



Commissioners, Port of Seattle
Stephanie Bowman, President
Courtney Gregoire
Fred Felleman
Ryan Calkins
Peter Steinbrueck

April 23, 2019

Dear Commissioners,

As vehicle owners/operators working outbound 'on-demand' ground transportation at Sea-Tac International Airport, we have years of experience at Sea-Tac, and speak with knowledge and authority about taxi and for-hire service to the Port's public passengers.

With many other taxi & for-hire vehicle owner/operators, we believe that it is unfortunate that, as happened four years ago, the Port Commission has again politicized the award of the outbound, on-demand services contract. Our industry deserves the same open, fair process of contract award with which the Port, to our knowledge, handles all other contract awards. Why have you delayed, and delayed, and delayed this agenda item? The delay is because certain of you are attempting to award access to on-demand service, to a select group of taxi vehicle operators, the Seattle-based WAT vehicle association, with little or no regard to the long planning process that we have been engaged in, with the Port.

We strongly urge that the current 405 on-demand taxi & for-hire vehicles operating at Sea-Tac, should continue working at Sea-Tac, as recommended by Port staff. We oppose any attempt to increase the vehicle count, for any reason---an increase of even 45 vehicles or over ten per cent, would again further diminish our ability to earn living wages, at Sea-Tac, as providers of on-demand service. As has been made clear to the Port over the last year, taxi & flat-rate for-hire operators have been struggling, to say the least, due in no small part to the Port's refusal to allow us to discount on-demand taxi prices, so we can compete with rideshare. Passenger demand for taxi and for-hire wheelchair accessible services, is more than met by our current, dedicated airport fleet of 22 WAT vehicles.

WE STRONGLY SUPPORT THE FOLLOWING RECOMMENDATIONS OF THE PORT'S PROPOSED 'TWO YEAR PILOT PROGRAM' FOR OUTBOUND ON-DEMAND SERVICE AT SEA-TAC:

- (1) PORT RETAINS CURRENT VEHICLE OWNERS (CAPPED AT 405);
- (2) PORT DIRECTLY PERMITS EVERY VEHICLE OWNER;
- (3) VEHICLE OWNERS MAY AFFILIATE WITH ANY DISPATCH COMPANY;

WE ALSO RECOMMEND AND SUPPORT THE FOLLOWING CHANGES OR ADDITIONS TO THE STAFF PROPOSAL:

- (4) Allow the transfer of airport vehicle permits, so owners/operators do not suffer an immediate, further loss-in-value of their airport permitted, licensed taxicab & for-hire vehicles;

A-1 Seattle Taxi LLC / NetCar Technology Corporation
707 S. Grady Way, Ste 600
Renton, Washington 98057
206-466-9500/dispatch 206-965-0086/administration
info@netcar.technology

(5) Vehicle owners/operators pay per-trip and other fees directly to the Port, through the most efficient, cost-effective system than can be devised, with input from vehicle owners/operators;

(6) Reduce per-trip fees to cost-recovery by the Port of Seattle, including cost-recovery of the most efficient curb management contract operation, and its related administrative expenses. Encourage owner/operator organizations, associations and businesses to bid on the curb management contract;

(7) Create a Port-sponsored on-demand vehicle owners/operators association, with administrative expenses paid from trip fees, and a formal structure with by-laws where all members have equal voting rights, but minority views/interests are protected. Use this formal association for regular feedback and input on per-trip fees and other issues such as:

(a) Whether to require all taxi & flat-rate on-demand vehicles to offer, outbound, either a flat-rate or a metered charge as passengers may request;

(b) Whether to make outbound Sea-Tac short haul fares a standard, flat rate, with no trip fee, to improve Sea-Tac service and eliminate complaints from passengers & drivers;

(c) Whether to allow lower, minimum, standard outbound on-demand rates/fares, so taxi/for-hire can offer and advertise discounted prices to passengers at Sea-Tac to become competitive with rideshare in the outbound on-demand passenger marketplace.

Thanking you for your work with our industry over the years, and for your consideration and support for the proposed 'Two Year Pilot Program for Outbound On-Demand Service' at Sea-Tac, we are:

Sarajeet S. Shagani, Chairman

Dawinder Singh, Director

Sukhpal S. Randhawa, Director

Rishabh S. Rattan, Director

Jaswant S. Dhaliwal, Director

Kulbir S. Sekhon, Director

Bhupinder S. Gill, Director

Jasbir S. Randhawa, Director

Chris Van Dyk, President & CEO

Thien Pham, Technology Officer

A-1 Seattle Taxi LLC / NetCar Technology Corporation
707 S. Grady Way, Ste 600
Renton, Washington 98057
206-466-9500/dispatch 206-965-0086/administration
info@netcar.technology