



575 Eighth Avenue, 15th Floor
New York, New York 10018

Phone: 212.354.3675

Fax: 212.768.7892

www.jacobs.com

MEMO

TO: New Hampshire Department of Transportation,
Bureau of Turnpikes

DATE: March 7, 2011

FROM: Jacobs Engineering Group, Inc.

SUBJECT: New Hampshire Traffic and Revenue Update

FINAL MEMORANDUM

Introduction

Jacobs had developed traffic and revenue forecasts in September 2009 for the November 6, 2009 New Hampshire Turnpike System Traffic and Revenue Study and subsequent Bond Sale. In May 2010 we updated these forecasts. Now that more months of data are available, we are updating our forecasts once again. This memorandum presents our latest updated traffic and revenue forecasts for Fiscal Year (FY) 2011 through FY 2019. Please note that this update assumes *no future toll increases*.

Comparison of May 2010 Estimate to Actual FY 2010 Traffic and Revenue

For our previous forecast update, we had estimated FY 2010 traffic and revenue based on nine months of data. Table 1 shows, by location, our May 2010 estimates versus actual FY 2010 traffic and revenue data, and the differences between the two. In May 2010, we had underestimated the annual revenue by \$400,000. This is mainly due to truck traffic growing more than expected.

Table 1
FY 2010 Actual vs. Projected T & R
 (Traffic in 000s and Revenue in Ms)

Barriers/Ramps	FY 2010 Estimates From Last Update - May 17, 2010*			FY 2010 ACTUAL T&R			Differences			Differences (%)		
	Cars	Trucks	Total Revenue	Cars	Trucks	Total Revenue	Cars	Trucks	Total Revenue	Cars	Trucks	Total Revenue
CENTRAL TURNPIKE												
Hooksett Barrier	23,017	1,198	\$23.4	23,026	1,205	\$23.4	9	8	\$ 0.0	0%	1%	0%
Hooksett Ramp	2,106	163	\$1.1	2,108	164	\$1.1	2	1	\$ 0.0	0%	0%	0%
Bedford Barrier	16,297	805	\$15.9	16,310	812	\$15.9	13	8	\$ 0.0	0%	1%	0%
Bedford Road Ramp	2,704	62	\$1.2	2,729	60	\$1.2	24	(2)	\$ 0.0	1%	-3%	1%
Exit 11 (Merrimack) Ramp	3,321	58	\$1.4	3,284	61	\$1.4	(37)	3	\$ (0.0)	-1%	5%	-1%
Exit 10 Merrimack Ind. Pk. Ramp	1,456	39	\$0.7	1,474	40	\$0.7	18	1	\$ 0.0	1%	3%	1%
Subtotal	48,901	2,324	\$43.7	48,931	2,342	\$43.8	30	18	\$ 0.1	0%	1%	0%
BLUE STAR TURNPIKE												
Hampton Barrier	19,896	2,119	\$48.0	19,885	2,138	\$48.2	(12)	20	\$ 0.1	0%	1%	0%
Hampton Ramp	12,046	675	\$9.4	12,059	680	\$9.4	13	5	\$ 0.0	0%	1%	0%
Subtotal	31,943	2,794	\$57.4	31,944	2,819	\$57.6	1	25	\$ 0.2	0%	1%	0%
SPAULDING TURNPIKE												
Dover Barrier	12,456	469	\$8.9	12,481	479	\$9.0	25	10	\$ 0.0	0%	2%	0%
Rochester Barrier	7,633	273	\$5.5	7,698	279	\$5.5	65	5	\$ 0.1	1%	2%	1%
Subtotal	20,089	743	\$14.4	20,179	757	\$14.5	90	15	\$ 0.1	0%	2%	1%
TOTAL:	100,933	5,860	\$115.5	101,054	5,918	\$115.8	120	58	\$ 0.4	0%	1%	0%

*Estimate based on nine months of data

Update of the Traffic and Revenue Model

Jacobs updated the Traffic and Revenue model by first entering the actual FY10 T&R and E-ZPass share, and average toll rates, which are based on the percent of traffic at each location that pays using the discounted NH E-ZPass transponder. Jacobs made several other changes to the model as detailed below.

Background Growth

In the 2009 Bond Sale work, we correlated historical car toll transaction growth to gross domestic product (GDP) and historical truck growth to increases in the U.S. total industrial production (IPI), then dampened growth to account for an expected reduction in the growth of VMT (vehicle-miles traveled) in the long term. As discussed in the Jacobs study, traffic growth is not expected to be at the high rate it was through the mid 2000s due to such factors as Baby Boomers retiring and driving less and new technology making road travel less necessary.

For our May 2010 estimates and in this update, we kept the same correlation and dampening factors but updated projections of GDP and IPI as estimated by industry experts in the latest *Blue Chip Economic Forecasts*. The fiscal year projections of GDP and IPI used in the May 2010 update and the current update are compared in the table below. As seen in the table, the Blue Chip forecasters have slightly reduced their growth projections.

Table 2
Revisions to GDP and IPI Growth Rates

		FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY2017- FY2019
GDP	Used in May 2010 Estimates*	3.1%	3.3%	3.3%	3.1%	2.8%	2.7%	2.6%
	Updated**	3.1%	3.3%	3.1%	2.9%	2.8%	2.7%	2.6%
IPI	Used in May 2010 Estimates*	5.2%	4.3%	3.8%	3.4%	3.1%	2.9%	2.9%
	Updated**	4.1%	4.2%	3.8%	3.3%	3.1%	3.0%	2.9%

*March 2010 *Blue Chip* used for long-term forecasts; April 2010 *Blue Chip* used for short-term

**October 2010 *Blue Chip* used for long-term forecasts; January 2011 *Blue Chip* used for short-term

Since five months of FY 2011 data are available, we overrode the FY 2011 growth estimates derived from the GDP and IPI growth in Table 2 with those shown in Table 3. These are the growth rates when we compare the total July through November 2010 traffic to the same five months of the previous fiscal year.

Table 3
Actual FY 2011 Traffic Growth over FY 2010*

Location	Car Growth	Truck Growth
Hooksett Barrier	2.70%	1.80%
Hooksett Ramp	4.30%	8.10%
Bedford Barrier	3.30%	0.90%
Bedford Road Ramp	3.20%	-3.40%
Exit 11 (Merrimack) Ramp	-0.30%	14.30%
Exit 10 Merrimack Ind. Pk. Ramp	-1.40%	12.90%
Hampton Barrier	2.00%	4.20%
Hampton Ramp	2.30%	-0.80%
Dover Barrier	1.70%	-0.70%
Rochester Barrier	2.40%	8.10%

*First five months of FY 11 compared to the first five months of FY 10

E-ZPass Market Share

FY 2010 E-ZPass market shares were updated in our traffic and revenue model to match actual data. As seen in Table 4, our May 2010 estimates were very close to the actual market shares.

Table 4
FY 2010 Actual vs. Projected E-ZPass Market Share

	FY 2010 Estimates From Last Update - May 17, 2010*		FY 2010 ACTUAL T&R		Differences (%)	
	Cars	Trucks	Cars	Trucks	Cars	Trucks
	CENTRAL TURNPIKE					
Hooksett Barrier	55.3%	77.3%	55.2%	77.3%	0%	0%
Hooksett Ramp	57.0%	79.1%	56.8%	79.4%	0%	0%
Bedford Barrier	64.3%	82.2%	64.1%	82.0%	0%	0%
Bedford Road Ramp	73.2%	75.5%	73.0%	74.2%	0%	-2%
Exit 11 (Merrimack) Ramp	70.7%	65.7%	70.7%	66.5%	0%	1%
Exit 10 Merrimack Ind. Pk. Ramp	75.0%	78.7%	74.6%	77.9%	0%	-1%
BLUE STAR TURNPIKE						
Hampton Barrier	56.9%	77.9%	56.6%	78.0%	0%	0%
Hampton Ramp	61.8%	83.0%	61.6%	82.8%	0%	0%
SPAULDING TURNPIKE						
Dover Barrier	61.8%	80.2%	61.7%	80.4%	0%	0%
Rochester Barrier	60.0%	75.3%	60.0%	75.6%	0%	0%

*Estimate based on nine months of data

Similar to our earlier models, for this update we expect E-ZPass market share to grow over the forecast period based on observing its growth over the past several years, with a maximum market share for each facility reached in FY 2016.

Home (Discounted) E-ZPass

Since E-ZPass tags issued by the New Hampshire DOT (“Home”) are assessed a lower toll rate than other E-ZPass tags (“Away”), it was necessary to look at actual FY 2010 Home E-ZPass shares to develop a revised share of discounted vehicles in the future year revenue forecasts. Table 5 compares the actual FY 2010 Home E-ZPass share to our May 2010 estimates. As the table shows, the FY 2010 estimated share of E-ZPass that is Home E-ZPass was slightly below the actual share for all locations.

Table 5
FY 2010 Actual vs. Projected Home E-ZPass as a Percent of Total E-ZPass
For Total Car and Truck Traffic

Barriers/Ramps	FY 2010 Estimates from Last Update – May 17, 2010*	FY 2010 ACTUAL
CENTRAL TURNPIKE		
Hooksett Barrier	73.3%	74.3%
Hooksett Ramp	88.0%	88.2%
Bedford Barrier	79.7%	80.8%
Bedford Road Ramp	89.9%	90.6%
Exit 11 (Merrimack) Ramp	89.4%	90.1%
Exit 10 Merrimack Ind. Pk. Ramp	70.9%	71.6%
BLUE STAR TURNPIKE		
Hampton Barrier	34.4%	35.1%
Hampton Ramp	71.3%	71.9%
SPAULDING TURNPIKE		
Dover Barrier	81.3%	82.1%
Rochester Barrier	80.7%	81.6%

*Estimate based on nine months of data

Spaulding Turnpike Construction

Construction on the Spaulding Turnpike had the effect of reducing Rochester toll plaza traffic about 3.5 percent in FY 2010. FY 2011 data shows that traffic has been bouncing back; the majority of work that had reduced traffic at this location has been completed. Therefore we revised our assumptions concerning the effects of construction at Rochester; we assumed that traffic volumes would return to normal by the end of FY 2011 for trucks and by the end of FY 2012 for cars. Our assumptions regarding the affects of future construction (Newington-Dover Spaulding Turnpike Expansion Project) on the Dover toll plaza have not been changed since the May 2010 Update.

Open-Road Tolling (ORT)

Open Road Tolling at the Hooksett and Bedford Mainline Barrier have been pushed back one year. It is now assumed that ORT at the Hooksett Barrier will begin May 31, 2013 and ORT at the Bedford Barrier will begin May 31, 2015. ORT will produce a small amount of revenue leakage; this is considered in the T&R forecasts.

Updated Forecasts

The aforementioned changes were applied to Jacobs' T&R model. The Manchester Airport Access Road with its free interchange on the Turnpike is still planned for the beginning of FY 2013; we did not make any changes in our model to its effects on T&R.

Toll Transaction Projections by Turnpike

The updated projections of annual toll transactions on the New Hampshire Turnpike System during the period FY 2010-2019 are presented in Table 6.

Table 6
Projected Annual Toll Transactions¹, FY 2010-2019 (in millions)

Fiscal Year	Central Turnpike	Blue Star Turnpike	Spaulding Turnpike	Total
2010 ²	51.3	34.7	20.9	107.0
2011	52.6	35.3	21.4	109.3
2012	53.6	35.7	21.8	111.1
2013 ³⁴	49.2	36.1	21.5	106.7
2014	47.1	36.5	21.6	105.2
2015 ⁵	48.0	36.9	21.8	106.8
2016	48.8	37.3	22.6	108.7
2017	49.7	37.7	22.8	110.3
2018	50.6	38.1	23.0	111.7
2019	51.5	38.5	23.2	113.2

¹Projections do not include non-revenue vehicles or violators. No future toll increases are assumed.

²Actual

³ORT begins at Hooksett Mainline Barrier May 31, 2013

⁴Planned opening year for the Manchester Airport Access Road

⁵ORT begins at Bedford Mainline Barrier May 31, 2015

Note: Data will not necessarily add to totals because of rounding

For purposes of revenue projection, Jacobs removed non-revenue and violation (i.e., non-toll paying) transactions from the traffic and revenue analysis. Total toll transactions are projected to increase from 107.0 million toll-paying transactions in FY 2010 to 109.3 million in FY 2011, a gain of 2.2 percent. The number of transactions is expected to then increase 1.7 percent in FY 2012, followed by a loss of 3.9 percent in FY 2013 due to the opening of the toll-free interchange from the Central Turnpike to Route 3 via the Manchester Airport access road. When this road opens, it is anticipated that there will be traffic diversion from the three Merrimack ramp toll plazas and the Bedford mainline toll plaza. A further decrease of 1.4 percent in FY 2014 is estimated due to a ramp-up in usage of the toll free interchange, as drivers discover over time that this toll-free ramp exists. Between FY 2014 and 2019, total toll transactions are estimated to grow by an average annual rate of 1.5 percent. Between FY 2010 and FY 2019, the projected average annual growth rates in paid toll transactions for the Central, Blue Star and Spaulding Turnpikes are 0.1 percent, 1.1 percent and 1.2 percent respectively, with the overall Turnpike toll transaction average growth rate at 0.6 percent.

Toll Revenue Projections by Turnpike

The revised projections of annual toll revenue on the New Hampshire Turnpike System during the period FY 2010-2019 are presented in Table 7. Note that *no future toll increases* are assumed in these estimates.

Table 7
Projected Annual Gross Toll Revenues¹, FY 2010-2019 (in millions)

Fiscal Year	Central Turnpike	Blue Star Turnpike	Spaulding Turnpike	Total
2010 ²	\$ 43.8	\$ 57.6	\$ 14.5	\$ 115.8
2011	\$ 44.8	\$ 58.4	\$ 14.7	\$ 117.9
2012	\$ 45.4	\$ 59.0	\$ 14.9	\$ 119.4
2013 ³⁴	\$ 42.6	\$ 59.7	\$ 14.6	\$ 116.9
2014	\$ 41.3	\$ 60.3	\$ 14.7	\$ 116.3
2015 ⁵	\$ 42.0	\$ 61.0	\$ 14.8	\$ 117.7
2016	\$ 42.4	\$ 61.6	\$ 15.3	\$ 119.4
2017	\$ 43.2	\$ 62.3	\$ 15.4	\$ 121.0
2018	\$ 44.0	\$ 62.9	\$ 15.6	\$ 122.5
2019	\$ 44.8	\$ 63.6	\$ 15.7	\$ 124.1

¹Does not include administrative fees or violation revenue. No future toll increases are assumed.

²Actual

³ORT begins at Hooksett Mainline Barrier May 31, 2013

⁴Planned opening year for the Manchester Airport Access Road

⁵ORT begins at Bedford Mainline Barrier May 31, 2015

Note: Data will not necessarily add to totals because of rounding

Actual toll revenues for FY 2010, the year of the Hampton Barrier toll increase and Hampton ORT, are \$115.8 million – an 11.1 percent increase over FY 2009. Revenue is expected to increase 1.8 percent from FY 2010 to FY 2011, and another 1.3 percent from FY 2011 to FY 2012. Revenues will then drop 2.1 percent in FY 2013, to \$116.9 million, due to the opening of the toll-free interchange from the Central Turnpike to Route 3 via the Manchester Airport access road. This will be followed by a slight decrease of 0.5 percent in FY 2014 to \$116.3 million due to a ramp-up in usage of the toll-free interchange. Between FY 2014 and FY 2019, total toll revenues are expected to increase annually by an average of 1.3 percent, or about \$1.5 to \$1.6 million per year. Toll revenues on the Central, Blue Star and Spaulding Turnpikes are expected to grow at an average annual rate of 0.3 percent, 1.1 percent and 0.9 percent respectively between FY 2010 and FY 2019, and the overall Turnpike annual revenue growth rate is estimated to be 0.8 percent.

A detailed summary of the updated traffic, revenue, and E-ZPass forecasts by facility is presented in Table 8. Historical and updated projections of toll transaction and revenue for the entire New Hampshire Turnpike System over the period FY 1950 to 2019 are presented in Figure 1.

Figure 1
NH Turnpike System Historical and Projected Toll Transaction and Revenue Trends
FY 1950-2019

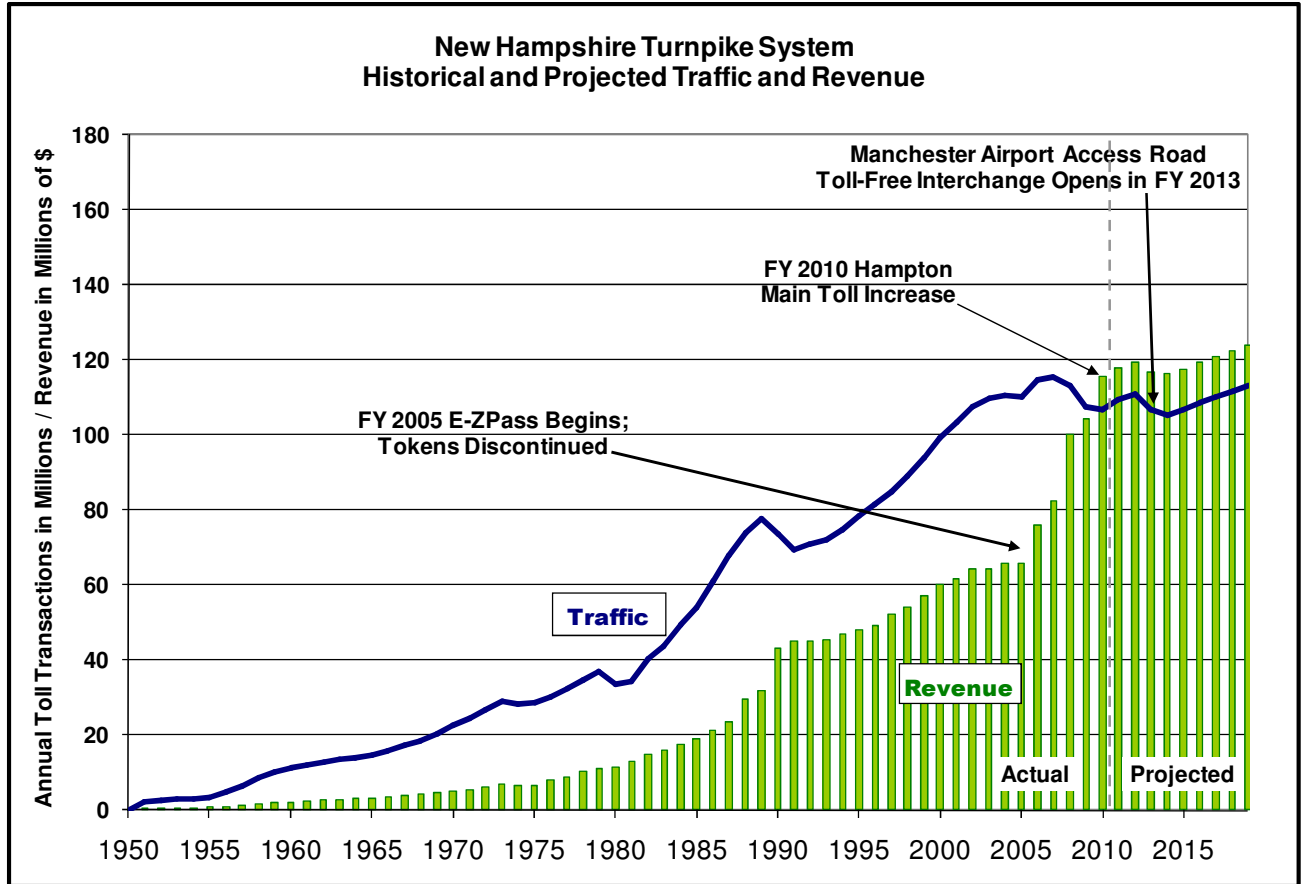


Table 8: Detailed Traffic and Revenue Projections, FY 2010-2019 (in millions)

Barriers/Ramps	Total Revenue Paying Traffic Volumes (millions)																		
	2010 Actual	10-11 Projected Growth	2011 Projected	11-12 Projected Growth	2012 Projected	12-13 Projected Growth	2013 Projected	13-14 Projected Growth	2014 Projected	14-15 Projected Growth	2015 Projected	15-16 Projected Growth	2016 Projected	16-17 Projected Growth	2017 Projected	17-18 Projected Growth	2018 Projected	18-19 Projected Growth	2019 Projected
Airport Rd Opening																			
Hooksett ORT Begins Airport Rd 2nd Yr Bedford ORT Begins																			
CENTRAL TURNPIKE																			
Hooksett Barrier	24.2	2.66%	24.9	1.91%	25.4	1.83%	25.8	0.97%	26.1	2.00%	26.6	1.90%	27.1	1.90%	27.6	1.80%	28.1	1.80%	28.6
Hooksett Ramp	2.3	4.57%	2.4	1.92%	2.4	1.92%	2.5	1.91%	2.5	2.01%	2.6	1.91%	2.6	1.90%	2.7	1.81%	2.7	1.81%	2.8
Bedford Barrier	17.1	3.19%	17.7	1.91%	18.0	-11.74%	15.9	-5.86%	15.0	1.92%	15.2	0.97%	15.4	1.90%	15.7	1.80%	16.0	1.80%	16.3
Bedford Road Ramp	2.8	3.06%	2.9	1.91%	2.9	-43.84%	1.6	-38.98%	1.0	2.00%	1.0	1.90%	1.0	1.90%	1.1	1.80%	1.1	1.80%	1.1
Exit 11 (Merrimack) Ramp	3.3	-0.04%	3.3	1.91%	3.4	-32.23%	2.3	-23.38%	1.8	2.00%	1.8	1.90%	1.8	1.90%	1.9	1.80%	1.9	1.80%	1.9
Exit 10 Merrimack Industrial Park Ramp	1.5	-1.02%	1.5	1.91%	1.5	-32.23%	1.0	-23.38%	0.8	2.00%	0.8	1.90%	0.8	1.90%	0.8	1.80%	0.9	1.80%	0.9
Subtotal	51.3	2.66%	52.6	1.91%	53.6	-8.35%	49.2	-4.18%	47.1	1.98%	48.0	1.61%	48.8	1.90%	49.7	1.80%	50.6	1.80%	51.5
BLUE STAR TURNPIKE																			
Hampton Barrier	22.0	1.28%	22.3	1.12%	22.5	1.11%	22.8	1.10%	23.0	1.10%	23.3	1.10%	23.5	1.09%	23.8	1.00%	24.0	1.00%	24.3
Hampton Ramp	12.7	2.13%	13.0	1.11%	13.2	1.11%	13.3	1.10%	13.4	1.10%	13.6	1.10%	13.7	1.09%	13.9	1.00%	14.0	1.00%	14.2
Subtotal	34.7	1.59%	35.3	1.12%	35.7	1.11%	36.1	1.10%	36.5	1.10%	36.9	1.10%	37.3	1.09%	37.7	1.00%	38.1	1.00%	38.5
SPAULDING TURNPIKE																			
Dover Barrier	13.0	1.61%	13.2	0.99%	13.3	-2.82%	12.9	0.49%	13.0	0.98%	13.1	5.48%	13.8	0.89%	14.0	0.89%	14.1	0.89%	14.2
Rochester Barrier	8.0	2.60%	8.2	3.39%	8.5	0.99%	8.5	0.99%	8.6	0.98%	8.7	0.98%	8.8	0.89%	8.9	0.89%	9.0	0.89%	9.0
Subtotal	20.9	1.99%	21.4	1.91%	21.8	-1.34%	21.5	0.68%	21.6	0.98%	21.8	3.69%	22.6	0.89%	22.8	0.89%	23.0	0.89%	23.2
TOTAL:	107.0	2.18%	109.3	1.66%	111.1	-3.94%	106.7	-1.42%	105.2	1.47%	106.8	1.86%	108.7	1.41%	110.3	1.34%	111.7	1.34%	113.2

Barriers/Ramps	Total Toll Revenue (millions)																		
	2010 Actual	10-11 Projected Growth	2011 Projected	11-12 Projected Growth	2012 Projected	12-13 Projected Growth	2013 Projected	13-14 Projected Growth	2014 Projected	14-15 Projected Growth	2015 Projected	15-16 Projected Growth	2016 Projected	16-17 Projected Growth	2017 Projected	17-18 Projected Growth	2018 Projected	18-19 Projected Growth	2019 Projected
Airport Rd Opening																			
Hooksett ORT Begins Airport Rd 2nd Yr Bedford ORT Begins																			
CENTRAL TURNPIKE																			
Hooksett Barrier	\$23.4	2.26%	\$24.0	1.45%	\$24.3	1.45%	\$24.7	0.68%	\$24.8	1.78%	\$25.3	1.74%	\$25.7	1.90%	\$26.2	1.80%	\$26.7	1.80%	\$27.1
Hooksett Ramp	\$1.1	4.91%	\$1.2	1.61%	\$1.2	1.65%	\$1.2	1.68%	\$1.3	1.81%	\$1.3	1.74%	\$1.3	1.90%	\$1.3	1.81%	\$1.4	1.81%	\$1.4
Bedford Barrier	\$15.9	2.77%	\$16.4	1.43%	\$16.6	-12.10%	\$14.6	-6.17%	\$13.7	1.57%	\$13.9	-0.16%	\$13.9	1.90%	\$14.1	1.80%	\$14.4	1.80%	\$14.7
Bedford Road Ramp	\$1.2	2.43%	\$1.2	1.16%	\$1.2	-44.18%	\$0.7	-39.27%	\$0.4	1.63%	\$0.4	1.63%	\$0.4	1.90%	\$0.4	1.80%	\$0.4	1.80%	\$0.5
Exit 11 (Merrimack) Ramp	\$1.4	0.33%	\$1.4	0.99%	\$1.4	-32.74%	\$1.0	-23.81%	\$0.7	1.56%	\$0.7	1.60%	\$0.8	1.90%	\$0.8	1.80%	\$0.8	1.80%	\$0.8
Exit 10 Merrimack Industrial Park Ramp	\$0.7	-0.45%	\$0.7	1.48%	\$0.7	-32.48%	\$0.5	-23.63%	\$0.4	1.72%	\$0.4	1.65%	\$0.4	1.90%	\$0.4	1.80%	\$0.4	1.80%	\$0.4
Subtotal	\$43.8	2.41%	\$44.8	1.43%	\$45.4	-6.31%	\$42.6	-3.09%	\$41.3	1.70%	\$42.0	1.11%	\$42.4	1.90%	\$43.2	1.80%	\$44.0	1.80%	\$44.8
BLUE STAR TURNPIKE																			
Hampton Barrier	\$48.1	1.39%	\$48.8	1.19%	\$49.4	1.16%	\$49.9	1.14%	\$50.5	1.13%	\$51.1	1.13%	\$51.7	1.09%	\$52.2	1.00%	\$52.7	1.00%	\$53.3
Hampton Ramp	\$9.4	1.50%	\$9.6	0.79%	\$9.7	0.81%	\$9.7	0.85%	\$9.8	0.88%	\$9.9	0.91%	\$10.0	1.09%	\$10.1	1.00%	\$10.2	1.00%	\$10.3
Subtotal	\$57.6	1.41%	\$58.4	1.12%	\$59.0	1.11%	\$59.7	1.09%	\$60.3	1.09%	\$61.0	1.09%	\$61.6	1.09%	\$62.3	1.00%	\$62.9	1.00%	\$63.6
SPAULDING TURNPIKE																			
Dover Barrier	\$9.0	1.04%	\$9.1	0.50%	\$9.1	-3.22%	\$8.8	0.17%	\$8.8	0.73%	\$8.9	5.28%	\$9.4	0.89%	\$9.4	0.89%	\$9.5	0.89%	\$9.6
Rochester Barrier	\$5.5	2.54%	\$5.7	2.68%	\$5.8	0.39%	\$5.8	0.51%	\$5.9	0.60%	\$5.9	0.68%	\$5.9	0.89%	\$6.0	0.89%	\$6.0	0.89%	\$6.1
Subtotal	\$14.5	1.61%	\$14.7	1.34%	\$14.9	-1.81%	\$14.6	0.30%	\$14.7	0.67%	\$14.8	3.45%	\$15.3	0.89%	\$15.4	0.89%	\$15.6	0.89%	\$15.7
TOTAL:	\$115.8	1.81%	\$117.9	1.26%	\$119.4	-2.08%	\$116.9	-0.53%	\$116.3	1.26%	\$117.7	1.39%	\$119.4	1.35%	\$121.0	1.27%	\$122.5	1.27%	\$124.1

Barriers/Ramps	E-ZPass Market Shares																		
	2010 Actual	10-11 Projected Increase	2011 Projected	11-12 Projected Increase	2012 Projected	12-13 Projected Increase	2013 Projected	13-14 Projected Increase	2014 Projected	14-15 Projected Increase	2015 Projected	15-16 Projected Increase	2016 Projected	16-17 Projected Increase	2017 Projected	17-18 Projected Increase	2018 Projected	18-19 Projected Growth	2019 Projected
CENTRAL TURNPIKE																			
Hooksett Barrier	56.3%	1.34%	57.6%	2.68%	60.3%	2.18%	62.5%	1.59%	64.1%	1.17%	65.2%	0.75%	66.0%	0.00%	66.0%	0.00%	66.0%	0.00%	66.0%
Hooksett Ramp	58.5%	1.02%	59.5%	2.24%	61.7%	1.82%	63.6%	1.33%	64.9%	0.98%	65.9%	0.63%	66.5%	0.00%	66.5%	0.00%	66.5%	0.00%	66.5%
Bedford Barrier	64.9%	0.76%	65.7%	2.22%	67.9%	1.80%	69.7%	1.31%	71.0%	0.97%	72.0%	0.62%	72.6%	0.00%	72.6%	0.00%	72.6%	0.00%	72.6%
Bedford Road Ramp	73.0%	0.77%	73.8%	2.03%	75.8%	1.65%	77.4%	1.20%	78.6%	0.89%	79.5%	0.57%	80.1%	0.00%	80.1%	0.00%	80.1%	0.00%	80.1%
Exit 11 (Merrimack) Ramp	70.6%	0.68%	71.3%	2.76%	74.0%	2.24%	76.3%	1.64%	77.9%	1.21%	79.1%	0.78%	79.9%	0.00%	79.9%	0.00%	79.9%	0.00%	79.9%
Exit 10 Merrimack Industrial Park Ramp	74.7%	1.69%	76.4%	1.21%	77.6%	0.98%	78.6%	0.72%	79.3%	0.53%	79.8%	0.34%	80.2%	0.00%	80.2%	0.00%	80.2%	0.00%	80.2%
Subtotal	61.7%	1.04%	62.7%	2.43%	65.1%	1.98%	67.1%	1.44%	68.5%	1.06%	69.6%	0.68%	70.3%	0.00%	70.3%	0.00%	70.3%	0.00%	70.3%
BLUE STAR TURNPIKE																			
Hampton Barrier	58.7%	1.71%	60.4%	1.95%	62.3%	1.59%	63.9%	1.16%	65.1%	0.85%	65.9%	0.55%	66.5%	0.00%	66.5%	0.00%	66.5%	0.00%	66.5%
Hampton Ramp	62.7%	1.30%	64.0%	2.17%	66.2%	1.76%	67.9%	1.29%	69.2%	0.95%	70.2%	0.61%	70.8%	0.00%	70.8%	0.00%	70.8%	0.00%	70.8%
Subtotal	60.2%	1.55%	61.7%	2.03%	63.7%	1.65%	65.4%	1.20%	66.6%	0.89%	67.5%	0.57%	68.1%	0.00%	68.1%	0.00%	68.1%	0.00%	68.1%
SPAULDING TURNPIKE																			
Dover Barrier	62.4%	1.50%	63.9%	2.12%	66.0%	1.72%	67.8%	1.26%	69.0%	0.93%	69.9%	0.59%	70.5%	0.00%	70.5%	0.00%	70.5%	0.00%	70.5%
Rochester Barrier	60.6%	1.64%	62.2%	2.66%	64.9%	2.17%	67.0%	1.58%	68.6%	1.17%	69.8%	0.75%	70.5%	0.00%	70.5%	0.00%	70.5%	0.00%	70.5%
Subtotal	61.7%	1.55%	63.3%	2.32%	65.6%	1.89%	67.5%	1.39%	68.9%	1.02%	69.9%	0.66%	70.5%	0.00%	70.5%	0.00%	70.5%	0.00%	70.5%
TOTAL:	61.2%	1.31%	62.5%	2.28%	64.8%	1.85%	66.6%	1.36%	68.0%	1.00%	69.0%	0.65%	69.6%	0.00%	69.6%	0.00%	69.6%	0.00%	69.6%

Other Considerations

There are certain recent events that have not been considered in the forecasts, namely, the heavy snowfall in December 2010 through February 2011, and the recent jump in oil and gas prices.

The price of gasoline was at historically high levels in the summer of 2008. Figure 2 presents New Hampshire and national gasoline prices for the past 60 months illustrating this point. Gas prices decreased after the summer of 2008 to approximately a \$1.50 per gallon in the winter months. Prices have steadily increased since the beginning of the fall of 2010. Gasoline prices in January FY11 were about 30 cents higher per gallon than in January FY10 and have most recently started to climb higher in February FY11 as a result of global uncertainty in the marketplace. It is difficult to say whether these fluctuations in gas prices are changing driver behavior, especially with all the other events occurring (recession/weather) over the past several months. Consumers have changed the preference in the selection of vehicles purchased since 2007 with a low mileage SUVs being replaced with higher mileage vehicles. Based on these factors, we believe the marketplace is better positioned to handle continued gradual increases in the price of motor fuels without a significant negative impact on traffic and corresponding revenues. However, if large and sudden changes in fuel prices occur similar to those changes in 2007 to prices in the \$4 to \$5 per gallon range in the short term, some erosion of traffic levels and thus revenues may occur.

Figure 2: Price of Regular Gasoline per Gallon over the Past 60 Months
 60 Month Average Retail Price Chart

