



*Victoria F. Sheehan*  
Commissioner

**THE STATE OF NEW HAMPSHIRE**  
DEPARTMENT OF TRANSPORTATION



*William Cass, P.E.*  
Assistant Commissioner

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

Bureau of Turnpikes  
February 3, 2021

**REQUESTED ACTION**

Authorize the Department of Transportation to **retroactively** 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 \$34,309.00 for Calendar Year 2021 to be effective upon Governor and Council approval. 100% Turnpike Funds.

Funding is available as follows:

04-96-96-961017-70220000	<u>FY 2021</u>
Turnpike Administration	
026-500251 Membership Fees	\$34,309.00

**EXPLANATION**

Membership in the IBTTA is on a calendar year basis, January 1 through December 31, and fees are invoiced during the month of November. However, because the invoice was not received until January 2021, we respectfully request **retroactive** renewal and payment of the invoice.

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.

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 35 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 32 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.*

*The IBTTA has been very supportive throughout the COVID-19 crisis, having virtual meetings, support sessions and information sessions.*

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, there are no plans for out of state travel under the Governor's COVID-19 State of Emergency.*

*The Board meetings and 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 Open Road 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.

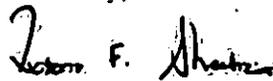
*There are no state agency employees serving as board members.*

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 helps the Department prepare for All Electronic Tolling (AET) at the Dover, Rochester and Bedford Tolls. Membership allows the Department to learn from other toll authorities and agencies who have made the transition, especially with the increase workload on the E-ZPass Customer Service Center.*

It is respectfully requested that this resolution be approved.

Sincerely,



Victoria F. Sheehan  
Commissioner

Attachments



TOLLING. MOVING SMARTER.

PO Box 825608  
Philadelphia, PA 19182-5608

# Membership Dues Invoice

INVOICE NUMBER: INV-08456-F3D2P8

NOVEMBER 5, 2020

*Primary Contact*

Mr. John Corcoran  
Administrator  
New Hampshire Department of Transportation - Bureau of Turnpikes  
PO Box 2950  
Concord, NH 03302-2950  
United States

**PAYMENT DUE: JANUARY 1, 2021**

REFERENCE ID: 2021-A-NA-040

DUES YEAR	DESCRIPTION	TOLL REVENUE	TOTAL DUES
2021	<b>IBTTA Active (Operator) Member Annual Dues</b> (complete computation on next page to determine dues amount)	\$118,543,205.24	\$34,309
<i>Your dues payment for 2020 was \$36,313.</i>			
<b>TOTAL AMOUNT DUE</b>			<b>\$34,309</b>

### Payment Options and Instructions

#### Payment by Check

Make check payable to **IBTTA** and mail:  
*by United States Postal Service to:*  
International Bridge Tunnel & Turnpike Association  
PO Box 825608  
Philadelphia, PA 19182-5608

*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

#### Payment by Credit Card

Please contact Terri Lankford at [tlankford@ibttta.org](mailto:tlankford@ibttta.org) with your organization's annual toll revenue. Your invoice will be made available for payment online.

#### Payment by Wire Transfer

**Reference:** IBTTA

**Send to PNC Bank**  
249 Fifth Avenue  
Pittsburgh, PA 15222

**Account:** 5303670856  
**ABA:** 031000053  
**ACH:** 054000030

**Swift Code:** PNCCUS 33 (if International)

Must be in US funds and drawn on a US Bank.  
Payor must bear all bank charges.

#### 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 2021, 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 in 2021!**



TOLLING. MOVING SMARTER.

### Instructions for Calculating 2021 Active Member Dues

To determine correct dues amount, IBTTA has developed a simple "one step" **Dues Calculation Tool** that will do all of the math for you. Enter agency's total toll revenue from its last complete fiscal year. Dues rates will be provided for agencies both within North America and outside North America.

OR

Complete the calculation below and return it with your dues payment by January 1, 2021. Please use your total toll revenue from your last complete fiscal year (year ended prior to January 1, 2021) as the basis of your calculation.

Fiscal year ended: 06/30/20 (mm/dd/yy)

STEP 1:	Enter Total Toll Revenue	\$	<u>118,543,205.24</u>	
STEP 2:	Enter Excess toll revenue from Column D	\$	<u>18,543,205.24</u>	
STEP 3:	Multiply by appropriate factor in Column C	X	<u>.00007600</u>	
	Calculate Sub-Total	\$	<u>1,409.28</u>	
STEP 4:	Add Base Dues from Column B	+\$	<u>32,900.00</u>	
STEP 5:	Calculate Total Dues	\$	<u>34,309</u>	(Round off cents)
	(Maximum Dues: \$55,000 for Agencies Inside North America)			
	(Maximum Dues: \$20,300 for Agencies Outside North America)			

#### Inside North America

(A)	(B)	(C)	(D)
Agency Toll Revenues (in US \$)	Base Dues	Factor	Toll Revenue in Excess of
\$0 - \$25 million	\$ 2,440	0.00075440	\$0 (you will enter your total toll revenue)
\$25 million - \$50 million	\$ 21,300	0.00026800	\$25 million
\$50 million - \$75 million	\$ 28,000	0.00011600	\$50 million
\$75 million - \$100 million	\$ 30,900	0.00008000	\$75 million
\$100 million - \$125 million	\$ 32,900	0.00007600	\$100 million
\$125 million - \$300 million	\$ 34,800	0.00005143	\$125 million
\$300 million - \$700 million	\$ 43,800	0.00000600	\$300 million
\$700 million - \$1500 million	\$ 46,200	0.00000700	\$700 million
\$1500 million - \$2000 million	\$ 51,800	0.00000640	\$1500 million
Over \$2000 million (Maximum Dues Amount)	\$ 55,000		

#### Outside North America

(A)	(B)	(C)	(D)
Agency Toll Revenues (in US \$)	Base Dues	Factor	Toll Revenue in Excess of
\$0 - \$25 million	\$ 2,440	0.00032840	\$0 (you will enter your total toll revenue)
\$25 million - \$50 million	\$ 10,650	0.00013400	\$25 million
\$50 million - \$75 million	\$ 14,000	0.00005800	\$50 million
\$75 million - \$100 million	\$ 15,450	0.00004000	\$75 million
\$100 million - \$125 million	\$ 16,450	0.00003800	\$100 million
\$125 million - \$300 million	\$ 17,400	0.00001657	\$125 million
Over \$300 million (Maximum Dues Amount)	\$ 20,300		



Report Date : 08/19/2020  
Time : 01:12:19PM

# NEW HAMPSHIRE DOT



Report No: HOST0036

## TRAFFIC AND REVENUE SUMMARY REPORT

Reporting Period From: 6/1/2020 To: 6/30/2020

Parameters selected: Revenue Day From: 6/1/2020 - To: 6/30/2020 - Plaza: ALL

System Total

TRAFFIC	Start Date to End Date				Start Date Fiscal Year Begin to End Date				
	Class	This Year	Last Year	Difference	% Change	This Year	Last Year	Difference	% Change
	(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	(I)
Unknown		712,317	631,458	80,859	12.81	6,709,995	6,701,416	8,579	0.13
1		6,803,854	9,787,283	(2,983,429)	(30.48)	95,092,094	108,806,365	(13,714,271)	(12.60)
2		64,383	68,893	(4,510)	(6.55)	560,000	557,421	2,579	0.46
3		44,127	52,559	(8,432)	(16.04)	427,540	447,775	(20,235)	(4.52)
4		1,884	1,929	(45)	(2.33)	17,534	39,302	(21,768)	(55.39)
5		168,700	188,019	(19,319)	(10.28)	2,011,342	2,170,114	(158,772)	(7.32)
6		39,557	50,250	(10,693)	(21.28)	527,639	564,231	(36,592)	(6.49)
7		42,776	48,019	(5,243)	(10.92)	478,857	526,262	(47,405)	(9.01)
8		265,160	264,648	512	0.19	3,054,652	3,077,577	(22,925)	(0.74)
9		69,787	62,009	7,778	12.54	751,761	747,574	4,187	0.56
10		2,928	2,694	234	8.69	30,367	36,430	(6,063)	(16.64)
11		752	1,124	(372)	(33.10)	8,804	16,138	(7,334)	(45.45)
12		164	469	(305)	(65.03)	2,181	9,209	(7,028)	(76.32)
<b>Total</b>		<b>8,216,389</b>	<b>11,159,354</b>	<b>(2,942,965)</b>	<b>(26.37)</b>	<b>109,672,766</b>	<b>123,699,814</b>	<b>(14,027,048)</b>	<b>(11.34)</b>
Cars (0-4)		7,626,565	10,542,122	(2,915,557)	(27.66)	102,807,163	116,552,279	(13,745,116)	(11.79)
Trucks (5-12)		589,824	617,232	(27,408)	(4.44)	6,865,603	7,147,535	(281,932)	(3.94)
<b>Total</b>		<b>8,216,389</b>	<b>11,159,354</b>	<b>(2,942,965)</b>	<b>(26.37)</b>	<b>109,672,766</b>	<b>123,699,814</b>	<b>(14,027,048)</b>	<b>(11.34)</b>
Non-Revenue		29,672	51,133	(21,461)	(41.97)	522,617	617,077	(94,460)	(15.31)

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	\$1,397,266.48	\$2,388,275.72	(\$991,009.25)	(41.49)	\$20,946,912.27	\$25,986,924.93	(\$5,040,012.67)	(19.39)
E-ZPass Revenue	\$7,470,848.77	\$9,101,108.36	(\$1,630,259.59)	(17.91)	\$95,114,419.17	\$102,936,915.32	(\$7,822,496.15)	(7.60)
Violation Tolls	\$262,739.09	\$143,836.59	\$118,902.50	82.66	\$2,481,873.80	\$2,422,794.34	\$59,079.46	2.44
<b>Total</b>	<b>\$9,130,854.34</b>	<b>\$11,633,220.68</b>	<b>(\$2,502,366.34)</b>	<b>(21.51)</b>	<b>\$118,543,205.24</b>	<b>\$131,346,634.59</b>	<b>(\$12,803,429.36)</b>	<b>(9.75)</b>

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.