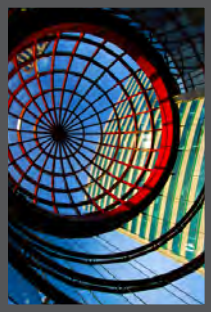




INSPIRED INFRASTRUCTURE. IMPLEMENTED.™



Nexus Infrastructure LLC provides innovative financial and operations advisory services for public-use transportation and utility assets such as airports, highways, transit, rail, and water facilities, with a focus on public-private partnerships.

Nexus professionals develop solutions that are grounded in proven principles yet reflect new and markedly different approaches demanded by the constant evolution of the industry and the challenging economic conditions of the day.

Through our proprietary Service-Oriented Approach (SOA), Nexus remains focused on the true, overarching objective of every engagement: maximizing the quality of service that our clients provide to deliver the utmost value to the public. Nexus professionals provide powerful solutions, drawn from the *nexus* of public and private sector innovation, to enhance operational and organizational performance and realize greater opportunities to develop and deploy new infrastructure assets and services. Nexus is based in Washington, DC and serves clients on a global basis.

Nexus Advantages:

- ◆ Depth and breadth of expertise
- ◆ Independent recommendations
- ◆ Flexible execution for quick results
- ◆ Senior experience at maximum value
- ◆ New and forward-thinking solutions
- ◆ Long-term partnership

Nexus professionals have supplied consulting services to a wide and diverse array of public and private organizations:

- ◆ City of Springfield, MA
- ◆ City of Waterbury, CT
- ◆ Fredericksburg Area (VA) MPO
- ◆ Harrisonburg-Rockingham (VA) MPO
- ◆ Little Rock National Airport
- ◆ Louisiana Department of Transportation and Development
- ◆ Massachusetts Bay Transportation Authority
- ◆ Metropolitan Washington Airports Authority
- ◆ Miami-Dade Water and Sewer Department
- ◆ New Orleans Board of Aviation
- ◆ Phoenix-Mesa Gateway Airport
- ◆ Pinellas County Department of Public Works
- ◆ Puerto Rico Ports Authority
- ◆ Sydney (Australia) Water Board
- ◆ Union County Public Works Department
- ◆ U.S. Department of Transportation
- ◆ Vermont Agency of Transportation
- ◆ Washington DC Water & Sewer Authority
- ◆ Washington Suburban Sanitary Commission

The Nexus Network: Uniting Infrastructure Professionals

Nexus is structured as a network of seasoned infrastructure professionals, united by a shared vision for infrastructure advancement and a record of exceptional advisory services executed in close partnership and collaboration. This unique structure provides deep subject matter expertise at maximum market value and positions the firm at the *nexus* of the infrastructure space.

The unmatched collective experience of the Nexus Network (N²) spans roles and industries and includes:

- ◆ More than 250 years of infrastructure advisory experience.
- ◆ Project participation with over a dozen teaming partners including engineering firms, consultancies, and private equity investors.
- ◆ Proven success on more than 50 projects across the US and internationally.





Service Offerings

Nexus offers a broad but focused core set of services to the public infrastructure space. The firm's service offerings span both the financial and operational aspects of infrastructure asset and services providers, supplying innovative yet proven approaches to address the most complex challenges facing the industry.

Financial Advisory Services

Nexus supplies critical recommendations to ensure adequate funding of infrastructure development and maintenance, performing robust financial analysis including investment-grade modeling, cost-benefit analysis, and advanced asset valuation methodologies.

Public-Private Partnership (P3)

Provide education, preparation, and execution assistance to form operating and financial partnerships between the public and private sectors.

Nexus professionals performed financial analysis for multiple groundbreaking transactions on behalf of the USDOT's innovative transportation finance office, TIFIA, including the Capital Beltway Express Lanes project, a seminal, \$2 billion toll road concession in the Washington, DC area.



Budgeting & Capital Programming

Ensure that budget and capital programs are realistic, align with strategic initiatives and long-term goals, and are supported by other organizational processes, systems, and staff.



Nexus professionals assisted the leadership of the Metropolitan Washington Airports Authority to reengineer business processes and prepare for a new enterprise-wide technology solution to integrate systems and processes for streamlined operations and reduced operating costs.

Funding Source Analysis

Evaluate various financial instruments and structures, such as tax-exempt debt, federal and state grants and loans, and private equity, to minimize funding costs and maximize stability.

Nexus professionals completed due diligence on behalf of two private equity investors for separate parking concession P3s: the parking facilities at Puerto Rico's Luis Muñoz Marín International Airport and a proposed 75-year lease of parking assets in Harrisburg, Pennsylvania.



Project Feasibility Studies

Prioritize capital improvement projects and complete financial feasibility analyses to determine the sufficiency of resources, such as labor and funding.



Nexus professionals are developing a financial plan that includes a comprehensive evaluation of traditional and innovative funding sources and the financial feasibility of proposed development for the Harrisonburg-Rockingham Metropolitan Planning Organization (HRMPO) as part of the Virginia agency's long-term transportation planning effort.

Operations Advisory Services

Nexus provides business and master planning, industry best practices, management empowerment, efficiency maximization, organizational and strategic alignment, and cost containment and reduction, employing proven private sector approaches.

Technology Implementation

Assist in identifying, evaluating, and deploying transformative technologies from performance measurement dashboards to full-scale enterprise resource planning (ERP) systems.

Process & Efficiency Improvement

Introduce process and efficiency improvements to create significant value, dramatically reducing inefficiencies while enhancing both internal and external functions.

Staffing & Organizational Assessment

Review and/or adjust organizational responsibilities and functions, developing and implementing refreshed structures to strengthen management and operations.

Performance Measurement & Benchmarking

Define measures and implement processes to assess performance internally and relative to peers, leveraging the results to enhance services and operations and inform future planning.

Strategic & Master Planning

Work in close collaboration with the board, executive leadership, and staff to develop a strategic long-term plan that is guided by a clear vision for the organization that is supported by all stakeholders.

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