



SUMMIT ON FINANCE, POLICY AND VMT

Hosted by:

THE PORT AUTHORITY
OF NEW YORK & NEW JERSEY

IBTTA
TOLLING. MOVING SMARTER.



APRIL 23-25, 2017
JERSEY CITY, NJ

PROGRAM

SUMMIT ON FINANCE, POLICY AND VMT

Welcome to New Jersey! This Summit brings together individuals interested in transportation funding, finance, road usage charging and policy to address the most effective ways to improve mobility in a constrained resource environment. The Summit includes general sessions that explore “big ideas” in transportation and two concurrent breakout session tracks that focus on “finance” and “policy” issues.

—The Meeting Planning Group

ABOUT OUR HOST

THE PORT AUTHORITY OF NEW YORK & NEW JERSEY

The Port Authority of New York and New Jersey manages and maintains the bridges, tunnels, bus terminals, airports, PATH and seaport that are critical to the bistate region’s trade and transportation capabilities. Through their facilities and services, people are able to make vital connections and businesses are able to grow. Providing safe and efficient travel is their highest priority, and enhancing the well-being of everyone who lives, works and travels there is their strongest commitment. Visit www.panynj.gov to learn more.

CERTIFICATION/PROFESSIONAL DEVELOPMENT HOURS

IBTTA recognizes the need for professional engineers and planning professionals to demonstrate continuing professional competency in their respective fields and earn certification maintenance (CM) credit or professional development units (PDU). IBTTA will provide interested attendees with a certificate of attendance following the workshop.

ABOUT IBTTA

The International Bridge, Tunnel and Turnpike Association (IBTTA) is the worldwide association for the owners and operators of toll facilities and the businesses that serve them. Founded in 1932, IBTTA has members in 20 countries on six continents. Through advocacy, thought leadership and education, members are implementing state-of-the-art, innovative user-based transportation financing solutions to address the critical infrastructure challenges of the 21st Century.

PLAN AHEAD:

MAY

IBTTA Foundation Annual Service Project
May 21, 2017 | New Orleans, LA

Maintenance & Roadway Operations Workshop
May 21-23, 2017 | New Orleans, LA

JULY

2018 IBTTA Conference Planning Meeting
July 14, 2017 | Dallas, TX

IBTTA Foundation Golf Tournament
July 15, 2017 | Dallas, TX

**IBTTA/TRB Joint Symposium on
Managed Lanes & AET**
July 16-18, 2017 | Dallas, TX

SEPTEMBER

Fall Board & Committee Meetings
September 8-10, 2017 | Atlanta, GA

85th Annual Meeting & Exhibition
September 10-13, 2017 | Atlanta, GA

OCTOBER

International Summit of Rome
October 15-17, 2017 | Rome, Italy

www.IBTTA.org/events

MEETING PLANNING GROUP

Chief Meeting Organizer



Cedrick Fulton
The Port Authority of New York &
New Jersey

Track Team Leaders

POLICY TRACK

Allison C. de Cerreño
The Port Authority of New York & New Jersey

FINANCE TRACK

Cherian George
Fitch Ratings

GENERAL SESSION

Christopher Warren
HDR | ICA

Meeting Planning Group Members

Susan Buse
SBuse Consulting

Karen Davis
South Jersey
Transportation Authority

JJ Eden
AECOM

Howard "Butch" Eley
HDR | ICA

William Estes
Pannone Lopes
Devereaux & O'Gara LLC

Nikolaus Grieshaber
Pennsylvania Turnpike
Commission

Brad Guilmino
HNTB Corporation

Jillian Guizado
Riverside County
Transportation
Commission

Aaron Hake
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Jaclyn Hartman
Maryland Transportation
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Kevin Hoeflich
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Brian Mayhew
Bay Area Toll Authority,
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Timothy McGuckin
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CH2M

Christine O'Loughlin
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Ken Philmus
Conduent

Edward Regan
CDM Smith

Christopher Warren
HDR | ICA

Jeff Weiss
TTI Consulting

HOTEL INFORMATION

LOCATION

Hyatt Regency Jersey City on the Hudson
2 Exchange Place
Jersey City, New Jersey 07302
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IBTTA MEETINGS APP



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BADGES: Badges are required to gain entry into all sessions. In consideration of other attendees, please wear your name badge to all scheduled functions.

White: Delegate (Member) **Blue:** Companion/Guest **Yellow:** Media
Orange: Delegate (Non-member) **Green:** Exhibitor

CERTIFICATION MAINTENANCE: IBTTA will forward a certificate of attendance to all who sign the attendance form at the IBTTA registration desk.

COMPETING EVENTS: It is against IBTTA policy for other organizations to schedule events or meetings during the program.

CONSIDERATIONS: During the meeting, please silence all cellular phones and take side conversations outside of the room.

DRESS: Business or business casual is encouraged for all sessions.

MEDIA: Members of the media are permitted to attend sessions only and can be identified by green ribbons on their badges.

MEMBER PUBLICATIONS AND COLLATERAL: All members of IBTTA are welcome to place their publications in the registration area.

NEW ATTENDEES: First-time attendees will have an aquamarine ribbon attached to their badge. New IBTTA members will have purple ribbons. Get to know your new colleagues and help introduce them to other IBTTA members.

PRESENTATIONS: Presentations authorized for distribution will be available to IBTTA Members on IBTTA's website within two weeks following the meeting.

RECORDING OF SESSIONS: Personal recording of any session is strictly prohibited. IBTTA reserves the right to video and record sessions for future repurposing.

REGISTRATION FEES AND EVENT TICKETS: Delegate and Speaker fees include all meals, functions and sessions. Tickets may be available to evening and other events.

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SPECIAL ACCOMMODATIONS: If you need special accommodations to fully participate in IBTTA events, please notify the staff at the IBTTA registration desk.

SPONSOR INFORMATION: Please support our generous sponsors and exhibitors by reviewing the Sponsor and Exhibitor section of this program as well as the material tables in the registration area.

AGENDA

SUNDAY APRIL 23, 2017

7:30am – 8:30am

REGISTRATION

(Hudson Foyer)

7:30am – 3:00pm

EXHIBIT SET-UP

(Hudson Exhibit Hall)

8:30am – 10:30am

TECHNICAL TOUR – THE OCULUS

(meet in lower lobby and dress for walking and comfort)

Noon – 5:00pm

REGISTRATION

(Hudson Foyer)

5:00pm – 6:30pm

WELCOME RECEPTION WITH EXHIBITORS

(Hudson Exhibit Hall)

MONDAY APRIL 24, 2017

7:00am – 5:30pm

REGISTRATION

(Hudson Foyer)

7:00am – 8:30am

BREAKFAST WITH EXHIBITORS

(Hudson Exhibit Hall)

(for all registered attendees)

8:30am – 9:00am

GENERAL SESSION

WELCOMING REMARKS

(Hudson Ballroom)

Patrick Jones, Executive Director & CEO, IBTTA, Washington, DC

Emanuela Stocchi, Director of International Affairs, AISCAT & President, IBTTA, Rome, Italy

Stephanie Dawson, Chief Operating Officer, The Port Authority of New York & New Jersey, New York, NY

Cedrick Fulton, Director, Tunnels, Bridges & Terminals, The Port Authority of New York & New Jersey, New York, NY

The Honorable Marcos Vigil, Deputy Mayor, Jersey City, NJ

9:00am – 10:30am

GENERAL SESSION

BIG CHANGES IN TRANSPORTATION FUNDING AND POLICY

(Hudson Ballroom)

We are entering an era of increasing uncertainty in transportation funding and policy, made even more uncertain, perhaps, by the recent election. The movement toward more fuel-efficient vehicles is already reducing the viability of the gas tax as a transportation funding method, while the movement toward automation, along with other technologies, may profoundly change the way transportation services are delivered, as well

as the expectations from users of those services. President Trump has vowed to make infrastructure investment a priority, potentially relying heavily on P3 delivery and other private financing methods to an extent not previously seen in the United States in recent years. How ready are we to meet this shift? What areas will be most challenged and what are the potential pitfalls? Join us as leaders in the industry contemplate the implications of these shifts on our ability to provide transportation services and ensure that funding is more in balance with infrastructure needs.

MODERATOR: Allison C. de Cereño, Assistant Director, Tunnels, Bridges & Terminals, The Port Authority of New York & New Jersey, New York, NY

The Gas Tax – A System at Risk

Edward Regan, Senior Vice President, CDM Smith, Maitland, FL

Robert Puentes, President & CEO, Eno Center for Transportation, Washington, DC

Brave New World – Collaborative and Self Supporting Revenue Generation in the Next 100 Years

Jack Opiola, Managing Partner and President, D'Artagnan Consulting, Reston, VA

10:30am – 11:00am

REFRESHMENT BREAK WITH EXHIBITORS

(Hudson Exhibit Hall)

11:00am – 12:30pm

GENERAL SESSION

DISRUPTIVE TECHNOLOGIES SHATTER TRADITIONAL NOTIONS OF MOBILITY

(Hudson Ballroom)

Technology affects every aspect of our lives and continues to evolve rapidly. Transportation is no exception. Five years ago, Uber and Lyft did not exist, yet on-demand transportation is now a key component of our mobility choices. The convergence of roadside technology (tolls and ITS), in-vehicle technology and hand-held technology continues to disrupt transportation planning. Connected vehicles, automated vehicles, ride-sharing, transportation apps and on-demand transportation are here or coming quickly. OEMs are equipping tomorrow's vehicles with passive and active safety systems designed to achieve the goal of zero fatalities. How do we as an industry prepare for these disruptive technologies and use them to enhance mobility and safety? This session is about "Disruptive Technologies" that will shatter our traditional notions of how to advance mobility around the world.

MODERATOR: Chris Warren, P.E., Director of Operations, HDR | ICA, Orlando, FL

The Challenge to Protect Sensitive Data Among Connected Vehicles

Edward Mulka, Principal, JAFA Technologies, Inc., Mount Laurel, NJ

New Generation of Tolling

Abenezer Yohalashet, Founder/CEO, PayTollo, Inc., San Francisco, CA

NHTSA, DSRC and V2I: The Future of Vehicle Communications

Joseph Averkamp, Senior Director, Conduent, Alexandria, VA

12:30pm – 2:00pm

LUNCH WITH EXHIBITORS

(Hudson Exhibit Hall)

(for all registered attendees)

2:00pm – 3:30pm

BREAKOUT SESSIONS

FINANCE TRACK

(Hudson Ballroom)

Procurement and Finance Implications

As new tolling and road-pricing projects are considered and existing facilities search for innovation, savings, efficiency and improved service, procurement issues always arise. While these may directly affect the bottom line and can have ratings and bonding implications, often the finance department has little opportunity to provide input. This session will focus on various procurement decisions from the financial perspective. What methods are used to evaluate the new procurement policies and models confronting CFOs? What are the most effective practices for delivering all the various functions of a toll facility? When should outsourcing be considered, what parts of the project lifecycle (design, build, finance, operate, maintain) should be outsourced, under what terms and with what financial implications? When the in-lane/back-office/customer-service toll collection system reaches the end of its useful life and must be replaced, what is the appropriate way to procure new systems, separately or as a unit? What interfaces need to be implemented for the systems to interact seamlessly? How can a CFO quantify and evaluate the options?

MODERATOR: Cherian George, Managing Director, Americas, Fitch Ratings, New York, NY

ASFINAG's Experiences on Procuring, Operating and Replacing Innovative Toll Collection Systems

Klaus Schierhackl, CEO, ASFINAG, Vienna, Austria

Tolling as a Service – Procurement Case Study

Rachel Cahill, Tolling Chief Financial Officer, Transport Infrastructure Ireland, Dublin, Ireland

Tolling as a Service – Procurement Case Study

Patty Rubstello, P.E., Assistant Secretary, Toll Division, Washington State Department of Transportation, Seattle, WA

Managed Lanes 101 – Commercial & Financial Considerations Related to Tolling Operations

Morteza Farajian, Ph.D., Program Manager, Office of PPP, Virginia Department of Transportation, Richmond, VA

POLICY TRACK

(Harborside)

Disruptive Technology – A Policy Perspective

There have always been disruptive technologies in transportation. Canals and rail disrupted the horse and carriage. Motor vehicles disrupted rail. And today, connected and autonomous vehicles, and smartphone-enabled shared mobility services like Uber, Lyft and MaaS are disrupting how people communicate and move around, as well as the expectations they have for timeliness and quality of services. Despite the wild beginnings of these disruptive periods, eventually trends emerge, increasingly ordered choices are made, and things coalesce into some form of united system which enables that system to move to the next phase: displacing the old system. The challenge for tolling is whether disruption is something the industry evolves with, or will be displaced by. This session covers, but does not focus on new technologies, per se. Rather, it addresses the need to understand what disruptive tech and tech-enabled mobility trends ultimately mean for tolling in terms of changes to traffic, revenue, expenses and operations

and how these 21st century realities affect the 20th century operations, financial models and mindsets that tolled facilities use today. Given the toll industry may be a minor part in this new era of total mobility, what opportunities and challenges do we face and how should we rethink our policies and our organizational structures to thrive in this future?

MODERATOR: Tim McGuckin, CEO, Brisa Innovation, Reston, VA

Innovative Approaches to Deliver Collaboration

Trish Plonski, Ph.D., Senior Vice President, Strategy and Business Development, Conduent, Germantown, MD

Emerging Vehicle Data-Centric Services for Mobility and Tolling

Matthew Dorfman, Partner, D'Artagnan Consulting, Arlington, VA

Pardon the Disruption! Why Emerging Technologies Matter and What You Need to do Next

Randy Cole, Executive Director, Ohio Turnpike and Infrastructure Commission, Berea, OH

3:30pm – 4:00pm

REFRESHMENT BREAK WITH EXHIBITORS

(Hudson Exhibit Hall)

4:00pm – 5:30pm

GENERAL SESSION

MOBILITY AS A SERVICE (MAAS)

(Hudson Ballroom)

Mobility-as-a-Service (MaaS) describes a shift away from personally owned modes of transportation and towards mobility solutions that are consumed as a service. This is enabled by combining transportation services from public and private transportation providers through a unified gateway that creates and manages the trip, which users can pay for with a single account. Fueling this shift are new mobility service providers such as ride-sharing and e-hailing services, bike-sharing programs and car-sharing services as well as on-demand "pop-up" bus services.

MODERATOR: Larry Yermack, Strategic Advisor, Cubic Transportation Systems, Inc., San Diego, CA

What Can Autonomous Vehicles Contribute to a MaaS Future?

Daniel Peterson, P.E., NE Regional Manager for Transportation Planning and Traffic Engineering, Dewberry, Bloomfield, NJ

Mobility Future and How We Get There

Jack Opiola, President, D'Artagnan Consulting, Reston, VA

6:30pm – 9:30pm

EVENING EVENT – LIBERTY HOUSE AT LIBERTY PARK

(meet in lower lobby at 6:15pm. Attire is Business Casual/dress for weather)

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TUESDAY APRIL 25, 2017

7:00am – 3:00pm

REGISTRATION

(Hudson Foyer)

7:00am – 8:30am

BREAKFAST WITH EXHIBITORS

(Hudson Exhibit Hall)

(for all registered attendees)

8:30am – 10:00am

BREAKOUT SESSIONS

FINANCE TRACK

(Hudson Ballroom)

Fostering Innovation in Project Development and Financial Management

The huge need for infrastructure investment also points to a heightened need for serious financial acumen. This session seeks to address some or all the following questions: How can finance managers keep abreast of local and global developments that can enhance or alter the viability of projects? What are the components of a good feasibility report? Can new debt structures in the municipal market or other markets enhance toll road financings? What value or innovation do new investors (equity, pension funds, other taxable investors) bring to the marketplace? What is the role of international financing models in the United States? What impact will new technologies have on financing? In an evolving market, what new risks are being manifested in toll revenue financings? What is the impact of all this on debt ratings? This session will provide insights to facilitate important decisions in project development and financial management.

MODERATOR: Brad Guilmino, Director of Financial Services, HNTB Corporation, New Orleans, LA

Elements of Good Toll Road Feasibility

Kamran Khan, Senior Vice President, CDM Smith, Lisle, IL

Rating Agency Views on Toll Finance

Chad Lewis, Senior Director, Fitch Ratings, New York, NY

Alternative Delivery Support Tool

Randall Grones, P.E., PPP Deputy Project Manager, TxDOT, Austin, TX

Private Sector Finance Options

Jennifer Katz, Senior Associate, Basalt Infrastructure Partners, New York, NY

POLICY TRACK

(Harborside)

Are Procurement Policies and Processes Holding Us Back?

Many procurement policies and practices are rooted in the way we've done business for decades and were developed in an engineering-centric environment. The world is changing fast and we are having difficulty keeping pace. Increasingly, technology changes before the procurement cycle is complete. Sometimes initiatives to encourage small businesses and wider competition are stymied by outdated processes and requirements. Often, efforts to implement P3 and other private sector contributions stumble in the face of existing processes. What policy changes are required to keep up with technological advances, global business relationships and a service industry focus? Our experts will share what's working with procurement and what is not, what is supporting

innovation and what is blocking it, what is encouraging competition and what is limiting it and how we balance risk and reward to maintain proper safeguards and accountability in the midst of change.

MODERATOR: Randy Cole, Executive Director, Ohio Turnpike and Infrastructure Commission, Berea, OH

All Roads Lead to Overhead

Susan Buse, President, SBuse Consulting, Plano, TX

The Government Technology Challenge

Larry Yermack, Strategic Advisor, Cubic Transportation Systems, Inc., San Diego, CA

Ted Hull-Ryde, Vice President, Development, ETC, Richardson, TX

10:00am – 10:30am

REFRESHMENT BREAK WITH EXHIBITORS

(Hudson Exhibit Hall)

10:30am – Noon

BREAKOUT SESSIONS

FINANCE TRACK

(Hudson Ballroom)

Operations and Finance – Living in Harmony

Operational systems have financial implications. How can they coexist from start to finish, from planning to implementation? Internal controls sometimes conflict with efficiencies. Toll collection systems still don't interface seamlessly with accounting systems. AET, interoperability and reciprocity introduce new challenges. The key performance indicators (KPIs) developed by operations often don't address financial needs. Accounting practices and auditing standards sometimes interfere with operational processes. There is the potential for conflict between exceptional customer service and full revenue recovery. Making peace may mean compromise on some things, innovation on others, and merely honest dialogue on the rest. We will hear about creative solutions to these challenges from practitioners in operations and finance, from consultants and vendors, from both public and private sectors.

MODERATOR: Nikolaus Grieshaber, Chief Financial Officer, Pennsylvania Turnpike Commission, Middletown, PA

Bridging the Gap – How an Enterprise Asset Management Framework Can Better Align Finance and Operations

Mildred Chua, Vice President and CFO, MTA Bridges & Tunnels, New York, NY and **Michael Salvato**, Director and Program Executive for Asset Management, Metropolitan Transportation Authority, New York, NY

Collaborating in Times of Change & Growth

Jason Myers, Director of Finance, E-470 Public Highway Authority, Aurora, CO

A Win-Win Strategy – Aligning Customer Focus with Risk & Revenue Growth

Leigh Petschel, Vice President of Operations, North America, Transurban, Tysons Corner, VA

POLICY TRACK

(Harborside)

Innovations in Back Office Policies to Meet Expanding Client Needs

The tremendous growth in tolling around the world has placed greater demands on toll operators and their consultants to develop effective

EXHIBITORS

back office and marketing systems to serve a growing customer base. The back office needs to have the flexibility to offer the right channels to the right customers. The back office also needs to be able to scale up to meet growing customer demand. And creative marketing strategies are needed to increase the reach and effectiveness of electronic prepaid tolling programs. This session will explore all these topics and explore other issues that arise in the process.

MODERATOR: Theresia Trevino, Chief Financial Officer, Riverside County Transportation Commission, Riverside, CA

Who Are We Servicing?

Mahrokh Arefi, CEO, emovis USA, Westbury, NY

Outsourcing to Expand the SunPass Retail Network

Mark Beall, Director of Business Development and Concessions Management, Florida's Turnpike Enterprise, Ocoee, FL

Transforming the Back Office for High Performance to Accommodate Growth

Gretchen Vreeland, PMP, Strategic Account Executive, Conduent, Harrisburg, PA

Noon – 1:30pm

LUNCH WITH EXHIBITORS

(Hudson Exhibit Hall)

(for all registered attendees)

1:30pm – 3:00pm

EXHIBIT TEAR DOWN

(Hudson Exhibit Hall)

1:30pm – 3:00pm

GENERAL SESSION

FREIGHT PLUS MOBILITY

(Hudson Ballroom)

The Eisenhower Interstate and Defense Highways of the 1950s and 60s became, unsurprisingly, the most powerful engine for moving freight in the world. Today, that engine is under tremendous strain. Lack of funding, deferred maintenance, high levels of congestion and inadequate parking facilities have degraded the functionality of the highways of national significance on which the trucking industry depends. This session will look at the major trends influencing truck freight, and ways to improve the condition and functionality of the U.S. highway network, the border crossings and the links to other modes so that freight can move more efficiently and effectively.

MODERATOR: Steve Morello, Senior Partner, D'Artagnan Consulting, Seattle, WA

John Lynch, Senior Vice President, Federation Relations & Industry Affairs, American Trucking Associations, Arlington, VA

Jean-Paul Rodrigue, Professor, Department of Global Studies and Geography, Hofstra University, Hempstead, NY

Stacey Hodge, Director, Office of Freight Mobility, New York City Department of Transportation, New York, NY

3:00pm

WRAP-UP AND ADJOURN



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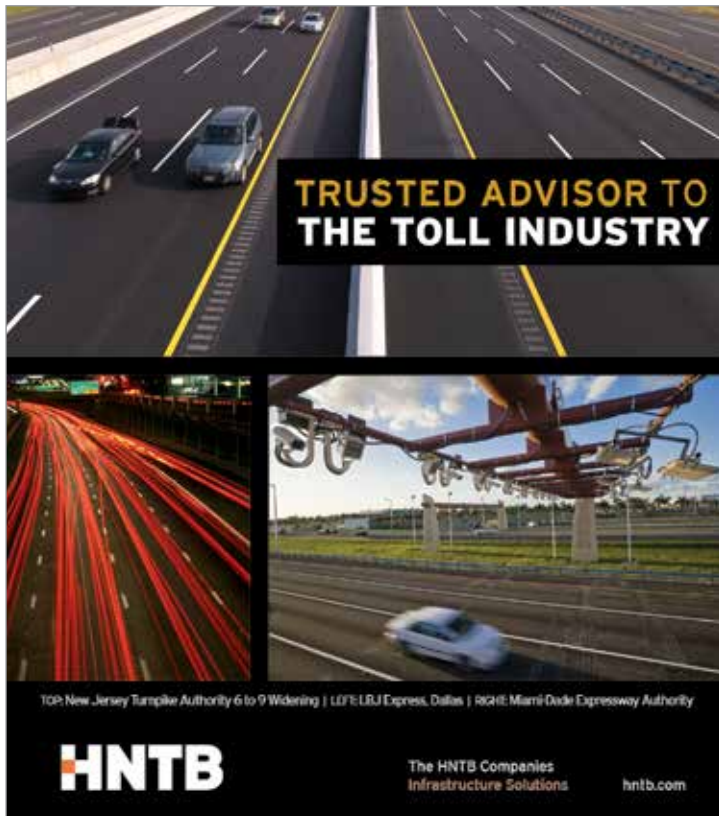


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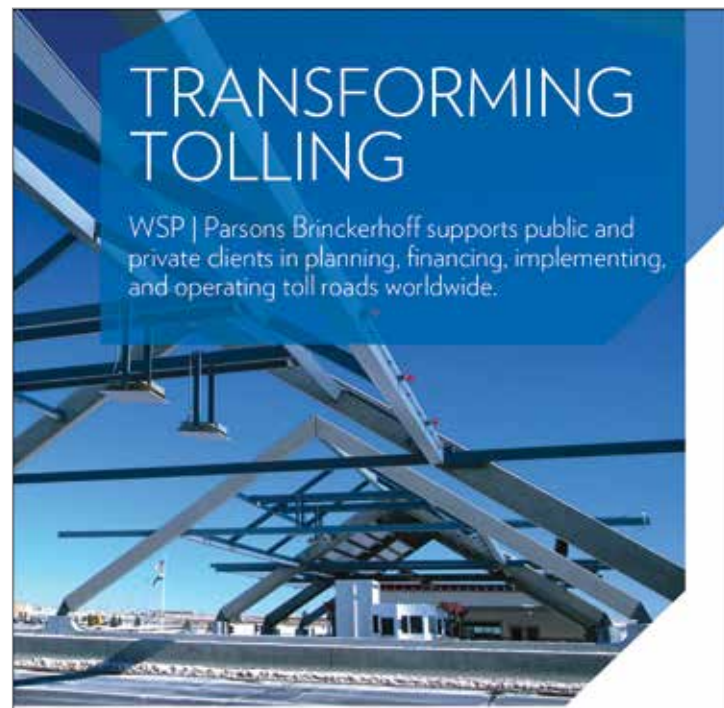
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