

# **EAST END CROSSING**

## OHIO RIVER BRIDGES PROJECT

**WVB** East End Partners 

### DRUMANARD TUNNEL

SUBMITTED TO:  
INDIANA FINANCE AUTHORITY  
C/O INDIANA GOVERNMENT CENTER SOUTH  
CONFERENCE CENTER ROOM 25  
402 W. WASHINGTON ST.  
INDIANAPOLIS, IN 46204  
ATTN: SILVIA PEREZ

SUBMITTED BY:  
WVB EAST END PARTNERS  
1260 EAST SUMMIT STREET  
CROWN POINT, INDIANA 46307  
PHONE: 315.207.3905

OCTOBER 26, 2012  
3:00 PM EST

**FINANCIAL MODEL**

**REDACTED VERSION - ELECTRONIC**

**Exhibit E**

**SUMMARY AND ORDER OF PROPOSAL CONTENTS**

<b>Technical Proposal Component</b>	<b>Form (if any)</b>	<b>ITP Section Cross-Reference</b>
<b>A. Executive Summary</b>		
Executive Summary ( <b>Exclude price information</b> )	No forms are provided	<u>Exhibit B, Section 3.1</u>
<b>B. Proposer Information, Certifications &amp; Documents</b>		
Proposal Letter	<u>Form A</u>	<u>Exhibit B, Section 3.2.1</u>
Authorization Documents	No forms are provided	<u>Exhibit B, Section 3.2.1</u>
Identification of Proposer and Equity Members	<u>Form B-1</u>	<u>Exhibit B, Section 3.2.2</u>
Information About Proposer Organization	<u>Form B-2</u>	<u>Exhibit B, Section 3.2.2</u>
Information About Major Participants, and Identified Contractors	<u>Form B-3</u>	<u>Exhibit B, Section 3.2.2</u>
Letter accepting joint and several liability, if applicable	<u>No forms are provided</u>	<u>Exhibit B, Section 3.2.2</u>
Responsible Proposer and Major Participant Questionnaire	<u>Form C</u>	<u>Exhibit B, Section 3.2.3</u>
Industrial Safety Record for Proposer and Major Participants	<u>Form D (as applicable)</u>	<u>Exhibit B, Section 3.2.4</u>
Personnel Work Assignment Form and Commitment of Availability	<u>Form E</u>	<u>Exhibit B, Section 3.2.5</u>
Letter(s) Regarding Pre-Proposal Submittals	No forms are provided	<u>Exhibit B, Section 3.2.6</u>
Non-Collusion Affidavit	<u>Form F</u>	<u>Exhibit B, Section 3.2.7</u>
Buy America Certification	<u>Form G</u>	<u>Exhibit B, Section 3.2.8</u>

<b>Technical Proposal Component</b>	<b>Form (if any)</b>	<b>ITP Section Cross-Reference</b>
DBE Certification	<u>Form H</u>  No forms are provided for the DBE Performance Plan or Job Training Plan	<u>Exhibit B, Section 3.2.9</u>
Surety/Financial Institution Information	No forms are provided	<u>Exhibit B, Section 3.2.10</u>
Conflict of Interest Disclosure Statement	<u>Form I</u>	<u>Exhibit B, Section 3.2.11</u>
Equal Opportunity Employment Certification	<u>Form Q</u>	<u>Exhibit B, Section 3.2.12</u>
Lobbying Certification	<u>Form R</u>	<u>Exhibit B, Section 3.2.13</u>
Debarment and Suspension Certification	<u>Form S</u>	<u>Exhibit B, Section 3.2.14</u>
Insurance	<u>No forms are provided</u>	<u>Exhibit B, Section 3.2.15</u>
Confidential Contents Index	<u>No forms are provided</u>	<u>Exhibit B, Section 3.2.16</u>
<b>C. Proposer Election of Termination for Convenience Calculation Method</b>		
Election of Termination for Convenience Calculation Method	<u>Form V</u>	<u>Exhibit B, Section 3.4</u>
<b>D. Volume 1 Appendices</b>		
Copies of Organizational Documents	No forms are provided	<u>Exhibit B, Section 3.2.2</u>
Proposer Teaming Agreement or Key Terms	No forms are provided	<u>Exhibit B, Section 3.2.2</u>
Executed Contracts or Term Sheets/Heads of Terms	No forms are provided	<u>Exhibit B, Section 3.2.2</u>
<b>E. Proposal Security (Proposal Bond or Proposal Letter of Credit)</b>		
Proposal Bond	<u>Form K-1</u>	<u>Exhibit B, Section 3.3.1</u>
Proposal Letter of Credit	<u>Form K-2</u>	<u>Exhibit B, Section 3.3.2</u>

Technical Proposal Component	Form (if any)	ITP Section Cross-Reference
<b>F. Escrow Agreement</b>		
Escrow Agreement	<u>Form L</u>	<u>Exhibit B, Section 3.5</u>
<b>G. Preliminary Performance Plans</b>		
Preliminary Project Management Plan	No forms are provided	<u>Exhibit B, Section 4.1</u>
Preliminary Project Baseline Schedule for Design and Construction	No forms are provided	<u>Exhibit B, Section 4.1.4</u>
Completion Deadlines	<u>Form N</u>	<u>Exhibit B, Section 4.1.4</u>
Design-Build Plan	No forms are provided	<u>Exhibit B, Section 4.2</u>
Operations and Maintenance Plan	No forms are provided	<u>Exhibit B, Section 4.3</u>
<b>H. Volume 2 Appendices</b>		
Key Personnel Resumes	No forms are provided	<u>Exhibit B, Section 3.2.5</u>
Technical Drawings, Graphs and Data	No forms are provided	<u>Exhibit B, Section 4.2</u>

## Financial Proposal

Proposers shall follow the order of the Financial Checklist in their submissions. A referenced copy of this document shall be submitted with the Financial Proposal.

	Financial Proposal Component	Location of information within submission documentation	
		Document Reference	Financial Model Sheet Reference
<b>A.</b>	<b>Updated financial information</b> Proposer must provide the corporate and financial information identified in <u>Section 2.0 of Exhibit C</u> , for the Proposer and Equity Members	Financial Proposal Volume 1 of 2 Separated by Entity	
<b>A1</b>	Audited Fiscal Financial Statements for all periods subsequent to SOQ and unaudited interim financial statements ( <u>Exhibit C, Section 2.0</u> )	Financial Proposal Volume 1 of 2 Section A1 for each Entity	
<b>A2</b>	Financially Responsible Party letters of support (as required) ( <u>Exhibit C, Section 2.0</u> )	Financial Proposal Volume 1 of 2 Section A2 for each Entity	
<b>A3</b>	For publicly held companies, most recent SEC 10-K and 10-Q reports and any 8-Ks filed since the SOQs ( <u>Exhibit C, Section 2.0</u> )	Financial Proposal Volume 1 of 2 Section A3 for each Entity	
<b>A4</b>	Credit Ratings ( <u>Exhibit C, Section 2.0</u> )	Financial Proposal Volume 1 of 2 Section A4 for each Entity	
<b>A5</b>	Letter regarding material change in financial condition since submission of the SOQ and for next reporting period ( <u>Exhibit C, Section 2.0</u> )	Financial Proposal Volume 1 of 2 Section A5 for each Entity	
<b>A6</b>	Letter disclosing all material off balance sheet liabilities ( <u>Exhibit</u>	Financial Proposal Volume 1 of 2 Section A6	

	Financial Proposal Component	Location of information within submission documentation	
		Document Reference	Financial Model Sheet Reference
	<u>C, Section 2.0</u> )	for each Entity	
<b>B</b>	<b>Financial Plan</b> ( <u>Exhibit C, Section 3.0</u> )	Financial Proposal Volume 2 of 2 Section B	
<b>B1</b>	Financial Plan Executive Summary ( <u>Exhibit C, Section 3.1</u> )	Financial Proposal Volume 2 of 2 Section B1	
<b>B1</b>	Identity of Financial Institution ( <u>Exhibit C, Section 3.2</u> )	Financial Proposal Volume 2 of 2 Section B1	
<b>B2</b>	Range of Financing Sources ( <u>Exhibit C, Section 3.3</u> )	Financial Proposal Volume 2 of 2 Section B2	
<b>B3</b>	Details for Core Lender(s) and Lead Underwriter(s) Commitment Letters ( <u>Exhibit C, Section 3.4</u> )	Financial Proposal Volume 2 of 2 Section B3	
<b>B4</b>	[Reserved]		
<b>B5</b>	Details of Equity Source and letters from Equity Members ( <u>Exhibit C, Section 3.5</u> )	Financial Proposal Volume 2 of 2 Section B5	
<b>B6</b>	Financial Advisor letter ( <u>Exhibit C, Section 3.6</u> )	Financial Proposal Volume 2 of 2 Section B6	
<b>B7</b>	Schedule for Commercial and Financial Close ( <u>Exhibit C, Section 3.7</u> )	Financial Proposal Volume 2 of 2 Section B7	
<b>B8</b>	Summary Cost Table and Financial Plan Summary Forms ( <u>Forms O and P, Exhibit C, Section 3.8</u> )	Financial Proposal Volume 2 of 2 Section B8	Tab Form O Tab Form P
<b>C</b>	<b>MAP Proposal (Form J)</b> ( <u>Exhibit C, Section 4.0</u> )	Financial Model Section C	Tab Form J
<b>D</b>	<b>Financial Model</b> ( <u>Exhibit C,</u>	Financial Model	

	Financial Proposal Component	Location of information within submission documentation	
		Document Reference	Financial Model Sheet Reference
	<u>Section 5.0</u> )	Section D	
<b>D1</b>	Financial Model ( <u>Exhibit C, Section 5.1 to 5.2</u> )	Financial Model Section D1	Tab Output – Project Tab Output – Sources & Uses Tab Output – Accounts
<b>D2</b>	Financial Model Assumptions Book ( <u>Exhibit C, Section 5.3</u> )	Financial Model Section D2	Tab Assumptions Book
<b>D3</b>	Instructions on operations of the Financial Model ( <u>Exhibit C, Section 5.4</u> )	Financial Model Section D3	
<b>E</b>	<b>Cost and Pricing Data</b> ( <u>Exhibit C, Section 6.0</u> ) (to be submitted to escrow)	Escrow	
<b>F</b>	<b>Independent Insurance Broker/Consultant Letter</b> ( <u>Exhibit C, Section 7.0</u> )	Financial Proposal Volume 2 of 2 Section F	

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# FINANCIAL PROPOSAL | FINANCIAL MODEL

## C. MAP PROPOSAL (FORM J)

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## D. (5.0) FINANCIAL MODEL

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- D1 Financial Model Output Sheets
- D2 Financial Model Assumptions Book
- D3 Financial Model Instructions Guide
- D4 Model Auditor Opinion Letter

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# C. MAP Proposal

**FORM J**

**MAP PROPOSAL FORM**

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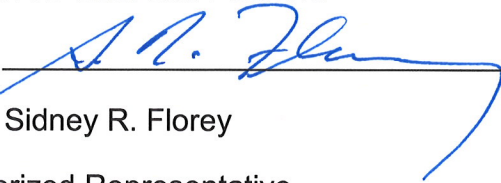
Base MAP as of Proposal Due Date: \$ 32,919,953

Estimate of Maximum Availability Payment at date of Baseline Substantial Completion:  
\$ 36,113,843 (for reference purposes only and not for evaluation)

Date: 25<sup>th</sup> October, 2012

Proposer: WVB East End Partners

Signature: \_\_\_\_\_



Name: Sidney R. Florey

Title: Authorized Representative

# D. Financial Model

The Financial Model included in Financial Proposal Section D is confidential and has been REDACTED.