

From: [Marks, Justin J.](#)
To: [Rutson, Vicki](#); [Gosselin, Danielle](#); MCoulter@portkc.com (MCoulter@portkc.com); ["Smolen, John"](#); ["Zoraya Rowlands"](#); ["Richard Grenville"](#); [Assenza, Adam](#); [Clarke, Justin](#)
Subject: RE: Port KC Power Point Presentation and Early Introductions
Date: Thursday, April 23, 2020 1:50:43 PM

Thanks Vicki. I agree, it was very helpful. We very much appreciate OEA's time.

I do have a copy, but I just realized that I only have it in hard copy – which is stranded at my Clark Hill office – would you please send a digital version.

Thank you,

Justin

Justin J. Marks

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From: Rutson, Vicki <Vicki.Rutson@stb.gov>
Sent: Thursday, April 23, 2020 1:40 PM
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 MCoulter@portkc.com (MCoulter@portkc.com) <MCoulter@portkc.com>; 'Smolen, John'
 <smolenj@ballardspahr.com>; 'Zoraya Rowlands' <zrowlands@portkc.com>; 'Richard Grenville'
 <RGrenville@portkc.com>; Assenza, Adam <Adam.Assenza@stb.gov>; Clarke, Justin
 <justinclarke@KPMG.com>
Subject: RE: Port KC Power Point Presentation and Early Introductions

[External Message]

Thanks, Justin. Very helpful kick-off meeting this morning. Port KC is clearly well-organized and directed. Adam Assenza from OEA will be the project manager and Danielle and I available and happy to answer any questions you or the group may have. I sounds like you already have the construction hand-out I mentioned during the call. Is that correct or should I email you a copy?

Best regards,

Vicki

Victoria Rutson
 Director, Office of Environmental Analysis
 Surface Transportation Board
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 Washington, DC 20423

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From: Marks, Justin J. <jmarks@ClarkHill.com>

Sent: Thursday, April 23, 2020 9:46 AM

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MCoulter@portkc.com (<MCoulter@portkc.com>); 'Smolen, John'
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Subject: Port KC Power Point Presentation and Early Introductions

Good morning Vicki, Danielle, and Adam:

Port KC is looking forward to our video conference with you this morning. Attached is the power point that Port KC will present explaining its project. I will share my screen onto the zoom video so you can view the power point as we go through it, but the attached is a "Plan B" in case we have any technical difficulties.

Mark Coulter, Vice President and General Counsel, will present the majority of Port KC's presentation. Joining Mark will be Richard Grenville, Vice President of Multimodal Logistics.

Also joining us on the video conference will be:

Zoraya Rowlands, Vice President, Operations for Port KC;
John Smolen, an attorney with Ballard Spahr with experience in P3 Public Infrastructure Projects;
and
Justin Clarke, a director of corporate finance at KPMG.

Talk to you soon,

Justin

Justin J. Marks

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Thank you.



MARK COULTER, VICE PRESIDENT AND GENERAL COUNSEL
RICHARD GRENVILLE, VICE PRESIDENT OF MULTIMODAL
OPERATIONS

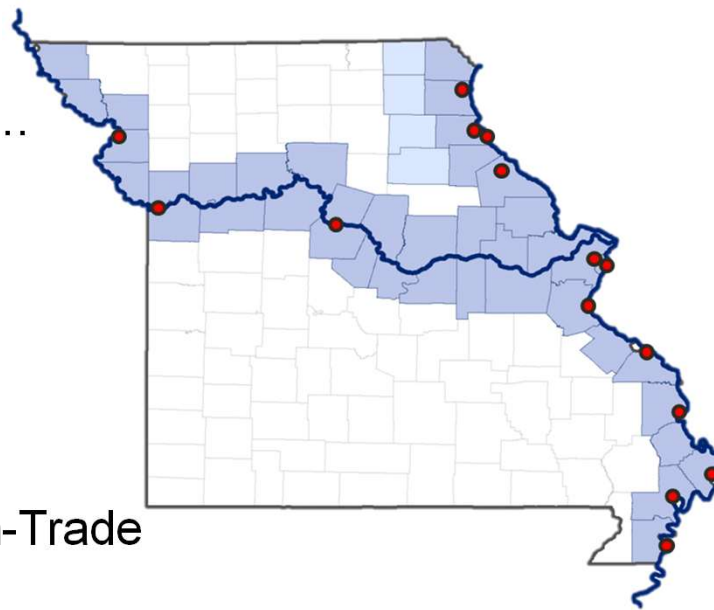
15 Port Authorities in Missouri

44/115 counties in Missouri are eligible to form PA's

“every city or county ...upon, adjacent to, or which embraces...
...a Navigable Waterway”

TO PROMOTE:

- The general welfare
- Development within
- Private capital investment
- The establishment of Foreign-Trade Zones



Enabling Legislation RSMo 68.010.1



Enabling Legislation

TO FOSTER:

“The creation of industrial facilities, industrial parks and,
increase the volume of commerce...

...Within the port districts”

PORT AUTHORITY TOOLS:

- Bonding
- Sale Leaseback (conduit financing)
- Port Improvement Districts
- Advanced Industrial Manufacturing Zone
- Tonnage/Volume Tax incentives



Inland Waterways



- Approx. 12,000 miles of navigable waterways, maintained by the USACE
- Approx. 630 million tons are transported annually on inland waterways
- Main commodities are coal, petroleum, chemicals and **agricultural products**
- Missouri River moves approx. 3.5 million tons of commerce on 735 miles from Sioux City, IA, to the Mississippi



Port KC Property

PORT of Kansas City 1724 Market Street, KCMO

- Missouri River mile 367.1
- Covered Storage approx. 25,000 sq. feet.
- Outside Storage 7 acres
- 3 load cells with berthing capacity for twelve barges
- Direct access to 4 interstates (35, 70, 49 & 29)
- 100 ton capacity crane & Fuchs 380 material handler
- UPRR direct access



Port KC Property

PORT of Kansas City – Rail

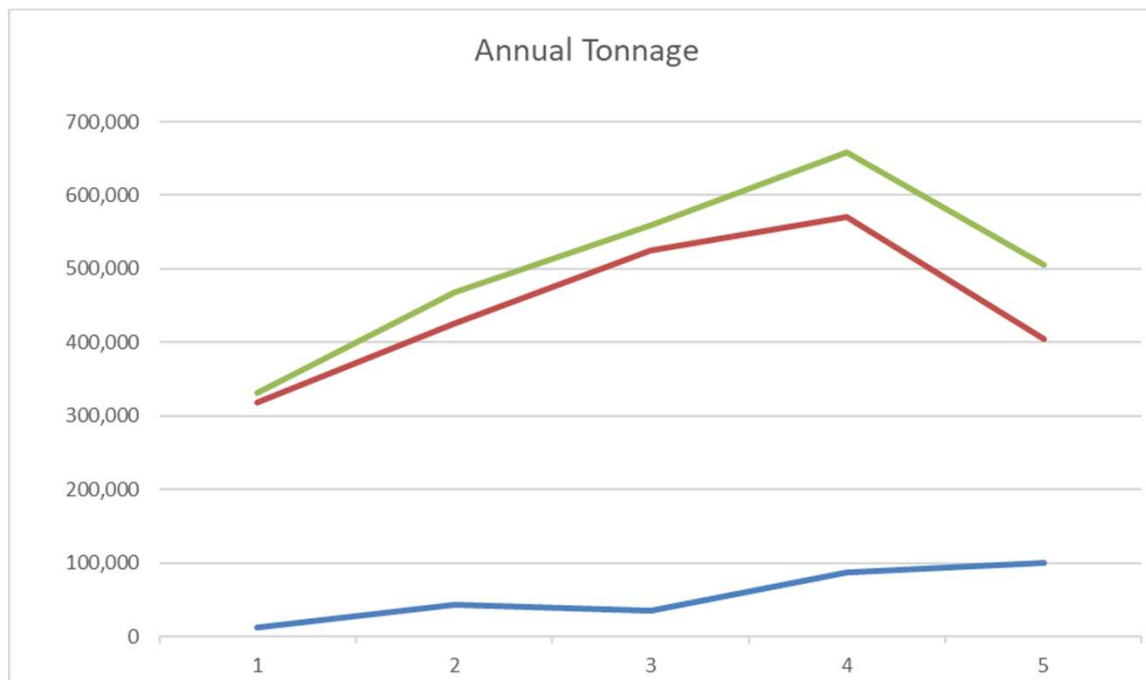


Completed Rail



Annual Tonnage

Year	Total Port KC Tons	Non Port KC Tons	Tot Missouri River Tons
2015	12,870	318,000	330,870
2016	43,425	425,000	468,425
2017	34,694	525,000	559,694
2018	87,793	570,000	657,793
2019	100,238	405,000	505,238



Port Operations



Port Operations





MISSOURI RIVER TERMINAL

MARINE • RAIL • TRUCK



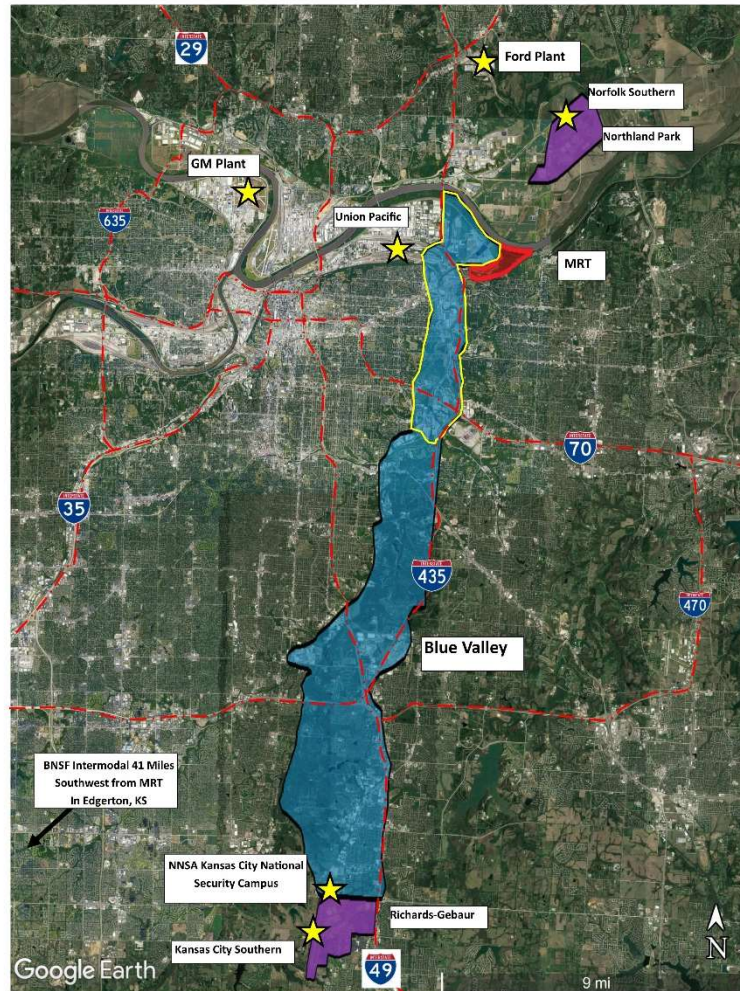
Site



Approx. 400 + acres, Terminal RR entrance from red arrow



Port Location



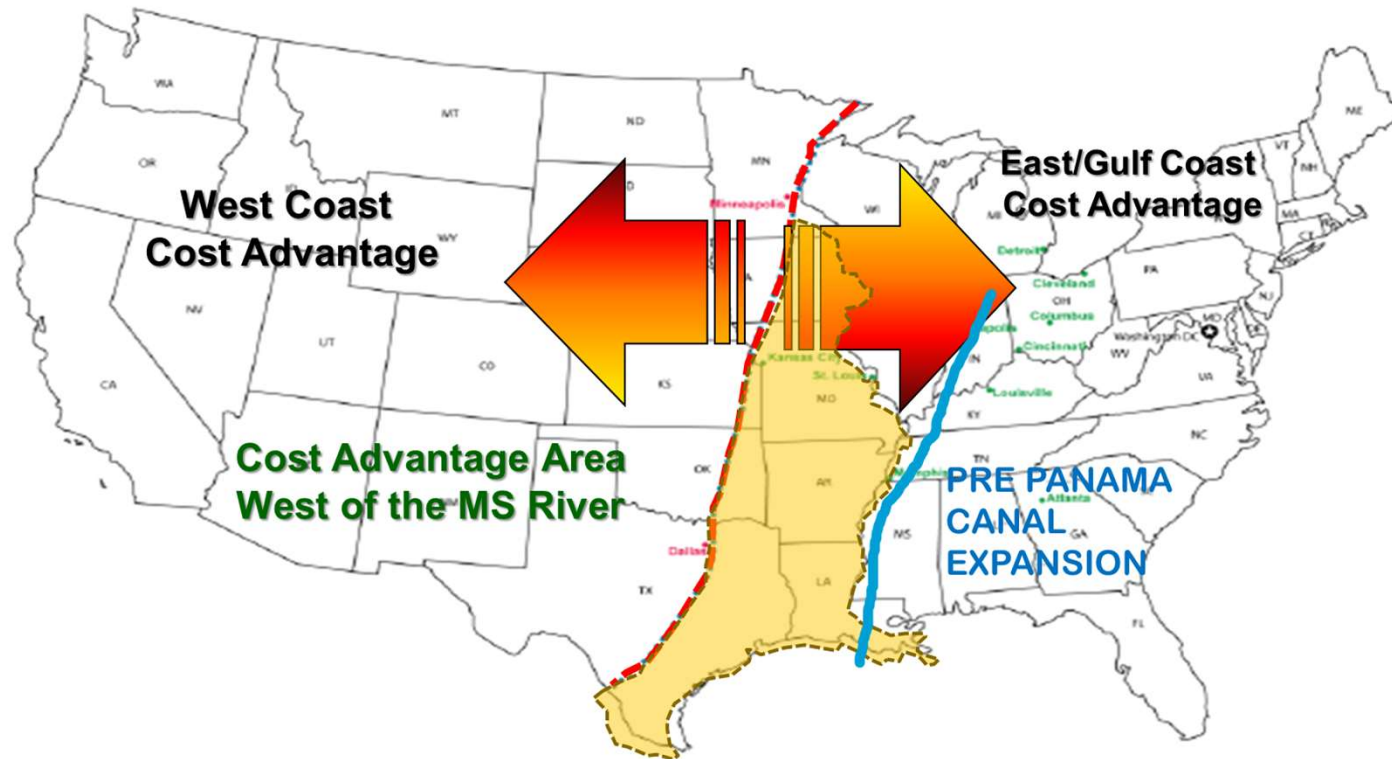
Port of Duisburg Germany



2017 over 4.1 million TEU's Handled
Largest Inland Port in Europe



Shifting Gateways



Kansas City Intermodal

Kansas City Intermodal volumes from 2015 Freight study						
	2018	2020	2030	2040		Ann Growth
Inbound Intermodal TEU	310,000	390,000	500,000	625,000		
Outbound Intermodal TEU (new study)	417,710	542,050	677,210	1,365,390		
	727,710	932,050	1,177,210	1,990,390		4.8198%
LA LB Lane 33.5%	243,783	312,237	394,365	666,781		
NE Lane 22.7%	165,190	211,575	267,227	451,819		
SE Lane 8.3%	60,400	77,360	97,708	165,202		
NW Lane 11.8%	85,870	109,982	138,911	234,866		
other lanes	172,467	220,896	278,999	471,722		

Corn & Soybean Exports 2016 - 2018		
Bulk Vessel	5015	88.76%
Rail	430	7.61%
Truck	20	0.36%
Container	184	3.26%
Other	1	0.02%
	5651	

	2018	2020	2030	2040
Trans Systems Study	40,386	93,205	117,721	188,490
Soy Bean Assoc Study	41,084	43,586	58,575	78,721
Total	81,469	136,791	176,296	267,211



Value Added

- Container Repair
- Agricultural Grains DDG's & Oilseed Transfer
- Heavy Manufacturing Corridor
- Advanced Industrial Manufacturing Zone (AIMZ)
- Foreign Trade Zone
- 5 Class 1 rail connections



Inland Container Vessel

American Patriot Holdings Self Propelled Vessel



Vessel Specifications



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



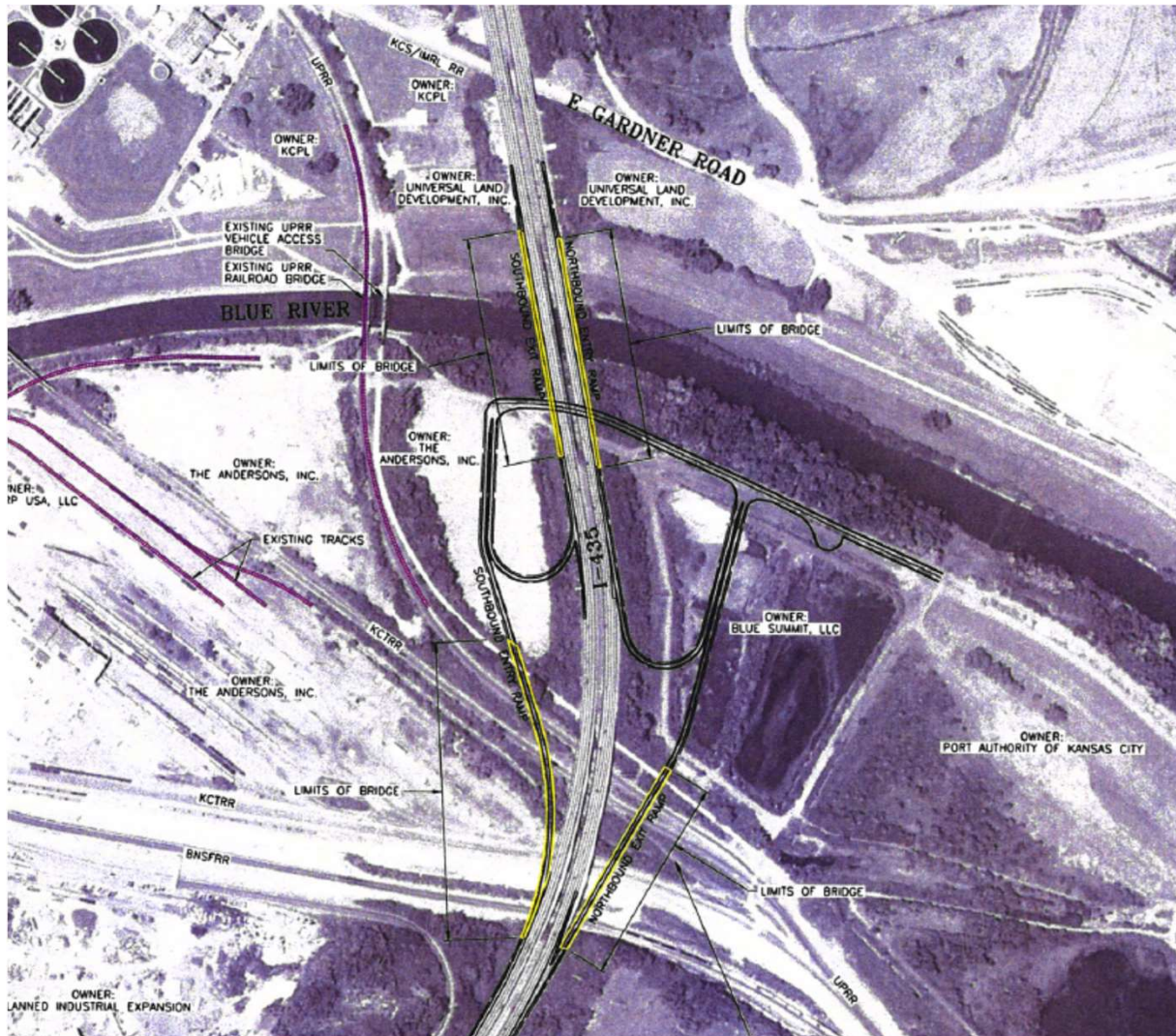


Public/Private/Partnership

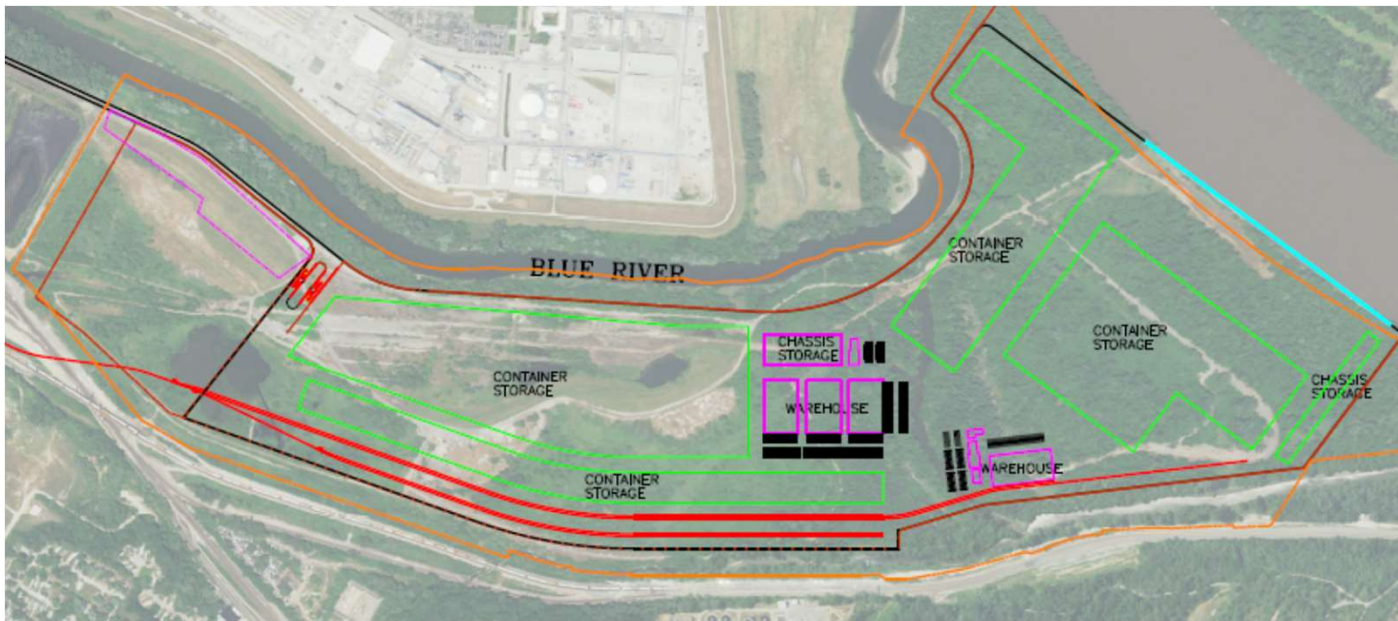
- Jan 2019 Signed NDL agreement with WATCO RR for terminal access for K.C. Terminal RR (short line)
- Feb 2019 Port KC engages law firms Ballard Spahr for PPP negotiations and Clark Hill as STB counsel
- July 2019 Port KC Employees engages KPMG as Financial Advisor for PPP Transaction
- 3rd quarter 2020 Port KC applies to STB for construction and operating authority
- RFQ/RFP for Terminal Design, Build, Operate, Maintain finalized third quarter 2021
- Terminal construction expected to commence 2022
- Depending on needs MRT could be operational early 2023



MRT connection to I 435



Proposed Layout – Phase 1



**MISSOURI RIVER
TERMINAL**
INCORPORATED • KANSAS • MISSOURI



Artists Impression

