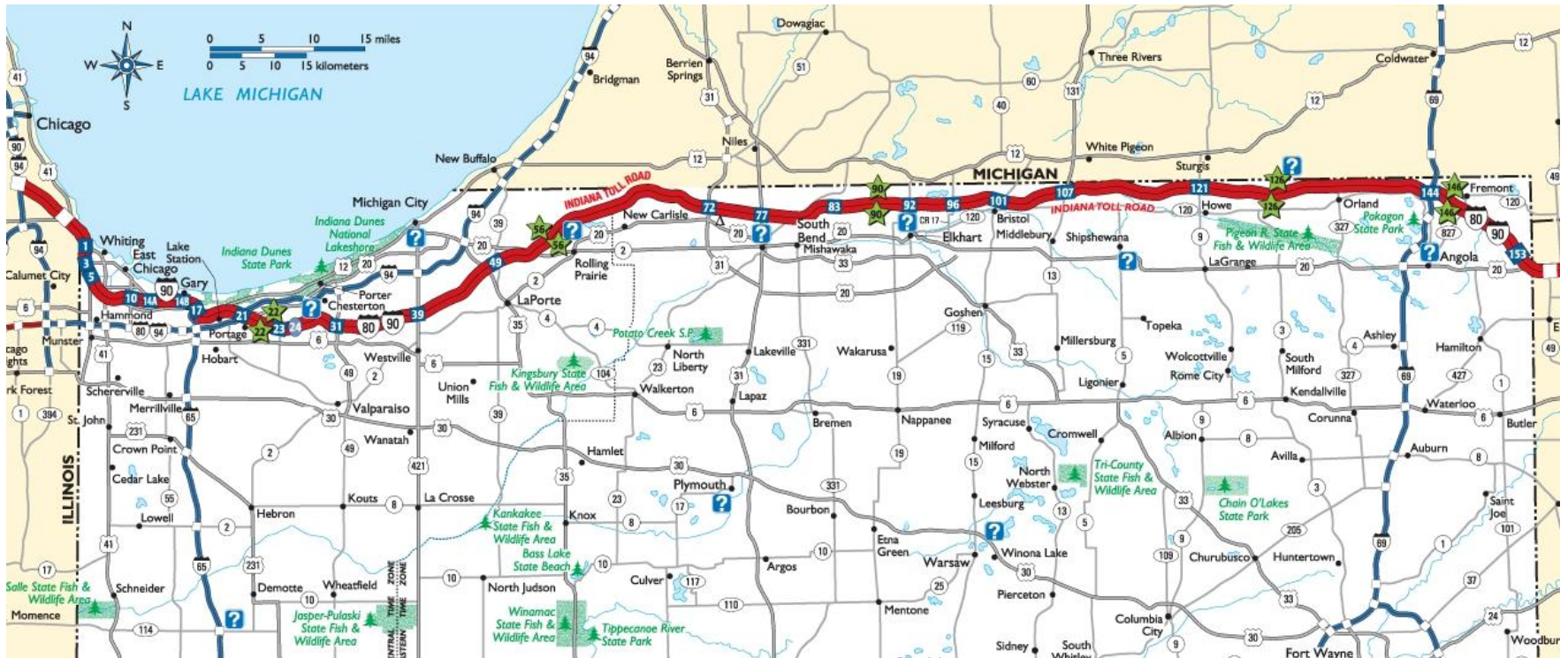




**Driving Indiana's Economic Growth**

# 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

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