COMMUNICATING WITH THE PUBLIC ABOUT TRANSPORTATION FUNDING

Baruch Feigenbaum
Baruch.Feigenbaum@reason.org
Senior Managing Director, Transportation Policy
Reason Foundation
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Three Thoughts on MBUF/RUC/VMT/Road Charges

• Electric vehicles, hybrids, ICE vehicles improving fuel efficiency
  • Biggest problem is improvement in mileage ICE vehicles
  • Electric vehicles good place to start, but need long-term plan

• Collection costs will be higher than fuel tax
  • Goal is to get to 5%, which is realistic
  • Fuel tax is closer to 2%

• Don’t wait for the federal government
Basis of Presentation

• Based on Synthesis report (compiles info from other sources) written on communications and outreach aspects for FHWA on 11 RUC pilots
  • Six chapters, two appendices
  • Part of Surface Transportation System Funding Alternatives (STSFA), now Strategic Innovations in Revenue Collection (SIRC)
    • States/regions: CA, CO, HA, MN, MO, NH, OR, UT, WA, Eastern Transportation Coalition, RUC West now RUC America
    • Other RUC reports for other topics
• Supplemented with newer state pilot info
• Most of the information applies to all new-supplementary transportation funding sources
Communications Framework

- Effective Communications include five components:
  - Audience: Five different target audiences
  - Messengers: Six different types of messengers
  - Messaging Strategy: Six types of messaging strategies
  - Information content: Ten messages that needed to be communicated
  - Communication methods: Four formal, four in-person methods
Who is Your Audience?

- Political leaders (Governor, legislators, commission members)
- Governmental groups and agencies with a transportation focus (MPOs, DOTs, DMVs)
- News media (print, broadcast)
- Industry/advocacy groups (AAA, IBTTA, Sierra Club, American Farm Bureau Federation)
- The general public (EV owners, early tech adopters)
Who Are Your Messengers

- State DOT engineers: Technical experts speak with other technical experts
- DOT communication staff: Provide web page content, organize focus groups, draft press releases
- Outside communications firms: Similar to in-house staff but more specialized
- Political leaders: State legislators
- Industry/advocacy groups: Environmental advocacy groups, groups with members who may be opposed
- Business partners: Chambers of commerce
Messaging Strategy

• States varied from having a limited to a comprehensive communications strategy, generally comprehensive is better
  • Comprehensive communications plan
    • Multiple communications channels including web, e-mail, tv, radio
  • General public focus
    • Targeted general public through webpages, e-mails, commercials
  • Advisory group
    • Tasked advisory group with handling content
  • Stakeholder focus
    • Deliberately reached out to legislators, media, think tank, advocacy groups
  • Pilot participant only focus
    • No specific approach, target stakeholders or vehicles, choose due to lack of time, resources, politics, comprehensive plan
  • Reactive communications
    • Limited statements due to lack of time, resources, policy or planning
    • Defense but no offense
Information Content (I)

- Try to anticipate concerns:
- Why are we doing the pilot: Explain declining purchasing power of gas taxes; electric vehicles don’t pay gas tax
- Is the pilot part of a permanent change: Varies based on permanent program or pilot. Replace or supplement fuel tax. Timeline for implementation
- Context: Explain how much Americans pay in transportation funding compared to other services such as Starbucks
- Privacy: State consumer protection laws, how technology works
- Security: What are states doing to prevent hacking, what type of encryption available
Information Content (2)

- Scalability: Transition costs, scalability and timeline of expanding to all motorists (not a common concern)
- Administration costs/collection costs: Collection costs are higher for RUCs, will need to decrease (a growing concern)
- Urban/rural equity: Rural drivers pay less in RUCs due to low fuel-efficiency of vehicles. Counterintuitive so needs detailed explanation
- Other states: Different pilots focus on different priorities, rural concerns, interoperability
- Choice: Multiple options include GPS-enabled, odometer reading, etc.
Information Content

Number of Pilots State/Regions

- Why are we Conducting the Pilot
- How Does the Pilot Align with Long-term Strategy
- How do we pay for Transportation; Would we pay More Under a RUC
- How Does the Pilot Maintain Privacy
- How Does the Pilot Protect Security
- Explain the Transition to RUC
- What are the Costs of Using RUC
- Would Rural Residents pay More
- Are Other States Conducting Pilots
- Do the Pilots Offer Technology Choices
Communications Methods (1)

• Traditional Methods
  • Webpages: De facto communication method, most popular and effective
  • Social media: Facebook most popular, LinkedIn, Snapchat, and Pinterest, concern due to social media "trolls" (challenges, limited audience reach)
  • Paid advertising: Targeted ads in newspapers, radio, and tv
  • News media: Press releases stressing program details and double taxation, meet with editorial boards, beat reporters
Communications Methods (2)

- Personal Contact
  - Steering committees: Composed of DOTs, elected officials, stakeholder groups, Colorado steering committee included ACLU
  - Focus groups: Initial group to measure pre-program support, longitudinal group to measure support over time
  - Town-hall meetings: Officials can communicate with multiple people at once
  - One-on-one conversations with elected officials: Build support and answer questions in a relaxed setting
Recommendations

• Create a detailed plan: States that invested time/resources before the pilot were most successful
  • Understand goal, use communications pros, anticipate challenges
• Use a comprehensive approach
  • States who skimmed on resources initially spent more time and money addressing problems in the end
  • Stakeholder focus, basic message to everybody are effective
• Engage in careful/consistent messaging
  • Provide simple information with context, include unknowns and other state practices
• Use multiple media
  • Messages need to be consistent, webpages are a great source of info, one-on-ones are important
Questions

• Link to full report:  

• Link to Reason’s transportation work:  
  https://reason.org/topics/transportation/

• Questions