

Ministry of Community, Sport and Cultural Development
BRIEFING NOTE FOR MINISTER

Ref #: 166217

FOR MEETING

Date: April 13, 2016

Title: s.13 Related to Ride Sharing Services.

Issue: Meeting with the Canadian Finance and Leasing Association (CFLA) on April 18, 2016, to discuss s.13,s.21 Uber or other ride sharing services begin operating in BC.

Background: The Minister will be meeting with David Powell (CEO & President), Brian MacKay (Partner, DLA Piper), and Paul Zalesky (CEO of Allwest Insurance Services).

The Canadian Finance & Leasing Association (CFLA) represents the asset-based financing, equipment and vehicle leasing industry in Canada. This industry is the largest provider of debt financing in this country after the traditional lenders (banks and credit unions). s.13,s.21
s.13,s.21

Mandate Considerations: N/A
Liquefied Natural Gas Considerations: N/A
Fiscal Considerations: N/A
First Nations Considerations: N/A
Communications: N/A

Discussion: s.13,s.21
s.13,s.21

s.13,s.21 in BC, the owner of a vehicle needs to declare a vehicle's intended use so that if used for commercial purposes, the insurance can be assigned a taxi or limousine rate class. If commercial insurance is not held, significant financial impacts could arise in the event of an accident, including potentially having to repay the full value of claims that arise and forfeiture of coverage for personal injuries and vehicle damage.

In Ontario, Aviva Canada has developed a policy specifically for ride sharing services by adding an 'endorsement' to a driver's existing personal policy for an additional fee. The policy covers drivers from when they initiate looking for passengers through to collecting and dropping them off and will be available to drivers licensed for at least six years who spend up to 20 hours a week ride-sharing. Similarly, Intact Financial has entered into a cooperative agreement to develop tailored insurance products with Uber. Work on this product is ongoing.

Recommended Response:

- The issue of passenger transportation is complex and I welcome your thinking and the recommendations you have put forward
- As you know, I will be consulting with a wide range of stakeholders over the coming months to explore issues and opportunities associated with the sharing economy
- No decisions will be made without ensuring we have adequate input from a variety of sources
- At the end of the day, the path government takes will balance the interests of all stakeholders, protect passenger and consumer safety, and address the public's desire for more choice, convenience and competition
- s.13 you have given me a lot to consider.
- Your thoughts and recommendations will be factored into the feedback that I have been receiving as part of my consultation process.

Contact: Jessica Brooks
Telephone: 250-952-6596

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Last update:13/04/2016 - Brooks, Jessica TRAN:EX

Ministry of Community, Sport and Cultural Development
BRIEFING NOTE FOR MINISTER

Ref #: 166437

FOR MEETING

Date: May 18, 2016

Title: Ride-Sourcing Consultation s.13

Issue: Meeting with Opinder Singh and other representatives of the Taxi Drivers Association of Southern BC (Association) on May 24, 2016. The purpose of the meeting is to discuss the Minister's consultation on ride-sourcing and discuss s.13

Background: Ride-sourcing (app based taxi services) is established in many jurisdictions around the world - valued at more than \$3.76 billion and operating in hundreds of cities worldwide. Within Canada, city councils in Ottawa, Toronto have recently voted to allow regulated ride-sourcing.

In 2016 the largest ride-sourcing company (Uber) gave notice that it would begin operations in BC. It has held information meetings in communities in BC and begun soliciting drivers to drive for Uber. Uber has also initiated conversations with the Minister and provided data to lobby government about the benefits of ride-sourcing to the provincial ground transportation industry.

In January 2016 Premier Clark appointed Minister Fassbender to engage in a comprehensive consultation process about ride-sourcing with the public, local governments and other stakeholders including the taxi industry. The Minister has consistently and publically stated that government will not make any decisions on the future of ride-sourcing in the province until consultations are completed and government has a clear plan that considers the challenges and opportunities that ride-sourcing offers to the public and the road transportation industry.

Mandate Considerations: Government directed CSCD to consult with stakeholders from around the province about ride-sourcing.
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Liquefied Natural Gas Considerations: N/A
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Fiscal Considerations: N/A

First Nations Considerations: N/A
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Communications: N/A

Discussion:

Media reports on the Taxi Drivers Association of Southern BC suggest that the non-profit was established with the objective of representing the interests of Metro Vancouver taxi drivers. Detailed information on the Association is not available, s.13

s.13

Within B.C. the taxi industry is publically and strongly opposed to ride-sourcing unless it is subject to the same regulatory framework and rules as the taxi industry. The industry has also expressed concerns that the possibility of ride-sourcing entering the BC market is already causing issues including lowering the value of BC taxi licenses. A news article by the Vancouver Sun reported that the value of taxi licences in Vancouver, once worth up to \$1 million, has dropped drastically. The article also reported that currently there are more than 100 licences for sale because of market uncertainty.

Metro Vancouver is the largest metropolitan area in North America without ride-sourcing. Additionally Metro Vancouver has the lowest number of taxies per capita of any major Canadian city coupled with some of the highest fares.

s.13

The legislative and regulatory framework for BC taxies has been in place for over thirty years.

s.16

s.12,s.13

Recommended Response:

- The taxi industry is a valuable part of BC's hospitality and transportation economy providing jobs and making valuable contributions to the province.
- Before we make any decisions on ride sourcing in BC I will engage in a province-wide, comprehensive consultation process with the public and stakeholders, including the taxi industry, who have an interest in the future of our taxi industry.
- In addition I will be speaking with local governments, Boards of trade, Chambers of Commerce and organizations and businesses that have a vested interest in any potential changes to the ground transportation industry.
- We are not rushing this process. No decisions have been made yet. We are going to take the time to find a "made in BC" solution.
- At the end of the day, the path our government takes will balance the interests of all stakeholders, protect passenger and consumer safety, and address the public's desire for more choice, convenience and competition.

Contact: Kevin Volk
Telephone: 250-387-3860

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association.docx \ Cliff #166437
Last update:18/05/2016 - Garriock, Tamara CSCD:EX

Robbins, Lia CSCD:EX

From: David Powell <david.powell@cfla-acfl.ca>
Sent: Monday, March 7, 2016 8:58 AM
To: Robbins, Lia CSCD:EX
Subject: RE: CFLA: Uber consultation ~ Ride sharing's impact on the automotive finance industry

Follow Up Flag: Follow up
Flag Status: Completed

Thank you Lisa for the opportunity to meet with the Minister in Vancouver on Wednesday, April 20.

My preference is to meet with the Minister Wednesday morning, April 20 at 10AM.

I expect to be accompanied by Brian MacKay of the law firm of DLA Piper (Canada) LLP and Paul Zalesky, CEO of Allwest Insurance Services.

Many thanks. Regards,

David Powell



President & CEO/Président et Directeur général
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david.powell@cfla-acfl.ca
www.cfla-acfl.ca

From: Robbins, Lia CSCD:EX [<mailto:Lia.Robbins@gov.bc.ca>]
Sent: March-04-16 6:00 PM
To: David Powell
Subject: RE: CFLA: Uber consultation ~ Ride sharing's impact on the automotive finance industry

Hi David,

Thank you for reaching out and requesting to meet with Minister Fassbender. I can confirm that the Minister would be happy to sit down and meet with you. At this point, we would be looking at the break week in April for a meeting in Vancouver. I've listed below a couple of times that would be ideal for the Minister and staff. Please let me know if any of the below would suit you well.

Wednesday, April 20th: 9:00am, 10:00am or 1:00pm

Please note that this meeting would take place at the ^{s.15}

Thank you, and I look forward to hearing back from you.

Lia

Lia Robbins | Administrative Coordinator
Minister's Office of Community Sport & Cultural Development
Minister Responsible for Translink
Room 310 – Parliament Buildings
Tel: 250 387-6478
Website: www.gov.cscd.bc.ca

From: David Powell [<mailto:david.powell@cfla-acfl.ca>]
Sent: Wednesday, February 24, 2016 2:04 PM
To: Minister, CSCD CSCD:EX
Subject: CFLA: Uber consultation ~ Ride sharing's impact on the automotive finance industry

The Hon. Peter Fassbender
Minister of Community, Sport and Cultural Development
Minister Responsible for TransLink
Government of British Columbia
Victoria, British Columbia

Ride Sharing's Impact on the Automotive Finance Industry

Dear Minister,

We understand that you are undertaking a consultation with municipalities and other stakeholders over how to address the issues raised by ride-sharing services for a fee, such as Uber.

The purpose of the letter is to bring to your attention the serious issues affecting the automotive finance sector raised by ride sharing companies and to request your assistance in resolving critical legislative problems.

The ride-sharing concept, exemplified by Uber, represents an unparalleled challenge to the existing framework of legislation in the province governing the use of vehicles generally, and of "taxis" and "limousines" in particular. The current liability faced by the auto finance sector is an unintended consequence of existing legislation undercut by unanticipated technological and social change. We stress that we have no objection to the introduction of innovative ideas but the framework of legislation – both at the provincial and municipal levels – must first be adapted to the new circumstances.

Should the government decide to approve the entry of Uber, the resulting liability facing the auto finance sector *cannot* be resolved through any private sector solution. It can only be addressed through amendments to the *Insurance (Vehicle) Act* and to its regulations.

Our industry wants to work with the government to develop solutions to the serious issues currently confronting our industry. We would be happy to meet with you and/or your staff to go over the concerns outlined above or to answer any questions you may have. We look forward to your reply and thank you for your consideration of these matters.

Yours very truly,



David Powell

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david.powell@cfla-acfl.ca
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Robbins, Lia CSCD:EX

From: Volk, Kevin CSCD:EX
Sent: Wednesday, April 20, 2016 3:40 PM
To: 'David Powell'; Minister, CSCD CSCD:EX
Cc: Robbins, Lia CSCD:EX; Zalesky, Paul; Mackay, Brian; Matthew Poirier; Dick, Joan L CSCD:EX
Subject: RE: CFLA: Uber consultation ~ Ride sharing's negative impact on the automotive finance industry

Thank you David. I'll make sure this gets distributed to the relevant staff.

Kevin

From: David Powell [mailto:david.powell@cfla-acfl.ca]
Sent: Wednesday, April 20, 2016 2:21 PM
To: Minister, CSCD CSCD:EX
Cc: Volk, Kevin CSCD:EX; Robbins, Lia CSCD:EX; Zalesky, Paul; Mackay, Brian; Matthew Poirier
Subject: CFLA: Uber consultation ~ Ride sharing's negative impact on the automotive finance industry

CFLA: Uber consultation ~ Ride sharing's negative impact on the automotive finance industry

Minister

As discussed, I attach an electronic version of the document we submitted to you and your officials during our meeting on April 18, 2016.

To convert the binder document to the attached electronic version, we have had to make a few adjustments.

First, the document submitted to you was organized by binder index tabs. That is not very convenient electronically. So all pages are now paginated, with the page numbering set out in a Table of Contents on page 2.

Second, you mentioned during our meeting that you would be sharing this file with Minister Stone at some point in the future. As we had sent an initial letter to him as well as to yourself, we have included a copy of the CFLA letter to Minister Stone (at pages 6&7).

Two other points.

(1) Courts of Appeal Judgements

On April 18th, we discussed in passing that the vicarious liability amendments in effect from November 2007 had been challenged before the Court of Appeal in *Stroszyn v. Mitsui Sumitomo Insurance Company Limited* 2014 BCCA 431 released on November 6, 2014. The Court upheld the legislation.
<http://www.courts.gov.bc.ca/jdb-txt/CA/14/04/2014BCCA0431.htm>

Coincidentally that same month (November 2014), the Ontario Court of Appeal considered and upheld similar lessor vicarious liability provisions in *Xu v. Mitsui Sumitomo Insurance Company Limited* [2014 ONCA 805]. <http://www.ontariocourts.ca/decisions/2014/2014ONCA0805.htm>

(2) Launch of Turo "Peer-to-Peer" Vehicle Rentals

The media has just announced the launch of Turo (also dba RelayRides), self-described as AirBnB for vehicles, in Alberta, Ontario and Quebec. It appears to enable individuals to rent their personal vehicles to others short-term. This concept will raise significant insurance issues.

<http://www.cbc.ca/news/business/turo-car-rentals-sharing-economy-1.3541343>

and

http://www.nytimes.com/2012/04/14/your-money/relayrides-accident-raises-questions-on-liabilities-of-car-sharing.html?_r=2

Thank you again for meeting with us on April 18. Neither you nor your officials should hesitate in contacting us if there are any questions.

David Powell



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From: David Powell

Sent: April-19-16 12:33 PM

To: 'CSCD.Minister@gov.bc.ca'

Cc: 'Kevin.Volk@gov.bc.ca'; 'Lia.Robbins@gov.bc.ca'; Zalesky, Paul; Mackay, Brian; Poirier, Matthew

Subject: CFLA: Uber consultation ~ Ride sharing's negative impact on the automotive finance industry

CFLA: Uber consultation ~ Ride sharing's negative impact on the automotive finance industry

Dear Minister

Thank you for the opportunity to meet with you and your officials yesterday to discuss the serious issues for the auto finance sector raised by ride-sharing for hire. My colleagues, Brian MacKay and Paul Zalesky, and I welcome any questions or suggestions that you or your officials might have. Please do not hesitate to contact us on these matters.

During our discussion, I referenced Ontario Bill 131 (short title: Opportunity in the Sharing Economy Act, 2015). This Private Member's Bill was introduced in the Ontario Legislature by Tim Hudak, MPP, the former Leader of the PC party in the province. Bill 131 was carried at First Reading on October 27, 2015 and referred to the Standing Committee on Finance and Economic Affairs of the provincial Legislature two days later. It remains in Committee and our understanding is that the government has preferred to work on its own legislative proposals.

Bill 131 can be found online at

http://www.ontla.on.ca/web/bills/bills_detail.do?locale=en&BillID=3534&detailPage=bills_detail_the_bill

As its full title suggests ("An Act to enact two new Acts and to amend other Acts to regulate transportation network vehicles, to provide freedom for individual residential property owners to share their property for consideration with others and to deal with the expenses of public sector employees and contractors in that connection"), Bill 131 is intended to cover the "sharing economy" generally, not just ride-sharing for hire.

Bearing the title "Transportation Network Vehicles Act, 2015", the proposed detailed ride-sharing for hire provisions appear in Schedule 3 of Bill 131.

As promised, I will be following up with an electronic version of our presentation binder.

Thank you again.

David Powell



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From: David Powell
Sent: February-24-16 5:04 PM
To: 'CSCD.Minister@gov.bc.ca'
Subject: CFLA: Uber consultation ~ Ride sharing's impact on the automotive finance industry

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Yours very truly,



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Sandur, Parveen CSCD:EX

From: Sandur, Parveen CSCD:EX
Sent: Wednesday, April 20, 2016 4:13 PM
To: Dick, Joan L CSCD:EX
Cc: Whitelock, Riley CSCD:EX
Subject: RE: CFLA: Uber consultation ~ Ride sharing's negative impact on the automotive finance industry

Attachment has been added to iPad by Raya. She will advise MPF.

Regards,
Parveen

From: Dick, Joan L CSCD:EX
Sent: Wednesday, April 20, 2016 3:56 PM
To: Sandur, Parveen CSCD:EX
Cc: Whitelock, Riley CSCD:EX
Subject: RE: CFLA: Uber consultation ~ Ride sharing's negative impact on the automotive finance industry

Thanks.

Let's make sure this info gets on to MPF's iPad. There should be an Uber or Ride Sharing file in Reference.
J.

From: Sandur, Parveen CSCD:EX
Sent: Wednesday, April 20, 2016 3:40 PM
To: Dick, Joan L CSCD:EX
Cc: Whitelock, Riley CSCD:EX
Subject: FW: CFLA: Uber consultation ~ Ride sharing's negative impact on the automotive finance industry

FYI.

Regards,
Parveen

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Sent: Wednesday, April 20, 2016 2:21 PM
To: Minister, CSCD CSCD:EX
Cc: Volk, Kevin CSCD:EX; Robbins, Lia CSCD:EX; Zalesky, Paul; Mackay, Brian; Matthew Poirier
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Yours very truly,

The logo for the Canadian Finance & Leasing Association (CFLA) and the Association canadienne de financement et de location (ACFL). It features the letters 'cfla' in a stylized, lowercase font, with 'acfl' stacked below it in a similar style.

David Powell

President & CEO
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Sandur, Parveen CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Monday, April 18, 2016 8:54 AM
To: Sandur, Parveen CSCD:EX
Subject: Ontario is moving forward with ridesharing regulations

Parveen,

I wanted to pass along some encouraging news. On Wednesday, Ottawa City Council voted 23-1 in favour of new ridesharing rules to regulate businesses like Uber. In addition, the City of Toronto has released its proposed regulatory framework which embraces ridesharing. It has the full support of Mayor Tory because of the benefits ridesharing provides his city.

These regulations were largely developed based upon two comprehensive, third party reports completed by KPMG (commissioned by the City of Ottawa) and MaRS (an Ontario think tank commissioned by the Province of Ontario). Below I have outlined the policies from these two cities, how they could be translated into BC's context, and the policy rationale.

This is a high level summary, and I would be happy to discuss these items government officials in more detail. It's worth noting that while I only discuss ridesharing below, the two reports include additional recommendations regarding taxi such as removing fare restrictions for taxi trips except for street hails and at taxi stands.

Component	Ottawa & Toronto	Implication for BC	Policy Rationale/Additional Comments
Unified Ridesharing License	Required. Uber will be licensed and required to only allow drivers and vehicles onto the platform that meet specific requirements. Drivers and vehicles are not individually licensed. The regulator maintains strong oversight and enforcement powers to ensure the ridesharing company is complying with the bylaw.	Same requirement is appropriate.	A unified licensing structure ensures strict requirements can be digitally tracked and removes red tape that is unnecessary for safety. It is the standard regime for ridesharing regulations around the world.
Driver Screening	Required. Toronto has taken the transparent approach to <u>specifically outline</u> in the bylaw what types of criminal behaviour	Similar requirement is appropriate.	Searches of RCMP and local police databases are completed on behalf of the ridesharing company. Specifically outlining the prohibited offences ensures consistency and transparency and certainty for the

	prevent a driver from participating.		public.
Driver's Abstract Check	Required. Toronto has specified less than 9 demerit points allowed on a driver's record	Similar requirement is appropriate	A potential driver-partner's driving history is extremely relevant information in determining if someone is responsible enough to provide transportation to others.
Vehicle Age & Inspections	Ottawa: Maximum 10 years old. Annual inspections if <5 years, Biannual if 6-10years old. Toronto: Maximum proposed age 7 years old. Annual inspections.	10 year limit (as approved by Ottawa and Edmonton) and annual inspections similar to Edmonton are appropriate.	Ridesharing relies upon personal vehicles that are already being used to transport families and friends. The vast majority of these vehicles are used only a few extra hours a week for ridesharing services. Moreover, with ridesharing's rating & feedback system, every trip is an inspection of sorts. As such vehicles up to ten years old that have undergone an appropriate annual vehicle inspection can be safely used. With annual inspections and real time feedback, restricting vehicle age to less than 10 years simply prevents those with lower incomes from participating in ridesharing while not enhancing safety.
Supply Caps	None	Same requirement is appropriate	Ridesharing partners are independent contractors determining when and where they offer transportation services. In Canada, almost 60% of our partners use the platform less than 10 hours a week. Moreover, as we've grown, we've found that our partners grow the transportation pie, serving areas of a city traditionally underserved by public transit and taxi. Finally, flexible supply means that there are more partners offering rides when people need them the most and there are not adequate options available (e.g. when bars are closing). With that, supply caps are impractical. No jurisdiction that has regulated ridesharing has imposed caps.
Price regulation	No fare restrictions, must display rates to be charged.	Same requirement is appropriate	Dynamic pricing is an important means for ridesharing companies to <u>incent partners to provide transportation services</u> when people need them the most, but when partners may otherwise choose not to

			<p>drive at regular rates (i.e. New Year's Eve). No jurisdiction has instituted maximum rates for ridesharing operations during regular time periods.</p> <p>The Competition Bureau of Canada has put out a white paper that extols the benefits of price flexibility and recommends that all industry participants be free to set their fares independently.</p>
Data sharing	Required, to confirm regulatory compliance	Similar requirement is appropriate	We would like to open a dialogue on how we can be an effective partner with BC on data sharing.
Fees	<p>Flat fee for Ridesharing company plus per trip fee</p> <p>Toronto includes a nominal, provisional fee per driver.</p>	The province can use a fee structure that is required to be shared with municipalities as means of sharing the compensation to cover enforcement of a provincial framework.	We would like to open a dialogue on the best fee structure that would work for BC. Fee structures based on a driver registration system can be prohibitive and a significant barrier to driver participation thereby hindering ridesharing.
Street Hails/Taxi stands/Cash fares	Exclusive to taxi	Same requirement is appropriate	In recognition of the differences of the two industries (i.e. ridesharing ride requests can only be made and paid for through the app), it is appropriate to continue to leave such rides solely for taxi
Insurance	<p>Required.</p> <p>Minimum of \$2 million third-party liability insurance.</p>	An insurance solution that enables the ridesharing company to purchase the commercial insurance, which is in place during the trip as per what has been announced by Alberta and is being worked on by Ontario	<p>Insurance purchased by the ridesharing company provides the following benefits:</p> <ul style="list-style-type: none"> -Consistent coverage for all rides. It's not dependent on the vehicle owner's coverage. -Commercial coverage is only in place during commercial activity. Standard personal coverage remains in place for personal use.
Driver's Licensing	Standard license class (G, which is equivalent to class 5) is sufficient for taxi and ridesharing	Allow class 1-5 license	The average ridesharing driver utilizes their personal vehicles that they are using to drive around their family and carpool. There is no real difference in traffic safety from a driver charging \$0.50/km (carpooling) or \$1.00/km when they are using the same vehicle. As opposed to relying upon a one time drivers test, with ridesharing's rating system and real time feedback, the ridesharing company is quickly made aware of

			any poor driving habits and can quickly take corrective action. Moreover advances in technology such as <u>telematics</u> , which Uber is now piloting, could allow for additional proactive safety improvements.
Vehicle Registration	Personal registration is sufficient	Same requirement as Alberta and Ontario. (Personal registration is sufficient)	Same point as vehicle inspections.
Driver Training	None required	Same requirement is appropriate	Driver's are driving personal vehicles, navigating by GPS and have quality controlled via ratings & written feedback. An independent <u>Study</u> commissioned by the City of Ottawa found riders had a higher level of satisfaction with ridesharing drivers.

We hope that the provincial government can learn from these examples, and move quickly to embrace more transportation options for British Columbians.

Best regards,

Michael

--



Michael van Hemmen
 UBER Canada
 s.22 | mvh@uber.com | uber.com

Dick, Joan L CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Thursday, February 4, 2016 8:08 PM
To: Dick, Joan L CSCD:EX
Subject: Meeting

Joan,

Thank you for setting up the meeting for me and the Minister.

I look forward to our discussion.

Michael

--

Michael van Hemmen

UBER

m: s.22

Dick, Joan L CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Friday, February 12, 2016 10:19 AM
To: Stone, Todd TRAN:EX; Fassbender, Peter CSCD:EX
Cc: Bell, Jordan TRAN:EX; Dick, Joan L CSCD:EX
Subject: Ridesharing regulations, Edmonton-->BC

Ministers,

I wanted to pass along a quick assessment of the key components of Edmonton's bylaw that permits ridesharing. It is important to note that it reflects the overwhelming public opinion of Metro Vancouver residents that want province-wide rules ensuring safety and protection but reflect the differences between ridesharing, limousines and taxi. While it is a workable solution for a city like Edmonton, some changes would be required for a provincial solution such as British Columbia. The good news, is that in BC's context a workable framework, based upon what has been adopted by other jurisdictions, is simple and can quickly be put into legislation.

I would be happy to talk through this in greater detail with you and your officials.

All the best,

Michael

Component	Edmonton Bylaw & Implementation	Implication for BC	Policy Rationale/Additional Comments
Ridesharing Company License	Required. Referred to as a commercial PTP dispatcher license	Similar requirement is appropriate. The definition should be more specific and refer specifically to the ridesharing company. Our legal team can liaise with provincial drafters on this.	Ridesharing is a unique industry, much like taxi is different from limousines and carpooling. As such, it makes sense to have a separate category license for ridesharing companies.
Driver Screening	Required, Uber's third-party screening providers check permitted.	Same requirement is appropriate.	Third-party screeners can conduct screenings of RCMP and local police databases on behalf of the ridesharing company. Over 70 jurisdictions that have regulated ridesharing have recognized Uber's background check process in their rules.
Driver's Abstract Check	Not required	Uber requires a driver's abstract search to confirm a safe driving record.	A potential driver-partner's driving history is extremely relevant information in determining if someone is responsible enough to provide transportation to others.

Vehicle Inspections	Required. Submitted upon request of a bylaw officer. Recognition that personal vehicles are used. Uber's inspection accepted.	Same requirement is appropriate.	These are personal vehicles, the vast majority of time being used only a few extra hours a week for ridesharing services. Moreover, with ridesharing's rating & feedback system, every trip is an inspection of sorts. As such, an appropriate annual vehicle inspection provides additional comfort that these vehicles are road worthy.
Supply Caps	None	Same requirement is appropriate for ridesharing.	Ridesharing partners are independent contractors determining when and where they offer transportation services. In Canada, almost 60% of our partners use the platform less than 10 hours a week. Moreover, as we've grown, we've found that our partners grow the transportation pie, serving areas of a city traditionally underserved by public transit and taxi. Finally, flexible supply means that there are more partners offering rides when people need them the most and there are not adequate options available (e.g. when bars are closing). With that, supply caps are impractical. No jurisdiction that has regulated ridesharing has imposed supply caps as it is an attractive opportunity for drivers. For example, in less than three years, more than 150,000 have signed-up with Uber and its competitors in Chicago.
Price regulation	For rides pre-arranged via an app there's a minimum fare for taxi/limo/ridesharing equivalent to a bus fare, no maximum fare	No fare regulation is required. Replicate policy on maximum fares. A minimum fare is unadvisable.	<p>Dynamic pricing is an important means for ridesharing companies to incent partners to provide transportation services when people need them the most, but when partners may otherwise choose not to driver at regular rates (i.e. New Year's Eve). No jurisdiction has instituted maximum rates for ridesharing operations during regular time periods.</p> <p>Minimum fares could have the unintended consequence of restricting future low-cost innovation like uberPOOL and is an ineffective tool to manage competition which is the purview of the Competition Bureau of Canada.</p>
Data sharing	Required, upon request to confirm regulatory	Similar requirement is appropriate	We would like to open a dialogue on how we can be an effective partner

	compliance		with BC on data sharing.
Fees	Flat fee for Ridesharing company and per trip fee	The province can use a fee structure that is required to be paid to municipalities as means of financial compensation for a provincial framework rather than unnecessary individual municipal licensing.	We would like to open a dialogue on the best fee structure that would work for BC.
Driver & Vehicle Registration	Required	Unnecessarily burdensome for both regulator and ridesharing	The vast majority of jurisdictions that have regulated ridesharing recognize that the most sustainable model is to establish the requirements for ridesharing drivers and audit compliance, similar to the safety management system approach used by Canadian transportation regulators.
Street Hails/Taxi stands/Cash fares	Exclusive to taxi	Same requirement is appropriate	In recognition of the differences of the two industries (i.e. ridesharing ride requests can only be made and paid for through the app), it is appropriate to continue to leave such rides solely for taxi
Insurance	Refers to provincial rules	BC provincial solution that works with the ridesharing model.	
Driver's Licensing	Refers to provincial rules	Allow class 5 license (work ongoing with AB provincial officials)	The average ridesharing driver utilizes their personal vehicles for ridesharing services for a few additional hours a week. Moreover, with ridesharing's rating system, the ridesharing company can be made aware of any poor driving habits and quickly take corrective action.
Vehicle Registration	No mention	Same requirement as Alberta. (Personal registration is sufficient)	Same point as vehicle inspections
Driver Training	None required	Same requirement is appropriate	Driver's are driving personal vehicles, navigating by GPS and have quality controlled via ratings & written feedback.

--



Michael van Hemmen
UBER Canada
s.22 | mvh@uber.com | uber.com

Dick, Joan L CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Monday, February 22, 2016 8:34 PM
To: Fassbender, Peter CSCD:EX; Stone, Todd TRAN:EX
Cc: Dick, Joan L CSCD:EX; Bell, Jordan TRAN:EX
Subject: Uber's response to the tragedy in Kalamazoo, Michigan

Ministers,

I wanted to send along the following information on the tragic mass shooting in the US which killed six people and left two others in critical condition.

Anyone who has heard about it cannot help but be devastated by this senseless violence.

As the media has reported, the gunman was a driver-partner who was accepting trips during the evening. As soon as riders reported concerns to us -- through Twitter, Facebook, and our feedback system -- we began looking into the issue. We also proactively reached out to local law enforcement to offer our assistance with their investigation.

Given the ongoing investigation, we are referring any questions on the details about the events in Kalamazoo to local law enforcement, but we wanted to let you all know about how Uber is responding:

- First, we've issued the following statement (from our Chief Security Officer, Joe Sullivan) to media and conducted an in depth media briefing on how Uber responded in this incident.
"We are horrified and heartbroken at the senseless violence in Kalamazoo, Michigan. Our hearts and prayers are with the families of the victims of this devastating crime and those recovering from injuries. We have reached out to the police to help with their investigation in any way that we can."
- Second, police have confirmed that the accused shooter did not have a criminal record. Our background check performed as it was intended. We have also let people know that he clearly violated our firearms policy, which prohibits possession of firearms in any car on our platform.
- Finally, we continue to be in close contact with law enforcement and are responding to their requests for information. Uber safety and security employees, who are former law enforcement officials, are engaged with the police and we have offered their help interpreting any Uber records.

If you have any questions or concerns about Uber's safety and security systems do not hesitate to reach out.

All the best,

Michael

--



Michael van Hemmen
UBER Canada
s.22 | mvh@uber.com | uber.com

Dick, Joan L CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Tuesday, February 23, 2016 2:29 PM
To: Fassbender, Peter CSCD:EX; Stone, Todd TRAN:EX
Cc: Bell, Jordan TRAN:EX; Dick, Joan L CSCD:EX
Subject: Ridesharing helps cities

Ministers,

Today New Orleans released some data after one year of regulated ridesharing. In New Orleans taxi and ridesharing are regulated distinctly as they are different business models with different associated risks. I wanted to share a couple of data points from the report and its accompanying [announcement](#) as you may find some of the data useful. These findings confirm what is happening in other jurisdictions with distinct ridesharing regulations.

Growing the pie:

- In the city's words, "TNCs Grew the Pie" in the for-hire vehicle market. The report notes that "the introduction of TNC Service did not take away significant customers from the taxi industry. Instead, it increased the number of overall customers utilizing for-hire transportation... [the decrease in taxi rides] can be attributed to normal market fluctuations."
- The city reports that "TNCs provided approximately 1 million new trips that otherwise may not have occurred by meeting an untapped consumer demand for a different type of ridership experience."

Access to the underserved:

- The report praised TNCs for meeting their "pledge of increasing market availability to historically less-served areas such as Algiers and New Orleans East," noting that "While over half (57%) of all taxi rides started from the French Quarter or Central Business District, only about 40% [39.79%] of TNC rides originated in the French Quarter and Central Business District."

Taxi Revenues on the rise:

- The report notes that taxi revenues continued to show increases in 2013, 2014, and 2015 despite the presence of TNCs in the market.

Please feel free to reach out to me with any questions you may have.

All the best,

Michael

--

Michael van Hemmen

UBER

m; s.22

Dick, Joan L CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Wednesday, March 16, 2016 1:20 PM
To: Dick, Joan L CSCD:EX
Subject: Re: Meeting Request with Minister Fassbender

Hi Joan,

Have you been able to find a time for us to meet with Minister Fassbender? As I mentioned, we'd prefer to meet before April 1st.

Appreciate it,

Michael

On Wed, Mar 9, 2016 at 11:10 AM Michael van Hemmen <mvh@uber.com> wrote:
Hi Joan,

I wanted to make sure that you had received this request.

Do you think we will be able to arrange a time to meet soon?

Thanks a bunch,

Michael

On Fri, Mar 4, 2016 at 4:50 PM Michael van Hemmen <mvh@uber.com> wrote:
Hi Joan,

I would like to request and opportunity to meet with Minister Fassbender regarding his consultations on ridesharing.

Would you please help arrange such a meeting?

Thanks,

Michael
m^{s.22}

--

Michael van Hemmen

UBER

m^{s.22}

--

Michael van Hemmen

UBER

m: s.22

--

Michael van Hemmen

UBER

m: s.22

Dick, Joan L CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Wednesday, March 16, 2016 3:51 PM
To: Dick, Joan L CSCD:EX
Subject: Uber & Public Transit

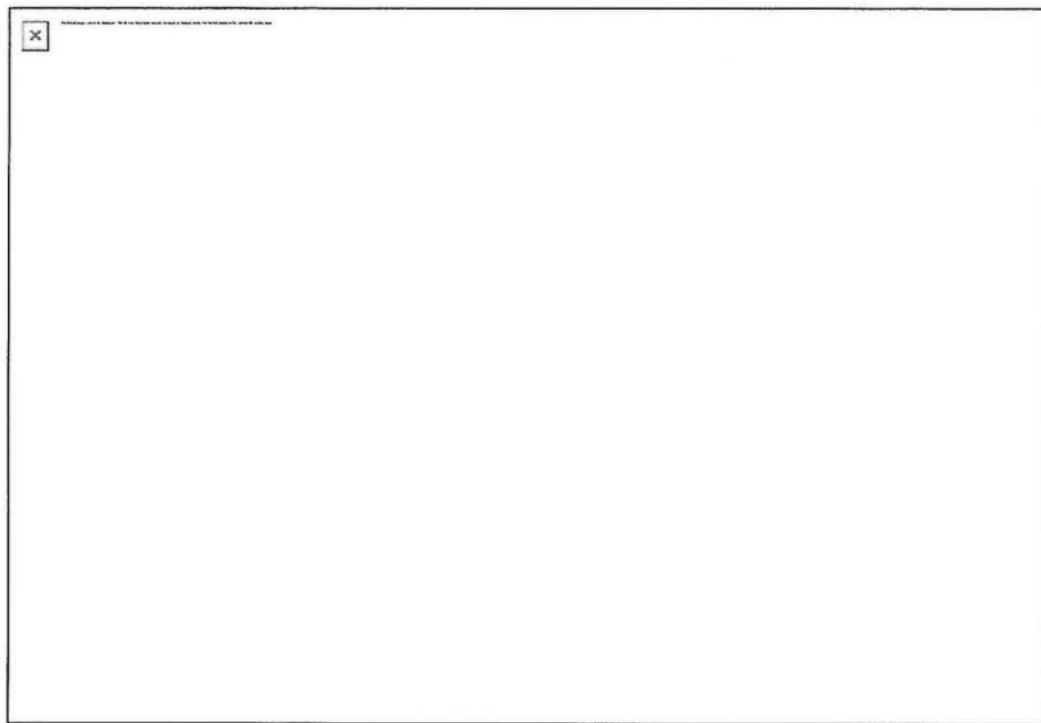
Joan,

It's been a bit since we last chatted, so I thought I'd touch base and pass along some new information about ridesharing that was published yesterday.

The American Public Transportation Association (APTA)--which counts Canadian transit authorities such as Translink as members-- released an independent study that supports the fact that **ridesharing is an important complement to public transportation**.

KEY FINDINGS

1. The more people use shared modes, the more likely they are to use public transit, own fewer cars, and spend less on transportation overall. "Supersharers"—people who routinely use several shared modes, such as bikesharing, carsharing (e.g. car2go or Zipcar), and ridesourcing (e.g. Lyft or Uber)—save the most money and own half as many household cars as people who use public transit alone.



2. Shared modes complement public transit, enhancing urban mobility. Ridesourcing services are most frequently used for social trips between 10pm and 4am, times when public transit runs infrequently or is not available. Shared modes substitute more for automobile trips than public transit trips.

3. Shared modes will continue to grow in significance, and public entities should identify opportunities to engage with them to ensure that benefits are widely and equitably shared. Public transit agencies should seize opportunities to improve urban mobility for all users through collaboration and public-private partnerships, including greater integration of service, information and payment methods.

4. The public sector and private operators are eager to collaborate to improve paratransit service using emerging approaches and technology. While a number of regulatory and institutional hurdles complicate partnerships in this area, technology and business models from the shared mobility industry can help drive down costs, increase service availability and improve rider experience.

As always, if you'd like to discuss more about this report or anything else about ridesharing do not hesitate to reach out.

All the best,

Michael

--



Michael van Hemmen
UBER Canada

s.22 | mvh@uber.com | uber.com

From: Michael van Hemmen <mvh@uber.com>
Sent: Friday, April 1, 2016 12:43 AM
To: Dick, Joan L CSCD:EX
Subject: Progress on Ridesharing Regulations across Canada this spring, what about BC?

Joan,

I wanted to share some exciting news with you.

Across the country, more governments are moving quickly to embrace more transportation options for their constituents by bringing forward ridesharing regulations this spring. In BC, we remain optimistic that provincial legislation could be brought forward on a similar timeframe.

Here's what's been happening elsewhere in the country where ridesharing already exists:

Yesterday in Ottawa, City staff proposed to license ridesharing companies and establish safety requirements for drivers. The overall proposal is very similar to the model ridesharing regulations that have been adopted across the United States and around the world. The report was supported by the Mayor and Committee Chair, and will go to Council on April 7th to be brought into force June 30th.

In **Quebec**, Premier Couillard and Transport Minister Daoust have committed to bringing forward ridesharing legislation this spring session. Committee hearings will be completed in just over a week.

In **Windsor**, Ontario the bylaw review is expected to be completed in May. Waterloo, London, Kingston and the Niagara region are also in the midst of formal reviews.

In **Toronto** proposed regulations will be made public next week. An Ontario Think Tank (MaRS), published its long awaited study that was commissioned and paid for by the **Province of Ontario** and City of Toronto.

MaRS' Key Regulatory Recommendations:

- **Establish a transportation network company classification:** Establish a new license model for so-called transportation network companies (TNCs), also known as app-based service models (ABSMs) and private transportation providers (PTPs), to reflect the difference in business model.
- **Driver screening & vehicle inspections:** Every driver should have a proper background check (both criminal and driver history). The city should set the requirements and empower the brokerages to administer it, with the city conducting periodic audits. The City should accept vehicle inspections at any mechanic shop.
- **Ensure accurate insurance coverage of all drivers:** Government should mandate adequate insurance but remove barriers to enable the rapid approval of new products. Currently, there is only one product available on the market for uberX drivers (Aviva insurance). In other jurisdictions, mainly in the US, there are insurance policies with flexible premiums, based on types of use (personal or periods of activity) that have been introduced. These kinds of hybrid products are needed for the Ontario market (provincial).
- **Allow dynamic pricing set by taxi brokerages and TNCs:** Deregulate pricing to create a fair level playing field. Let the taxi brokerages and TNC decide on pricing in order to compete amongst each other in an open market. Pricing should be made clear to consumers before they make a decision to use a taxi or a ridesharing service.

- **Allow flexible licensing fee:** Set up a fee structure for a transportation network company and another for drivers. For example, instead of paying a flat annual fee, uberX drivers could pay a fee for service on each ride.
- **Accessibility:** Incentivize brokerages and TNCs to work together to meet the need by sharing the load. Create a cost-sharing model with wheelchair accessible taxis by transferring all calls of service that came through their respective platforms to those taxis. Create a fund can then serve as a subsidy program to help drive down the cost of retrofitting vehicles.
- **Mandate a minimum provision of data:** Government should mandate a minimum level of data provision from any commercial users of roads, so that we have the data needed for evidence-based policy-making.
- **Develop data-driven dynamic transit models:** New models of dynamic allocation of transit resources should be implemented, rather than relying on fully-fixed or schedule-based TTC resources. We should incentivize single-occupancy drivers to share their commutes by incorporating all types of shared mobility into a seamless multi-modal transportation network.

It's encouraging to see so many jurisdictions moving forward to embrace the benefits of ridesharing and give constituents more choice. Please reach out if, you have any questions about how you could help bring ridesharing to BC this spring.

All the best,

Michael

--



Michael van Hemmen
 UBER Canada
 s.22 | mvh@uber.com | uber.com

Dick, Joan L CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Friday, April 1, 2016 11:49 AM
To: Dick, Joan L CSCD:EX; Jordan Bateman; Barinder Bhullar
Subject: Interesting Op-ed from Ottawa

Hey guys,

I don't normally like double pinging people in one day, but I thought that this article was pretty interesting. It outlines how Ottawa made its decisions on new ridesharing regulations.

<http://ottawacitizen.com/opinion/columnists/deans-why-ottawa-is-changing-its-taxi-rules>

Copyright

Michael van Hemmen
UBER

m s.22

Dick, Joan L CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Tuesday, June 14, 2016 1:22 PM
To: Dick, Joan L CSCD:EX
Subject: Meeting request

Joan,

Hope you're doing well.

Does Minister Fassbender have availability to meet later this month?

I'm currently going to be in Victoria on June 23rd, but can arrange another day in Vancouver or Victoria.

Thanks,

Michael

--

Michael van Hemmen

UBER

m: s.22

Dick, Joan L CSCD:EX

From: Michael van Hemmen <mvh@uber.com>
Sent: Friday, June 17, 2016 1:20 PM
To: Robbins, Lia CSCD:EX
Cc: Dick, Joan L CSCD:EX
Subject: Re: Meeting request

Lia,

Thanks for reaching out.

I am seeking a meeting to:

1. Understand what Minister Fassbender is consulting on. What are the policy challenges the government is trying to sort out? Right now it seems as though he is just meeting with taxi on their issues. Does that mean that the government has no concerns/questions with the standard TNC/ridesharing regulatory framework? I am uncertain about the government political and policy concerns and therefore have significant challenges providing input that is "on point."
2. Outline progress and regulatory models that have been passed elsewhere
3. Complete the initial briefing that we were to have that was cut short

Thus far I have had 20 minutes to meet with Minister Fassbender to outline the ridesharing model, and that meeting was cut short. I would greatly appreciate an hour of time to complete that information briefing and to understand what challenges the Minister is trying to overcome so that we can provide meaningful input.

Appreciate it,

Michael

On Fri, Jun 17, 2016 at 11:53 AM Robbins, Lia CSCD:EX <Lia.Robbins@gov.bc.ca> wrote:

Hi Michael,

I thought I would reach out as your request to meet with Minister Fassbender was passed along to me.

Minister Fassbender is still in the process of consulting, but would like to know if you have anything new to present to him at this time? If so, are you able to electronically pass along any new information to our office? Once reviewed, we can potentially look at setting up your next meeting. Please send any information through to cscd.minister@gov.bc.ca – you are welcome to copy Joan as well.

Thank you,
Lia

Lia Robbins | Administrative Coordinator

Minister's Office of Community Sport & Cultural Development

Minister Responsible for Translink

Room 310 – Parliament Buildings

Tel: 250 387-6478

Website: www.gov.cscd.bc.ca

From: Dick, Joan L CSCD:EX
Sent: Tuesday, June 14, 2016 1:44 PM
To: 'Michael van Hemmen'
Subject: RE: Meeting request

Hello Michael,

As it happens MPF is not available on June 23 in either Vancouver or Victoria.

I will be back in Vancouver on Thursday and meeting up w/MPF. I'll talk to him about a meeting. Currently he has no availability before mid July and lots of requests.

Regards,

Joan

From: Michael van Hemmen [<mailto:mvh@uber.com>]
Sent: Tuesday, June 14, 2016 1:22 PM
To: Dick, Joan L CSCD:EX
Subject: Meeting request

Joan,

Hope you're doing well.

Does Minister Fassbender have availability to meet later this month?

I'm currently going to be in Victoria on June 23rd, but can arrange another day in Vancouver or Victoria.

Thanks,

Michael

--

Michael van Hemmen

UBER

m: s.22

--

Michael van Hemmen

UBER

m: s.22

Dick, Joan L CSCD:EX

From: Fassbender, Peter CSCD:EX
Sent: Wednesday, March 30, 2016 1:43 PM
To: Dick, Joan L CSCD:EX
Subject: Re: Media request - Rob Shaw - Uber petition

Indeed.

Sent from my BlackBerry 10 smartphone on the TELUS network.

From: Dick, Joan L CSCD:EX
Sent: Wednesday, March 30, 2016 1:33 PM
To: Fassbender, Peter CSCD:EX
Cc: Whitelock, Riley CSCD:EX
Subject: Fw: Media request - Rob Shaw - Uber petition

HPF:
See below.
Do you want to do the interview?
R:
Please make sure MPF is available.
Thanks,
J.

Sent from my BlackBerry 10 smartphone on the TELUS network.

From: Schneider, Vanessa GCPE:EX <Vanessa.Schneider@gov.bc.ca>
Sent: Wednesday, March 30, 2016 12:57 PM
To: Dick, Joan L CSCD:EX; Sandur, Parveen CSCD:EX; Whitelock, Riley CSCD:EX
Cc: Price, Gabrielle GCPE:EX; Rhodes, Gillian GCPE:EX; Fraser, John Paul GCPE:EX; Gordon, Matt GCPE:EX; Koolsbergen, Nick GCPE:EX; Haagen, Ragnar GCPE:EX; Jabs, Ryan GCPE:EX
Subject: Media request - Rob Shaw - Uber petition

MEDIA REQUEST

Reporter / Outlet: Rob Shaw/Vancouver Sun
Phone Number: 250-953-5932/250-893-0841
Email: rshaw@vancouver.sun.com
Topic: Uber marketing campaign
Deadline: Today, 5PM

Type of Request: Interview with Minister

Request: Wondering what Minister Fassbender thinks of Uber launching a marketing campaign (see below) to pressure government into allowing ridesharing and how negotiations are going with Uber, etc.

Proposed Response: TBC

From: Susie Heath <susie@uber.com>
Date: Wednesday, March 30, 2016 at 12:25 PM
To: Susie Heath <susie@uber.com>
Subject: What British Columbia would look like with Uber....

Hi all,

Today, Uber Canada is launching a new campaign to highlight the benefits of ridesharing for British Columbia.

Starting today, British Columbians can open the Uber app and see "**Future View**" which shows what the province would look like with ridesharing. They'll also have the option to connect directly with Premier Clark and the BC government to urge them to bring ridesharing to BC. You can access "Future View" by downloading the Uber app and you can read more [here](#).

We have also **written directly to the Premier** and **released a series of radio ads** that highlight the need for Uber in the province.

You can find the letter to Premier Clark [here](#) and you can access the radio ads [here](#) and [here](#).

How "Future View" Works -

- By opening the app and searching for a ride in Vancouver, Victoria or Kelowna, British Columbians can see what their communities would look like with ridesharing - you can download the app [here](#):
- People can send an email directly through the app to urge Premier Clark and the provincial government to make ridesharing a reality in BC

Quick Facts: Uber in BC -

- Metro Vancouver is the largest metropolitan area in North America without ridesharing.
- More than 100,000 British Columbians have signed up for Uber and downloaded the Uber app
- 5 municipalities in BC have clearly stated that they'd like to see the provincial government show leadership on ridesharing [Vancouver, Langley Township, Port Moody, Coquitlam and Port Coquitlam]
- 76% of Metro Vancouver residents polled strongly support ridesharing coming to the region <http://mapleleafstrategies.com/british-columbia-supports-sharing-economy-and-ride-sharing/>
- Over 65,000 people have signed our petition calling for provincial ridesharing regulations - <https://action.uber.org/vancouver/>

Thanks,
Susie



Susie Heath
Communications, Canada
416.721.3660 | susie@uber.com | uber.com

Dick, Joan L CSCD:EX

From: Fassbender, Peter CSCD:EX
Sent: Thursday, March 31, 2016 2:36 PM
To: Sandur, Parveen CSCD:EX
Cc: Dick, Joan L CSCD:EX; Whitelock, Riley CSCD:EX
Subject: Re: (2) Media enquiries - Rob Shaw and Jeff Nagel - Uber hiring/campaigning in Vancouver

Agree

Sent from my BlackBerry 10 smartphone on the TELUS network.

From: Sandur, Parveen CSCD:EX
Sent: Thursday, March 31, 2016 2:12 PM
To: Fassbender, Peter CSCD:EX
Cc: Dick, Joan L CSCD:EX; Whitelock, Riley CSCD:EX
Subject: (2) Media enquiries - Rob Shaw and Jeff Nagel - Uber hiring/campaigning in Vancouver

Minister,

Below are two media requests.

Are you okay with sending a small note to Rob Shaw (considering you did an interview with him yesterday)? Shall we advise Jeff Nagel that you will call him after 4:30pm?

Thanks,
Parveen

From: Schneider, Vanessa GCPE:EX
Sent: Thursday, March 31, 2016 2:07 PM
To: Dick, Joan L CSCD:EX; Sandur, Parveen CSCD:EX; Whitelock, Riley CSCD:EX
Cc: Price, Gabrielle GCPE:EX; Rhodes, Gillian GCPE:EX; Haagen, Ragnar GCPE:EX; Fraser, John Paul GCPE:EX; Gordon, Matt GCPE:EX; Koolsbergen, Nick GCPE:EX; Jabs, Ryan GCPE:EX
Subject: (2) Media enquiries - Rob Shaw and Jeff Nagel - Uber hiring/campaigning in Vancouver

MEDIA REQUEST #1

Reporter / Outlet: Rob Shaw/Vancouver Sun
Phone Number: 250-953-5932/250-893-0841
Email: rshaw@vancouver.sun.com
Topic: Uber placing hiring ads in Vancouver
Deadline: Today

Type of Request: Comment

Request: Is that something government expects Uber to do now, or does it lead to any worry they might be prepping to launch without government approval and pay the penalties, or is it a non-issue of some kind as a pressure tactic?

https://get.uber.com/p/scr/?sr=rl&cy=vancouver&de=20162403&es=39.6&je=retudpndeno&rx_job=59620472&rx_lang=en&rx_page=jobview&rx_source=Appcast&rx_campaign=cpa&rx_medium=cpa&rx

a=2500&rx t=cpa&utm source=rcx-
appcast&utm medium=image copy partp2p&utm term=paid&utm campaign=rcx-
appcast 32 19 vancouver d all acq cpa en ft Retail driver retudpndeno vancouver

Proposed Response: GCPE to provide the following. Note that Minister spoke to Rob Shaw on Tuesday.

Hi Rob, no change from the Minister's comments the other day.

"The province is going to take a very deliberate and thoughtful approach to this, and we are not going to be pressured into doing something quickly without ensuring we have adequate input from a variety of sources, including the taxi industry, local governments, and the business community."

MEDIA REQUEST #2

Reporter / Outlet: Jeff Nagel/Black Press

Phone Number: 604-575-5334

Email: jnagel@blackpress.ca

Topic: Uber campaign in Vancouver

Deadline: Today before 5PM

Type of Request: Interview with Minister

Request: Comment on the new pressure from Uber.

Proposed Response: Grant brief phone interview if schedule allows.

Vanessa Schneider
Communications Director
Government of British Columbia
778-676-6768 mobile

Dick, Joan L CSCD:EX

From: Fassbender, Peter CSCD:EX
Sent: Friday, April 1, 2016 12:32 PM
To: Dick, Joan L CSCD:EX; Sandur, Parveen CSCD:EX; Schneider, Vanessa GCPE:EX; Whitelock, Riley CSCD:EX
Cc: Stone, Todd TRAN:EX; Bell, Jordan TRAN:EX
Subject: Fwd: Progress on Ridesharing Regulations across Canada this spring, what about BC?

FYI

MPF

Begin forwarded message:

From: Michael van Hemmen <mvh@uber.com>
Date: April 1, 2016 at 10:00:34 AM PDT
To: peter.fassbender@gov.bc.ca
Subject: Progress on Ridesharing Regulations across Canada this spring, what about BC?

Dear Hon. Peter Fassbender,

I wanted to share some exciting news with you.

Across the country, more governments are moving quickly to embrace more transportation options for their constituents by bringing forward ridesharing regulations this spring. In BC, we remain optimistic that provincial legislation could be brought forward on a similar timeframe.

Here's what's been happening elsewhere in the country where ridesharing already exists:

Yesterday in Ottawa, City staff proposed to license ridesharing companies and establish safety requirements for drivers. The overall proposal is very similar to the model ridesharing regulations that have been adopted across the United States and around the world. The report was supported by the Mayor and Committee Chair, and will go to Council on April 7th to be brought into force June 30th.

In **Quebec**, Premier Coulliard and Transport Minister Daoust have committed to bringing forward ridesharing legislation this spring session. Committee hearings will be completed in just over a week.

In **Windsor**, Ontario the bylaw review is expected to be completed in May. Waterloo, London, Kingston and the Niagara region are also in the midst of formal reviews.

In **Toronto** proposed regulations will be made public next week. An Ontario Think Tank (MaRS), published its long awaited study that was commissioned and paid for by the **Province of Ontario** and City of Toronto.

MaRS' Key Regulatory Recommendations:

- **Establish a transportation network company classification:** Establish a new license model for so-called transportation network companies (TNCs), also known as app-based service models (ABSMs) and private transportation providers (PTPs), to reflect the difference in business model.
- **Driver screening & vehicle inspections:** Every driver should have a proper background check (both criminal and driver history). The city should set the requirements and empower the brokerages to administer it, with the city conducting periodic audits. The City should accept vehicle inspections at any mechanic shop.
- **Ensure accurate insurance coverage of all drivers:** Government should mandate adequate insurance but remove barriers to enable the rapid approval of new products. Currently, there is only one product available on the market for uberX drivers (Aviva insurance). In other jurisdictions, mainly in the US, there are insurance policies with flexible premiums, based on types of use (personal or periods of activity) that have been introduced. These kinds of hybrid products are needed for the Ontario market (provincial).
- **Allow dynamic pricing set by taxi brokerages and TNCs:** Deregulate pricing to create a fair level playing field. Let the taxi brokerages and TNC decide on pricing in order to compete amongst each other in an open market. Pricing should be made clear to consumers before they make a decision to use a taxi or a ridesharing service.
- **Allow flexible licensing fee:** Set up a fee structure for a transportation network company and another for drivers. For example, instead of paying a flat annual fee, uberX drivers could pay a fee for service on each ride.
- **Accessibility:** Incentivize brokerages and TNCs to work together to meet the need by sharing the load. Create a cost-sharing model with wheelchair accessible taxis by transferring all calls of service that came through their respective platforms to those taxis. Create a fund can then serve as a subsidy program to help drive down the cost of retrofitting vehicles.
- **Mandate a minimum provision of data:** Government should mandate a minimum level of data provision from any commercial users of roads, so that we have the data needed for evidence-based policy-making.
- **Develop data-driven dynamic transit models:** New models of dynamic allocation of transit resources should be implemented, rather than relying on fully-fixed or schedule-based TTC resources. We should incentivize single-occupancy drivers to share their commutes by incorporating all types of shared mobility into a seamless multi-modal transportation network.

It's encouraging to see so many jurisdictions moving forward to embrace the benefits of ridesharing and give constituents more choice. Please reach out if, you have any questions about how you could help bring ridesharing to BC this spring.

All the best,

Michael

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Michael van Hemmen
 UBER Canada
 s.22 | mvh@uber.com | uber.com

Dick, Joan L CSCD:EX

From: Fassbender, Peter CSCD:EX
Sent: Monday, April 18, 2016 5:12 PM
To: Volk, Kevin CSCD:EX; Dawes, Jacquie CSCD:EX; Dick, Joan L CSCD:EX
Cc: Sandur, Parveen CSCD:EX; Whitelock, Riley CSCD:EX
Subject: Fwd: Ontario is moving forward with ridesharing regulations

FYI and our files

MPF

Begin forwarded message:

From: Michael van Hemmen <mvh@uber.com>
Date: April 18, 2016 at 8:44:18 AM PDT
To: peter.fassbender@gov.bc.ca
Subject: Ontario is moving forward with ridesharing regulations

Dear Minister Fassbender,

I wanted to pass along some encouraging news. On Wednesday, Ottawa City Council voted 23-1 in favour of new ridesharing rules to regulate businesses like Uber. In addition, the City of Toronto has released its proposed regulatory framework which embraces ridesharing. It has the full support of Mayor Tory because of the benefits ridesharing provides his city.

These regulations were largely developed based upon two comprehensive, third party reports completed by KPMG (commissioned by the City of Ottawa) and MaRS (an Ontario think tank commissioned by the Province of Ontario). Below I have outlined the policies from these two cities, how they could be translated into BC's context, and the policy rationale.

This is a high level summary, and I would be happy to discuss these items with you or your officials in more detail. It's worth noting that while I only discuss ridesharing below, the two reports include additional recommendations regarding taxi such as removing fare restrictions for taxi trips except for street hails and at taxi stands.

Component	Ottawa & Toronto	Implication for BC	Policy Rationale/Additional Comments
Unified Ridesharing License	Required. Uber will be licensed and required to only allow drivers and vehicles onto the platform that meet specific requirements. Drivers and vehicles are not individually licensed.	Same requirement is appropriate.	A unified licensing structure ensures strict requirements can be digitally tracked and removes red tape that is unnecessary for safety. It is the standard regime for ridesharing regulations around the world.

	The regulator maintains strong oversight and enforcement powers to ensure the ridesharing company is complying with the bylaw.		
Driver Screening	Required. Toronto has taken the transparent approach to <u>specifically outline</u> in the bylaw what types of criminal behaviour prevent a driver from participating.	Similar requirement is appropriate.	Searches of RCMP and local police databases are completed on behalf the ridesharing company. Specific outlining the prohibited offences ensures consistency and transparency and certainty for the public.
Driver's Abstract Check	Required. Toronto has specified less than 9 demerit points allowed on a driver's record	Similar requirement is appropriate	A potential driver-partner's driving history is extremely relevant information in determining if someone is responsible enough to provide transportation to others.
Vehicle Age & Inspections	Ottawa: Maximum 10 years old. Annual inspections if <5 years, Biannual if 6-10 years old. Toronto: Maximum proposed age 7 years old. Annual inspections.	10 year limit (as approved by Ottawa and Edmonton) and annual inspections similar to Edmonton are appropriate.	Ridesharing relies upon personal vehicles that are already being used to transport families and friends. The vast majority of these vehicles are used only a few extra hours a week for ridesharing services. Moreover, with ridesharing's rating & feedback system, every trip is an inspection of sorts. As such vehicles up to ten years old that have undergone an appropriate annual vehicle inspection can be safely used. With annual inspections and real time feedback, restricting vehicle age to less than 10 years simply prevents those with lower incomes from participating in ridesharing while not enhancing safety.
Supply Caps	None	Same requirement is appropriate	Ridesharing partners are independent contractors determining when and where they offer transportation services. In Canada, almost 60% of our partners use the platform less than 10 hours a week. Moreover, as we've grown, we've found that our partners grow the transportation pie serving areas of a city traditionally underserved by public transit and tax

			Finally, flexible supply means that there are more partners offering rides when people need them the most as there are not adequate options available (e.g. when bars are closing). With that, supply caps are impractical. No jurisdiction that has regulated ridesharing has imposed caps.
Price regulation	No fare restrictions, must display rates to be charged.	Same requirement is appropriate	Dynamic pricing is an important means for ridesharing companies to <u>incent partners to provide transportation services</u> when people need them the most, but when partners may otherwise choose not to drive at regular rates (i.e. New Year Eve). No jurisdiction has instituted maximum rates for ridesharing operations during regular time periods. The Competition Bureau of Canada has put out a white paper that extols the benefits of price flexibility and recommends that all industry participants be free to set their fares independently.
Data sharing	Required, to confirm regulatory compliance	Similar requirement is appropriate	We would like to open a dialogue or how we can be an effective partner with BC on data sharing.
Fees	Flat fee for Ridesharing company plus per trip fee Toronto includes a nominal, provisional fee per driver.	The province can use a fee structure that is required to be shared with municipalities as means of sharing the compensation to cover enforcement of a provincial framework.	We would like to open a dialogue or the best fee structure that would work for BC. Fee structures based on a driver registration system can be prohibitive and a significant barrier to driver participation thereby hindering ridesharing.
Street Hails/Taxi stands/Cash fares	Exclusive to taxi	Same requirement is appropriate	In recognition of the differences of the two industries (i.e. ridesharing ride requests can only be made and paid for through the app), it is appropriate to continue to leave such rides solely for taxi.
Insurance	Required. Minimum of \$2 million third-party liability insurance.	An insurance solution that enables the ridesharing company to purchase the commercial insurance, which is in place during the trip as per what has been announced by Alberta and is being worked on by Ontario	Insurance purchased by the ridesharing company provides the following benefits: -Consistent coverage for all rides. It is not dependent on the vehicle owner's coverage. -Commercial coverage is only in place during commercial activity. Standard

			personal coverage remains in place for personal use.
Driver's Licensing	Standard license class (G, which is equivalent to class 5) is sufficient for taxi and ridesharing	Allow class 1-5 license	The average ridesharing driver utilizes their personal vehicles that they are using to drive around their family and carpool. There is no real difference in traffic safety from a driver charging \$0.50/km (carpooling) or \$1.00/km when they are using the same vehicle. As opposed to relying upon one time driver's test, with ridesharing's rating system and real time feedback, the ridesharing company is quickly made aware of any poor driving habits and can quickly take corrective action. Moreover, advances in technology such as <u>telematics</u> , which Uber is now piloting, could allow for additional proactive safety improvements.
Vehicle Registration	Personal registration is sufficient	Same requirement as Alberta and Ontario. (Personal registration is sufficient)	Same point as vehicle inspections.
Driver Training	None required	Same requirement is appropriate	<p>Driver's are driving personal vehicle navigating by GPS and have quality controlled via ratings & written feedback.</p> <p>An independent <u>Study</u> commissioned by the City of Ottawa found riders have a higher level of satisfaction with ridesharing drivers.</p>

We hope that the provincial government can learn from these examples, and move quickly to embrace more transportation options for British Columbians.

Best regards,

Michael

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Michael van Hemmen
UBER Canada
s.22 | mvh@uber.com | uber.com

Hudson, Vicki CSCD:EX

From: Fassbender, Peter CSCD:EX
Sent: Thursday, July 28, 2016 11:40 AM
To: Michael van Hemmen
Cc: Dick, Joan L CSCD:EX; Dawes, Jacquie CSCD:EX; Volk, Kevin CSCD:EX
Subject: Re: Progress Update

Thank you Michael.

MPF

Sent from my BlackBerry 10 smartphone on the TELUS network.

From: Michael van Hemmen
Sent: Thursday, July 28, 2016 11:18 AM
To: Fassbender, Peter CSCD:EX
Subject: Progress Update

Minister Fassbender,

I wanted to send you a quick update on progress that regulators have been making on ridesharing rules and insurance across Canada. In the past month, Alberta and Ontario have both approved new ridesharing insurance products and Toronto's ridesharing regulations came into force.

All of this action elsewhere has led international news organizations such as **Bloomberg** to question:

"Vancouver Is Silicon Valley North. So Why Doesn't It Have Uber?"

With spotty public transportation and a dearth of taxis, Canada's third-largest city seemed built for ride-sharing. Regulators didn't see it that way."

The benefits of ridesharing for British Columbia would be substantial.

- More affordable, reliable transportation at the push of a button
- More income opportunities
- Less congestion through products like uberPOOL
- Less impaired driving

Moreover people want these benefits! Over 6,000 people have written personal notes to Premier Clark asking her to take action on ridesharing rules.

A tourist from New Hampshire wrote to the Premier in July,

"Uber makes for an easy and safe way for vacationers and tourists to get around the city in places that SkyTrain doesn't service, or bus routes make for a long and unpleasant trip (this especially would apply for people landing at YVR with a fair amount of luggage.) This would also be a great way for folks to get around while spending time in the city while docked on cruise ships.

When I'm visiting a city I'm unfamiliar with, I prefer the safety and convenience of Uber for rides around the city."

A South Surrey resident wrote to the Premier in June,

"Having recently used Uber in New York City and Washington DC for the first time, I can honestly say that it's a great service. Drivers were pleasant, vehicles were clean and costs were reasonable and upfront - I knew the cost before I got into the car.

I live in South Surrey where public transit is limited and non existent in my neighbourhood...

BC residents need transportation options and Uber can fulfil that need. We also need more employment opportunities which Uber can provide."

A BC resident who wants to drive as an Uber partner wrote to the Premier last week,

"They are running successfully and we are confident. Support them to be here. I want to be the first partner for them in BC."

We are committed to finding a solution here in BC. Don't hesitate to reach out with any suggestions about how we can work together to ensure that BC is viewed as a tech friendly, progressive province.

All the best,

Michael

s.22



Michael van Hemmen

UBER Canada

s.22

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