

INTERNATIONAL BRIDGE, TUNNEL AND TURNPIKE ASSOCIATION



COMMUNICATION
Strategies for Stakeholders



Top 5 things we do to communicate with elected officials, our employees, and the public.

Newsletters & Other Publications

Email Blasts & Letters

Face-to-Face & Public Meetings

Talking Points

Internet & Intranet





INTERNATIONAL BRIDGE, TUNNEL AND TURNPIKE ASSOCIATION



General Updates & Information



INTERNATIONAL BRIDGE, TUNNEL AND TURNPIKE ASSOCIATION

TURNPIKE CONTINUES TO MEET BOND MARKET & ACT 44 EXPECTATIONS **Toll Road Comparison**

The PA Turnpike Commission's finances continue to impress the ratings agencies while meeting its financial obligations to the Commonwealth as a result of the passage of Act 44 of 2007. The PTC has provided PennDOT with \$3.625 billion in funding for highways, bridges and mass transit agencies in every county across the Commonwealth since 2007.

"Act 44 marked the first time in our history that toll dollars have been used for non-Turnpike projects and there is no doubt that the statute has had an impact on our toll rates and on our agency overall," said Craig Shuey. Acting CEO. But the good news is that we are meeting our obligations to the state. Our toll rates remain competitive and our finances remain very

The PTC continues to earn strong marks from bond ratings agencies and our offerings are over-subscribed, which means that there is a greater

demand for the bonds than the PTC

world continue to invest in our agency.

report to our customers and our business partners that the market views

this agency as a wise investment."

The statute mandates annual payments of \$450 million for the next

> the region and nation. At 9.3 cents per mile, the PTC rates are below the U.S. Median (12.2 cents

per mile); and below the New Jersey

Turnpike (11.3 cents per mile).

46 years. The Act 44 payments have

said XXXX. (Nick? Chairman?)

We're very pleased to be able to

Cash per mile toll rates as of June 8, 2012 | Bate Source: CDM Smith

"Some of the largest and most trustworthy institutional investors in the

Where does your toll dollar go?



MAPPINGTHE FUTURE INITIATIVE

While we enjoy a strong working partnership with PernDOT on several fronts, as an independent agency we are able to make significant insettlements in our system without unduly burdening PernDOT or taxpayers.

Over the years, the General Assembly has turned to our agency to take on major infrastructure projects to add rever opaging for our Commonwealth and our agency has stepped up and delivered.

INVESTING IN BETTER ROADS

The Turnplus Commission continues to pursue an aggressive plan to invest in our obcommonwealth's transportation infrastructure within becoming more efficient, transporent and accountable to our customers and stakeholders. Recent geneticonness includes developments include:

- In late summer of 2013, we will break ground on the first. In late summer of 2013, we will break ground on the first stade of our 195 interchange Project, which will directly connect the PA Tumpike and interestate 95. This \$1.4 billion project will complete the 195 routing through the Mid-project will complete the 195 routing through the Midproject will comprise the Hab tousing through the mak-Atlantic region making 1-95 continuous from Maine to Florida.
- We recerbly surpassed more than 100 miles of total seconstruction. Our Capital improvement Program is also helping to create new capacity: a critical component of our Commonwealth's overall economic development, efforts.
- E.ZPass usage, which is far more efficient for our agency. E-2Pass usage, which is far more efficient for our agency and oost effective for our customers, is at an all time high and now accounts for approximately 72 persons of stock customer transactions, and entered the customer transactions of efficient entered the stock in the first quarter of 2013 and entered the stock of the approximate successful at SAX Increases over the sarres period agreements used received. in the rest quarter of 2013, more than 73,000 new E-ZPass, accounts were opened, a 43% increase over the same period
- Our transition to a cashless, All Electronic Tolling System (AET) is moving shead and will be complete by 2018. AET is safer, more convenient for our customers, better for environment, and more efficient for our agency.
- Our Commissioners approved the formation of a special Our commissioners approved the rormation of a special advisory committee that will review current Tumpike policies and procedures relating to contracting and business practices at the Tumpike.



Road Ahead

THE ROAD AHEAD



MAPPING THE FUTURE INITIATIVE IS DELIVERING SAVINGS TODAY

The Turnpike Commission and PennDOT are work- lion for the Turnpike Commission because the The tumpine commission and remitted are work—from for the tumpine commission because the ing together to stretch toil and tax dollars, share agency will not have to construct a new salt dome resources and collaborate on projects like never or replace a brine-making facility.

PennOT Secretary Earry Schoch and Turpiles

We are proceeding with plans to build a shared showing freeling to the plans to build a shared showing freeling real Semanter, R, with initial economic plans that the plans of the pl

'When we combine efforts to manage how we those savings are not a one-shot deal. Every year. PennDOT and PTC coordinated to utilize the same cross savings are not a one-servic deat. Every year.

Perimobil and Price conceinated to builded or death of the conceinated to builded or death of the death of the savings. Said CEO Mark Compton. "Both be fabricated in the same shop for each agency's agencies are committed to looking at every facet projects. A similar initiative is currently underway of our operations to seek efficienties and savings. For situatural concrete elements that will produce

Changes and one-time savings to date run the igwork plan to share maintenance responsibilities gamut. If one sharing designs and plans for new ties along PA 576 (Findlay Connector) and PA 376 (shorted) are provided by the plan is approved. PennDOT will assume velop intelligent. Transportation System (ITS) de winter maintenance responsibilities along PA 576 sign standards to be used on all highways across and PTC will provide summer maintenance activi-

MTF highlights to date include:

The agencies have agreed to share resources at generating \$300,000 in costs for materials in the

To date, our MTF initiative has generated \$7 mil-lion in savings. As important, these savings will Additional savings will be realized with the con-continue year after year.

for more efficient snow removal during winter









As the General Assembly meets to consider proposals to fund Pennsylvania's transportation infrastructure, several lawmakers have contacted my office for information about the Turnpike Commission's efforts to operate more efficiently and transparency. On behalf of our entire team, I am happy to provide the following

- Our joint "Mapping the Future" initiative with PennDOT has generated \$7 million in savings for our agency.
- Our joint "Mapping the Future" initiative with PermDO1 has generated \$7 million in savings for our agency.

 We recently surpassed more than 100 miles of total reconstruction. Our Capital Improvement Program is also
 helping to create new capacity a critical component of our Commonwealth's sectional development effort.

 Makeus considered approximately for miles of the Man Earstha Commonwealth's accommon development effort. neprig to dealer new capacky — a critical configurants of our confinanceautr's economic developments entities We have completed approximately 50 miles of the Mon-Fayette Expressway and Southern Beltway projects in
- Southwestern PA in the last decade.
 We continue the financial obligations of Act 44 of 2007, which requires the Commission to transfer \$450 million annually to PennDOT for off-Tumpike road, bridge and transf projects around the Commonwealth \$3.85 billion to date
- \$4.85 billion to date E-ZP ass usage, which is far more efficient for our agency and cost-effective for our customers, is at an all-lime high and now accounts for approximately 72 percent of total customer transactions a 6 percent increase over isotropy.
- in the first quarter of 2013, more than 73,000 new E-ZPass accounts were opened, a 48 percent increase over
- the same period in 2012.

 Out transition to a cashless, Al-Electronic Tolling System (AET) is moving ahead and will be complete by 2019.

 AET is safer, more convenient for our customers, better for the environment, and more efficient for our agency. AEL In Search, male commented our customers, under routine environmers, and more environment for our eye We confirme our review of current and expired contracts with companies that were named in the Attorney
- Section as a pre-section term.

 Staff is reviewing contracts with companies that were mentioned in testimony cited in the presentment.
- such is reviewing contracts with companies that were menabled in resulting to the unitile presentation.
 We have militated a comprehensive, mandatory code-of-conduct and ethics training program for employees, scrieguled to commence this summer.

 The Commission has approved the formation of a special advisory committee that will review current Tumpike policies and procedures relating to contracting and business practices at the Tumpike.
- pontines and procedures renaing to communing and solutions procures at the complete.

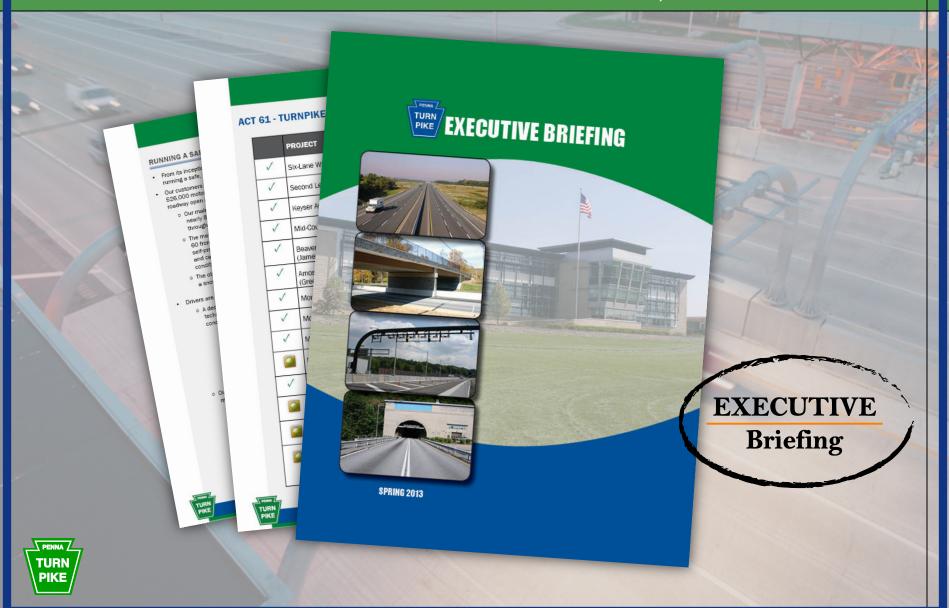
 We are working on lightening controls on access gate security and non-revenue travel on the tumpike.

I recognize that we have more work to do, but we have made significant progress in virtually every facet of our operations. I would be happy to provide additional information or answer any questions regarding our efforts to improve our operations and regain the trust of our customers, business partners and stakeholders.

WEEKLY **Emails from CEO**



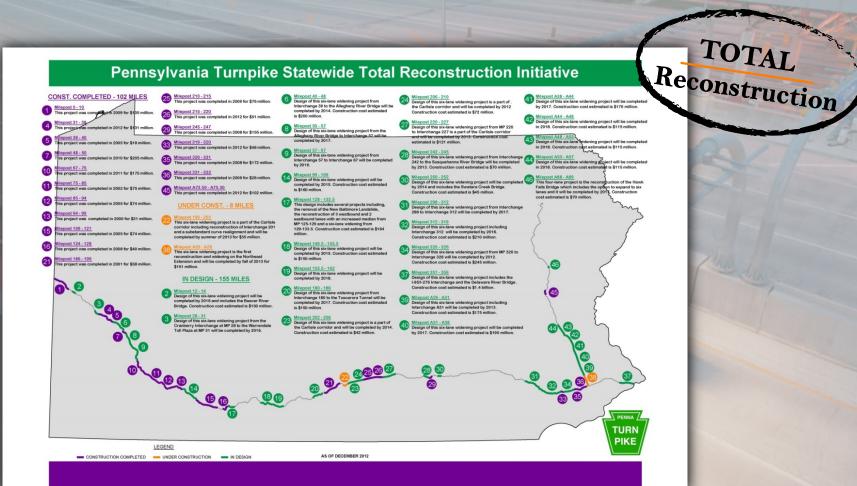






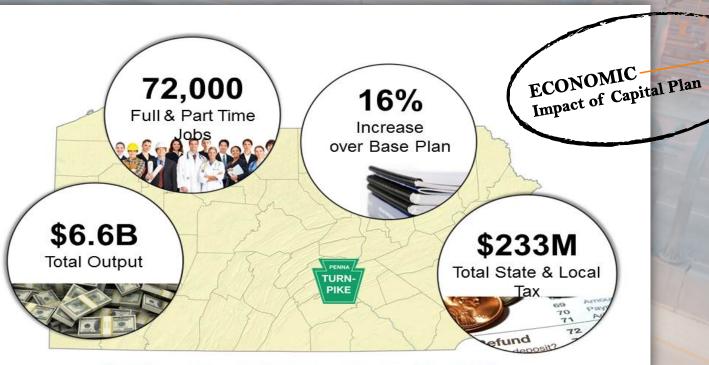












\$3.6 BILLION

ENHANCED CAPITAL PLAN

FY2012 to FY2015























Understanding the Pennsylvania Turnpike

pay-to-play scandal

Pennlive.com 3/14/13

FACING Controversy Head On

Philly.com 3/14/13

Stop, take bride, pay toll, award contract

Charges filed against 8 in Pa. turnpike probe

Pittsburgh Gazatte 3/14/13











newsfromthepike # ##

Dear Representative,

Dear Representative, Indiscore the opportunity to work with the General Assembly to further reform and enhance operations at the Pennsylvania Tumpike Commission. In fact, we have been improving our business practices for the past two years and have faunched additional aggressive reforms in light of the serious allegations in the grand jury presentment. While constructions and reform-defined input from state markers is always appreciation, in the case exception to statements made during an April 17 news conference at the State Capital of Insultative Disasts to condemn the entire Tumpike operation as comput and mismanaged. These of that used the presentment as a widers, they will further dedicated men and women who work every day to make the Tumpike a safe, efficient toll usas to condent in the entire furnitive operation as corrupt and mismanaged, these statements simply are not tr Misrse, they villify the dedicated men and women who work every day to make the Tumpike a sale, efficient toll

ingrows.

It is important to remember that the Attorney General charged a handful of former employees with misconduct —

Amelionase who quit or were find years and is the two months for carried as CCC. These former date board that Lis important to remember that the Atomey General charged a handful of former employees with misconduct — employees with of or were fired years ago. In the two months I've served as CEO, I have learned first-hand that the misconduct of a few definitely does not personify the decency of our staff Like me, most Tumpike employees are. misconduct of a few definitely does not personly the decency of our staff. Like me, most lumpike employees are, under fankly, appalled by this alleged behavior, so to be painted with the same broad brush is unfair, and to writing today to endorse or reject any legislatine proposal. At this time, my top professional priority is to ensure that the Pennsylvania fururpike is conducting business in an efficient and appropriate manner. This must be appropriate that the pennsylvania for any professional priority is to expect the fururpike of the pennsylvania for any professional priority is to expect the fururpike of the pennsylvania for the pennsylvania for any professional priority is to expect the pennsylvania for the ensure that the Pennsylvania Tumpike is conducting business in an efficient and appropriate manner. This must be accomplished whether or not the Tumpike Commission remains independent. To that end, we are taking steps to

re accountability, including:
Reviewing every professional-services contract listed in the grand jury's presentment in addition to reviewing Reviewing every professional-services contract listed in the grand jury's presentment in addition to reviewing contract agreements executed over the last eight years. The professional code in foodure of our workdorce as well as our business partners have read and understand our models and order of our workdorce as well as our business partners have read and understand our models.

is soman course or computer.
Convening a special advisory group to review and critique current policies and procedures to see where

continued improvements can be made.

Furthermore, it's appropriate to point out that Penn DOT and the Tumpile are working closer today than at any point in the history of the apencies. In 2011, we launched an unprecedented effort called "Mapping the Future" to enhance cooperation and increase efficiency, tills are collaborating on design and construction standards, conducting joint supplies. This effort has already helped save millions of dollars, and it's just the beginning of an enduring partnership. training programs, developing ways to out annually recurning costs, and sharing maintenance racinges, equipment and supplies. This effort has already helped save millions of dollars, and it's just the beginning of an enduring partnership.

I would welcome an opportunity to meet with you, at your convenience, to provide an update on these reform Iwould welcome an opportunity to meet with you, at your convenience, to provide an update on these reterm measures and other steps we are taking to regain the public's trust, he Tumpike CEO, I am accountable when it comes to be performance of this organization; if you have concerns regarding our operation, I hope you will contact the desired to the contact to the comes, or server immance or ansi organization; ir you have concerns regarding our operation. Those directly, I look forward to working with state lawmakers to improve the Pennsylvania Tumpike.

Thank you for your time and interest.

Med Pop

Mark P.Compton, CEO









TOLETTO: MOVING SWITHTEN.





TALKING Points

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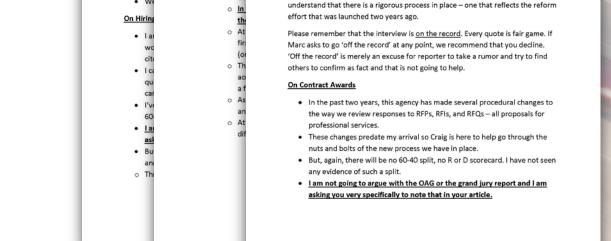
TALKING POINTS FOR AP INTERVIEW

A few general observations:

In general, we recommend that you lead with those points in the new statement that you'll provide to Marc Levy so we won't repeat them here. Other than one key point: We said last week and we meant it: we will continue cooperating.

In this memo, we've tried to provide points that are specific to hiring and procurement - without getting too far into the weeds on the nuts and bolts of the review process.

Craig can take Marc Levy through the process - since he was at PTC when changes were made. Marc is not likely to report on the details but it is important that he understand that there is a rigorous process in place - one that reflects the reform

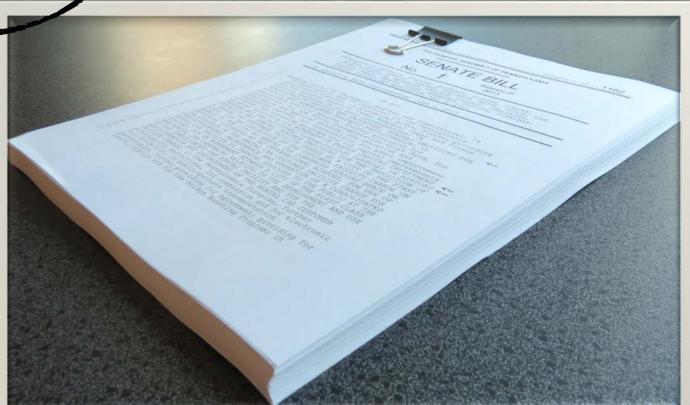






INTERNATIONAL BRIDGE, TUNNEL AND TURNPIKE ASSOCIATION

SENATE Bill 1







PA TRANSPORTATION

Funding

Corbett pushes for transportation funding

Philly CBS 5/31/13

Pa. Senate approves \$1.8B transporation funding measure

Philly CBS 6/5/13

House panel questions PennDot Secretary about transporation funding plans

Pennlive.com 6/12/13









All-Electronic Tolling Key Messages (Elevator Speaches) DRAFT - February 19, 2013

All-Electronic Tolling - What does it mean?

We're going cashless. The Turnpike Commission is committed to converting to a cashless, nonstop AET system by 2018 because it makes sense for our customers and the agency. It is safer, quicker, more convenient for customers, and better for the environment. Cashless tolling already saves money -- E-ZPass is 25 percent less than cash today and E-ZPass will always be the most affordable way to use the system. AET is also more efficient for the agency so we can make better use of toll dollars. We have a lot of work to do and some hurdles to clear but we're committed to working with our Customers to get there.

What about the employees?

We know going cashless will have a tremendous impact on our workforce, and we're developing plans to assist employees through a challenging transition by focusing on two core areas: retention and retraining. While we can make no guarantees, we plan to offer employees options including the opportunity to be retrained and placed in other positions here or elsewhere. We have established a committee of turnpike employees to focus on addressing these concerns, and we will continue working with our coworkers throughout this five-year process.

AET— Key Messages









An Overview

The Pennsylvania Turnpike Commission is committed to converting to a cashless, nonstop All-Electronic Tolling (AET) system in the next five years for many reasons, including:

- Improved mobility reduced travel times
- Customer convenience no stopping to pay tolls
- Enhanced safety reduced number of crashes on barrier-free highways Cleaner environment – reduced auto emissions
- Operational efficiencies better use of toll dollars
- Minimizes impact to adjacent properties

Under any cashless system:

- Motorists pay tolls without stopping at tollbooths
- All vehicle types are able to use the system
- Motorists who prefer not to enroll in E-ZPass would still be able to use the Turnpike
- E-ZPass will continue to be the most cost affordable way to travel the system with a current discount of about 25 percent less, on average, than those
- All customers will have access to E-ZPass only interchanges as well as new access points that may be added in the future

Without a doubt, converting to a cashless, nonstop tolling system will have a major impact on our workforce, and our top priority is to help employees manage this transition. The PTC looks forward to working with our legislature, customers, employees and stakeholders through the transition.

Timeline

AET Initiative Launched

AET Feasibility Report Issued 2012 HNTB Hired as Program Manager for Implementation

2013 AET Implementation Planning and Conceptual Design Launch AET Employee Communication Team Employee Workforce Initiative

Begin Procurement Process, Detailed 2014 Pilot Project Design, System-wide Design*

2015 Select Pilot Testing, Continued System-wide Design* 2016

2017 System-wide Implementation* 2018

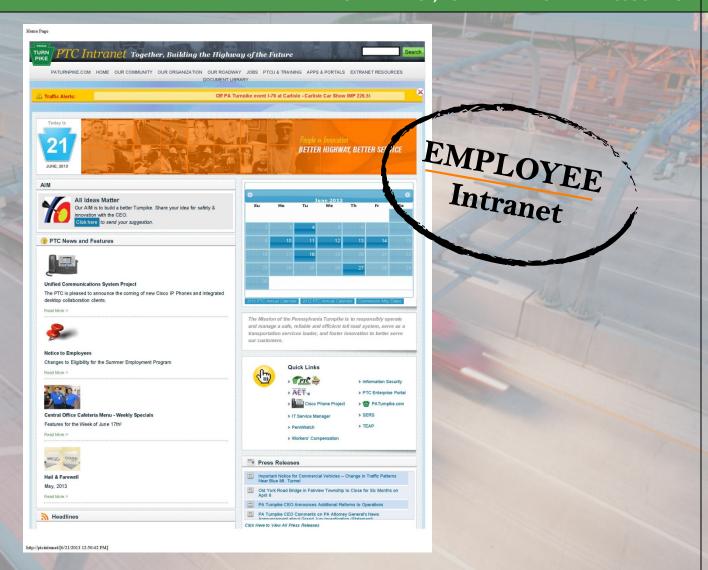
Our mission is to responsibly operate and manage a safe, reliable and efficient toll-road system, serve as a transportation services leader, and foster innovation to better serve our customers. The AET initiative reflects our commitment to that mission. To learn more about AET and our ongoing efforts to modernize operations, please visit www.paturnpike.com/aet.



March 2013













Craig Shuey Chief Operating Officer

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