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THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



William Cass, P.E.
Commissioner

IE

David Rodrigue, P.E.
Assistant Commissioner

Andre Briere, Colonel, USAF (RET)
Deputy Commissioner

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

Bureau of Turnpikes
October 31, 2023

REQUESTED ACTION

Authorize the Department of Transportation to continue its membership and participation with the International Bridge, Tunnel and Turnpike Association (IBTTA) Washington DC, (Vendor No. 170743) by paying annual membership dues in the amount of \$35,914 for Calendar Year 2024, to be effective upon Governor and Council approval. 100% Turnpike Funds.

Funding is available as follows:

04-96-96-961017-70220000	<u>FY 2024</u>
Turnpike Administration	
026-500251 Membership Fees	\$35,914

EXPLANATION

The IBTTA is a non-profit association created in 1932 to serve the collective and individual needs of toll-supported roads, tunnels and bridges. With headquarters in Washington DC, the IBTTA is a worldwide organization with member agencies in 23 countries. The IBTTA serves its members through continuing activities and functioning committees in the areas of administration, engineering, design, finance, law, maintenance, operations, public relations, risk management and government. Probably its most important contribution is the resource it provides to all members regarding toll operations and maintenance.

The Department of Transportation, Bureau of Turnpikes has been a member of the organization since 1985. All turnpike agencies and affiliated companies throughout the world are represented by membership in the Association.

The Department of Transportation has benefited greatly from its membership and our participation will continue to be an invaluable source of information relative to Turnpike operations. The IBTTA is also at the forefront in researching new and innovative methods of toll collection and operation, including electronic toll collection.

Membership dues are based on an agency's most recently completed Fiscal Year toll revenue and the computation invoice is attached for reference.

Membership in the IBTTA is on a calendar year basis, January 1 through December 31, and fees are invoiced during the month of October.

Listed below are answers to standard questions required for Governor and Council organization dues and membership approval submissions:

1. How long has this organization been in existence and how long has this agency been a member of this organization?

The IBTTA was created in 1932. The Department has been a member of IBTTA for 37 years, since 1985.

2. Is there any other organization, which provides the same or similar benefits that your agency belongs to?

There are no other organizations that provide these benefits to the Department for the toll industry in New Hampshire.

3. How many other states belong to this organization and is your agency the sole New Hampshire state agency that is a member?

IBTTA is a worldwide organization with member agencies in 23 countries. Over 50 U.S. State agencies or toll and bridge authorities are members. The Department is the only NH State agency that is a member.

4. How is the dues structure established? (Standard fee for all states, based on population, based on other criteria, etc.)

Membership dues are based on an agency's most recently completed fiscal year toll revenue and the computation invoice is attached for reference.

5. What benefit does the state receive from participating in this membership?

The IBTTA serves its members through continuing activities and functioning committees in the areas of administration, engineering, design, finance, law, maintenance, operations, public relations, risk management and government. Probably its most important contribution is the resource it provides to all members regarding toll operations and maintenance.

6. Are training or educational/research materials included in the membership? If so, is the cost included? Explain in detail.

The IBTTA is at the forefront in researching new and innovative methods of toll collection and operation, including electronic toll collection. Materials are available through IBTTA publications, conferences and its website.

7. Is the membership required to receive any federal grants or required in order to receive or participate in licensing or certification exams? Explain.

This membership is not required to receive federal grants, participate in licensing or certification of exams.

8. Is there any travel included with this membership fee? Explain in detail any travel including the number of employees involved, the number of trips, destination of known and purposes of membership-supported trips.

Travel costs are not included in this membership fee; however, the Bureau of Turnpikes has sent employees to IBTTA meetings in previous years. The trips are budgeted in the Bureau's out of state travel account. Meetings are also attended by participating in teleconference calls. Currently the Bureau will be planning to attend IBTTA technical conferences in spring, which typically centers around All Electronic Tolling, interoperability's and new methods of collected tolls.

The conferences offer an invaluable opportunity to discuss and share ideas with industry leaders and industry experts on topic critical to tolling in New Hampshire, particularly when considering aspects such as All Electronic Tolling and National Interoperability.

9. Which state agency employees are directly involved with this organization? (Indicate if they are members, voting members, committee members, and /or officers of the organization.

There are no state agency employees serving as board members.

10. Explain in detail any negative impact to the state if the Agency did not belong to this organization.

Should the Department no longer be a member with IBTTA, the Department will no longer receive timely information regarding the Toll Industry. Additionally, involvement with IBTTA helped the Department prepare for All Electronic Tolling (AET) at the Dover, Rochester and in the future the Bedford Tolls. Membership allows the Department to learn from other toll authorities and agencies who have made the transition, especially with the increased workload on the E-ZPass Customer Service Center.

It is respectfully requested that this resolution be approved.

Sincerely,



William J. Cass, P.E.
Commissioner

Attachments



TOLLING. MOVING SMARTER.

Invoice

1101 14th Street, NW
Suite 625
Washington, DC 20005

TO:

Mr. John Corcoran

New Hampshire Department of Transportation - Bureau of Turnpikes
PO Box 2950
Concord, NH 03302-2950
US

DATE: September 19, 2023

INVOICE: INV-24093-J1T1N0

DUE DATE: January 01, 2024

Description	PRICE	QTY	TOTAL
12/31/2024 Operator Member, Inside USA	\$35,914.00	1.00	\$35,914.00
SUBTOTAL			\$35,914.00
PAYMENTS			(\$0.00)
PLEASE PAY			\$35,914.00

PAYMENT OPTIONS & INSTRUCTIONS	
<p>Payment by Check</p> <p>Make check payable to IBTTA and mail to: International Bridge Tunnel & Turnpike Association PO Box 825608 Philadelphia, PA 19182-5608</p> <p>by Overnight Courier to: PNC Bank C/O International Bridge Tunnel & Turnpike Association Lockbox Number 825608 525 Fellowship Road Suite 330 Mt. Laurel, NJ 08054-3415</p>	<p>Payment by Wire Transfer</p> <p>Reference: IBTTA Send to PNC Bank 249 Fifth Avenue Pittsburgh, PA 15222</p> <p>Account: 5303670856 ABA: 031000053 ACH: 054000030</p> <p>Swift Code: PNCCUS 33 (if International)</p> <p>Must be in US funds and drawn on a US Bank. Payor must bear all bank charges.</p>

Credit Card Payment Information
<p>Contact Terri Lankford at tlankford@ibtta.org for assistance. (Operators Only: Please provide your organization's annual toll revenue to Terri Lankford at tlankford@ibtta.org. Your invoice will be made available for payment online.)</p>

IMPORTANT TAX INFORMATION ABOUT YOUR IBTTA DUES PAYMENT

Membership dues, contributions or gifts made to IBTTA are not deductible as charitable contributions for U.S. Federal income tax purposes. Membership dues are deductible for most U.S. members of a trade association under Section 162 of the U.S. Internal Revenue Code as an ordinary and necessary business expense. In addition, we are required to notify you each year the portion of your dues that is allocated to lobbying expenses and is therefore not deductible as a business expense for U.S. income tax purposes. In 2024 and 2023, 94% of your dues contribution may be deductible as a business expense. These laws apply only to tax-paying organizations in the United States. IBTTA TAX ID # 53-0259945

Thank you for supporting IBTTA. We're looking forward to working together!

Questions? Contact Chris Gray at cgray@ibtta.org



TOLLING. MOVING SMARTER.

Instructions for Calculating 2024 Operator Member Dues

Please complete the calculation below and return it with your dues payment by January 1, 2024. You will need to state and use your **total toll revenue** from your last complete fiscal year (year ended prior to January 1, 2024) as the basis of your calculation.

Fiscal year ended: 06 / 30 / 2023 (mm/dd/yyyy)

STEP 1:	Enter Total Toll Revenue	\$	<u>123,919,836</u>
STEP 2:	Enter Excess toll revenue from Column D	\$	<u>23,919,836</u>
STEP 3:	Multiply by appropriate rate in Column C	X	<u>0.00008000</u>
	Calculate Sub-Total	\$	<u>1,913.59</u>
STEP 4:	Add Base Dues from Column B	+\$	<u>34,000.00</u>
STEP 5:	Calculate Total Dues (Maximum Dues: \$60,000)	\$	<u>35,914.00</u> (Round off cents)

Inside USA

(A) Agency Toll Revenues (in US \$\$)	(B) Base Dues	(C) Factor	(D) Toll Revenue in Excess of
\$0 - \$25 million	\$ 2,500	0.00078000	\$0 (you will enter your total toll revenue)
\$25 million - \$50 million	\$ 22,000	0.00028000	\$25 million
\$50 million - \$75 million	\$ 29,000	0.00012000	\$50 million
\$75 million - \$100 million	\$ 32,000	0.00008000	\$75 million
\$100 million - \$125 million	\$ 34,000	0.00008000	\$100 million
\$125 million - \$300 million	\$ 36,000	0.00005714	\$125 million
\$300 million - \$700 million	\$ 46,000	0.00000750	\$300 million
\$700 million - \$1500 million	\$ 49,000	0.00000875	\$700 million
\$1500 million - \$2000 million	\$ 56,000	0.00000800	\$1500 million
Over \$2000 Million (Maximum Dues Amount)	\$ 60,000		

Outside USA

(A) Agency Toll Revenues (in US\$\$)	(B) Base Dues	(C) Factor	(D) Toll Revenue in Excess of
\$0 - \$25 million	\$ 2,500	0.00034000	\$0 (you will enter your total toll revenue)
\$25 million - \$50 million	\$ 11,000	0.00014000	\$25 million
\$50 million - \$75 million	\$ 14,500	0.00006000	\$50 million
\$75 million - \$100 million	\$ 16,000	0.00004000	\$75 million
\$100 million - \$125 million	\$ 17,000	0.00004000	\$100 million
\$125 million - \$300 million	\$ 18,000	0.00000571	\$125 million
Over \$300 Million (Maximum Dues Amount)	\$ 21,000		

To determine correct dues amount, IBTTA has developed a simple "one step" dues calculation tool that will do all of the math for you at <https://www.ibtta.org/ibtta-members-renewal-information>. Enter agency's total toll revenue from its last complete fiscal year (year ended prior to January 1, 2024). Results are provided for agencies both within North America and outside North America.

Group Membership

For associations of agencies, companies, or other entities outside of the United States, the Group Membership rate is **\$30,000**.

Associate Members

For organizations with a commercial interest in the toll industry, the 2024 annual dues levels are based on the company's revenue:

- Member company is a DBE/MBE/WBE/SBE with revenue of less than \$1,000,000 = \$995*
- Member company's revenue is less than \$1 million = \$3,000
- Member company's revenue is \$1 million to \$5 million = \$10,400

Sustaining Members

Member company's revenue is greater than \$5 million = \$21,000

*(This level of membership constitutes an associate as a **Sustaining Member**. Sustaining members receive additional recognition for their vital contributions to IBTTA.)*

***Information for an organization that qualifies as a Business Entity that is certified as Disadvantaged or Woman-owned or Minority or Small Business Entity:**

For this Associate membership type, the company must submit either a state/federal certificate or a letter from a transportation system which states that the organization has been awarded a contract based on its status. The member must have annual gross toll-related sales of less than \$1,000,000.



Report Date : 08/16/2023
Time : 10:42:28AM

NEW HAMPSHIRE DOT



Report No: HOST0036

TRAFFIC AND REVENUE SUMMARY REPORT

Reporting Period From: 6/1/2023 To: 6/30/2023

Parameters selected: Revenue Day From: 6/1/2023 - To: 6/30/2023 - Plaza: ALL

System Total

TRAFFIC Class	Start Date to End Date				Start Date Fiscal Year Begin to End Date			
	This Year	Last Year	Difference	% Change	This Year	Last Year	Difference	% Change
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)
Unknown	1,382,049	1,111,290	270,759	24.36	13,791,159	11,328,990	2462169	21.73
1	8,158,899	8,269,377	(110,478)	(1.34)	91,693,599	93,039,988	(1346389)	(1.45)
2	87,852	82,342	5,510	6.69	752,906	635,448	117458	18.48
3	62,088	49,836	12,252	24.58	517,818	474,922	42896	9.03
4	9,161	1,659	7,502	452.20	66,092	24,702	41390	167.56
5	187,382	184,673	2,709	1.47	2,014,324	2,066,055	(51731)	(2.50)
6	48,807	52,363	(3,556)	(6.79)	551,318	530,730	20588	3.88
7	50,557	45,295	5,262	11.62	485,880	475,529	10351	2.18
8	256,781	265,265	(8,484)	(3.20)	2,943,467	3,018,997	(75530)	(2.50)
9	61,178	62,480	(1,302)	(2.08)	718,738	732,290	(13552)	(1.85)
10	2,826	2,957	(131)	(4.43)	29,822	29,919	(97)	(0.32)
11	523	1,012	(489)	(48.32)	7,674	8,000	(326)	(4.08)
12	482	605	(123)	(20.33)	5,965	4,613	1352	29.31
Total	10,308,585	10,129,154	179,431	1.77	113,578,762	112,370,183	1,208,579	1.08
Cars (0-4)	9,700,049	9,514,504	185,545	1.95	106,821,574	105,504,050	1,317,524	1.25
Trucks (5-12)	608,536	614,650	(6,114)	(0.99)	6,757,188	6,866,133	(108,945)	(1.59)
Total	10,308,585	10,129,154	179,431	1.77	113,578,762	112,370,183	1,208,579	1.08
Non-Revenue	30,957	32,512	(1,555)	(4.78)	361,953	397,140	(35,187)	(8.86)

REVENUE	Start Date to End Date				Start Date Fiscal Year Begin to Selected End Date			
	This Year	Last Year	Difference	% Change	This Year	Last Year	Difference	% Change
	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)
Cash Revenue	\$1,137,944.90	\$1,424,268.26	(\$286,323.37)	(20.10)	\$13,191,384.95	\$15,974,157.53	(\$2,782,772.58)	(17.42)
E-ZPass Revenue	\$9,512,997.45	\$9,367,087.79	\$145,909.66	1.56	\$105,244,981.08	\$102,259,106.81	\$2,985,874.27	2.92
Violation Tolls	\$554,428.15	\$369,720.68	\$184,707.47	49.96	\$5,483,469.65	\$4,431,280.72	\$1,052,188.93	23.74
Total	\$11,205,370.50	\$11,161,076.73	\$44,293.76	0.40	\$123,919,835.68	\$122,664,545.06	\$1,255,290.62	1.02

Notes:

1. E-ZPass Revenue - Source : ACS Report Q15
2. Violation Tolls - Source : ACS Report 38
3. Traffic is based on revenue day (11:45 pm to 11:45 pm)
4. 'Unknown' class is indicated for no transponder reads.
5. Class is based on the Toll Collector/AVI classification.
6. Retail Sales revenue is not included in the cash revenue on this report.
7. The class will not be listed in column A if there is no data.