



March 6, 2019

Transportation Committee  
Legislative Office Building, Room 2401  
Hartford, CT 06106

## **A-to-Be Inc. SUPPORTS**

**HB7280: An Act Concerning Support for Transportation Infrastructure and the Creation of the Connecticut Transportation Finance Authority**

**HB7202: An Act Concerning the Sustainability of Connecticut's Transportation Infrastructure**

Good afternoon and thank you Chairman Lemar, Chairman Leone, Ranking Member Martin, Ranking Member Devlin, and the rest of the distinguished members of the Transportation Committee for allowing me to offer testimony today. My name is Jason Wall and I am the CEO of national tolling and back-office solutions provider A-to-Be. It is my pleasure to be here today to testify in full **SUPPORT** of HB7280: An Act Concerning Support for Transportation Infrastructure and the Creation of the Connecticut Transportation Finance Authority and HB7202: An Act Concerning the Sustainability of Connecticut's Transportation Infrastructure. In addition to my support of these proposals, I also wanted to take this opportunity to offer innovative solutions to maximize transit revenue streams.

A-to-Be is a leading innovator for tolling, back-office and transportation solutions in the United States with operations in Washington, Colorado, South Carolina, and Virginia. We process over 1 billion transactions annually and serve over 1,100 miles, 1,500 toll lanes, 3.7 million accounts and 8.1 million vehicles. We are the nation's only tolling company that has the ability to integrate its back-office solutions for various transportation-related revenue streams.

Connecticut's aging transportation infrastructure is in desperate need of repair. It is evident from my experience in implementing successful tolling programs across the United States and from rolling out entirely new, ground-up tolling programs throughout Poland and Belarus, whose programs saw upwards of 15 percent more revenue than originally projected, that tolling Connecticut's highways is the most feasible, practical, and sustainable solution for providing the state with adequate capital to fund its transportation programs and for providing Connecticut with proven, efficient and monitorable congestion management solutions.

Insufficient and structurally deficient highways and bridges in the state are currently causing increasing congestion backlogs for commuters living both in and outside of Connecticut. Furthermore, Connecticut's gasoline tax revenues have stagnated for more than ten years and are

expected to decline as cars become more efficient and as electric and hybrid vehicle increase in sales, creating even larger funding gaps. Additionally, frequent and unplanned maintenance on the aging infrastructure draws from the state's Special Transportation Fund, which is intended to finance larger-scale, more impactful long-term projects that are tabled due to insufficient capital.

The lack of a universal tolling program leaves the state's taxpayers responsible for absorbing both the short and long-term costs of constant road repair, pollution, and falling real-estate prices entirely without contributions from the thousands of out-of-state commuters utilizing the same infrastructure daily.

Connecticut currently has a rare and unique opportunity to create a tailored tolling package exclusive to its needs. Because there is no existing program in the state, Connecticut is able to bypass having to integrate new hardware into existing infrastructure and is not beholden to antiquated regulatory parameters that limit the future enhancement and expansion of its revenue. Due to these conditions, the state currently holds the potential to expand its transportation and mobility offerings far beyond highway tolling, and Connecticut should ensure that it not commit to a program with a limited and inflexible structure.

At this moment in time as Connecticut looks into the redevelopment of its transportation infrastructure, you have the opportunity to be innovative and include additional revenue streams such as parking garages, ferries, fuel stations, and other transit-related revenue drivers under the same administrative program. Connecticut's program can serve as a pioneer for the mobility as a service model, which is one that has seen tremendous success in Europe and that the industry agrees is more than ten-years ahead of any current program in the United States. It is my opinion that this model is the way of the future and the way in which Connecticut should model its proposed program.

In this model, Connecticut's pursuits of all transportation-related revenue streams would be combined and administered through a single, centralized back-office that manages accounts linked to each driver operating on Connecticut's roads. Proximity and Bluetooth responders at parking locations or at ferries would read a user's EZPass tag and operate in the same way that it does on the highway.

This approach utilizes a "shared efficiency" structure that that would maximize Connecticut's revenue. Not only would system automation save the state money due to it only needing to build, maintain, and staff one back-office instead of many, but it means that on-duty personnel can enforce violations in the service center instead of on the street, at garages, or at other locations, significantly reducing the costs associated with remote staffing.

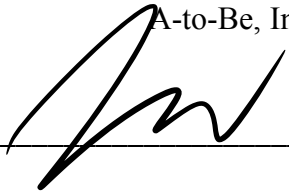
I understand that there is a need to modernize parking garages in the state and that the Connecticut Legislature has recently introduced (S.B. 715), an initiative to enhance parking infrastructure. Parking problems continue to persist in areas such as West Haven, New Haven, and Stamford, which is home to the STC and Bradley Airport, "two of the most critical transportation centers in [Connecticut]" according to Stamford Mayor David R. Martin. These are prime examples of areas standing to benefit from a broad and inclusive piece of tolling legislation that accommodates the combination of multiple modes of transit.

The bills before this committee are a great step to expand Connecticut's transportation-related revenue, efficiency, traffic management, and ease of use for commuters. I recommend that this committee considers all approaches in its legislation for maximizing all of tolling's benefits, which include job creation, economic development, and increased efficiency.

Thank you for your consideration of my testimony. I am available to answer any questions that you might have and look forward to working with the members to help the state and its citizens maximize their returns from tolling.

Respectfully Submitted,

A-to-Be, Inc.

A handwritten signature in black ink, appearing to read 'JW', is written over a horizontal line.

Jason Wall  
CEO