

**MINUTES OF THE 643rd MEETING OF THE
OHIO TURNPIKE AND INFRASTRUCTURE COMMISSION
SEPTEMBER 18, 2017**

Chairman: Good morning. Will you please stand and join me in reciting the *Pledge of Allegiance*?

Representative Patton is unable to attend today's meeting as there was a death in his family. Also, Senator LaRose and Mr. Dixon advised that they are unable to attend today's meeting.

Will the Assistant Secretary-Treasurer please call the roll?

Assistant Secretary-Treasurer: Chairman Hruby

Chairman Hruby: Here

Assistant Secretary-Treasurer: Vice Chairman Paradiso

Vice Chairman Paradiso: Here

Assistant Secretary-Treasurer: Mrs. Barber

Secretary-Treasurer Barber: Here

Assistant Secretary-Treasurer: Ms. Cafaro

Ms. Cafaro: Here

Assistant Secretary-Treasurer: Mr. Peterson

Mr. Peterson: Here

Assistant Secretary-Treasurer: Ms. Townley

Ms. Townley: Here

Assistant Secretary-Treasurer: Mr. Kauffman

Mr. Kauffman: Here

Chairman: We have a quorum. This is the 643rd Meeting of the Ohio Turnpike and Infrastructure Commission. We are meeting here at the Commission's headquarters, as provided for in the Commission's Code of Bylaws for a Commission Meeting.

Various reports will be received. We will act on several resolutions. Draft copies have previously been sent to the Members and updated versions are in the Members' folders. The Resolutions will be explained during the appropriate reports.

May I have a motion to adopt the Minutes of the August 21, 2017, Commission Meeting? Call the roll, please.

MOTION: A motion to adopt the Minutes of the August 21, 2017, Commission Meeting was made by Mr. Paradiso and seconded by Mr. Peterson. All Commission Members present voted to approve the Minutes.

Chairman: If there are no questions, we will proceed with the report of the Secretary-Treasurer, Mrs. Barber.

Secretary-Treasurer: The following items have been provided to the Members since the last scheduled meeting of the Commission on August 21, 2017:

1. Three Resolutions;
2. Draft Minutes of the August 21, 2017, Commission Meeting; and
3. Agenda for today's meeting.

We have included in their folders for today's meeting, the following additional documents:

1. Traffic Crash Summary Report, August 2017;
2. Traffic and Revenue Report, August 2017;
3. Total Revenue by Month and Year, August 2017;
4. Investment Report, August 2017;
5. Financial Statement, August 2017; and
6. Various News Articles.

That completes my report, Mr. Chairman.

Chairman: Thank you. Any questions for Mrs. Barber? Hearing none, we will move on to the report of our Executive Director, Randy Cole.

Director Cole: You may have noticed, a lot of denim in the building today. We have not changed our dress policy. Lauren Hakos, our training and development manager, organized a fundraiser for victims of Hurricanes Harvey and Irma. We have raised over \$600 for the effort.

Since we last met, Brian Kelley, currently the Portage County CIO, accepted an offer to join our staff on September 25th, as our new Chief Technology Officer. Brian brings twenty-seven years of experience as a government CIO and is nationally and internationally recognized in his field. We look forward to having Brian introduced at an upcoming meeting. I'd like to thank Chriss Pogorelc for the fine work he has done as our acting Chief Technology Officer and the great foundation he and Bill Keaton did over the past few years to lay a foundation for advancing the use of technology in our operations. I'm confident that Brian and Chriss will be a powerful team leading our efforts to evaluate emerging technologies and position the Ohio Turnpike on the leading edge of adoption.

You know that I have been aggressive in pursuing new technology to benefit our customers and operations. I can't express to you how quickly our world is changing, especially in transportation or mobility. Has anyone heard of Hyperloop? We already know that Elon Musk and Tesla motors are going to impact our operations. This past week, a proposal to connect Pittsburgh, Columbus, and Chicago via a "Hyperloop" was announced as one of ten routes selected worldwide. Without getting too deep into the technology, think of it as large tubes with self-contained levitating train capsules, carrying passengers or products, which are capable of reaching speeds of up to 600 MPH. The entire Chicago – Pittsburgh route is projected as taking forty-seven minutes. Chicago - Columbus: twenty-nine minutes. Columbus - Pittsburgh: eighteen minutes. I won't personally comment on the viability of the entire route being completed. However, if successful, it is a direct alternative for our freight and passenger traffic in this corridor. I'm sure in 1955, when the Ohio Turnpike opened, many people were amazed that it was possible to travel 241 miles across Ohio in only 3 ½ hours.

Finally, I'd like to lay out a preview of our work for the rest of the year. Work has begun to prepare our equipment for snow and ice operations. This will culminate with public open houses at each of our eight maintenance buildings on Saturday October, 21st. You are all invited to attend at the facility nearest your home and we will provide more detailed information as the date approaches. We are conducting significant outreach to schools and neighboring communities. Departments are working on their 2018 operating budgets and we will begin to assemble our 2018 Capital Budget. Those budgets will be brought to the Commission in December. As we have in past years, we will begin to get a jump on 2018 construction awards by bringing some important projects to the Commission before the end of the year. We also plan to come back to the Commission in the next month or two with a final strategic plan created by Jacobs Group for upgrading and modernizing our Toll Collection System and Customer Service Center. We have filled in a lot of details since the plan was first discussed with you in April. In summary, in what has been a very busy year, we are going to sprint to the finish.

That concludes my report.

Chairman: Are there any questions or comments? Hearing none, we will move on to the report of our Chief Engineer, Tony Yacobucci.

Chief Engineer: Good morning, Mr. Chairman and Commission Members. I have two resolutions for your consideration this morning.

The first Resolution for your consideration is for authorization to award Project No. 71-17-02 for Engineering Services relating to the removal of the mainline bridges over an abandoned railroad at Milepost 34.2 and rehabilitation of the mainline bridges over State Route 108 at Milepost 34.5 and the County Route 14 bridge over the Ohio Turnpike at Milepost 35.2, all in Fulton County. On March 3, 2017, Procurement received fifteen Letters of Interest for Project No. 71-17-02, from which three firms were deemed most qualified and invited to submit technical proposals. Engineering staff reviewed the technical proposals and concluded that GPD Group, Inc. (“GPD”), of Akron, Ohio, was most qualified to perform the services. Fee negotiations commenced between GPD and our Engineering staff, and on September 7, 2017, a final fee proposal was submitted in the amount of \$460,969.00 for Phase I services. The services for Phase I include the site investigation, evaluation, design and plan preparation for the removal or rehabilitation of these structures. Therefore, we are requesting Commission authorization for the award of Project No. 71-17-02 to GPD Group, Inc., of Akron, Ohio, for Phase I of this Project in the amount of \$460,969.00. Commission authorization may be requested in the future for Construction Administration and Inspection Services for the Project. With your permission, may the General Counsel please read the title of the Resolution.

General Counsel: Resolution Selecting GPD Group to Perform Professional Engineering and Construction Administration and Inspection Services for the Rehabilitation of Three Bridges in Fulton County, and Authorizing the Executive Director to Execute an Agreement to Obtain Phase I Services for a Fee Not-To-Exceed \$460,969.00 (Project No. 71-17-02).

Chairman: Any questions or comments? Hearing none, please call the roll.

MOTION: A motion to adopt *Resolution Selecting GPD Group to Perform Professional Engineering and Construction Administration and Inspection Services for the Rehabilitation of Three Bridges in Fulton County, and Authorizing the Executive Director to Execute an Agreement to Obtain Phase I Services for a Fee Not-To-Exceed \$460,969.00 (Project No. 71-17-02)*, was made by Chairman Hruby, seconded by Mrs. Barber, and approved by all Commission Members present. Resolution No. 46-2017 is attached hereto as an Exhibit.

Chairman: The resolution passes unanimously. Please continue, Tony.

Chief Engineer: The next resolution for your consideration seeks to amend Resolution No. 38-2017, which was adopted by the Commission on August 21, 2017, for Contract No. 4299 requiring the removal, transport and disposal of wastewater sludge, and floor drain and storm water waste. As I noted at last month’s Commission Meeting, the Bid Invitation for Contract No. 4299 was divided into seven items of various waste disposal activities, as well as two groups for the geographical location of where the services were to be performed. The bidders were permitted to submit bids on one or any combination of the items and groups. Procurement received three bids in response to the Bid Invitation. Resolution No. 38-2017 awarded Items 1 and 3, and Group A of Items 4, 5, 6, and 7 to Adkins Sanitation Ltd. (“Adkins”), of Fremont, Ohio, in the estimated amount of \$126,290.00 and Item 2 and Group B of Items 4, 5, 6, and 7 to Bear Environmental, LLC (“Bear”), of Dublin, Ohio, a Commission certified MBE/DBE, in the estimated amount of \$187,660.00. Subsequent to the adoption of the Resolution, Adkins notified the Department of Contracts Administration that it was dishonoring its bid and refusing to execute

the contract due to increased pricing from one of its disposal vendors, which was made known to Adkins after the bids were submitted and selected for award. Adkins failure to fulfill the conditions precedent and execute the contract entitles the Commission to reject and rebid or select the next lowest responsive and responsible bid for award. The second low bid for Items 1 and 3 significantly exceed the budgeted estimate, but the second low bid of Bear Environmental for Group A of Items 4, 5, 6, and 7 reasonably conforms to the budget estimates and will result in an \$8,510.00 increase in estimated costs for the services over the bid of Adkins, if awarded to Bear Environmental. Therefore, we recommend rescinding the selection of Adkins Sanitation Ltd. previously made under Resolution No. 38-2017, amending the award made to Bear Environmental to include Group A of Items 4, 5, 6, and 7, in addition to the Items previously awarded for Item 2 and Group B of Items 4, 5, 6, and 7, as the lowest responsive and responsible bidder, and rejecting all bids received under Bid Invitation No. 4299 for Items 1 and 3. With your permission, may the General Counsel please read the title of the Resolution?

General Counsel: Resolution Amending Resolution No. 38-2017 to Rescind and to Re-Award the Contract for the Removal and Disposal of Waste, Storm and Floor Drain Water and Rejecting All Bids Received for Items 1 and 3 Under Invitation to Bid No. 4299.

Chairman: Any questions or comments?

Mr. Paradiso: Has that ever happened? As long as I have been here, we have never had that happen.

Chief Engineer: Mr. Chairman and Commission Member Paradiso, no this typically does not happen. Adkins has been doing work for us for a very long time and they have been a great partner with the Turnpike. Unfortunately, when they went to finalize everything and get the final price from their vendor, they found out that they were going to pay more and they couldn't honor it or else they would have lost a significant amount of money.

Mrs. Barber: Do they have the right then to withdraw the bid after the ten days?

Chief Engineer: Quite frankly, they don't have the right. We could have held them to it. If Mark Musson, our Contracts Administrator, can please explain this further because he is really the legal guy that could explain it better than I.

Mark Musson: Mr. Chairman and Commission Member Barber, when submitting a bid the bidders commit to executing that contract based on the bid that is submitted. Prior to the opening of the bid, they can withdraw the bid. Once the bid is opened it is our option, they are tendering an offer and that offer is firm for sixty days and by them attempting to withdraw after the bid puts their bid security at risk and gives us the option to retain that bid security to cover the increased costs between the apparent low that was withdrawn and now the second low is proposed to be selected.

Chairman: But then because of the good will of this Company over the years, we have chosen not to seek those dollars?

Chief Engineer: Mr. Chairman, you are correct. They have been a great partner. They have always been very cost effective for us and you know we are not really looking to hurt them anymore and stop them from bidding us because of the cost savings that we have seen in the past.

Chairman: Any further questions or comments? Hearing none, please call the roll.

MOTION: A motion to adopt *Resolution Amending Resolution No. 38-2017 to Rescind and to Re-Award the Contract for the Removal and Disposal of Waste, Storm and Floor Drain Water and Rejecting All Bids Received for Items 1 and 3 Under Invitation to Bid No. 4299*, was made by Mr. Paradiso, seconded by Chairman Hruby, and approved by all Commission Members present. Resolution No. 47-2017 is attached hereto as an Exhibit.

Chairman: The resolution passes unanimously. Any further questions for Tony? Hearing none, we will move on to the report of the General Counsel.

General Counsel: Thank you, Mr. Chairman and Commission Members. I have one resolution to present to you this morning. Cuyahoga County (through its real estate acquisition agent, O.R. Colan) notified us that a small portion of property owned by the Commission is needed for a perpetual utility easement for standard highway purposes. That real estate is a very small portion of original Turnpike Parcel 135F, and is approximately three-tenths of an acre located under a bridge which carries our mainline over State Route 82 in North Royalton.

The Commission's Engineering Department has reviewed this request, and has solicited the input of our consulting engineer. By letter dated September 7, 2017, AECOM, as the Commission's consulting engineer, has advised the Commission's Chief Engineer that such a highway easement results in no impact on Turnpike operations or maintenance of Turnpike facilities. Our Chief Engineer agrees with AECOM that the granting of Cuyahoga County's request for this perpetual easement would not materially or adversely impact the Turnpike operations.

Cuyahoga County (through its real estate acquisition agent, O.R. Colan) has presented a draft agreement titled "settlement of offer" and a draft easement agreement, both of which are included in your packets along with the draft resolution.

In accordance with Section 5.08 of the Master Trust Agreement, your authorization and approval is required for the Commission to enter into the agreement with Cuyahoga County to grant the perpetual permanent easement. Accordingly, I'm respectfully requesting a motion to adopt the resolution titled "Resolution Authorizing the Conveyance of an Easement."

Chairman: This is standard, correct?

General Counsel: Mr. Chairman, yes. This is a standard easement.

Director Cole: Mr. Chairman, the only thing I wanted to mention within there is the fact that we are conveying the easement for \$1.00. If this were a service plaza where it impacted

our operations or a toll plaza where it may limit future operations we might need compensation, however, this is a road that has been used for a road, which will always be used for a road. The road is already there, we are already here, and the idea of trying to seek fair market value or transfer additional money between governments, especially between the Turnpike and a local government just doesn't look like it makes much sense. So, we thought to meet legal requirements \$1.00 should be exchanged, but anything more than that would just be bureaucracy.

Chairman: Any other questions or comments? Hearing none, please call the roll.

MOTION: A motion to adopt *Resolution Authorizing the Conveyance of an Easement*, was made by Mrs. Barber, seconded by Ms. Cafaro, and approved by all Commission Members present. Resolution No. 47-2017 is attached hereto as an Exhibit.

Chairman: The resolution passes unanimously. Anything further, Jennifer.

General Counsel: Mr. Chairman, that concludes my report.

Chairman: Thank you. We will move on to the report of our CFO/Comptroller, Marty Seekely.

CFO/Comptroller/DED: Thank you Mr. Chairman. I have two reports this morning.

First, I would like to update you on the results of the Bond refunding that you approved at the last meeting. Our financing team for the bond sale consisted of PFM Financial Advisors as our Financial Advisor, Squire Patton Boggs as Bond Counsel, and Tucker Ellis as Underwriters Counsel.

The underwriting syndicate included Citigroup Capital Markets as senior manager and Fifth Third Securities, Fidelity Capital Markets and Loop Capital Markets as Co-Managers.

And working extensively on the transaction for the Commission were Jen Stueber, Lisa Mejac, Randy Cole and myself.

We were able to very successfully advance refund \$126,660,000 of the 2009 and 2010 Turnpike Revenue bonds. We conducted a pre-pricing call with the underwriters on September 11th, conducted the order period on September 12th, signed the bond purchase agreement with the underwriters on September 13th and we will close the transaction next Thursday, September 28th.

This slide shows the final order screen for the sale of the bonds. Each line contains a different maturity of the bonds that were offered to the investors.

The interest rate yield for each maturity is shown in the Yield column. The column above the first arrow contains the par value of bonds that were offered for sale, which totaled \$114 million.

The total orders received from investors is in the column above the second arrow. You can see that we received over \$1 billion in orders or over nine times the amount offered. This was the result of the excellent job the underwriters did of marketing our bonds, as well as the positive view the investors have of the Ohio Turnpike.

This table shows pricing spreads on the bonds.

In the first section you can see, for each maturity, the amount of bonds offered and the coupon interest rate that would be paid annually.

The next section shows how the pricing of the bonds got steadily better at each stage of the process. All municipal bonds are priced using the previous days MMD rate which represents the interest rate a AAA municipal bond issuer would pay. The next four columns contain the spread from MMD or the amount you would add to MMD to arrive at the interest rate that the Commission would pay on the bonds. So, for the 2028 maturity MMD was 1.90% and the Price views column shows 30 basis points. That means that at 30 basis points over MMD the Commission would pay 2.20% interest on the bonds that mature in 2028.

The Price views column was the suggested spread from MMD that the Underwriters suggested we market the bonds at.

The Commission wanted to be a little more aggressive than the underwriters, so we used lower Pre-Marketing and Pre-Pricing spreads when we marketed the bonds.

Because of the large number of orders that we received for the bonds, we were then able to further reduce the spreads in the final pricing. So, for the 2028 maturity we were able to reduce the spread by 12 basis points from 30 to 16 basis points.

Lastly, MMD increased by 3 to 4 basis points during the day of the pricing but we were still able to hold the interest rates on the bonds so the spread declined further when measured against the final September 12th MMD rate.

This slide compares the interest rate spread on the Commission's bonds to two other bond issues that were sold on September 12th.

The City of New York sold \$305 million in bonds that day which were rated AA2/AA/AA, which is about one notch higher than our Aa3/AA-/AA bond ratings.

But you can see that the interest rates we obtained on our bonds are 8 to 12 basis points less.

The Tennessee State School Bond Authority sold \$245 million in bonds on that day that were rated Aa1/AA+/AA+ which are about two notches higher than our ratings. The interest rates on their bonds are about equal to what we obtained on our bond issuance even with the two-notch difference in bond ratings.

So, in summary we had a very successful bond refunding. Our financing team did a great job pricing and marketing the bonds, we had strong investor interest, and the interest rate market cooperated by keeping interest rates low until after our bonds were sold.

We will issue \$114,670,000 in Series 2017 bonds that will have an average all-in cost of borrowing interest rate of 2.06% and an average life of 7.76 years.

This will refund \$126,660,000 of 2009 and 2010 Turnpike revenue bonds, producing a net present value savings of \$16.2 million or 12.79%.

That completes my discussion on the bonds to be issued and I would be happy to answer any questions anyone might have.

Chairman: Any questions?

Mr. Kauffman: When we do bonds at the State of Ohio, we do a lot of refundings, work with a lot of local government issuers to do refunding, I think as everybody on the Commission knows and many members that are here, it is a general rule of thumb, that you would take refunding savings and you only have one shot to get them, and you would take them when you get a certain percent of PV savings and that threshold often is 3%. So, when someone says we hit 3%, that's a good time to move, don't get greedy, go ahead. In this low interest rate environment, it has often paid to wait, be patient and wait and see if those savings will grow as you get closer to the call date. So, being able to get 12.7% savings like this is almost unheard of. So, I just wanted to say fantastic result to Marty and your team Randy and your team of professionals. Thank you for a job well done.

Chairman: I would absolutely agree on behalf of the Commission. It is just a wonderful job done by all of you. Mr. Director, I know that you were involved in this whole thing. I was so pleased when I learned of this last week. Marty, thank you very much and kudos to everyone that was involved.

CFO/Comptroller/DED: Thank you. It was a great team effort.

Chairman: Anyone else?

Director Cole: If I could make one quick comment, Mr. Chairman. So, to follow-up what Kurt was just saying, this was my first refinancing and working through the process, whether it was with the rating agencies, with our underwriting team, with counsel, all the way through the market, everything this Commission does, but our debt service coverages, the fact that we stay on our curves on projected operating, we exceed future revenues, we stay efficient and we keep as much asset liquid as possible, are all the things that result in very good phone calls, very good ratings, and everything that happens at the end of this. I don't want anyone to think that we had a good week, we timed the market right and that yielded this. It is the ongoing efforts of everyone who works here, this Commission overseeing us every day, every year. That cumulative effect allows someone in Cleveland or Berea to beat the Yankees. When you look at the size of their operations, the way they can raise taxes, what they can do, the restrictions and limits on when

and where and what we have to go through to do tolls, which is at the sole discretion of this Commission, but it is still quite a process and the fact that these are Turnpike revenue bonds and not general obligation bonds. Again, it is just a testament that we have to do all of that all of the time and then this is what yields the result. I really want to thank the Commission for their leadership in what we do and all 970 employees that have a hand in getting something like this done.

Chairman: Thank you. Anything further? Marty, please continue.

CFO/Comptroller/DED: Yes, Mr. Chairman. Next, I have a brief update on our traffic and revenue for the month of August.

This first chart shows the monthly passenger car miles traveled on the Ohio Turnpike over the past two years. Passenger car vehicle miles traveled were .9% lower in August from the corresponding month last year.

While commercial traffic was 3.4% higher in August. The .9% decrease in passenger car miles traveled combined with the 2.7% toll rate increase in January caused Passenger car toll revenues to increase by 0.8% in August.

The toll rate increase combined with the increase in commercial traffic in August caused Commercial vehicle toll revenues to increase by 5.9% in August.

This chart shows year to date toll revenues through the month of August during each year over the past decade.

Year-to-date total toll revenues were \$5.3 million or 2.7% above the amount from last year. If you subtract February 29th from last year's total, total toll revenues are up \$6.0 million or 3.1% over last year.

This chart shows the percentage of miles traveled using *E-ZPass*[®] for the month of August since 2010.

Our *E-ZPass*[®] use continues to steadily increase. Passenger car *E-ZPass*[®] use has increased from 30.1% in 2010 to 52.6% this year. Commercial vehicle *E-ZPass*[®] use has increased from 67.1% in 2010 to 83.2% this year.

As we consider moving our toll system forward in the years ahead, increasing our *E-ZPass*[®] use makes our operation more efficient.

We will now have a presentation by the Marketing and Communications Department, who will present on the growth and success of the *E-ZPass*[®] retail program.

First you will hear from Ralph Stilphen. Ralph serves as the Business Outreach Coordinator for the Eastern half of the Turnpike managing the retail program from Lorain County

to Mahoning County. He will introduce our existing retail partners and highlight their sales figures.

Following Ralph, will be Meghan Gallagher, our Regional Business Development Coordinator, who manages the retail program for the Western half of the Turnpike, from Williams County to Erie County. Meghan will briefly discuss the Ohio Turnpike marketing plan and what we are doing to maintain the continued growth of the retail program and reach out to new retail partners.

Ralph Stilphen: Good morning, Chairman Hruby and Commission Members.

The history of the Ohio *E-ZPass*[®], I am not going to go over all of the details. It is my understanding is you are all well aware of it. The key here is that in July of 2015, the Ohio Turnpike decided to make *E-ZPass*[®] transponders available off of the Turnpike in retail locations. Over the course of that time, Giant Eagle began selling *E-ZPass*[®] at 93 stores in July 2015; GetGo began selling *E-ZPass*[®] at 72 stores in September 2015; Barney's began selling *E-ZPass*[®] at 18 retail stores in December 2015; Mickey Mart began selling *E-ZPass*[®] at 15 retail stores in October 2016 and we added 10 more in September 2017 for a total 25 and Discount Drug Mart began selling *E-ZPass*[®] at 33 retail stores in June 2016 and added 8 more for a total of 41 in June of 2017.

The reason these Drug Mart and Mickey Mart locations added more stores is because they are selling *E-ZPass*[®] transponders and it is working. We then started selling to BMVs in June. We currently have 18 locations across the state. They are mostly in the northern part of the state. Cuyahoga Falls was the first to come on line and we have added 17 additional. We also began selling to AAA, which seemed like a natural fit. We got the first AAA location to come on in November 2016. That was Akron with four stores.

On this next slide, you will see the traditional locations that we have sold *E-ZPass*[®] on the Turnpike. HMS Host, Sunoco, and Traveler's Express. We did add 10 Sunoco kiosks. So someone pulling up for gas can now buy an *E-ZPass*[®]. The Turnpike has 322 retail outlets now. We started with fourteen about two years ago. That is 27 different retail groups. Are there any questions?

Ms. Cafaro: I am curious to know, what the process is to outreach to these retailers and if there is any specific criteria that you look for. I think to myself, this is somewhat of a government agency engaging in a retail outlet and then I think of lottery tickets for example. So, is there a process by which you select these outlets? Do they have to meet certain criteria?

Ralph Stilphen: We look for coverage, first of all. We look for quality institutions. We do some research to make sure they don't have any major issues in their companies. Mostly, it is knocking on doors, making phone calls, establishing relationships, following through and just doing the everyday sales work because really that is what this is and explaining to them that they can make 20% on an item in today's market is not too bad and they are dealing with a quality institution in the Ohio Turnpike and Infrastructure Commission.

Director Cole: Mr. Chairman, just a brief follow-up. Commissioner Cafaro, one of the things we do require is a standard terms and conditions, specifically on the distribution part of this, the pricing part is consistent, so they all have to be willing to meet those, the insurance requirements and obligations. All of that is standardized, so every one of these partners is treated the same way. They are not getting sweetheart deals or doing something else like that or jacking up the price. All of that has to be fixed and both Meghan and Ralph go out and consistently look at sign placement, product delivery, how well the staff is trained, again that we are accomplishing what we want to and doing it the right way. So, it is a very high level that is set with all of that.

Chairman: Thank you. Please continue.

Meghan Gallagher: This slide that you see now shows all of the *E-ZPass*[®] sales since August 2015 and as you can see the different retailers. Barney's in the western part of the state has approximately 5,300 that they have sold. We are very happy with what we have sold so far, but we are continuing to work towards improving those numbers and also increasing the number of retailers.

This chart represents the number of days between sales by increments of 50,000 *E-ZPass*[®] accounts. As you can see, since we began our retail program in 2014 with *E-ZPass*[®] being available at the Service Plazas and as we continue to add retail stores, we have decreased the number of days to open 50,000 accounts.

There has been a steady increase in the total number of *E-ZPass*[®] customers since the Turnpike began electronic tolling. 50.2% of passenger cars were using *E-ZPass*[®] in 2016, which is 2.2% above the Jacobs' study forecast. It appears that the retail expansion has contributed to *E-ZPass*[®] usage being above the forecasted numbers.

As part of our 2017 Goals and Marketing plan, we are working to increase passenger vehicle usage of *E-ZPass*[®] by 2.5%. To accomplish this, we are:

- Promoting *E-ZPass*[®] on social media, in news releases, the *Customer Connection*, and on the OTIC website;
- Developing and implementing radio advertising campaigns to interested retailers; and
- And plan to produce in-house "How-to-Videos" to highlight *E-ZPass*[®] retailers.

As part of expanding the retail program, we are building partnerships with retailers. We are conducting annual business reviews with each retailer's corporate office. We canvass retail outlets regularly to develop relationships with the customer sales representatives. During these visits, we ensure a store presence of *E-ZPass*[®] point of sale items that include brochures, window signs, and stickers. We use these retail visits as an opportunity to provide updates to the staff and educate new staff about the retail program.

We have recently updated our retail packaging from a clam shell to a more retail-friendly foil packaging. In conducting business reviews, we found a need for and developed a smaller oval sticker for use on retail coolers, entry doors and potentially gas pumps. Building these relationships allow us to effectively communicate with our retailers and this has resulted in improved advertising pieces and overall improved business relationships with our retailers and *E-ZPass*[®] customers.

We continue our business outreach to expand *E-ZPass*[®] by retaining existing retailers and adding new retailers to the program. We are currently working with Speedway to be our newest retailer. The first phase is an 11-store test, and if successful, a full roll out to 153 stores. As part of our relationship with Speedway, we have developed a placebo card, which looks a lot like a gift card, and are reusable. We have offered these placebo cards to all of our retail partners. We are reaching out to additional BMV locations and AAA clubs to expand in those retail groups. The sales successes of the current BMV's and AAA's have helped with this expansion. We also continue to reach out to large employers and universities to distribute our *E-ZPass*[®] brochure to help drive retail sales.

Finally, in addition to our department's efforts, we anticipate the proposed changes to the toll collection system to further increase the demand for *E-ZPass*[®] due to the expansion of dedicated *E-ZPass*[®] lanes and installation of high-speed lanes. The continued expansion of retail locations to meet this demand will improve the overall operational efficiency of toll collection leading to a better overall customer experience.

That concludes our presentation. Adam, Ralph and I can answer any questions.

Chairman: Any questions?

Mr. Peterson: So, it sounds like you have a lot of folks that are interested in this program. Do you have a target number for 2018 as far as the growth of the program?

Meghan Gallagher: Our main goal is, one of the areas where we really have been working on is once you go west of Lucas County, there are not a lot of stores that are chain locations. That is one of the reasons why Speedway is important. A lot of them are just individual locations. We have worked on trying to get with the BMVs in those counties, but they have not been interested yet, but we continue to work with them. So, our goal is to get as many counties covered with as many options for sale of *E-ZPass*[®] off the Turnpike, so that it is easier. A lot of people are interested in getting *E-ZPass*[®] transponders, they just don't know where they can buy them.

Chairman: So, there really isn't a goal number, just a goal area. Is that correct?

Meghan Gallagher: Correct, Mr. Chairman. To get as much retail coverage so that everybody that wants an *E-ZPass*[®] transponder can get it.

Ralph Stilphen: Mr. Chairman, the goal is really to increase the percentage of riders that have an *E-ZPass*[®] transponder by expanding the number of retail outlets and making it as easily available as possible. We don't have a target for the actual number of retailers that we are

going after. Again, going back to the previous question, it is a partnership and we are not just going after anybody. They have to be a solid financial institution.

Chairman: Do you track the users after a number of years if they fade away or quit using the *E-ZPass*[®] transponder?

Ralph Stilphen: We personally don't, but I believe the Turnpike does.

Chairman: It does?

Ralph Stilphen: I believe so, yes.

CFO/Comptroller/DED: Periodically we do look at the usage and try to see how long people maintain their *E-ZPass*[®]. There is a certain segment of the population that will just buy it to go on vacation. They will go on vacation, then come home and return it, but our goal is to go after the more long-term customers that commute and try to get those frequent users to use *E-ZPass*[®]. We do look at it, our turnover really isn't that great. Most people that buy it continue to maintain it.

Chairman: That is what I am really looking for. So, once someone gets a pass normally they will retain it and continue to use it periodically.

CFO/Comptroller/DED: That is correct.

Mr. Peterson: Mr. Chairman, I have one last question. Have we ever targeted companies where we went in and said you have X number of travelers, they do X number of miles on the road and the *E-ZPass*[®] is the best way, not only for them to transition, but also track that spending?

Meghan Gallagher: Chairman Hruby and Commission Member Peterson, yes, we have. We have looked at different business, especially ones that have larger quantities of employees and reached out to them. For instance, we reached out to the Cleveland Clinic and said do you have an employee benefits department, which they do. They have a website where different companies can offer services or products to them. One of the benefits of having an *E-ZPass*[®] that a lot of people don't know besides just the convenience, is the 33% savings on tolls. So, Ralph and I met with them last year and they put our brochure on their website, so we are reaching out to larger employers, that not only is it beneficial as they travel as an employee, but when they travel privately that they can be saving money.

Mr. Peterson: That is a good idea. I will tell you that I did this with TSA Pre✓[®], we had them come into our headquarters and we had about two hundred people sign up that probably would have never signed up because they would have had to travel to do it. It is just a thought. I think it would be a good idea.

Ralph Stilphen: We also targeted universities in the area to get the parents and the students to get the *E-ZPass*[®] as well.

Director Cole: Mr. Chairman, just to elaborate, it has been the effort to get distribution there, we all have H.R. Newsletters, to get it to the finance departments that are paying the full tolls instead of the *E-ZPass*[®] amounts, making sure they understand within their operation what that is, so we have got all of the major employers. Meghan, specifically led an effort with local governments, Commissioner Cafaro, so every county, I believe, and almost every major municipality through our thirteen-county corridor put it into their employee newsletter or incorporated it. The Cleveland Clinic is one of our big success stories. Even though we make sure everyone is treated the same and gave them no additional discounts, our *E-ZPass*[®] still showed up in their Employee Intranet, as the top sponsored discount because of the 33%. My sister-in-law, who is a respiratory therapist for the Cleveland Clinic sent me a screen shot from her phone saying there is the Turnpike and right there on the top of their employee webpage was the savings they can get from the *E-ZPass*[®]. We have continued to do that, some are more hesitant to do it or not, but Goodyear, First Energy, all of those major employers. We have also looked at auto dealerships. Some auto dealerships use the Turnpike for traded vehicles and vehicle deliveries between Detroit and locations all across northern Ohio. We have tried to explain that to their CFO's, owners of the dealerships that you are paying full tolls when you can still get these transponders instead for those people driving those cars back and forth. Anyone who has any ideas or contacts within Goodyear, we would be happy to send Meghan or Ralph out to work with employees. We have found, not just the retail distribution you see here, but that idea of trying to drive demand to customers or awareness for it is a definite complimentary part of this program.

Mr. Peterson: I definitely think it would work. I can see it working now where if you have a corporate car you are required to in your driving sign up for the *E-ZPass*[®]. It just makes sense, to be frank. We are always looking for cost savings.

Chairman: Thank you. Any other questions or comments? Thank you very much for your report.

CFO/Comptroller/DED: That completes my report, Mr. Chairman.

Chairman: We will now move on to the report of the Ohio State Highway Patrol, Staff Lieutenant Hughes.

Staff Lieutenant Hughes: Good morning, Mr. Chairman and Commission Members. I want to highlight three seizures that have occurred within the last two weeks.

The first one was a traffic stop that occurred on September 3, 2017, in Fulton County for a speeding violation. If you are hauling 115 pounds of marijuana, you probably don't want to drive 84 miles per hour on the Ohio Turnpike. However, this vehicle was stopped for 84 miles per hour in a 70 miles per hour zone, and a search revealed 115 pounds of marijuana. The street value was just over \$250,000.00 and the load was destined for Cleveland. So, that is 115 pounds of marijuana that did not make it to our community.

The next one is a traffic stop that occurred on September 10, 2017, in Sandusky County. The vehicle was driving without its lights on and speeding. A search revealed one pound of

marijuana and 234 grams of marijuana edibles. I know I have shared one or two traffic stops with you before about edibles, but when reviewing this seizure, I couldn't get over how far they are going with this. You have the edibles that are THC infused, they include the Fruity Pebbles rice crispy-type treats, the bags of goldfish crackers, you have a bag of Froot Loops®, and THC Chapstick. Again, it is just to show you how innovative they are becoming with infusing THC into everyday products.

The last one I would like to share with you occurred last week right out front here on the Turnpike. The vehicle was stopped for a speeding violation. A search revealed five pounds of heroin with a street value of over \$129,000.00 and, again, much like the first one I found it interesting because that load also was destined for the City of Cleveland. That was five pounds of heroin that didn't make it to our community.

That completes my report, Mr. Chairman. I would be happy to answer any questions.

Chairman: Thank you very much, Staff Lieutenant Hughes. One thing I think a lot of people would wonder is the conviction rate on most of these cases. It is my understanding that your conviction rate is excellent. A very high volume of the cases are either pled out or are convicted. Is that not true?

Staff Lieutenant Hughes: Mr. Chairman, that is correct. There are other forms of negotiations that they often seek based upon some intel or their willingness to cooperate. So, that also is a factor in their sentencing and convictions.

Chairman: That is an outstanding record. Are there any other questions or comments? Hearing none, the next Commission meeting will be on Monday, October 16, 2017, at 10:00 a.m. If there is no further business, I move that we adjourn. Thank you.

MOTION: A motion to adjourn the Commission Meeting is made by Chairman Hruby, seconded by Mrs. Barber and unanimously approved by all Commission Members present.

Time of adjournment: 10:53 a.m.

Attendees for Record Keeping Purposes:

Bethany Pugh, PFM; David Buchanan, AECOM; Jim Gates, ODOT; Tim McDonald, ODOT; Tim Reidy, Fifth Third; Jake Siesel, IUOE 18; Al Biehl, Transystems; Michael Burgess, Prime; Dave Ray, JMT; Todd Majidzadeh, Resource International; Ed Adamyzk, Arcadis; Dr. Daniel Van Epps, SVCIC; Zoltan Szabo, Mott McDonald; Frank Lamb, Zions Bank; Bryant Eckert, Zions Bank; Hamid Homae, KS Associates; Jennifer Stueber, Ohio Turnpike; Anthony Yacobucci, Ohio Turnpike; Dennis Albrecht, Ohio Turnpike; Martin Seekely, Ohio Turnpike; Sharon Isaac, Ohio Turnpike; Matt Cole, Ohio Turnpike; Jennifer Diaz, Ohio Turnpike; Denise Criscuolo, Ohio Turnpike; David Miller, Ohio Turnpike; Mark Musson, Ohio Turnpike; Diana Anthony, Ohio Turnpike; Chris Matta, Ohio Turnpike; Lisa Mejac, Ohio Turnpike; Adam Greenslade, Ohio Turnpike; Meghan Gallagher, Ohio Turnpike; Ralph Stilphen, Ohio Turnpike; Joseph Mannion, Ohio Turnpike; and Brian Newbacher, Ohio Turnpike.

Approved as a correct transcript of the proceedings of
the Ohio Turnpike and Infrastructure Commission

Sandra K. Barber, Secretary-Treasurer

EXHIBITS

- Resolution No. 46-2017 - Resolution Selecting GPD Group to Perform Professional Engineering and Construction Administration and Inspection Services for the Rehabilitation of Three Bridges in Fulton County, and Authorizing the Executive Director to Execute an Agreement to Obtain Phase I Services for a Fee Not-To-Exceed \$460,969.00 (Project No. 71-17-02);
- Resolution No. 47-2017 - Resolution Amending Resolution No. 38-2017 to Rescind and to Re-Award the Contract for the Removal and Disposal of Waste, Storm and Floor Drain Water and Rejecting All Bids Received for Items 1 and 3 Under Invitation to Bid No. 4299;
- Resolution No. 48-2017 - Resolution Authorizing the Conveyance of an Easement; and
- PowerPoint Presentation from Meghan Gallagher and Ralph Stilphen re: Marketing and Retail Program.

OHIO TURNPIKE AND INFRASTRUCTURE COMMISSION

Resolution Selecting GPD Group to Perform Professional Engineering and Construction Administration and Inspection Services for the Rehabilitation of Three Bridges in Fulton County, and Authorizing the Executive Director to Execute an Agreement to Obtain Phase I Services for a Fee Not-To-Exceed \$460,969.00 (Project No. 71-17-02)

WHEREAS, on February 17, 2017, the Ohio Turnpike and Infrastructure Commission (“Commission”) published notice of its Request for Proposals (“RFP”) for Project No. 71-17-02 seeking Engineering and Construction Administration and Inspection Services relating to the Replacement of the Mainline Bridges over the Abandoned Railroad at Milepost 34.2 and the Deck Replacements and Rehabilitation for the Mainline Bridges over State Route 108 at Milepost 34.5 and for the County Route 14 Bridge over the Ohio Turnpike at Milepost 35.2 in Fulton County; and

WHEREAS, on March 3, 2017, Letters of Interest were received from fifteen firms expressing their desire to serve as the Commission’s Engineering Consultant for this Project, three of which were deemed most qualified and invited to submit proposals in response to the RFP, which were due on April 7, 2017; and

WHEREAS, on the basis of the proposals received, the Engineering staff concluded that GPD Group, Inc., of Akron, Ohio (“GPD Group”), is the most qualified firm to perform the necessary services for Project No. 71-17-02, and conducted a Scope of Services meeting to confirm a mutual understanding of the Phase I Services for the Project consisting of Site Inspection, Engineering Report, Design and Plan Preparation Services; and

WHEREAS, GPD Group submitted its fee proposal dated September 7, 2017, for Phase I Services in the not-to-exceed amount of \$460,969.00, which fee proposal the Chief Engineer deemed reasonable and appropriate, and recommends that the Commission approve the award of the Contract to GPD Group for Project No. 71-17-02; and

WHEREAS, Commission action is necessary to approve the Contract award in accordance with Article V, Section 1.00 of the Commission’s Code of Bylaws because the total expenditures will exceed \$150,000.00; and

WHEREAS, the Director of Contracts Administration advises that the RFP process and the selection of GPD Group conformed with the requirements of Ohio Revised Code Sections 153.65 to 153.71, and that all legal requirements were performed and that the proposals were solicited on the basis of the same terms and conditions with respect to all respondents and potential respondents; and

WHEREAS, the Executive Director has also reviewed the recommendation submitted by the Chief Engineer and the Director of Contracts Administration, and concurs that the Commission should approve the selection of GPD Group to perform Phase I Services for Project No. 71-17-02; and

WHEREAS, the Commission has duly considered such recommendations.

NOW, THEREFORE, BE IT

RESOLVED by the Ohio Turnpike and Infrastructure Commission that the selection of GPD Group, Inc., is approved as the most qualified firm to perform the professional engineering design and construction administration and inspection services necessary for Project No. 71-17-02, and that the Executive Director is authorized to execute a Contract with GPD Group on the basis of the Commission's Request for Proposals and GPD Group's technical response and fee proposal for Phase I Services in the not-to-exceed amount of \$460,969.00; and

FURTHER RESOLVED that the Executive Director has the authority to approve such extra work or change orders under previously awarded said contracts as a result of an increase in the planned quantities, newly mandated requirements that did not exist at the time of original contract awards, or circumstances that would create a life, safety, or health threatening situation or would unduly delay the completion of the Project and increase its costs.

(Resolution No. 46-2017 adopted September 18, 2017)

OHIO TURNPIKE AND INFRASTRUCTURE COMMISSION

Resolution Amending Resolution No. 38-2017 to Rescind and to Re-Award the Contract for the Removal and Disposal of Waste, Storm and Floor Drain Water and Rejecting All Bids Received for Items 1 and 3 Under Invitation to Bid No. 4299

WHEREAS, the Ohio Turnpike and Infrastructure Commission (“Commission”) advertised by public notice an Invitation for Bids to provide its requirements for furnishing removal, transport and disposal of wastewater sludge and floor drain/storm water treatment waste for a twelve-month period under Invitation to Bid No. 4299; and

WHEREAS, the Commission received three bids in response to the Invitation, and under Resolution No. 38-2017 adopted August 21, 2017, the Commission selected Bear Environmental, LLC for award of Item 2 and Group B of Items 4, 5, 6 and 7 in the total estimated amount of \$187,660.00 and selected Adkins Sanitation, Ltd. for award of Item 1 and Item 3 and Group A of Items 4, 5, 6, and 7 in the estimated amount of \$126,290.00; and

WHEREAS, under the terms of the Invitation to Bid No. 4299 the selected bidders are afforded ten days after notice of award to fulfill the conditions precedent for contract execution, and Adkins was issued notice that Commission selected its bid for award on August 22, 2017; and

WHEREAS, the Department of Contracts Administration made multiple follow up attempts to obtain the documentation necessary for contract execution after the ten-day deadline expired, and the Commission received notice on September 11, 2017 that Adkins was dishonoring its bid pricing and refusing to execute the contract based on the bid previously accepted and approved for award; and

WHEREAS, Adkins failure to fulfill the conditions precedent and execute the awarded contract entitles the Commission to reject and rebid or select the next lowest bid as the lowest responsive and responsible bidder for award, and further entitles the Commission retain the bid guaranty that Adkins Sanitation furnished to secure its execution of the contract as liquidated damages resulting from the difference in price and/or rebidding the contract for the services required under Invitation No. 4299; and

WHEREAS, the Maintenance Engineer reports in a memorandum dated September 12, 2017 that the second low bids received for Item 1 and Item 3 significantly exceed the budgeted estimate, but the second low bids received from Bear Environmental for Group A of Items 4, 5, 6 and 7 reasonably conform to budget estimates and awarding those items to Bear Environmental rather than Adkins Sanitation based on its disavowed bid will result in an \$8,510.00 increase to the estimated costs for the services; and

WHEREAS, the Maintenance Engineer recommends rescinding the selection of Adkins Sanitation previously made under Resolution 38-2017, amending the award to Bear Environmental to include Group A of Items 4, 5, 6 and 7, in addition to the Items previously awarded for Item 2 and Group B of Items 4, 5, 6 and 7, as the lowest responsive and responsible bidder for those Items, and rejecting all bids received under Invitation No. 4299 for Items 1 and 3; and

WHEREAS, the Executive Director reviewed the report of the Maintenance Engineer and concurs with the recommendation to approve rescinding the award to Adkins Sanitation, amending the selection of Bear Environmental as the lowest responsive and responsible bidder to include Group A of Items 4, 5, 6, and 7 and rejecting all bids received for Item 1 and Item 3; and

WHEREAS, the Commission has duly considered such recommendations.

NOW, THEREFORE, BE IT

RESOLVED by the Ohio Turnpike and Infrastructure Commission that Resolution No. 38-2017 is amended to rescind the award to Adkins Sanitation, Ltd., modify the selection of Bear Environmental, LLC as the lowest responsive and responsible bidder to include Group A of Items 4, 5, 6 and 7 in addition to those previously awarded for Item 2 and Group B of Items 4, 5, 6 and 7, and reject all bids received under Invitation No. 4299 for Item 1 and Item 3; and

FURTHER RESOLVED unless modified under this Resolution or otherwise necessary to effectuate its intent, all provisions contained in Resolution No. 38-2017 and not inconsistent with this Resolution shall remain unchanged and in full force and effect.

(Resolution No. 47-2017 adopted September 18, 2017)

OHIO TURNPIKE AND INFRASTRUCTURE COMMISSION

Resolution Authorizing the Conveyance of an Easement

WHEREAS, the Ohio Turnpike and Infrastructure Commission (“Commission”) purchased in the name of the State of Ohio a fee simple interest in a parcel of real estate originally designated as Turnpike Parcel 135F, said real estate being used in connection with the operation and maintenance of the Ohio Turnpike in the City of North Royalton, Cuyahoga County, Ohio; and

WHEREAS, Cuyahoga County, through its right of way agent, has notified the Commission of a roadway improvement project on State Route 82, said project being known as CUY-82-4.83, the copy of which notification is on file with the General Counsel; and

WHEREAS, Cuyahoga County, through its right of way agent, has notified the Commission of the need to acquire an easement interest in real estate known as Parcel 63 SH, pursuant to certain terms and conditions of a certain offer of settlement agreement and pursuant to certain terms and conditions of a certain standard highway easement agreement, both copies of which are currently on file with the General Counsel; and

WHEREAS, the draft offer of settlement agreement is proposed to memorialize the agreement between the Commission and Cuyahoga County whereby the Commission conveys the permanent easement on those terms and conditions as set forth therein and as revised upon the advice of the General Counsel to the Commission or as determined by the Executive Director, and not substantially adverse to the Commission as may be permitted by the Act and this Resolution; and

WHEREAS, the draft easement agreement is proposed as a permanent easement to be acquired in the name of Cuyahoga County and used for standard highway purposes; and

WHEREAS, by letter dated September 7, 2017, AECOM, as the Commission’s consulting engineer, has advised the Commission’s Chief Engineer that such a highway easement results in no impact on Turnpike operations or maintenance of Turnpike facilities; and

WHEREAS, the Chief Engineer by letter dated September 8, 2017, has advised that the grant of a permanent highway easement will not have an adverse impact on the maintenance and operation of the Turnpike; and

WHEREAS, the Commission has determined, based on the recommendations of the consulting engineer and the Chief Engineer and on the condition that the Commission retain the fee simple interest in said real estate, that permitting the grant of a permanent easement under the Turnpike bridge over State Route 82 would not interfere with the construction, maintenance and operation of the Ohio Turnpike.

NOW, THEREFORE, BE IT

RESOLVED, by the Ohio Turnpike and Infrastructure Commission that the Executive Director or General Counsel is hereby authorized to enter into the offer of settlement agreement with Cuyahoga County on substantially the same terms and conditions as such draft that is currently on file with the General Counsel and as revised upon the advice of the General Counsel to the Commission or as determined by the Executive Director, and not substantially adverse to the Commission as may be permitted by the Act and this Resolution; and

FURTHER RESOLVED, that the Executive Director or General Counsel, and each of them is further authorized and shall take such further action as necessary to complete the terms and conditions of the offer of settlement agreement, and pursuant thereto, to convey by recordable instruction a permanent easement in the real estate to Cuyahoga County, or such other governmental entity as Cuyahoga County shall designate, for the purpose of making roadway improvements to State Route 82 provided that such action shall reserve to the Commission the fee simple interest in said real estate; and

FURTHER RESOLVED that the authority hereby granted to the Executive Director and General Counsel shall include the authority to execute an agreement and a permanent easement to Cuyahoga County, as permitted by statute; and

FURTHER RESOLVED that the Executive Director has the authority to approve such extra work or change orders under said contracts as a result of an increase in necessary quantities, newly mandated requirements that did not exist at the time of original contract awards, or circumstances that would create a life, safety, or health threatening situation or would unduly delay the completion of the Project or increase its costs.

(Resolution No. 48-2017 adopted September 18, 2017)

Marketing & Retail Program

E-ZPass



Presented to:
Ohio Turnpike and Infrastructure Commission
September 18, 2017

Ohio Turnpike - A Better Way to Travel!



History of E-ZPass on the Ohio Turnpike

- Electronic tolling began October 1, 2009



- E-ZPass transponders were only available on the Turnpike at the 14 Service Plazas, 1 Tag Teller machine or through our Customer Service Center

- E-ZPass became available off the Turnpike at retail outlets in July 2015

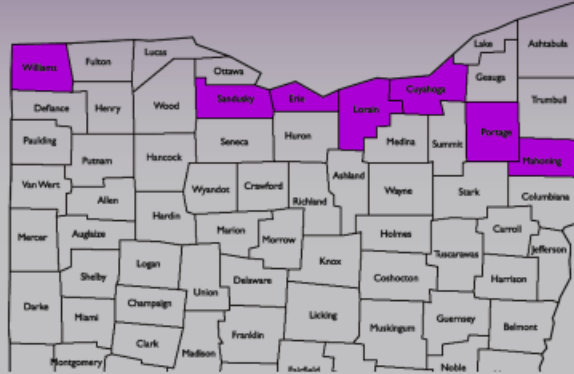


Ohio Turnpike - A Better Way to Travel!



Current E-ZPass Retailers

**Traveler's
Express**



- Current retail partners on the Ohio Turnpike

Ohio Turnpike - A Better Way to Travel!



Current E-ZPass Retailers



**Traveler's
Express**



- The Ohio Turnpike Currently has 322 retail outlets and are managing 27 different retail groups

Ohio Turnpike - A Better Way to Travel!



E-ZPass Sales by retail since August 2015

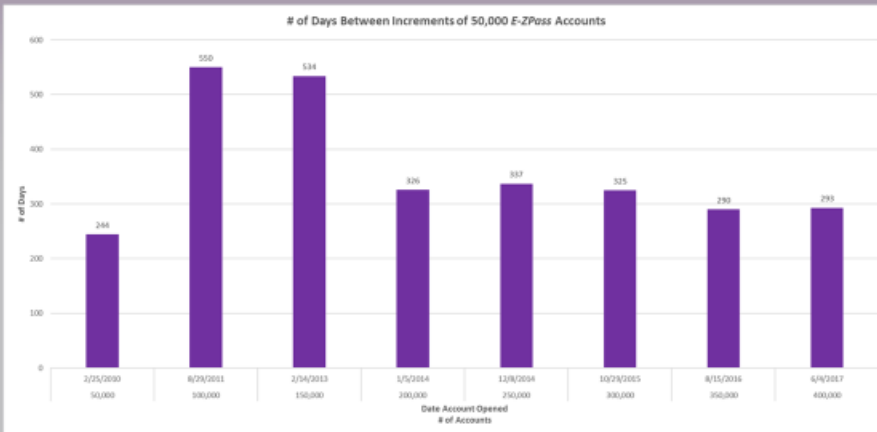
	22,121
	13,428
	5,281
	4,169
	33,626
	5,336
	87,787
Tag Teller	2,034
	4,694
	2,411
	466
	1,433

Total E-ZPass Sales Since August 2015	182,786
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Ohio Turnpike - A Better Way to Travel®



E-ZPass Sales by Increments of 50,000



Ohio Turnpike - A Better Way to Travel®



2016 OTIC Ridership

OVERALL PASSENGER E-ZPASS USAGE			
Year	Actual	Forecast	% Above
2010	28.8%	28.8%	0.0%
2011	34.1%	34.1%	0.0%
2012	38.4%	38.4%	0.0%
2013	42.2%	42.0%	0.2%
2014	45.5%	44.0%	1.5%
2015	47.6%	46.0%	1.6%
2016	50.2%	48.0%	2.2%



Ohio Turnpike - A Better Way to Travel!



2017 Goals and Marketing Plan



Increase passenger vehicle usage of E-ZPass by 2.5%

Don't get stuck at the booth!

Make sure your E-ZPass account is up-to-date!

www.ohioturnpike.org



Ohio Turnpike - A Better Way to Travel!



Building Partnerships with Retailers

New retail packaging



E-ZPass Oval Sticker



Ohio Turnpike - A Better Way to Travel®



Expansion Opportunities

Placebo Cards



E-ZPass Brochure



Ohio Turnpike - A Better Way to Travel®

Thank you for your time!

E-ZPass[®]



Ohio Turnpike - A Better Way to Travel!