

James L. Ely, President
Patrick D. Jones, Executive Director

75TH IBTTA Annual Meeting and Exhibition

President's Report

Monday, October 8, 2007

It seems only yesterday we were together in Dallas, Texas at our Annual Meeting last year. It was a great meeting and focused on Present Corral's theme of *Moving Forward – Driving Change*. While all eyes were on Texas last year, Vienna was in our hearts. Vienna is the perfect venue to celebrate our 75th anniversary as an association. A world class program in a world class city. Every President selects a theme for his or her year. For me, it has been *Building Strategic Alliances*. Reaching out to both those in the transportation world and those affected by our industry. We've strengthened this year our bond with other associations like ASECAP, the US DOT, TRB and other associations. ASECAP's immediate past president, Joao Bento, serves on our Board and current President Palenzona led us in a toast celebrating our friendship at our joint Board Dinner Saturday night.

This year we have focused our Association more on outcomes than incomes as my great friend Past President Hal Worrall has championed. Our members should be thought of more about how we invest our revenues than how we collect them. In other words, investments on safety, customer service, transportation value, enhanced mobility and community outreach. In fact, our entire Program at this Annual Meeting is outcome driven. With topics centered on: Economic Development, Improved Mobility, Quality of Life and Saving Lives. At each of the IBTTA meetings I've presided over as President this year, I have spoken of value for those attending. Each attendee should return home with at least one great idea from our meeting that can be replicated in your agency. At every IBTTA meeting value has been returned for those attending.

It's been my honor to serve as your President; our members and our Board expect results, not just rhetoric. So the following is my report to you on what has been accomplished this year with two months remaining.

Accomplishments

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Three things stand out in my mind as the most significant accomplishments for IBTTA in 2007: creation of the Leadership Academy, holding our first Executive Director's Fly-In, and holding our first Violations Enforcement Summit. I'd like to say a few words about each accomplishment.

Leadership Academy

First, the Leadership Academy. The idea of creating a Leadership Academy has been a dream – a twinkle in the eye of our industry – for many years. Many, many members have thought about what it would be like to have a course of study specifically designed to train the next generation of toll industry leaders.

Recently, we have moved much closer to achieving that goal. A year ago, the IBTTA Board of Directors approved a proposal to create the Leadership Academy. We appointed a Board of Regents, led by Second Vice President Kary Witt, to oversee the conduct of a needs assessment and curriculum development. We partnered with the Eno Transportation Foundation to perform much of this work. We created the IBTTA Foundation as a vehicle to raise funds to support the development of the Academy and raised more than \$100,000 from you, our members, to pay for start up costs. With several partner organizations, we are hosting a golf event in November in conjunction with our Fall Technology Workshop in Miami, Florida, to raise another \$50,000 to support the Academy. Special thanks to Jim Anglin of HNTB, Team Florida and Floridians for Transportation for their leadership and hard work in organizing this golf event.

And next February, the Leadership Academy will open its doors for 25 future leaders in the toll industry. The IBTTA Leadership Academy's Executive Development Program is tailored specifically for senior-level managers in public-and private-sector organizations who are preparing to assume executive management roles in the toll industry or who have been recently appointed to such roles.

The intensive week-long program will be taught by internationally recognized toll industry leaders, business partners, educators, and public officials. The curriculum includes all facets of toll

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agency operations, administration, technology, finance, marketing, business development, board relations, public affairs, and related topics.

We are now accepting applications from those who wish to enroll in the first Academy. Since there will be only 25 students in the inaugural class, competition will be fierce. If you'd like to learn more about the Leadership Academy, visit the IBTTA website or pick up a brochure on the tables in the registration area. The application deadline for the first Academy class is October 29, 2007, which is less than 4 weeks away.

Executive Directors Fly-In

The second important accomplishment I'd like to mention is holding our first "Executive Directors Fly In." Usually at these annual meetings we hold an Executive Directors Round Table that lasts about two hours. During last year's round table in Dallas, the participants seemed restless and not entirely comfortable with the format. Two hours is not a lot of time to talk about important issues. And during the annual meeting, there are many other distractions that prevent people from focusing on issues.

So this year, we decided to hold a special meeting, just for the executive directors of toll agencies, to meet and talk about the issues that are most important to them. We called it a Fly-In. It started on a Saturday afternoon and ended on Sunday at noon. We held this meeting just before our Facilities Management Workshop in Richmond, Virginia in May. And it was a huge success. The Fly-In gave the participants a chance to talk about the big challenges facing them, successes, failures, and lessons learned in an informal, collegial setting. The response from the meeting of 25 executives has been very positive.

I think the Fly-In for executive directors is one of the most important things IBTTA can do for its members. As our mission states, IBTTA is a forum for sharing knowledge and ideas. As executive directors of toll agencies, we need small forums like this to be able to discuss the most important challenges we face, without a lot of distractions. I hope IBTTA will continue this practice of Executive Director Fly-Ins in years to come.

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Violations Enforcement Summit

The third accomplishment I want to mention is our First Violations Enforcement Summit. This Summit continued IBTTA's practice of holding timely meetings on a single hot topic. The idea for this summit had been discussed for several years. It finally came to fruition this year. The Summit offered an interdisciplinary approach to violation enforcement. We set a new record for workshop attendance with 375 delegates. Toll industry professionals from many different disciplines participated in this landmark event and rated it one of the best IBTTA meetings ever.

Next year, we will follow up this highly successful meeting with a "Special Summit on Open Road Tolling" (reducing cash collection) in Dallas next June. We look forward to building on the success of this year's summit in Boston.

In conclusion, I will withhold my appreciation until my farewell speech Wednesday night for those who have made this year a great success. I would like to thank this morning though, our International Vice President, Antonio Diez De Rivera, for being the champion of all our members around the world. This meeting was Antonio's dream to be internationally focused, internationally attended and to internationally celebrate our anniversary. Antonio, please stand.

Join me in applauding our outstanding International Vice President. Thank you my friend. Well, this Annual Meeting is like a big birthday party at Cinderella's Castle with 700 of your closest friends from around the world to share in the magic. Our present to you this week will be that great idea for you to take home.