



KANSAS CITY INTERNATIONAL AIRPORT

CAPITAL PROGRAM FINANCIAL PLANNING

Company profile

- Established in 1989, as Unison Consulting Group
- Became UNISON-MAXIMUS, a wholly owned subsidiary of Maximus 1999
- Acquired in 2008 by UCG Associates now doing business as Unison Consulting
- More than 100 airport clients have benefited from our firm's consultant expertise
- Experienced senior staff with more than 150 years of industry experience
- Firm's senior staff have held management positions with airports, airlines, the FAA, government consulting firms and other national aviation consulting firms
- Professional consultants are experts in economics, finance, retail concessions, airport planning, information technology, and airport management

Challenge

Kansas City International Airport (MCI) has been one of UNISON-MAXIMUS, now Unison Consulting's (Unison) longest standing client. We were first hired to assist MCI in developing a financial plan for its multi-year CIP. After the plan was completed, we assisted the Airport in issuing bonds to finance several projects including a new parking garage. We developed a financial feasibility study in support of that bond issue. We later developed the Airport's PFC program and over the years, have assisted the Airport with multiple bond issues, PFC applications, and economic impact studies.

Solution

One of Unison's responsibilities has been to develop and periodically update the Department's CIP and funding plan. Unison developed a computerized financial model that includes estimated cost and funding data. The model was developed with the flexibility to accommodate changes in costs and funding sources over time. The model is now administered by Department staff. The model allows for one or more funding sources for each planned capital project based upon the project's funding eligibility. The model has been very useful in helping the Airport make sound decisions regarding funding strategies for capital projects, which have resulted in the completion of AIP grant applications, PFC applications, GARB issues, and PFC-backed bond issues.

Unison recently completed a land use and reuse plan for the Kansas City Downtown Airport and a hotel market analysis at MCI.



Results

- Prepared feasibility studies for the issuance of \$437.5 million in general airport revenue bond issues
- Prepared PFC applications to generate over \$430 million for capital projects
- Negotiated and developed financing alternative in support of building a new consolidated rental car facility
- Developed a multi-year capital improvement funding plan
- Negotiated a new airline agreement with pre-approved \$223 million CIP
- Prepared a MKC Land Use and Business Plan