



INDUSTRY DAY 2022

WELCOME TO PORT KC'S MISSOURI RIVER TERMINAL INDUSTRY DAY.

**WE WILL COLLECT QUESTIONS FROM EACH TABLE AT THE BREAK.
PLEASE SEE CARDS AT YOUR TABLE.**

TWITTER: @PORTKC



INDUSTRY DAY 2022

MONDAY, MAY 23 | 1:30 P.M.

Welcome

JON STEPHENS
PORT KC, PRESIDENT & CEO



MISSOURI RIVER TERMINAL

MARINE • RAIL • TRUCK

Woodswether Terminal





49 CROSSING

INDUSTRY MEETS INNOVATION







MISSOURI RIVER TERMINAL

MARINE • RAIL • TRUCK

Welcome

MAYOR QUINTON LUCAS
CITY OF KANSAS CITY, MO

Missouri River Terminal

MARK COULTER
PORT KC, VP & GENERAL COUNSEL

RICHARD GRENVILLE
PORT KC, VP OF MULTIMODAL OPERATIONS

Port of Duisburg, Germany



2019 over 4.4 million TEU's handled at the largest inland port in Europe

By 2040, Freight in the United States is expected to double

Blue River Corridor



Site



Public/Private Partnership



- **February 2018** – Port KC acquires former AK Steel Site
- **July 2018** – Port KC engages P3 counsel to begin internal review
- **July 2019** - Port KC engages KPMG as P3 Financial Advisor
- **September 2020** – Port KC begins application process to form a short line RR with the STB
- **October 2020** – Port KC is awarded a Port Infrastructure Development Program (PIDP) Grant from MARAD for \$9.88 million
- **June 2021** – KPMG completes Container Market Analysis and Forecast
- **March 2022** – Port KC secures private financing for final planning
- **May 2022** – Industry Day

MRT Partners



**Ballard
Spahr**
LLP

KPMG

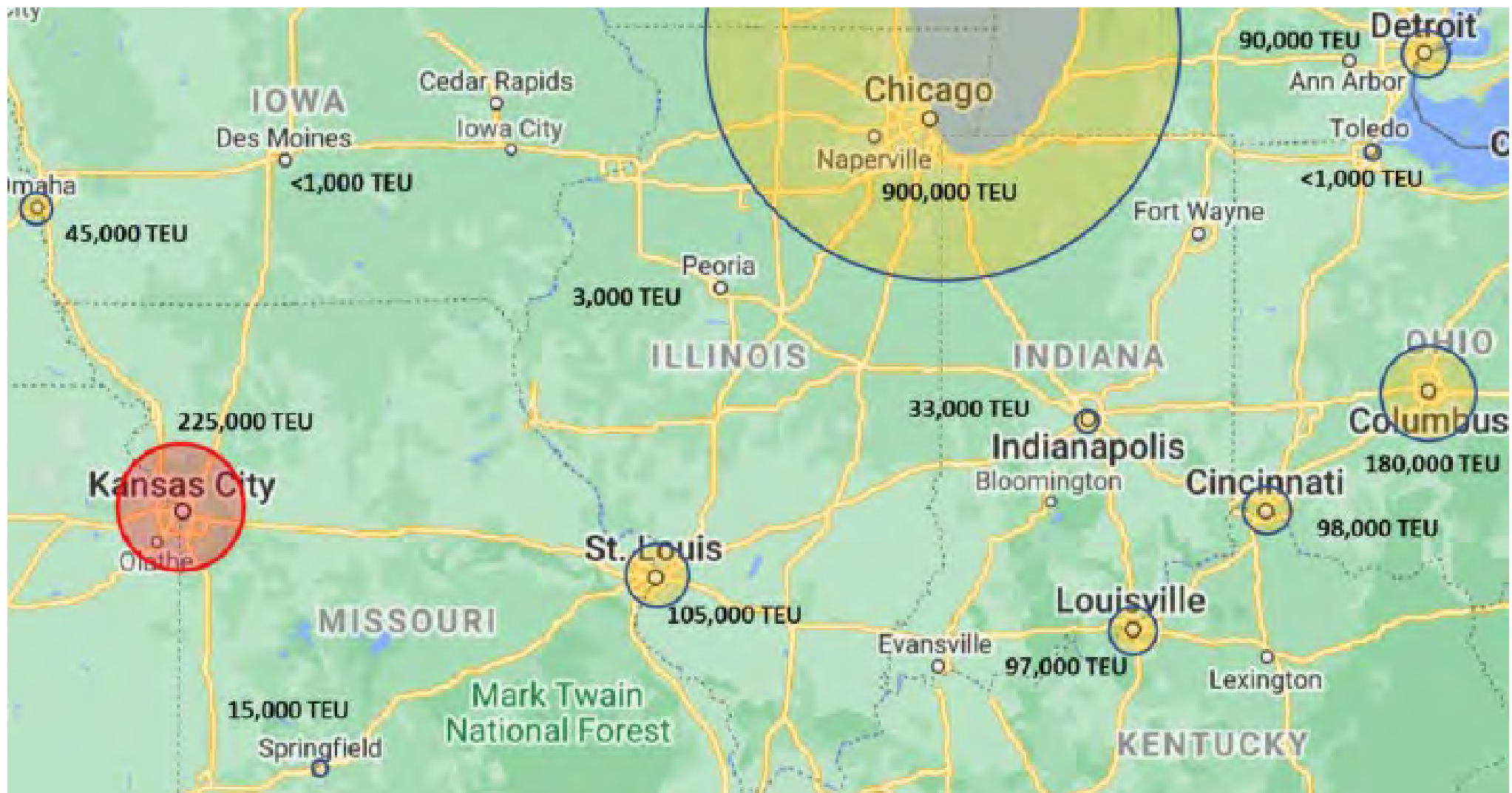
**BURNS
MCDONNELL**

Tran Systems

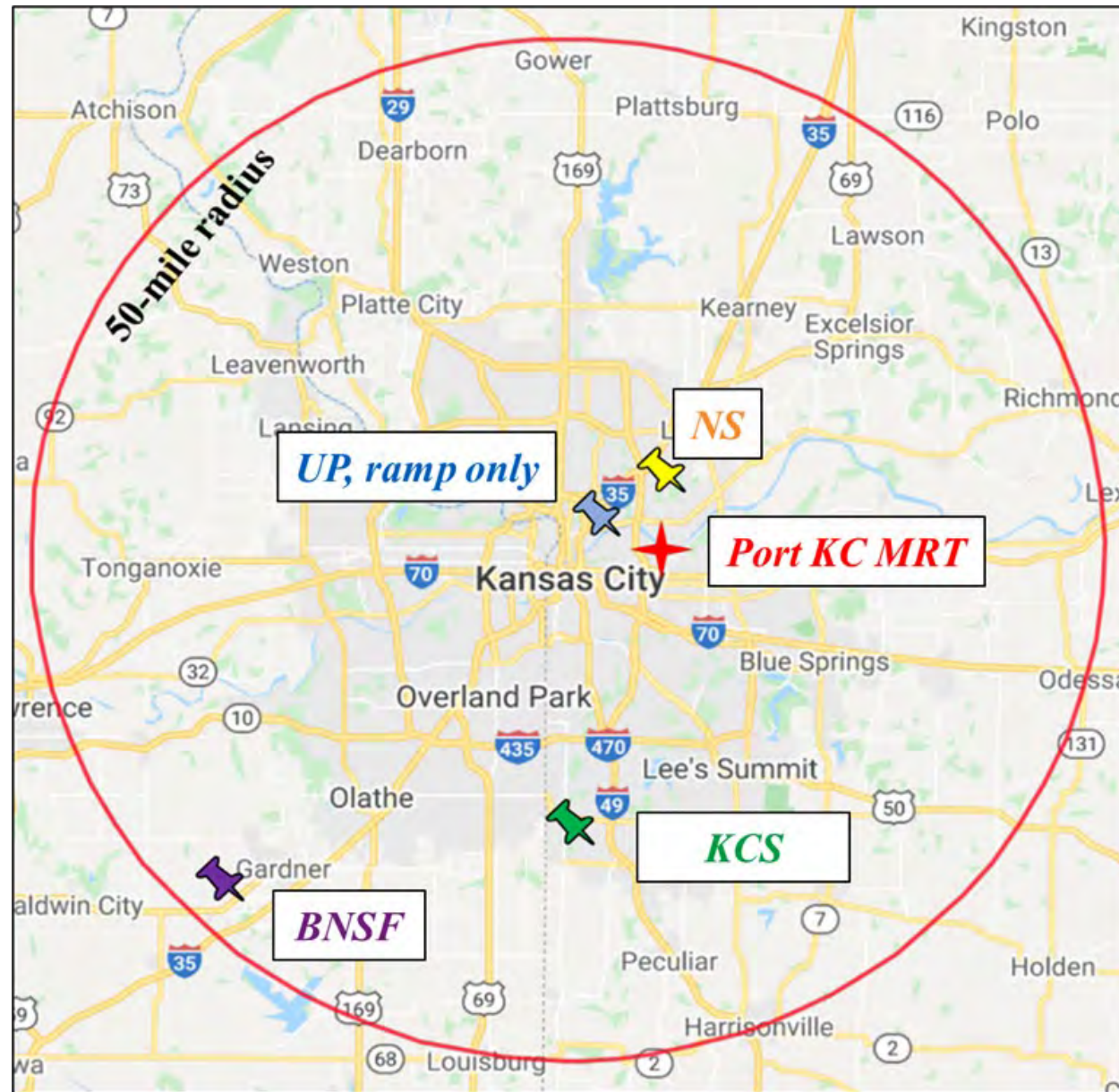
Freight Volume Forecast



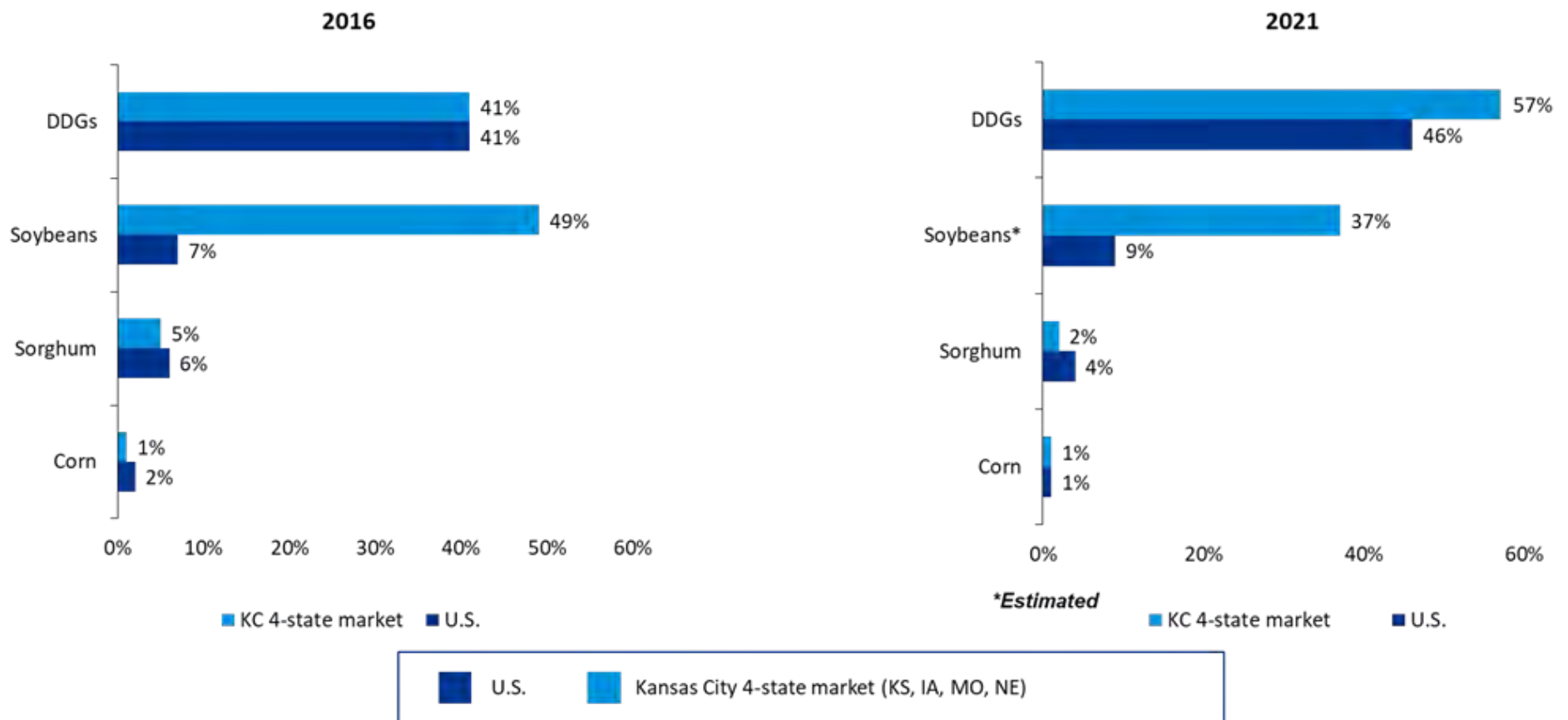
Midwest Freight Centers



Kansas City Area Intermodal Rail Ramps



Agricultural Exports



2022-2070 Forecast for Kansas City's Intermodal Containers



Inland Container Vessel



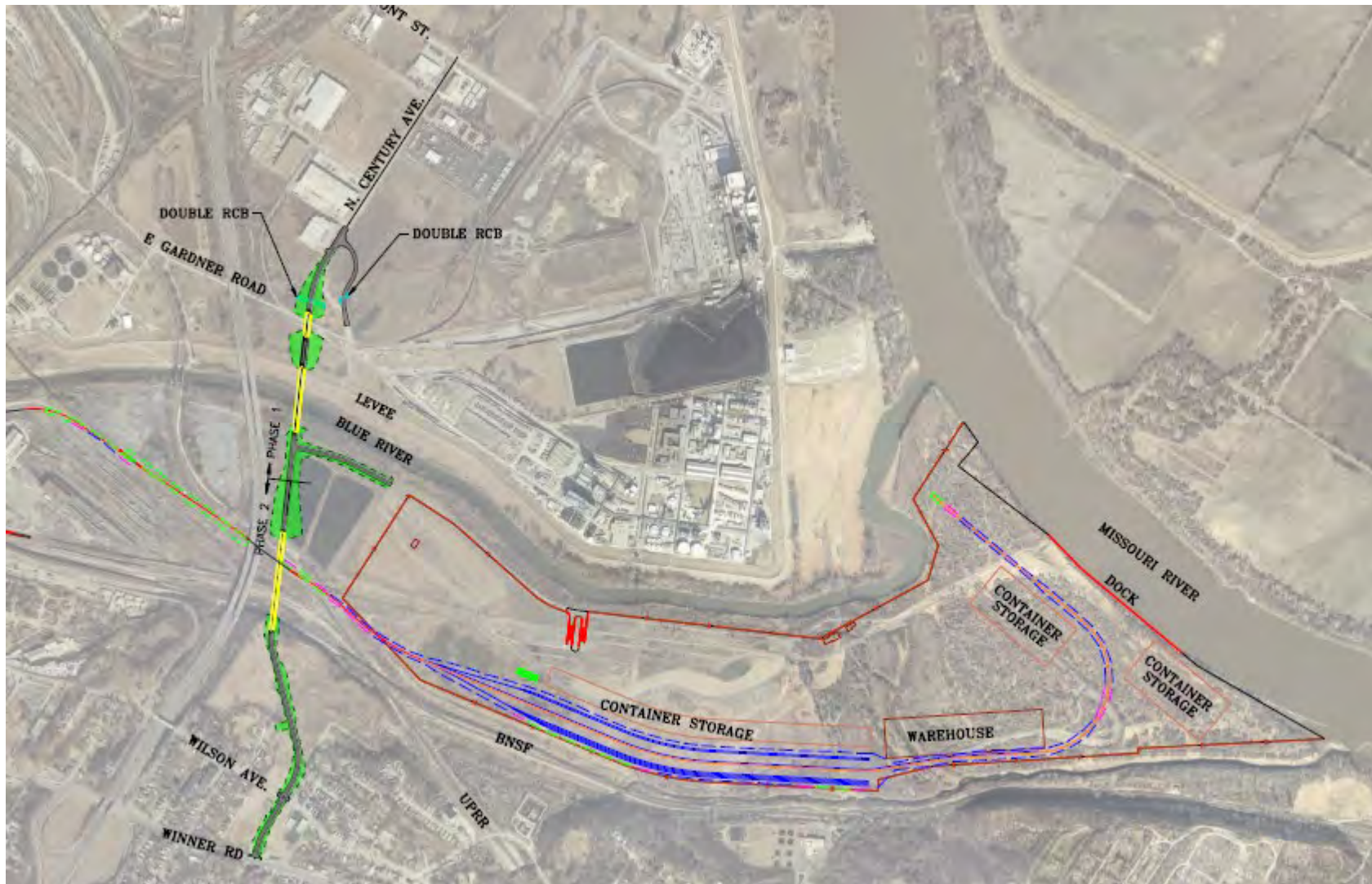
PLAQUEMINES
PORT
Respect the River. Rebuild the Future.

Hybrid Specifications Tributary River- Above Locks



Length Overall	595 ft.	Ballast Tanks	Eight (8)
Beam	100 ft.	Fuel type	LNG
Height Above Water	42 ft. at 9' Draft	Fuel Capacity	3 trips
Speed (Upriver)	13 MPH	Power Plant	Diesel Electric
Operating Draft	Up to 10 ft.	Main Generators	Three (3) 2880 kW each
DWT	10.0k-11.5k LT (9-10 ft drafts)	Horsepower	11,600
TEU Capacity	1700	Propulsion Drives (Stern)	Three / Four Drives
Reefer TEU Capacity	300+ Electric Power as Needed	Bow Drives	Two (2) 750kW each

Site



Missouri Economic Development

SUBASH ALIAS
MISSOURI PARTNERSHIP, CEO

Impact to Kansas City

CHRIS GUTIERREZ
KC SMARTPORT, PRESIDENT

Partnership Opportunity

MARK COULTER
PORT KC, VP & GENERAL COUNSEL

JUSTIN CLARKE
KPMG, DIRECTOR DEAL ADVISORY - INFRASTRUCTURE

Partnership Opportunity



Premier Freight Destination in KC

- MRT Partnership is anticipated to create a state-of-the-art inland port facility that will be the premier destination for rail, truck and freight movements in the Kansas City region.

MRT partnership will create:

- River terminal(s) leveraging existing dock infrastructure to accept and process barge and container vessels, breakbulk services
- New short line railroad to provide switching, rail storage, containerized cargo and/or truck transload transfer services
- Storage (e.g. container, rail car, other) and warehousing
- Administrative, security and other critical support infrastructure

Partnership Objectives

Port KC expects and encourages partners to utilize **innovative methods** and **flexible approaches** to bring to MRT while achieving these key objectives:



Create a **robust revenue / demand profile** for all three core freight modalities (rail, truck, river)



Effective and expedient utilization of MRT with a financially feasible technical concept



Commitment to **environmental stewardship, sustainable infrastructure, and investments in job creation**



Minimize Port KC's planned direct financial contributions during pre-development with no planned future financial support during construction or operations



Potential for Port KC to **share in long-term MRT success**

Partnership Structure



Private Partnership

- Engage qualified private partner(s) to deliver MRT infrastructure investments while achieving Port KC's objectives.

Collaborative Development

- Through a **collaborative procurement** and **pre-development sequence**, Port KC seeks a long-term partner that can develop a **feasible and sustainable MRT** footprint to tap into the full potential revenue and demand base.



Long-Term Agreements

- 50-year development agreement will include the comprehensive development rights to **design, construct, finance, all operations revenue and demand management, and maintenance** of MRT.

Developer Investment and Stewardship

- **Comprehensive opportunity to create and own demand and revenue for MRT** to invest in and grow the MRT infrastructure to be successful.

Financing and Funding

- The Developer will be **fully responsible for financing**.
- Port KC is considering other ways to participate through the facilitation of low-cost, tax-exempt financing, arranging federal and state funds and other potential economic incentives.

Reminder to Submit Questions

IN PERSON: CARDS AVAILABLE AT TABLE

VIRTUAL: EMAIL MRT@PORTKC.COM

Procurement Structure

JOHN SMOLEN
BALLARD SPAHR LLP, PARTNER

Procurement Structure



- **Issuance of Request for Qualification (Early to Mid-Summer 2022)**
 - The RFQ will outline the anticipated MRT Project structure, and minimum and desired qualifications for ultimate Concessionaire team
 - The RFQ will include a “Heads of Terms” document setting forth certain key concepts, constraints, and commercial terms that Port KC envisions for the MRT Project, which each respondent will be asked to mark-up on a non-binding basis as part of its statement of qualifications submittal
- **Deadline to Submit Statements of Qualification to Port KC (Late Summer 2022).**
- **Port KC to Announce Shortlisted Respondents (Late Summer to Early Fall 2022).**

Procurement Structure (Continued)



- **Issuance of Request for Proposals (Mid to Late Fall 2022).**
 - The RFP will solicit technical, financial, and commercial proposals (including a binding marked-up MRT project term sheet) specific to the MRT Project from shortlisted respondents
 - Following one on one meetings and question/clarification/comment submissions from shortlisted respondents, Port KC will issue a final RFP
- **Proposal Due Date – (Late Winter 2023)**
- **Port KC's Selection of Private Partner– (Spring 2023)**
- **Refer to the Port KC Procurement and Authorization Policy for further information: <https://bit.ly/3FW1dSu>**



INDUSTRY DAY 2022

10-MINUTE BREAK

Virtual Site Visit

RICHARD GRENVILLE
PORT KC, VP OF MULTIMODAL OPERATIONS

FRANK WEATHERFORD
TRANSYSTEMS, PRINCIPAL SVP

Rail & STB Status

JUSTIN MARKS
CLARK HILL, ATTORNEY AT LAW

Environmental

TIM STECHER

BURNS & MCDONNELL, PROJECT MANAGER ENVIRONMENTAL
SERVICES

Environmental History of Property

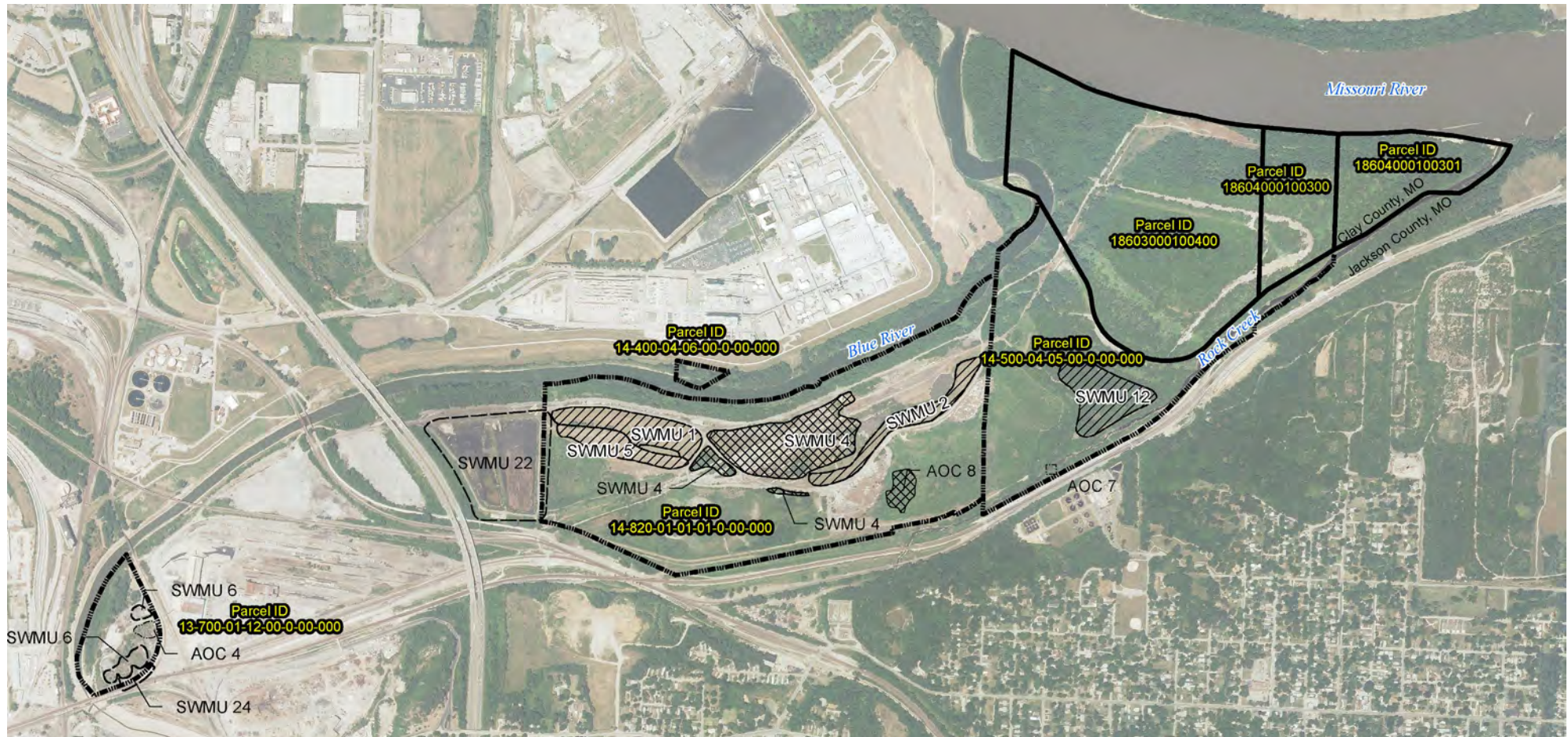


- Historical Use of Property
 - Kansas City Bolt and Nut Company – 1888
 - Armco Steel Corporation - 1930
- RCRA Permit / Corrective Action Process
 - SWMUs and AOCs Within MRT Property
 - SWMU 1 – RCRA Landfill (closed)
 - SWMU 2 – Old Blue River “W” Landfill
 - SWMU 4 – 1987 Waste Pile
 - SWMU 5 – Plant Rubble Landfill
 - SWMU 12 – Amoco Landfarm
 - AOC 8 – “Owl Gun Club” Shooting Park
 - SWMUs 6, 24, and AOC 4 – Former Tank Farm

RCRA Facility Boundary



Footprint



Plan to Address Environmental Risk



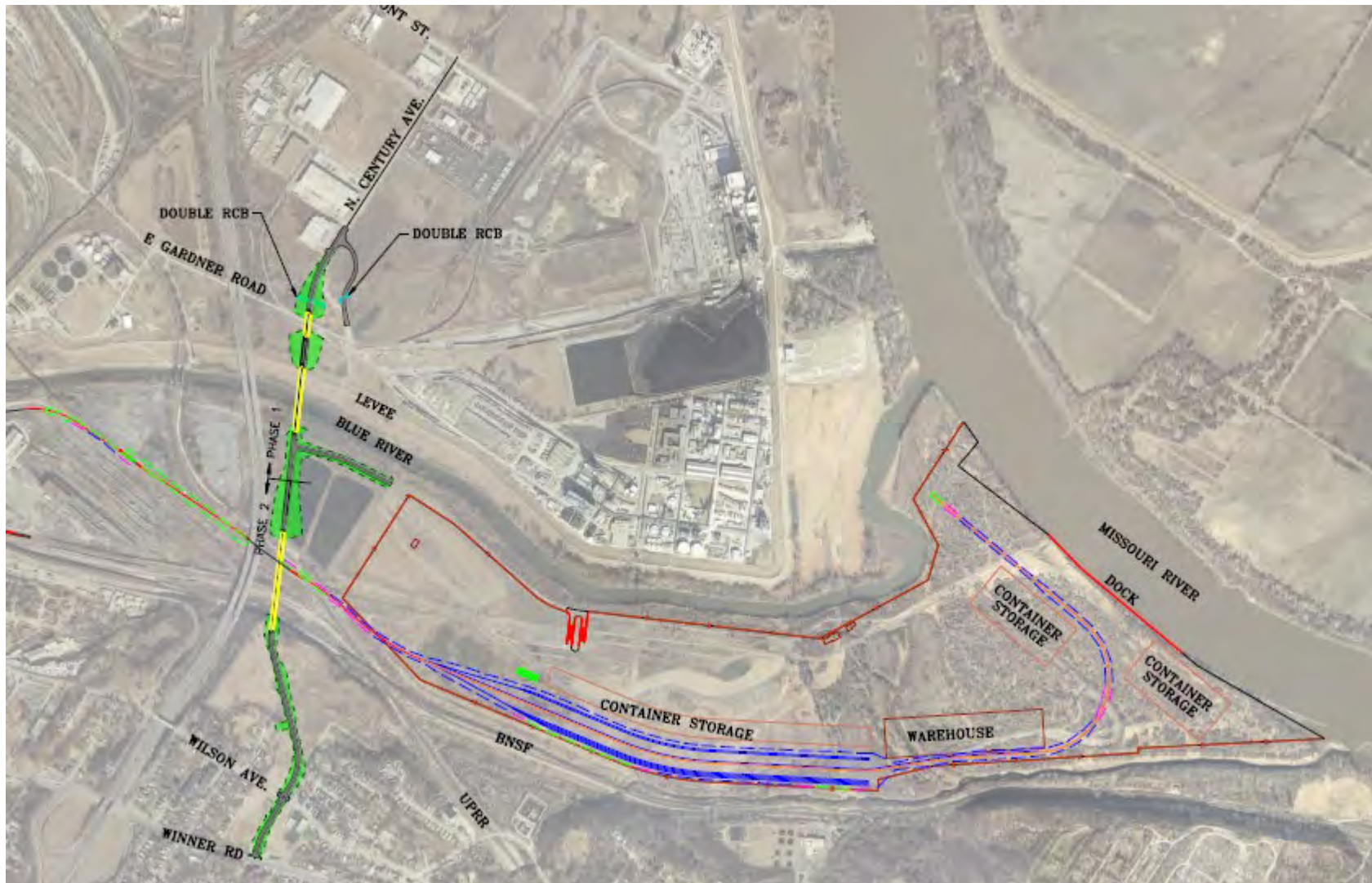
- MRT Design Considerations
 - Add Soil Cover Over Certain Identified Areas (to meet design elevation requirements)
 - Design Around Certain Identified Areas / Implement Environmental Controls
 - Potential Consolidation of Waste / Construct Soil Caps and Continued Associated Maintenance
 - No Residential Use (Site Wide)
 - No Drilling or Use of Groundwater (Site Wide)
 - No Disturbance of Soil (Soil Cap Areas only if Soil Caps are Constructed)
 - No Construction of Buildings (Soil Cap Areas only if Soil Caps are Constructed)

Predevelopment Activity

RICHARD GRENVILLE
PORT KC, VP OF MULTIMODAL OPERATIONS

FRANK WEATHERFORD
TRANSYSTEMS, PRINCIPAL SVP

Site





Industry Day 2022

QUESTIONS AND ANSWERS

MODERATED BY MARK COULTER
PORT KC, VP AND GENERAL COUNSEL

Closing Remarks

JON STEPHENS
PORT KC, PRESIDENT & CEO

MARK COULTER
PORT KC, VP & GENERAL COUNSEL