

Radio: 60 seconds, More Colors at Sea-Tac

Bainbridge Media Group

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Draft #5

148 words; high voter audience.

Voice: Valerie Rose, thoughtful, light, self-deprecating, ironic

When I'm flying home, I take a taxicab from Sea-Tac. I could walk, but its 60 miles.

The airport says, "Only one color of taxicab can give me a ride, and that's Yellow."

"I'd like a different color," I told them, "A flat-rate color, that says what the cost is going to be, before we start. Like rideshare."

They said, "Yellow pays \$3.7 million a year, for a monopoly. No Green, Orange, flat-rate or rideshare for you, sweetie."

So I called Flat-Rate-For-Hire. They said, Flat-Rate will pay Sea-Tac \$5 million per year, and I can pick any color I want.

Go to Change.org. Sign my 'More Colors for Sea-Tac Petition'. Tell the airport to put its taxi contract out to bid, with Flat Rate for Hire, and rideshare. *Because they'll pay a million dollars more per year than Yellow, with better service, and more taxi colors."*

That's the "More Colors for Sea-Tac Petition" at Change.org.

Quality Grand Trans

Quality Ground Transportation Management LLC
 Competitive Bid Terms Offered - Port of Seattle
 Outbound Taxi Services Contract
 5/26/2015



	Trips	Total Payment Guarantee	Per Trip Guarantee	Increase in Payment Over Current Contract
Current Vendor	708,000	\$ 3,670,000	\$ 5.18	
#1 Q Offer - No Change to Current Contract Terms				
One Year	750,000	\$ 4,672,500	\$ 6.23	\$ 1,002,500 27.3%
Five Years	780,000	\$ 4,859,400	\$ 6.23	\$ 1,189,400 32.4%
#2 Q Offer - Management of Outbound Taxi, For-Hire Included				
One Year	800,000	\$ 4,984,000	\$ 6.23	\$ 1,314,000 35.8%
Five Years	815,000	\$ 5,142,650	\$ 6.31	\$ 1,472,650 40.1%
#3 Q Offer - Management of Outbound Taxi, For-Hire & TNC Staging Included				
One Year	815,000	\$ 5,216,000	\$ 6.40	\$ 1,546,000 42.1%
Five Years	815,000	\$ 5,509,400	\$ 6.76	\$ 1,839,400 50.1%
#4 Q Offer - Management of Outbound Taxi, For-Hire & TNC Staging Included				
No Guarantee as to the Number of Trips				
One Year	815,000	\$ 5,509,400	\$ 6.76	\$ 1,839,400 50.1%
Five Years	815,000	\$ 5,705,000	\$ 7.00	\$ 2,035,000 55.4%

Notes:

- (1) The current contractor has paid the minimum payment guarantee, only.
- (2) The question for Commissioners is, even if you could legally turn down an offer 55% greater than that which is paid to, pursuant to the current contract, why would you, in favor of extension to the current contract, without putting even a one year contract --- the equivalent of the extension --- out to bid?
- (3) The gross annual income to operators from 800,000 outbound trips is approximately \$32 million per year.

Respectfully submitted on behalf of Q by Chris Van Dyk, General Manager, 206.965.0086, cvandyk@msn.com