



EXPERTS | 2019

HNTB expert:  
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“The key for today’s toll agencies is not to predict change but to prepare for it. That means getting maximum useful life from current systems and ensuring maximum flexibility when moving forward with any new investments. How? Approach the problem strategically.”

Kevin Hoeflich is chairman of toll services and senior vice president. HNTB is the No. 1 consultant to toll authorities, currently serving as the general engineering consultant to more toll agencies than any other firm.

Hoeflich joined HNTB in 2013. His primary focus is toll client service, strategic planning, recruiting and growing the firm’s overall toll practice. He provides counsel to HNTB clients nationwide, including the Miami-Dade Expressway Authority, the North Carolina Turnpike Authority, Central Florida Expressway Authority and the Richmond Metropolitan Transportation Authority.

His expertise includes program management, priced managed lanes, all-electronic tolling and technology applications. He also develops and executes strategy and partners with the firm’s national transportation practice to develop toll opportunities for state departments of transportation.

Hoeflich has 33 years of diverse industry and leadership experience. He has served as the national tolls market leader for two different firms, and has significant expertise, including a four-year tenure as program director in the general engineering consultant program at Florida’s Turnpike Enterprise.

Hoeflich can discuss a wide variety of industry topics, including:

- **Integrating toll technology**  
In the near future, the toll industry will witness a historic eclipse of in-vehicle technology, personal technology and roadside technology. That convergence will have a profound effect on toll and transportation authorities. With a stream of new technologies entering the market, each with a promise of being the industry’s new “shiny toy,” many agencies face a dilemma: whether to invest in technology that may not have lasting implications. It is important for agencies not to take action on a whim, but to evaluate which technology suits their needs best.
- **Creating a powerful partnership with your GEC**  
In the rapidly changing toll industry, the more flexibility and agency has, the more successful it will be. General engineering consultants can give toll agencies that added flexibility. Keeping a core GEC staff on hand and supplementing it with specialized expertise and services as necessary – and only for as long as the toll agency needs – helps the organization adapt quickly and efficiently to change while minimizing program costs.

- **Making mileage-based user fees part of the transportation revenue stream**

The enabling technology for implementing MBUF will be in cars and trucks – including electric and alternative fuel vehicles – this decade. As the gas tax continues its long-term decline, charging drivers who use the roadway by the mile versus the gallon will gain traction. That means achieving a balanced approach with connected vehicle technology implementation – sooner rather than later – and establishing enabling legislation and regulatory oversight at municipal, state and federal levels. The general public also needs to know privacy concerns will be adequately addressed.

### **Education**

Master of Business Administration,  
Dowling College

Bachelor's degree in civil  
engineering, University of Dayton

### **Professional affiliations**

International Bridge, Tunnel and  
Turnpike Association; IBTTA Leadership  
Academy Regent

Florida Engineering Society

Transportation & Expressway Authority  
Membership of Florida

### **Select media and appearances**

*The Advocate*, Feb. 5, 2018 - "Could tolls help finance a new Mississippi River bridge? Here's how much they'd cost drivers

*USA Today*, Sept. 27, 2018 - "When will we have a nationwide toll transponder system?"

*Traffic & Transit*, Jan. 29, 2018 - "The waders and the waiters"

*The Bond Buyer*, Sept. 15, 2017 - "Survey shows support for tolling, P3s to help finance infrastructure"

*Reuters*, Sept. 10, 2017 - "Most Americans would hike taxes, tolls to pay for roads -survey"

*Bloomberg BNA*, May 25, 2017 - "Tolls No Answer for Infrastructure: Industry Groups"

*InfrastructureUSA*, May 17, 2017 - "America's Infrastructure Needs a Mix of Funding Solutions That Work"

*The Indianapolis Star*, April 2, 2017 - "Tolls, tolls, taxes fuel debate"

To schedule an interview with Kevin Hoefflich  
and for more information, contact:

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