

A Guide to Getting the Most Out of Your IBTTA Membership

(Revised February 18, 2005)

IBTTA: Maximizing Your Opportunity

IBTTA's top priority is to offer superior resources and services to help members exploit trends that will see the toll industry emerge as one of the most important forces in highway finance and operations around the world.

IBTTA's Commitment to the Membership

IBTTA is committed to continually building and enhancing our capabilities to be:

THE advocate for the toll industry;

THE central clearinghouse for relevant knowledge and information;

THE leader in producing high quality meetings and educational experiences.

General Information

What is IBTTA's mission?

The International Bridge, Tunnel and Turnpike Association is the worldwide alliance of toll operators and associated industries that provides a forum for sharing knowledge and ideas to promote and enhance toll-financed transportation services.

When was IBTTA founded?

Founded in 1933, IBTTA is the only association representing the worldwide toll industry. Our membership is comprised of roughly 250 members in 26 countries on six continents.

What are the member categories and how do they differ?

There are three categories of membership. They are defined as:

Active Members – Toll Operators

Organizations that operate toll bridges, tunnels, turnpikes, ferries, and similar systems throughout the world including federal, state, and local authorities or commissions, public boards and private companies.

Associate Members – Supporting Industries

Agencies, firms, individuals and other entities with a commercial interest in the toll industry. Associate members do not own or operate toll facilities.

Sustaining Members – Supporting Industries

Associate members that choose to provide increased financial support of IBTTA and its programs. Sustaining members receive additional recognition for their vital contributions to IBTTA.

Where is the corporate headquarters and how many people are on staff?

IBTTA is headquartered in Washington, DC and provides a wide range of member services and administrative support through a dedicated, full time staff of nine association and industry professionals.

Who serves on the Board of Directors and how long is a board member's term?

The Board of Directors is comprised of 5 officers and 20 directors. Officers serve a one-year term and directors serve staggered four-year terms.

Who can serve on the Board?

IBTTA's Bylaws provide that only Active Members may sit on the Board of Directors. However, Associate and Sustaining Members may serve on IBTTA Committees and Task Forces and have gained significant influence in the direction of the Association through these roles.

What is the difference between a Task Force and a Committee?

Committees work closely with IBTTA staff and are responsible for organizing the program content for IBTTA's educational meetings and workshops. Task Forces report directly to the Board of Directors and guide the direction of the Association in advocacy, government affairs, strategic planning, membership development, budgeting, dues, bylaws and other areas.

What does IBTTA mean by "going global"?

Amongst its members, IBTTA has significant representation from European toll operators in Italy, France, Spain and Portugal as well as in other parts of the world including Australia, South Africa, Japan and India. This has provided a diverse community of peers whose experiences in approaching the political, economic and physical problems of building and operating toll agencies range tremendously. Toll finance is of great interest in developing countries, just as they are in established nations. Practically speaking, IBTTA must continue to expand its membership outside the U.S. in order to grow. More importantly, to make a profound impact on the toll industry and transportation infrastructure, IBTTA needs the strength and input of toll industry stakeholders from around the world. To accomplish this, IBTTA sends member delegations to meet with counterparts in numerous countries around the world every year and has begun to form strategic alliances – most recently having developed a memorandum of understanding with ASECAP, the European association of toll motorway operators, to foster closer cooperation with our European partners.

Where does IBTTA derive its revenues and how are they spent?

IBTTA is funded primarily through membership dues and meeting registrations, exhibits and sponsorships. Investing in these resources allows IBTTA to deliver high-quality professional development opportunities and meetings; create opportunities to build tolling and associated businesses; increase public awareness and support for tolling; and expand and distribute tolling intelligence.

Does IBTTA lobby?

Yes. IBTTA closely monitors and reports on toll-related legislation and policy at the federal and state levels, creating a political environment that is more favorable to tolling. IBTTA asserts the industry viewpoint with key decision makers through position papers, targeted mailings and events that call on public officials to examine expanded use of tolling and road pricing as effective highway finance solutions.

Is IBTTA recognized by the media?

Yes. IBTTA receives coverage from many media outlets. For example, Our Transportation Finance Summit in spring 2004 was covered by nine media outlets including *Congressional Quarterly*, the *Atlanta Journal Constitution* and *Traffic World*. In 2003, IBTTA launched a public relations campaign seeking to maximize every opportunity to effectively make our case for tolling solutions to the media, key opinion leaders and public officials. As a member, you can advance the toll industry's interests by coordinating your media messages with IBTTA.

What sets IBTTA meetings and workshops apart?

Over time IBTTA has gained the knowledge and expertise required to offer programming that is finely tuned, content rich and carefully targeted for each audience. IBTTA offers a full range of educational sessions with opportunity for professional development and networking. Our Annual Meeting draws hundreds of delegates from more than two dozen countries creating a forum like no other in the tolling industry. Our popular workshops on Organization Management, Maintenance, Facilities Management, Technology and other areas of topical interest provide hands-on opportunities to gain from the expertise and insights of major industry leaders. IBTTA's new Summit formats on timely topics, such as security and toll finance, have quickly become an excellent venue for in-depth coverage of critical issues of the day.

Benefits of Membership

What do I get for my membership?

The primary benefits of membership are networking opportunities, advocacy and access to vital information and intelligence on the toll industry. In addition, all members receive the following:

DISCOUNTS ON REGISTRATION & EXHIBITOR FEES

- **Discounted Registration & Exhibit Fees** – members receive significant discounts on registration fees for IBTTA workshops, meetings and the Annual Meeting & Exhibition.

INFORMATION & INDUSTRY INTELLIGENCE

- **Member Query System** – Members receive access to IBTTA's member query system. Through this system, IBTTA staff helps to answer specific questions and resolve problems through the experience and know-how of other IBTTA Members.
- **Access to Presentations** from all workshops and the Annual Meeting.

PUBLICATIONS

- **Executive Director's Monthly Report** sent electronically each month contains updates on a variety of important technology, policy and other initiatives as well as summaries of recent meetings and information about upcoming events.
- **IBTTA News Roundup** – a biweekly summary of news articles of interest to IBTTA members and others in the toll business.
- **Tollways**, printed three times a year, is IBTTA's peer-reviewed journal. **Tollways** provides in-depth articles from experts on a range of topics affecting toll financing, operations, technology and other issues. Members are welcome to submit ideas and articles for inclusion in this Journal.

WEBSITE

- IBTTA's website provides information on the worldwide toll industry that includes toll-related news, position statements, transportation studies, employment opportunities, member related RFI's and past meeting presentations. Many new features are scheduled for completion in 2005. IBTTA requires a User Name & Password to log on to certain portions of our website. To receive the User Name & Password, send an email to info@ibtta.org and you will receive a return message with the necessary information.

IBTTA 2005 Meetings Calendar

Meeting	Location	Meeting Date	Hotel Cut-off Date	Pre Registration Cut-off Date
Organization Management Workshop & Leadership Summit	Orlando, Florida, USA	April 2-6, 2005	March 10, 2005	March 24, 2005
International Transportation Finance Summit	Nice, FRANCE	April 17-19, 2005	March 11, 2005	April 4, 2005
IBTTA Board of Directors Spring Meeting	Toronto, CANADA	May 12-14, 2005	April 26, 2005	May 2, 2005
Facilities Management Workshop	Toronto, CANADA	May 14-18, 2005	April 26, 2005	May 2, 2005
Spring Technology Workshop	Edinburgh, SCOTLAND	June 11-14, 2005	May 6, 2005	May 27, 2005
73 rd Annual Meeting & Exhibition	Cleveland, OHIO, USA	September 17-21, 2005	August 25, 2005	September 2, 2005
Maintenance Committee Fall Conference	Tampa, Florida, USA	October 15-18, 2005	September 21, 2005	October 6, 2005
Fall Technology Workshop	Washington, DC	November 13-15	To be determined	To be determined
Transportation Finance Summit	Washington, DC	November 16-17	To be determined	To be determined

Getting Involved

The entire toll industry benefits from the fresh ideas, unique perspectives, and new energy that you and your organization bring to the table. Your active participation helps in many ways to shape the future of IBTTA and the tolling industry.

How can my organization get more involved?

- Join a Committee – IBTTA’s success depends on the active participation of the membership on 12 diverse committees covering issues like Finance, Risk Management, Engineering & Design, and Operations.
- Participate on a Task Force – the task forces play a vital role in shaping IBTTA policy and are formed to serve a specific timely need like strategic planning and advocacy.
- Write an article for *Tollways* – IBTTA’s journal has been recently expanded. New authors are welcome and encouraged to submit ideas and/or abstracts for upcoming articles. All article submissions are reviewed for content and appropriateness by an editorial advisory board and other reviewers. To submit an article, please email tollways@ibtta.org.

- Host or sponsor an event – IBTTA meetings and events are well attended and widely viewed as one of the best benefits of membership. Hosts and sponsors play an important role in the ongoing success of these programs.
- Speak at an IBTTA conference or workshop – help keep industry officials up to date on industry best practices and innovations by offering the benefit of your expertise in a particular area.

How do I become a presenter or a speaker at an IBTTA meeting?

Please email meetings@ibttta.org and you will be contacted by our Meetings Manager.

How can I promote my company's products and services to other IBTTA members and the industry?

You can gain additional exposure for your company by becoming an IBTTA meeting sponsor. These opportunities are available only to IBTTA members. Sponsors receive attendee registration lists, signage during the meeting, listing in the preliminary and final program and many other benefits. To learn more, follow the link on the IBTTA website under Meetings to "Sponsorship Opportunities." Additionally, IBTTA members and non-members can take advantage of numerous opportunities to promote their products and services by purchasing exhibit booth space at our workshops and conferences. Email sponsorship@ibttta.org for more information on sponsorship or exhibit opportunities.

How can IBTTA help build my business?

IBTTA's membership is comprised of both toll operators and the companies that support them, creating a forum where vendors and customers interact for their mutual benefit. IBTTA's growing member base, frequent networking events, popular meetings with exhibit and sponsorship opportunities, and strategic alliances all combine to extend the reach of your business in many valuable ways.

How do I become a member of IBTTA?

Contact us at 202-659-4620 or send an email to info@ibttta.org.

If you are not a member of IBTTA, we invite you to join – think of it as an investment in your business. If you are a member, you've taken an important first step. Now we hope you'll take maximum advantage of the wide-ranging, excellent resources and services IBTTA has to offer.

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