



Testimony of
Davin Aoyagi - Senior Government Relations Manager
Turo Inc.

COMMENTS on SCR180/SR155

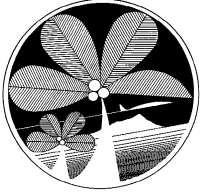
Aloha e Chair Lee, Vice Chair Inouye, and other Members of the Committee,

On behalf of Turo, we respectfully offer the following comments on SCR180/SR155. As you are aware, peer-to-peer car sharing is an industry in which local personal vehicle owners (“hosts”) share their vehicle with someone looking for a car for temporary use (“guests”) via a marketplace like Turo. Local families are able to earn extra income by sharing an asset that may otherwise sit idle and guests enjoy the unique selection and experience offered by sharing the vehicle of an individual owner.

Turo has maintained consistent conversations with the Department of Transportation - Airports Division to come to an agreement on a permit or another mutually beneficial agreement that would allow local ohana in the Turo community to access airport property as all other transportation options are able to do. Our hope is that the eventual solution will be one that treats Turo hosts uniquely and fairly, in a way that takes into consideration the unique circumstances and needs of peer-to-peer car sharing. We look forward to reaching a mutually beneficial agreement as we have successfully done in over 100 airports nationwide. Additionally, we have already worked with individual airport stakeholders and elected officials in Hawaii to conduct impact surveys of any Turo hosts’ vehicles that may be on airport property. We are happy to continue those efforts with interested stakeholders.

We appreciate the opportunity to provide testimony to the committee to clarify the current status of negotiations for a fair permit.

AIRLINES COMMITTEE OF HAWAII



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Senator Chris Lee, Chair
Senator Lorraine Inouye, Vice Chair
Committee on Transportation and Culture and the Arts

Thursday, March 21, 2024; 3:00 p.m.
Conference room 224 & Videoconference

RE: SCR 180/SR 155 URGING TURO, INC., TO IMMEDIATELY CEASE AND DESIST LISTING ANY STATE AIRPORT PARKING LOT AS A VEHICLE PICK-UP SITE ON TURO'S DIGITAL PLATFORM – IN SUPPORT

Aloha Chair Lee, Vice Chair Inouye and Members of the Committee:

The Airlines Committee of Hawaii (ACH), comprised of 20 signatory air carriers that serve the State of Hawaii, appreciates the opportunity to offer testimony in support of SCR 180/SR 155 - Urging Turo, Inc., to Immediately Cease and Desist Listing any State Airport Parking Lot as a Vehicle Pick-up Site on Turo's Digital Platform.

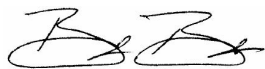
Unlike rental car companies operating at Hawaii airports, Turo does not provide any revenue to the State Department of Transportation – Airports (DOT-A). Turo is likely adversely impacting revenues generated by the car rental companies that pay the DOT-A a percentage of their rental revenues.

During certain times of the day, the demand for parking at airports exceed supply, and Turo vehicles are occupying parking stalls that could otherwise be available for residents and visitors.

Thank you for the opportunity to submit testimony. We ask for your favorable consideration in passing these resolutions.

Sincerely,

Airlines Committee of Hawaii Executive Committee



Brendan Baker



Mark Berg



David Sellers



Randall Fiertz



Richard Ide

*ACH members are Air Canada, Air New Zealand, Alaska Airlines, All Nippon Airways/Air Japan, Aloha Air Cargo, American Airlines, China Airlines, Delta Air Lines, Federal Express, Fiji Airways, Hawaiian Airlines, Japan Airlines, Korean Airlines, Philippine Airlines, Qantas Airways, Southwest Airlines, Sun Country, United Airlines, United Parcel Service, and WestJet.