

2017 Data for Incentives

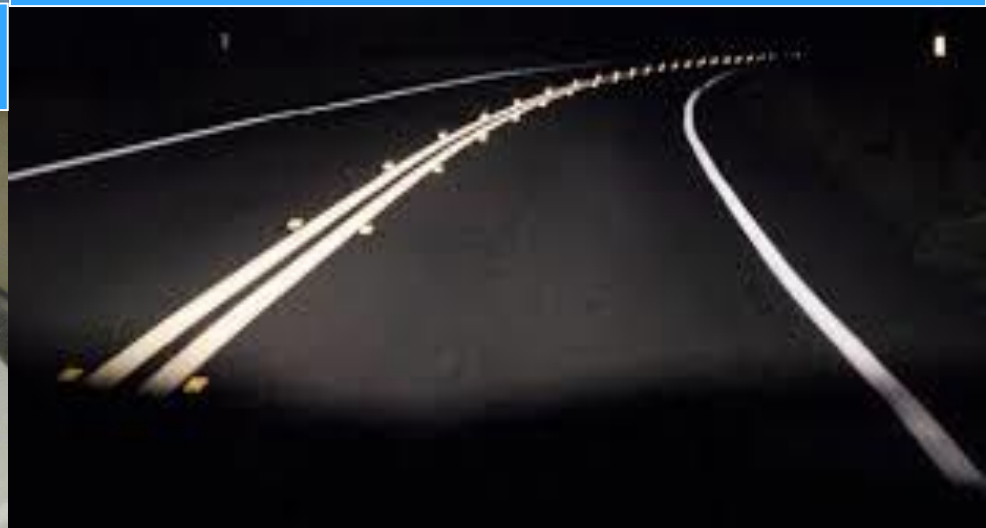
2018 Asphalt Regional Seminars

Rideability



Density

% AC Variability



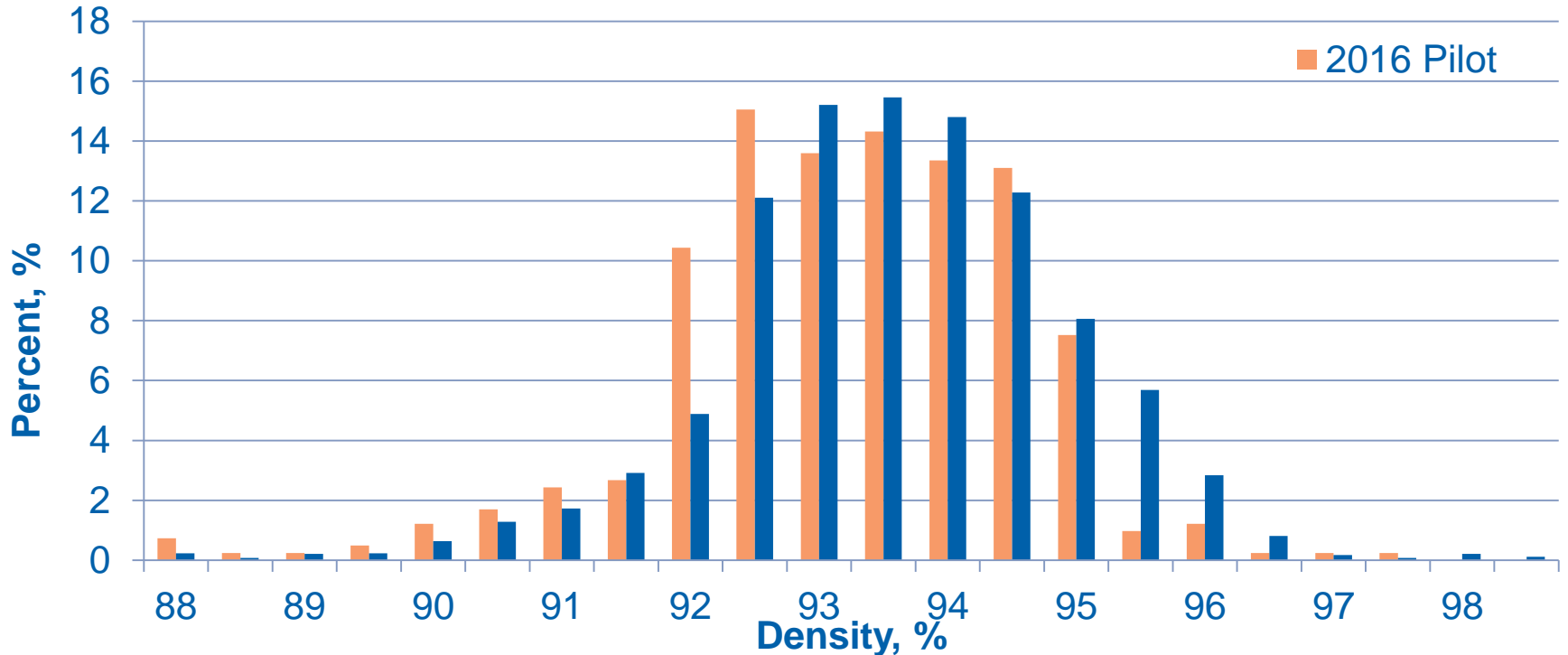
Pavement Markings

2017 Rideability – estimated figures

District	2017 Mileage by Spec Type		2017 Ride Pay Adjustment Per Lane Mile	
	Incentive Only	Incentive/Disincentive	Incentive Only	Incen/Disincen
Bristol	28.64	52.69	\$1,345.37	\$1,366.63
Salem	4.14	90.13	\$1,875.01	\$604.73
Lynchburg	62.196	55.022	\$4,451.95	\$4,730.30
Richmond	32.11	331.97	\$1,043.97	\$1,099.58
Hampton Roads	3.27	100.439	\$1,929.58	\$2,364.05
Fredericksburg	65.895	75.96	\$789.80	\$1,496.48
Culpeper	30.22	157.634	\$519.32	\$3,121.58
Staunton	59.28	90.94	\$781.29	\$4,453.40
Northern Va	76.4156	55.4528	\$488.27	\$1,918.21
Total	362.17	1010.24		

- **Regular** ~ \$2.5 million in overall payments
- **Incentive only** ~ \$500,000 in overall payments

Density Comparison: 2016 Pilot vs 2017 Production (SM)



- **Estimated bonus** ~ \$2.0 - \$2.5 million in payments

% Asphalt Content Standard Deviation Bonus Comparison (Lots vs JMF)

2017	Entire JMF	Lot basis
Total Tonnage	5,704,407	5,792,146
Tonnage with St Dev <=0.15%	3,722,575 (65.2%)	4,078,226 (70.4%)
Tonnage with St Dev <= 0.15% and minimum 8 samples	3,441,652 (60.3%)	3,339,781 (57.7%)

Note: there must also not be any sieve adjustments to be eligible for bonus

- **Estimated bonus** ~ TBD

2017 Pavement Markings – estimated figures

- ~ 40% of available incentives were eligible for bonus payment
- ~ \$2.3 million paid in striping incentives in 2017

2017 Incentive Data



QUESTIONS ?