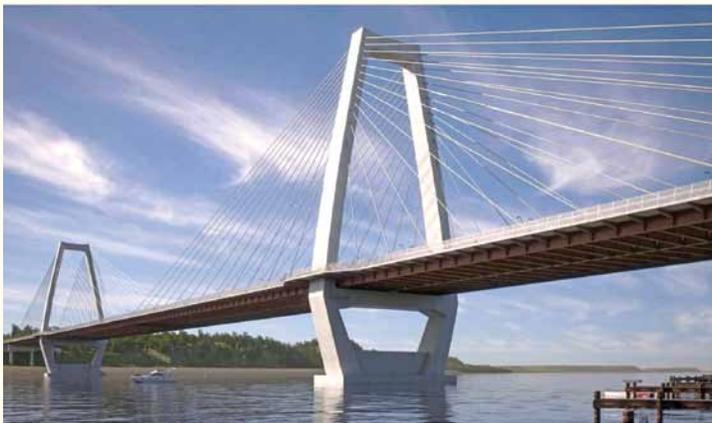




Indiana's P3 Success – East End Crossing



The new East End Crossing Bridge over the Ohio River

(P3s). Indiana's first P3 was the 2006 lease of the Indiana Toll Road. The second P3 project is the East End Crossing, which will link Indiana 265 in Utica, Ind., with Kentucky 841 in Prospect, Ky. The East End Crossing will complete the I-265 outer beltway around the Louisville metro area and create economic development opportunities in southern Indiana.

Indiana is responsible for overseeing the design, construction, financing, operation and maintenance of the East End Crossing. Following an efficient eight-month procurement process, WVB East End Partners (WVB) was selected on Nov. 16, 2012, as the winning proposer. Their proposal included a construction cost of \$763 million, which was \$224 million, or 23 percent, less than the project estimate of \$987 million.

WVB brought new ideas to the table that will save money for taxpayers and help keep toll rates as reasonable as possible, while satisfying technical and environmental requirements of the project. Construction for the East End Crossing will begin in June 2013, and the bridge is scheduled to open to traffic in October 2016 – eight months ahead of schedule.

Indiana's next P3 projects include the Illiana Corridor, a bi-state expressway project in northwest Indiana, and I-69 Section 5 from Bloomington to Martinsville.

Indiana's attractiveness for private investment in infrastructure is evidenced by the success of the East End Crossing procurement and continued private sector interest as Indiana moves closer to posting Request for Qualifications (RFQ) for both the Illiana and I-69 Section 5 projects. The RFQ for I-69 Section 5 is expected in spring 2013, with the Tier 2 ROD anticipated in June.

Indiana has established itself as a national leader in leveraging private sector capital and innovation to complete the procurement for the East End Crossing portion of the Ohio River Bridges Project. Financial close for the procurement occurred on March 28, 2013 and marks the end of the procurement process, which is being hailed by the private sector as the "model" other states should look at and adopt.

The Indiana General Assembly passed legislation over the last several years authorizing the Indiana Finance Authority to enter into public-private partnerships

The Ohio River Bridges/East End Crossing project was named by CG/LA as Strategic Project of the Year in October 2012.

What They're Saying – East End Crossing

“In this second, can-do America, creative policymaking is being applied to the very problems Congress runs away from, like infrastructure spending. ... Indiana has turned to privatisation to raise money for road-building.”

– *The Economist* in March 16, 2013, cover story “The America That Works”

“As the Indiana bridge began as a traditional procurement, the move to a PPP has generated savings of \$225m on the proposed cost of construction and seen the completion date shorten by eight months.

“Greg Ciambrone, vice-president of strategic investments, says that WVB looked at many design alternatives ... during the bid phase, in an effort to optimise its bid and reduce costs during the 35-year concession term. This would support the hypothesis that the PPP bridge will be in better shape in 35 years, and may cost less to maintain, than its partner.”

– Natasha Loder in *The Economist*, March 2, 2013

“After starting the procurement, IFA/INDOT consistently stayed on schedule. They focused on solutions for every challenge that arose, establishing an environment that encouraged technical innovation. Shortlisted competitors were really listened to, and appropriate commercial modifications were made, which helped to establish a very competitive bidding environment. [Indiana] set a new bar in the US with the availability payment process that they ran on the East End Crossing project [and it] can be tailored to the specific challenges that other states have for an equally successful P3 project. They have a proficient team with understanding, experience and credibility within the P3 marketplace.”

– Joe Wingerter, director of P3 Development for Kiewit, as told to *InfraAmericas*

“IFA met every procurement milestone, responding in a timely and consistent way to input from all four teams that were actively involved in the procurement process. As a testament to the public sponsor's commitment to the procurement, all four shortlisted teams submitted conforming bids, a first for a US P3 project (and perhaps in the world!) maintaining a highly competitive procurement and producing the attractive winning bid.”

– Barney Allison, partner in the Infrastructure Practice Group at law firm Nossaman, writes in column “US P3 Procurement Gets It Just Right” in *Project Finance International*, Feb. 13, 2013

“Congratulations for doing exactly what you said you would do.”

– Bill Reinhardt, Editor/Publisher of *Public Works Financing*

“One source familiar with INDOT's workings said he sees Indiana continuing to be ‘fertile ground’ for P3s, and having a significant need to upgrade its infrastructure. ‘I think they're poised to do quite a lot of things,’ the source said.”

– Gene Gilligan in *InfraAmericas*, Feb. 25, 2013