Mutually Beneficial Partnership

• “We may not be interested in chaos but chaos is interested in us.”
  — Robert Cooper, The Breaking of Nations: Order and Chaos in the Twenty-first Century

• “You may not be interested in Tolls but Tolling agencies are interested in you” – Jennifer Cohan, AAMVA AIC 2012
Mutually Beneficial Partnership

• “Is Delaware ever going to stop talking about this tolling partnership crap?”
  - Random AAMVA AIC 2013 Attendee

- “Nope”
  - Jennifer Cohan, AAMVA AIC 2013
Look Who’s Talking…

- Congress/Whitehouse
- International Bridge, Tunnel and Turnpike Association (IBTTA)
- Alliance for Toll Interoperability (ATI)
- E-Z Pass Group (IAG)
- I-95 Coalition
- AAMVA
- Industry
Current U.S. INTEROPERABILITY

E-ZPass Accepted
Electronic Tolls Not Interoperable
No Electronic Tolls
DMV Perspective

- Interoperability and Reciprocity for Tolls
  - Long standing issue in Tolling Industry
  - New topic to DMV’s

- **Mutually beneficial** partnerships need to be fostered
  - Customer data
  - Fees, penalties and scofflaw accountability
Squirrel Moment...
DMV Perspective

- What about license plates?
  - DMV’s have extensive designs, colors, fonts...
  - Likelihood of tolling agencies driving change is slim
  - Focus on adopting best plate design practices
  - ALPR
DMV Perspective

• Reciprocity agreements
  – New England states
  – Mid-Atlantic states working towards agreement

• Agreements can allow for:
  – Sharing of data for violators
  – State to state data exchange for non-violations to facilitate Open Road Tolling (ORT)

• Some states will require legislation (DE, SB 24)
FY 2012 summary of all violations that occurred on Delaware toll roads. Approximately $1.5 million annually.
FY 2013 summary of all violations that occurred on Delaware toll roads.
Approximately $1.5 million annually
DE DMV Perspective $$$

- $1.5 million in toll revenue alone goes uncollected annually (no fees /penalties)

- 2005-2013 violations/fees/penalties uncollected for Delaware = $86.3 million
Examples of High Level Offenders:

- Lisa Wolf $36,019.00 Delaware
- Guy Carlton $17,690.50 New York
- Mid Atlantic Trans. $54,774.75 Maryland
- Demarcus Waites $25,495.50 Pennsylvania
- Pierce Benzeta $24,747.00 Virginia
- Carlos Sevallos $19,488.00 New Jersey
Why should you care about partnering with tolling agencies?

- Toll Interoperability is federally mandated
  - MAP 21
- No Toll Roads? So what...
  - Your states citizens are violating
  - Workload - Open Road Tolling or All Electronic Tolling
- Revenues
  - Everybody likes money...get yours!
- Data
  - Verification of information
Questions/ Comments?

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