

Toll Industry

Key Considerations

Transportation Leadership Forum
Exploring the Nexus Between
Transportation and Technology

November 25, 2003

Jerry Hautamaki
HNTB Corporation



Don't Reinvent the Wheel



- Learn from those already doing it
- U.S. toll industry starting in 1937
- Join the trade association and attend meetings



- Toll professionals will help
- Consultants cover all disciplines
- Build your network, and call on them



Don't Worry about Technology



- ETC technology is deployed and operational
- Worldwide, more than 30M transponders issued

- More than \$50M collected every day
- Next generation of standardized ETC equipment now being tested



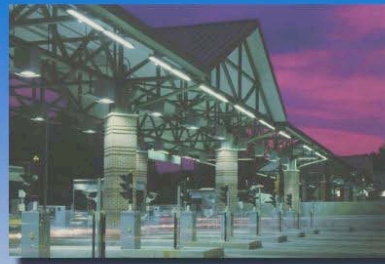
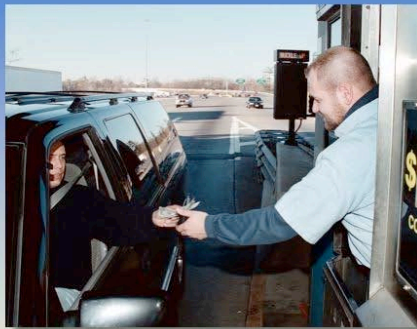
Understand Your Objective



- Cost recovery – Pay for road
- Sell capacity (HOT Lanes)
- Congestion/Traffic Management
- Gas Tax Replacement



Still a Cash Based Society



- Need to handle non-transponder vehicles
- Casual users expect to pay cash
- ETC > 70% on commuter toll roads

