



Capital Area Regional Tolling Authority

# OPPORTUNITY FOR Executive Director

\$225,000—\$300,000 / Annually DOQ



For Information Contact: Gregg Moser | Partner at K&A | [gmoser@kapartners.com](mailto:gmoser@kapartners.com)

The first review of resumes will occur on February 4, 2026. To be considered, submit a cover letter and resume by February 2, 2026. Applications will be considered until the position is filled.



# ABOUT THE AGENCY CARTA

## About CARTA

CARTA is a California Joint Powers Authority created by Caltrans, the Sacramento Area Council of Governments, and the Yolo Transportation District. It was established in 2024 so that local agencies can plan and construct individual tolling facilities, and CARTA will develop an integrated system and operate toll facilities across the greater region. The first tolling facility, Yolo80 between Davis and Sacramento, is anticipated to open for revenue service in summer 2028.

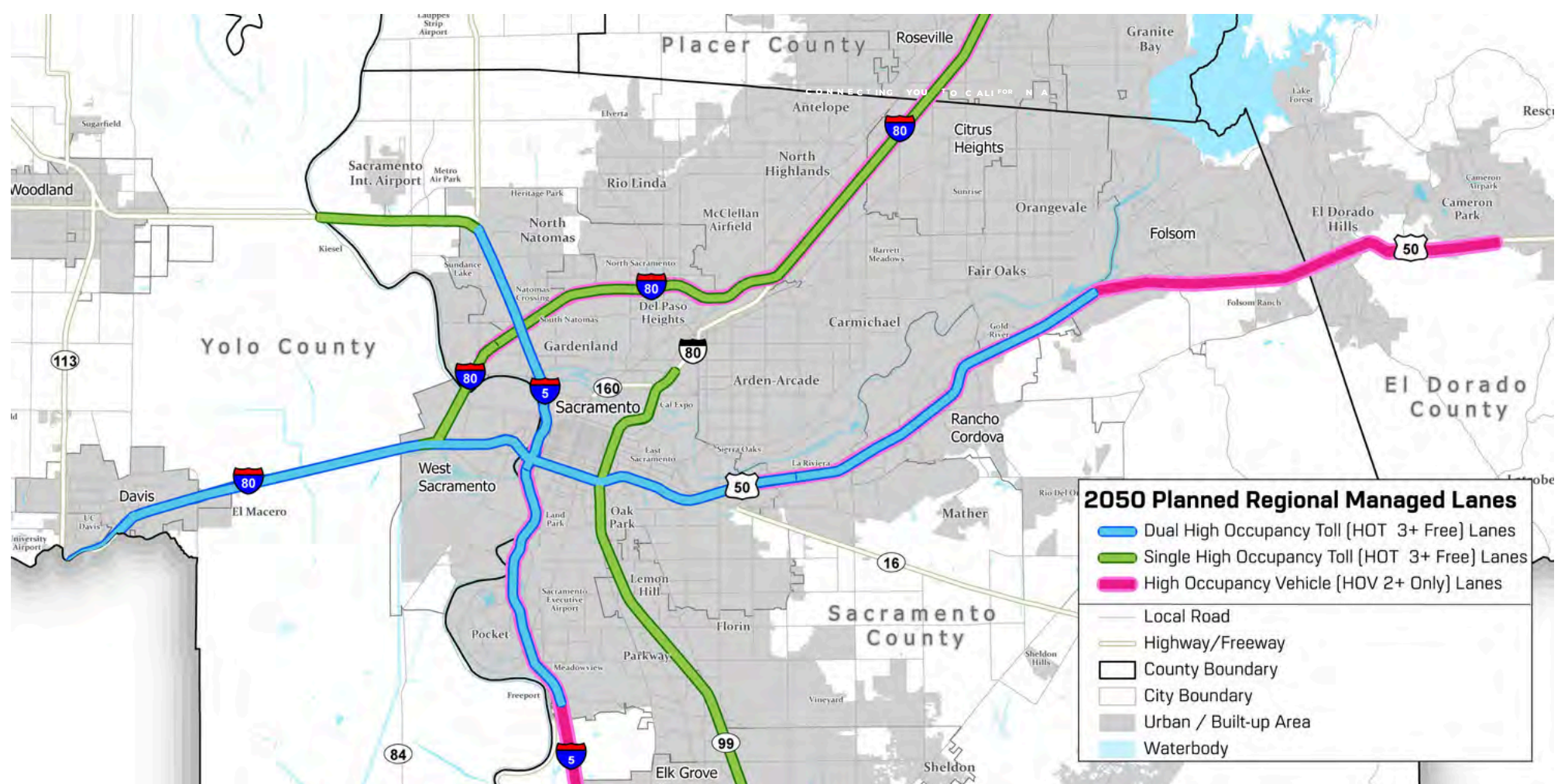
CARTA has currently five directors on its governing board: two appointed by Yolo Transportation District, two appointed by the Sacramento Area Council of Governments, and one appointed by Caltrans District 3. As additional corridors are added in the future, the board will grow, with two new members representing each county. The map below highlights the region's long-range plan for managed lanes.

CARTA's mission is to operate and maintain a safe and reliable roadway pricing system to advance mobility for all communities in the California Capital region.

For more information visit [carta.ca.gov](https://carta.ca.gov).

## Why Join CARTA?

- Unique opportunity to lead a tolling authority from pre-revenue service into operations and through future toll facility expansion
- Competitive salary and benefits package
- Work with a dedicated team of partner agencies and supportive Board
- Make a lasting impact on mobility in the Sacramento region and beyond



# THE POSITION

# Executive Director

As Executive Director, you will serve as CARTA's chief executive, reporting directly to the Board of Directors. The Executive Director will oversee toll operations contracts, work with partner agencies on bringing future toll facilities into CARTA, manage financial and operational performance, maintain technology systems and ensure adequate investment in ongoing maintenance, and represent the agency with stakeholders across all levels of government and the public. CARTA is a newly established authority and the Executive Director will be its first employee, with tolling program support provided through consultant contracts, and administrative and financial support provided through SACOG on a shared services agreement.

CARTA will be contracting for roadside tolling system, back office, and customer service center. These contracts are currently being evaluated and selected.

## Key Responsibilities

### Strategic Leadership & Governance

- Collaborate with the Board to develop and implement CARTA's strategic vision, goals, and policies.
- Provide regular updates and recommendations to the Board on agency performance, opportunities, and risks.
- Represent CARTA in public forums, legislative hearings, and with regional, state, and federal partners.
- Provide high-level oversight while also remaining actively engaged and focused on the details of CARTA's programs as the chief executive who is managing a team of consultants, contractors, and staff that will initially be contracted through the Sacramento Area Council of Governments.
- Present to the Board industry best practices, lessons learned, and alternatives that allow the Board to make policy decisions that meet the needs of the region while maximizing efficiencies.
- Distill and disseminate key and relevant information clearly, concisely and in a compelling manner.

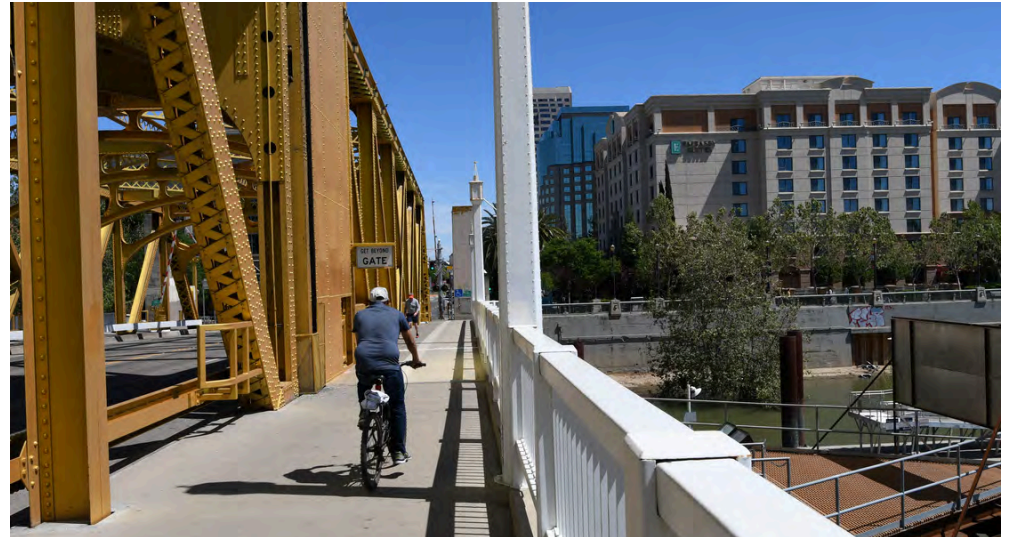
### Operations & Program Oversight

- Oversee the planning, development, and operation of tolling infrastructure and services.
- Provide strategic and fact-based best practice solutions for how to best manage and maintain a tolling authority.
- Plan for and oversee the ongoing expansion of CARTA's managed toll lane capital programs in the region.
- Ensure compliance with all applicable laws, regulations, policies, and contracts.
- Lead the implementation of technologies to enhance mobility, safety, and customer experience.

### Financial Management

- Develop and manage CARTA's annual operating and capital budgets.
- Oversee long-term financial planning, including potential debt issuance in the future.
- Ensure that CARTA is maintaining an efficient, high-functioning operations with proper ongoing technical maintenance necessary to ensure that tolling revenue resources are maximized for the benefit of CARTA's commitments to its regional partners.





## Stakeholder Engagement

- Build and maintain strong relationships with local, regional, and state agencies, elected officials, community groups, and the public.
- Promote transparency, equity, and accountability in all agency operations, especially with member agencies.
- Lead public outreach and communication strategies to foster trust and support with all stakeholders.
- Engage local leaders across the region to ensure that CARTA is able to expand to a regional managed toll lane authority by listening, responding to, and strategically developing coalitions with all regional partners that maximize on their individual needs and desires while also supporting a cohesive regional vision for how CARTA's toll revenue is best utilized.
- Manage and respond to appropriately and timely all media inquiries.

## Organizational Leadership

- Foster a culture of innovation, collaboration, and continuous improvement.
- Bring strong contract management experience to develop effective relationships with contractors.
- Proactively manage and direct CARTA's consultants and contractors to ensure that services and support provided is in the best interest of CARTA.
- Recruit, develop, and retain a high-performing staff.
- Ensure adherence to best practices in human resources, procurement, and internal controls.

## Minimum Qualifications

- Bachelor's degree in Public Administration, Business, Engineering, Transportation Planning, or a related field is highly desired. (Master's degree preferred).
- At least 10 years of progressively responsible experience in transportation, public infrastructure, or government administration.



- Minimum of 5 years in a senior executive or leadership role, preferably in a tolling authority, transportation agency, or public-private partnership.
- Demonstrated experience in strategic planning, financial management, and stakeholder engagement.
- Experience managing consultant and seconded staff through contracts.
- Demonstrated experience working with elected officials, regional partners, to develop coalitions for a regional vision.

## Preferred Qualifications

- Knowledge of tolling systems, Intelligent Transportation Systems (ITS), and dynamic pricing models.
- Experience with public finance, including bond issuance and debt management.
- Familiarity with California transportation policy, funding mechanisms, and regulatory environment.
- Strong interpersonal, communication, and negotiation skills.

## Employment Arrangement

- The selected executive director will report to the CARTA board of directors.
- As a start-up organization, CARTA wants to ensure that the executive director is able to see the program through its first project. The executive director will be offered a contract with a 3-year contract term (July 2026-June 2029), which can be extended based on the mutual agreement of CARTA and the executive director.

## Timeline

- January 5, 2026: Applications Open
- February 2, 2026: Applications Due for first round of review
- March-April 2026: Candidate Interviews
- April-May 2026: Finalist Selection and Negotiations
- July 1, 2026: Desired Start Date



## Compensation & Benefits

The salary range for this position is \$225,000—\$300,000, depending on experience and qualifications. CARTA offers an excellent comprehensive benefits package including health, dental, vision, comprehensive retirement, and paid leave. Contact Gregg Moser, Partner at K&A, at [gmoser@kapartners.com](mailto:gmoser@kapartners.com) for more information.





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CARTA has engaged K&A, a retained executive search firm, to assist with the recruitment of the Executive Director. If you are interested in this outstanding opportunity, please contact Gregg A. Moser, Partner at K&A, at [gmoser@kapartners.com](mailto:gmoser@kapartners.com). The first review of resumes will occur on February 4, 2026. To be considered, submit a cover letter and resume by February 2, 2026. Applications will be considered until the position is filled.