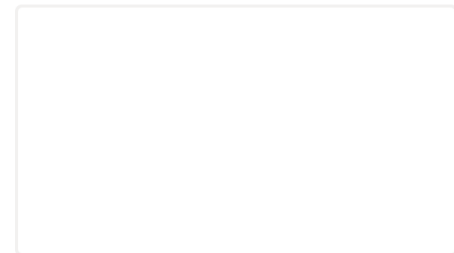
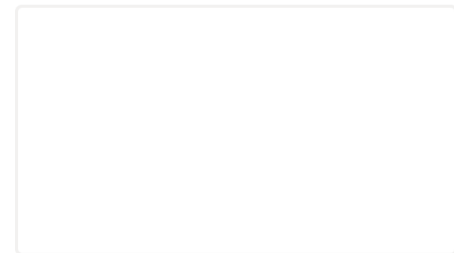
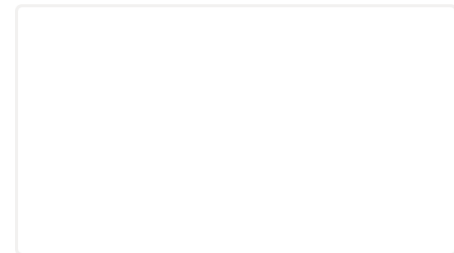
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# Reported successes

**1. Dedicated,  
knowledgeable  
staff**



**2. A focus on  
enhancing  
visibility**



**3. State SIB  
accounts**



**4. SIBs as  
complementary  
capital**



**5. Simplified  
application  
process**





# Success drivers that help SIBs thrive



## 1. Dedicated, knowledgeable staff

Well-staffed SIBs handle applications efficiently, provide early guidance, and maintain strong ties to DOTs and local entities.



## 2. A focus on enhancing visibility

Integrated SIBs stay top-of-mind within planning agencies and generate demand through visibility and repeat borrowers.

# Success drivers that help SIBs thrive



## 3. State SIB accounts

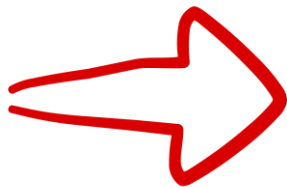
Hybrid SIBs with both State and Federal accounts can remain active even when Federal compliance proves restrictive. State accounts offer more flexibility in eligible projects, loan terms, and administrative processes.

# Success drivers that help SIBs thrive



## 4. SIBs as complementary capital

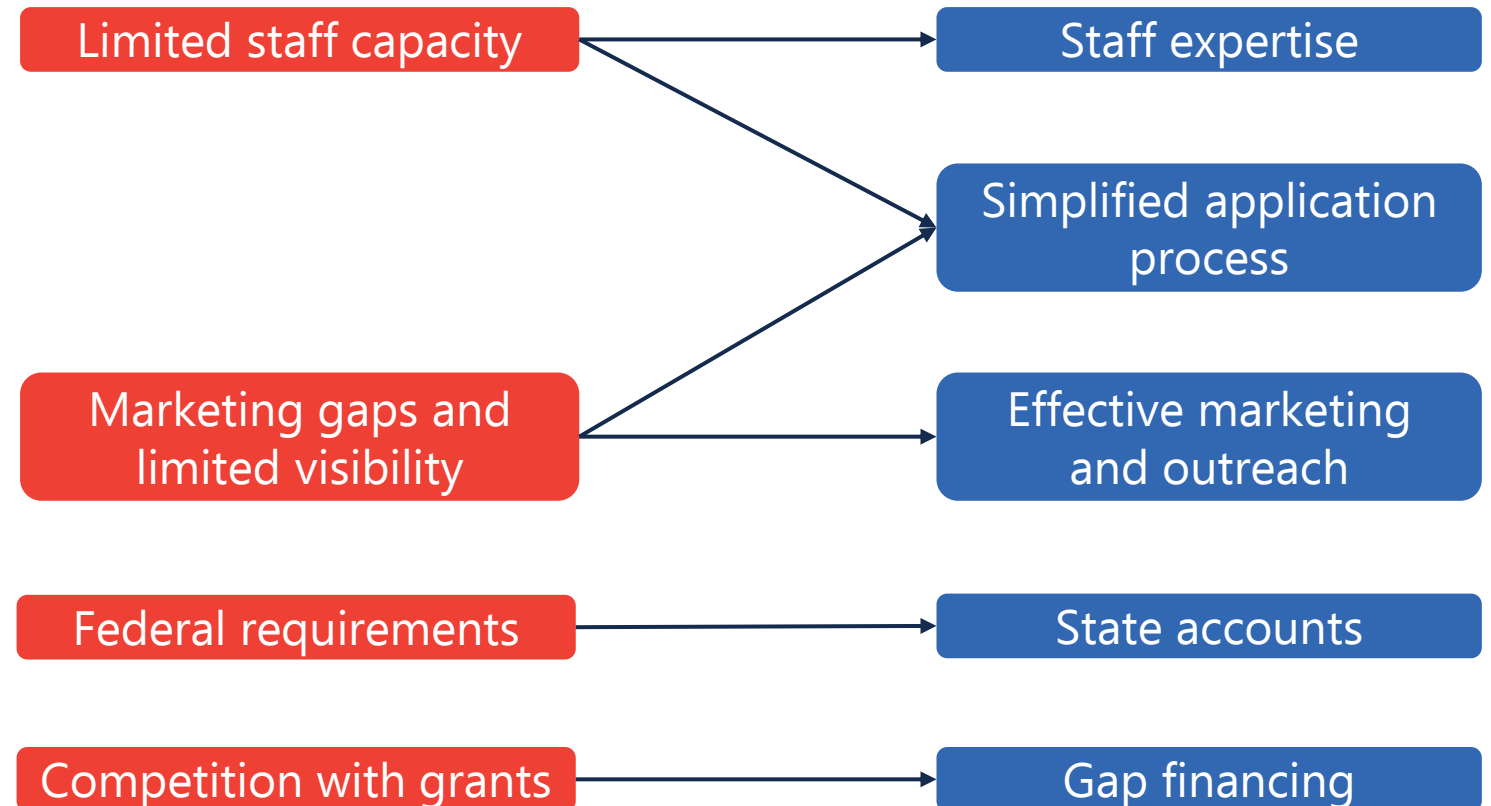
SIBs thrive when positioned as flexible, last-dollar tools. Their ability to close funding gaps makes them valuable even in grant-rich environments.



## 5. Simplified application process

Simple, user-friendly applications and fast approvals lower the threshold for participation, especially for smaller borrowers.

# Countering challenges



Questions?

# Linking to today's discussions...

Symposium Agenda	Themes from the Report
An Assessment – What Does it Take to Make a SIB Work?	Utilization of SIBs Regulatory Concerns
Unpacking the Benefits and Values of SIBs	Success Factors Regulatory Concerns Federal Support
Launching a New SIB Program – Insights and Strategies	Success Factors Federal Support Visibility & Outreach
The Role of Outreach in Building a Successful SIB Program	Success Factors Visibility & Outreach

# LET'S TALK



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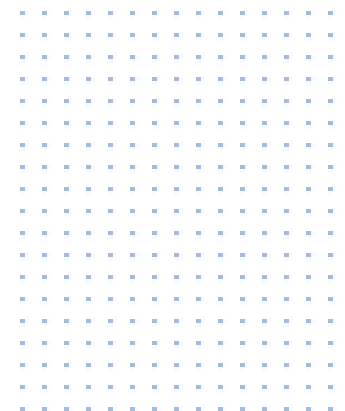
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