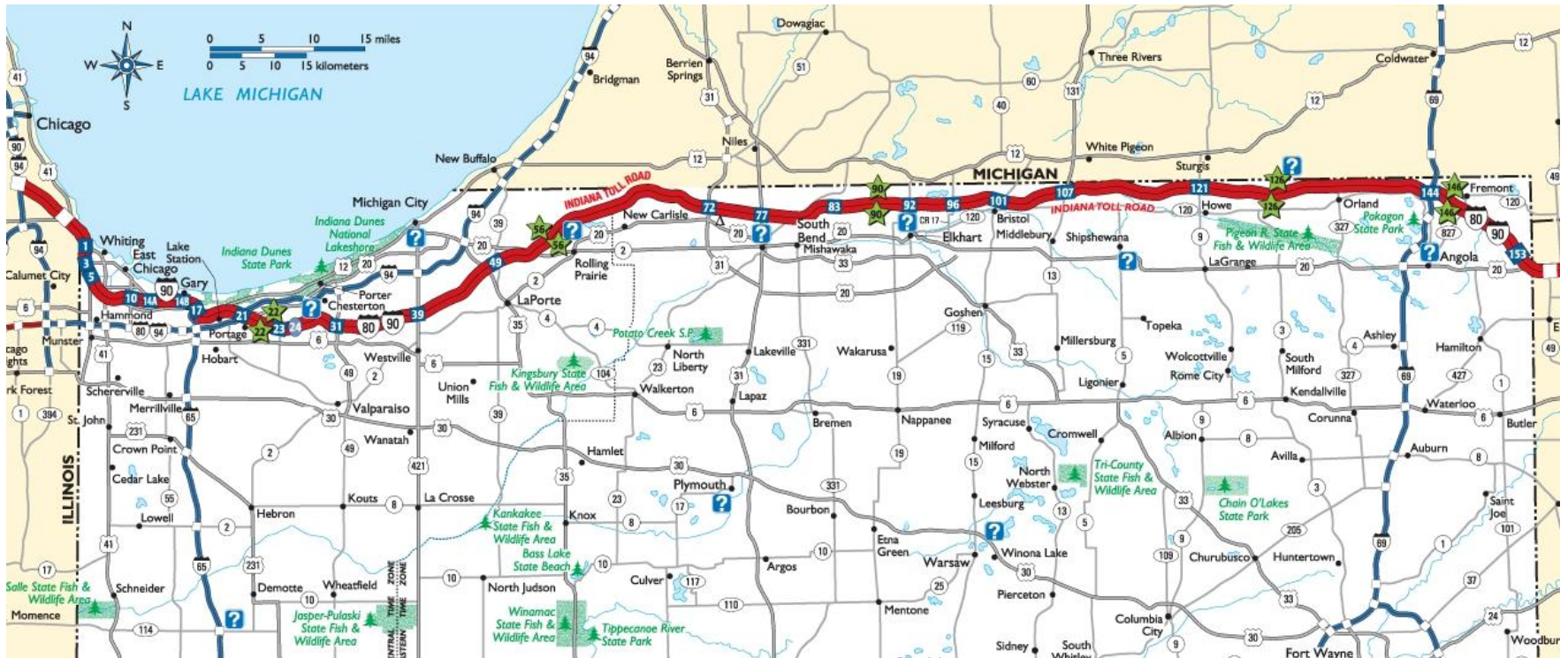




Driving Indiana's Economic Growth

Indiana Toll Road Transaction in 2 minutes!



Toll Road lease

State of Indiana
75 years

ITRCC
75 years

- Maintenance
 - Operational
 - Capital
 - Risk*
 - \$3,800,000,000 lump sum payment
- Toll Income Stream



Risk Allocation!

- Not transit, or highway or economic development, or...
- But you can have whatever you want if...



Begin with the end in mind!

- Request for proposal (RFP)
- Lease
- Relationship



I-69 Evansville to Indianapolis

- Too many unknowns for PPP
 - Finance
 - Traffic model
 - Footprint



Many teams/Many members

- Identify
- Prioritize
- Sequence
- Monitor
- Communicate **the deliverables**



- Anticipate legitimate and deep policy differences
 - 51-48
 - Government and business are different and similar
 - Negotiation with the public



- Anticipate and prepare for litigation
or
- No shortcuts! (more importantly)



Questions

- 75 years?
- How could you give our road to foreign ownership – will they fly their flags?
- How will dead deer be cleaned up?
- How will fire and police respond?
- What if there is a war?



- And just one player at that...

Call or e-mail if I can help!

Thank you!



Contact Information

Mark G. Ahearn

Indiana Department of Transportation
Chief Legal Counsel and Deputy Commissioner

100 N. Senate Avenue, Room N758

Indianapolis, IN 46204-2216

Email: mahearn@indot.in.gov

Phone: 317-232-5012

Fax: 317-232-0238

