



KC SOLUTION.
KC BUILT.
KC PRIDE.
KCI ❤️ **IT!**

Our proposal to privately finance, design and build a new one-terminal KCI airport should be viewed as more than just another construction project. This is a Kansas City solution to a Kansas City challenge. This is an opportunity to have the world-class talent right here in our great city design and build the front door to Kansas City.

This is a generational opportunity to build a new airport terminal — designed and purposed to meet 21st Century realities and challenges. This new gateway to our city will serve as a powerful economic development engine, meet the needs of a rapidly evolving airline industry and become an immense source of pride for Kansas Citians.

#NEWKCI

BURNS  **MCDONNELL**





WHY OUR PROPOSAL?

More than a year ago, Burns & McDonnell began developing ideas for a unique, non-traditional approach to building a new single-terminal at Kansas City International Airport (KCI). Our proposal is based on the Preferred Alternative, developed in collaboration with the City and Airlines over the past three years. We clearly understand the public demand to preserve the convenience and

accessibility that KCI has always been known for. We also understand the concerns about increasing public debt in financing the project. Though much work remains in fully developing our concept, we know we have a plan that preserves convenience and accessibility, gives the airlines the operational flexibility they need and removes any risk to taxpayers.

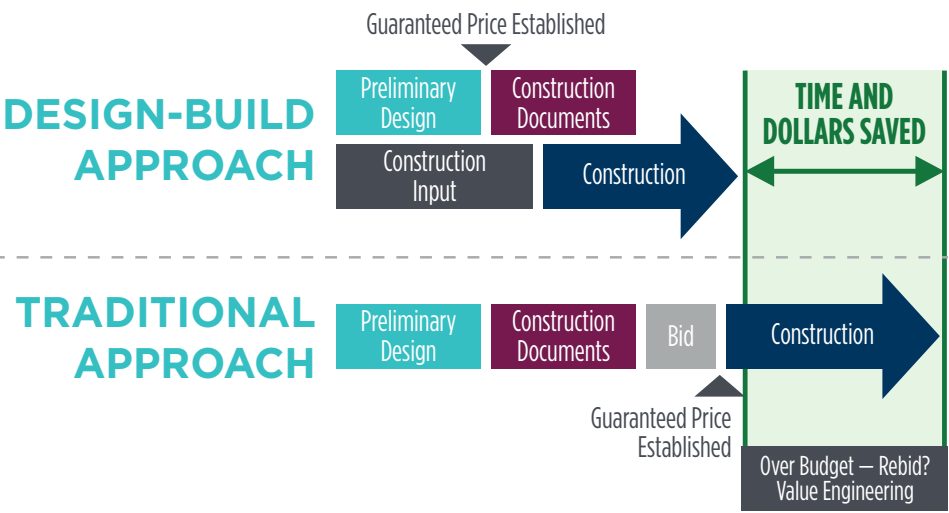
WHAT ARE THE BENEFITS OF OUR APPROACH?

The time is now. The discussion over the need for a new airport has stretched on for six years and the airlines have signaled that Kansas City needs to move forward on a single terminal plan. KCI has become functionally obsolete, inefficient and constrained.

Our plan breaks ground in 2018 with an estimated completion of 2022. This is nearly four years ahead of a traditional RFP approach.

Burns & McDonnell will serve as the General Contractor of this design-build project. We deploy an integrated design-build approach. We will deliver what we promise.

This approach is much preferred by our private sector clients because of the cost savings and earlier project delivery. With this proposal, Burns & McDonnell brings to its hometown the full benefit of modern project development and execution.



HOW WILL THE NEW TERMINAL BE PAID FOR?

Burns & McDonnell's Team will pay for design and construction of the new terminal with a private financing package. Airport revenue will pay for the loan which will require payments averaging approximately \$85 million over the next 35 years. These payments will be made with fees assessed on airline tickets and a portion of the revenue from concessions, parking and other services within the terminal. Even with these estimated increases, fees paid by the traveling public will remain among the lowest in the country.

WILL PRIVATE FINANCING COST A LOT MORE THAN AIRPORT ISSUED BONDS?

Typically, private financing is more expensive than public financing, though we estimate this difference to be relatively small. Our plan is to offset this increased cost by an aggressive schedule that will deliver a new terminal to the citizens of Kansas City as much as four years ahead of timetables likely under more traditional approaches. An operational, revenue-generating terminal delivered in four years, versus eight years, will significantly reduce finance and inflation costs for the project.

IS THIS A TRADITIONAL PUBLIC, PRIVATE PARTNERSHIP - OR P3?

No. In our plan, operations, maintenance and ownership of all airport facilities remain in the control of the City, unlike a true P3, where all those functions move to a private entity. The only similarity to a P3 is the private financing aspect, which removes financial risk for the city.

WHAT RISK DOES THIS PROPOSAL HAVE FOR THE CITY?

Burns & McDonnell and the world-class team of Kansas City-based design and construction talent, will deliver this project on time and at a reasonable cost with no financial risk or responsibility for the city or its taxpayers.

WHAT MAKE BURNS & McDONNELL UNIQUELY QUALIFIED?

Burns & McDonnell ranks No. 2 in airport terminal engineering by *Building Design + Construction* magazine and ranks as the third largest aviation consultant by *Engineering News Record* magazine. We were the engineer of record for the original KCI and we have worked at more than 350 airports around the world including some of the largest airport improvement programs currently underway in the United States. No one knows KCI better than we do.

HOW CAN WE BE ASSURED THAT OUR PROPOSAL IS FAIR FOR TRAVELERS?

The airlines and airport will be closely involved in defining the scope of this project and are reviewing the pricing of the new terminal. Because the airlines ultimately guarantee the cost of airport operations and the debt payments, they are motivated to have an efficient and effective terminal which encourages more air travel.

HOW DOES THIS PLAN CREATE JOBS?

Our plan for KCI will generate more than \$2 billion in direct and indirect economic activity for our region — including approximately 18,000 jobs during the four-year life of the project. We view this project as an opportunity to apply a Kansas City solution to a Kansas City challenge and are currently talking with a number of local firms that can provide essential elements.

Having spent more than \$2 billion with small/diverse businesses in the last 10 years, we understand the need to build capacity. This project affords our community a tremendous opportunity to fully incorporate Minority, Women and Small Local Business Enterprises, while simultaneously helping these firms build capacity for sustainable growth.

By taking advantage of the skills training that will be offered to the Kansas City area workforce, the unemployed and under-employed will have enhanced opportunities for work. KC businesses will benefit with a talented employee base.

\$2
BILLION

IN DIRECT AND INDIRECT
ECONOMIC ACTIVITY
FOR OUR REGION

18K
JOBS

DURING THE
FOUR-YEAR
LIFE OF THE PROJECT

HOW CAN A NEW KCI BE MORE CONVENIENT THAN THE CURRENT AIRPORT?

We are well aware people love KCI for its convenience. Airlines put a premium on convenience to enhance the travel experience. This is not just a factor at KCI. As the No. 3 ranked firm in airports, we have worked in many airports around the country and all rank convenience and passenger experience at the top of the list. Our plan for KCI includes more than 6,500 parking spaces outside its doors compared to approximately 2,000 per terminal now. In addition, there will be dedicated covered pick-up and drop-off lanes, curb-to-ticket counters and baggage claim-to-curb.

Convenience is not just about the pick-up and drop-off at KCI – it's reducing the stress and the obstacles between where you are now – and where you're going – while creating an enjoyable experience along the way. Convenience is having more restrooms to avoid long lines; and bigger seating areas with comfortable chairs, charging stations for phones and iPads, and the opportunity for more flights options – including direct flights. This new plan offers all of these benefits to passengers.

THIS IS WHAT WE DO

Burns & McDonnell invests in what we believe in and Kansas City is at the top of that list. We consider ourselves Kansas City's hometown firm and for 119 years, we have worked hard to earn the trust of the Kansas City community. In 2013, when it was obvious we were quickly outgrowing our space, we kept our headquarters in Kansas City, Missouri, expanding our World Headquarters complex with an all-new 310,000 square-foot building. We pay millions of dollars in earnings taxes to the City each year with 3,000 of our employee-owners calling the metro home. We are proud to have presented this unique proposal to provide Kansas City a new airport terminal. We will deliver because this is what we do. We simply ask for your support in letting the people decide if they like our approach. If they say yes, we promise we will make all Kansas Citians proud of their new KCI.

PATHWAY TO THE FUTURE

