

KENTUCKY-INDIANA JOINT BOARD
for the
LOUISVILLE-SOUTHERN INDIANA OHIO RIVER BRIDGES PROJECT

Meeting No. 6 – September 15, 2014
1:00 P.M. EST

The meeting was hosted by Indiana and held at the Sheraton Riverside Hotel, 700 West Riverside Drive, Jeffersonville, Indiana.

Members in attendance were:

Kendra York, Indiana Finance Authority

Jim Stark, Proxy for the Commissioner of the Indiana Department of Transportation Karl Browning

Michael Hancock, Secretary of the Kentucky Transportation Cabinet

Lori Flanery, Vice-Chairman of the Kentucky Public Transportation Infrastructure Authority

The meeting was called to order by Kendra York, and the first order of business was to approve the minutes/transcript of Meeting 5, which was held on August 20, 2014. A motion was made by Lori Flanery to approve the minutes/transcript of Meeting 5 and seconded by Jim Stark. No discussion was held and the minutes/transcript were approved unanimously.

The first item of business was Resolution JB-2014-5, regarding approval of the preliminarily selected provider for the Tolling Services Provider procurement. Prior to the vote, Kendra York made a presentation on the procurement process for the Tolling Services Provider. She noted that Joint Board Resolution JB-2013-4 delegated authority to pursue the procurement to the IFA on behalf of the Joint Board. A Request for Qualifications (RFQ) was issued in October 2013; the short list of bidders was announced in January 2014; the final Request for Proposals (RFP) was issued in May 2014; and proposals were received in July 2014. Negotiations with the preliminarily selected preferred provider commenced August 11, 2014. The evaluation process was divided into two parts: the technical proposal and the price proposal. The technical proposal was evaluated by six members, three from each state, and the price proposal was evaluated by two members, one from each state. No communication occurred between the technical and price teams until both had fully completed their evaluations. A formula was adopted, giving a maximum of 400 price points and 600 technical points, and KAPSCH had the highest overall score. KAPSCH submitted a total contract price of \$39,863,358. If the Joint Board approves, the IFA Board will consider preliminary approval on September 16, 2014, followed by a public hearing on September 29, 2014, and final IFA approval on October 16, 2014. Notice to Proceed would take place on November 11, 2014, and the operations and maintenance contract period would be seven years commencing at toll commencement.

Mike Hancock moved to approve Resolution JB-2014-5, and Jim Stark seconded. The motion was approved unanimously.

Kendra York then introduced the marketing coordinators for the project: Andrea Brady of New West, Inc., and Daniel Sparling of Frank Wilson & Associates. Andrea Brady noted that New West was the first agency to brand a state (Kentucky: Unbridled Spirit) and that the agency has extensive transportation experience, including work for Louisville's Regional Airport Authority and the San Diego Airport. Mr. Sparling said Frank Wilson & Associates has worked on 30 tolling projects across the U.S., including E-ZPass on the East Coast and Fast Track on the West Coast. He said their work on the Tacoma Narrows Bridge in Washington state was very similar to the campaign for the Ohio River Bridges Project and involved a full public outreach marketing and education program. Mr. Sparling said the Ohio River Bridges Project marketing will involve extensive research, brand development, public outreach events and use of social media.

Jim Stark then clarified that the contract price submitted by Kapsch included all start-up costs plus the initial operations and maintenance period.

There being no further business, Mike Hancock made a motion to adjourn the meeting and Jim Stark seconded the motion. The meeting was so adjourned.