

5600 C Rainier Ave S
Suite 210
Seattle, WA 98118

Phone: 206-284-5600
Fax: 206-284-5600

office@unitedforhire.com
www.unitedforhire.com



United For Hire

My name is Jim Kelly. I am the manager of United For Hire.

United is a small company. We are not backed by Uber's billions nor do we have former Deputy mayors lobbying for us but we do have some good ideas and occasionally good ideas win out over money and influence.

We favor the open access model, Option 2, on the airport ground transportation services briefing prepared by Commission staff. While staff's preference for a closed system, option 3, is obvious, we would like to point out that Boston has an open system that is working quite well. Any taxi with a Boston license can get in line at Logan Airport. Despite having an originating & departing number of passengers that is only 7% higher than Seatac, Logan collected \$5.1 million in annual revenue versus \$3.6M at STI. And this revenue was collected despite the fact that Boston's per trip fee of \$2.50 is half of what Seatac charges.

There were admittedly gaps in the data that Leigh-Fisher provided for Boston. Leigh-Fisher did not list the number of outbound trips, number of taxi permits or what personnel were counted as Ground Transportation staff. But nonetheless, Boston is an example of successful open access system.

United thinks that a combination of parking gate technology and a software platform including a smart phone app component could be used to collect revenue for the port, manage transportation provider traffic into the on demand line, distribute fares equitably among transportation providers, and track cabs after they leave the airport for the purposes of retrieving lost passenger property and resolving complaints.

In our plan, a parking gate would be installed at the entrance to the taxi holding area. Drivers wishing to get in the line would insert a digital card in the parking gate machine, and a per trip charge of \$5 would be deducted from the driver's account. This revenue would go directly to the port. If there were 814,000 outbound passenger trips, the port would receive revenue based on that number not on 709,000.

The open access model could be managed by Ground Transportation or by a contractor selected by the Port. We would like to see a neutral party in charge, not a transportation provider or an organization fronting for transportation providers.

United would like to meet with port personnel to explain our ideas further and how they would be implemented. We look forward to hearing from you.