

Bell, Jordan TRAN:EX

From: Bell, Jordan TRAN:EX
Sent: Friday, August 21, 2015 2:15 PM
To: 'Dimitri@mapleleafstrategies.com'
Subject: RE: Uber Montreal Globe and Mail Editorial
Attachments: Uber v. Taxi - The Walrus.pdf

Thanks for sharing, Dimitri.

Here's the Walrus Article I'd mentioned. Can't find it online yet but this is a scanned copy.

From: Dimitri@mapleleafstrategies.com [mailto:Dimitri@mapleleafstrategies.com]
Sent: Friday, August 21, 2015 2:13 PM
To: Bell, Jordan TRAN:EX
Subject: FW: Uber Montreal Globe and Mail Editorial

Hi Jordan,
I saw this article that you might be interested in. This shows the innovation that is brought on by competition. Introducing new entrants and modes of transport causes people to think outside the box and come up with new business ideas. All of this is healthy for the economy.
dp

Based on what you heard from Jordan this morning regarding 'the end of taxis', you may want to share this article with him - <http://www.theglobeandmail.com/globe-debate/editorials/uber-quebec-checks-mirror-makes-u-turn/article26009771/>

"And earlier this month, a well-known Quebec venture capitalist scooped up Montreal's second-largest cab company. He is promising a digital platform to rival Uber's, plus free Wi-Fi and an all-electric, 2,000-vehicle fleet by 2019."

Dimitri Pantazopoulos | Partner

Maple Leaf Strategies

Government Relations | Public Affairs | Research

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Bell, Jordan TRAN:EX

From: Bell, Jordan TRAN:EX
Sent: Friday, September 11, 2015 12:15 PM
To: 'joshua@mapleleafstrategies.com'
Subject: RE: Meeting Requests for Michael Van Hemmen (Uber)

Joshua – just tried you. Give me a ring when convenient.

Best,

Jordan

From: joshua@mapleleafstrategies.com [mailto:joshua@mapleleafstrategies.com]
Sent: Tuesday, August 25, 2015 10:11 AM
To: Bell, Jordan TRAN:EX
Subject: Meeting Requests for Michael Van Hemmen (Uber)

Dear Mr. Bell,

I am emailing you on behalf of our client, Michael van Hemmen from Uber. I have been told that you met with my boss, Dimitri Pantazopoulos a few weeks ago and that you would be willing to meet with Michael in the coming weeks.

Would it be possible that you meet with Michael informally for coffee some time in September? After the initial meeting, perhaps a more formal meeting can be scheduled for Michael and Minister Stone? Thank you for your time and consideration of this request. Please let me know of a date and place that is most convenient for you.

Best Regards,

Josh

Joshua Ng | Associate
Maple Leaf Strategies
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www.mapleleafstrategies.com

Bell, Jordan TRAN:EX

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

Jordan,

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 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 <u>to</u> <u>incent</u> <u>partners to provide</u> <u>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	<p>Driver's are driving personal vehicles, 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 had 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

--



Michael van Hemmen
 UBER Canada
 778.863.9906 | mvh@uber.com | uber.com

Borschneck, Lindsay TRAN:EX

From: Carling Dick <carling@mapleleafstrategies.com>
Sent: Tuesday, November 3, 2015 11:13 AM
To: Borschneck, Lindsay TRAN:EX
Subject: Re: Meeting request on behalf of Uber for Minister Stone

Thanks Lindsay.

Carling

Carling Dick | Senior Consultant
Maple Leaf Strategies
Government Relations | Public Affairs | Research
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Vancouver, BC V6C 3E2
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From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Tuesday, November 3, 2015 at 8:55 AM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Cc: Dimitri Pantazopoulos <dimitri@mapleleafstrategies.com>, "Bell, Jordan TRAN:EX" <Jordan.Bell@gov.bc.ca>
Subject: RE: Meeting request on behalf of Uber for Minister Stone

Good morning Carling,

Yes this meeting is still a go in rm 305 on Wednesday November 4th from 1030-11am.

Thank you,

Lindsay Borschneck
Administrative Coordinator to the Honorable Todd Stone
Minister of Transportation and Infrastructure
(250) 953-4852

From: Carling Dick [<mailto:carling@mapleleafstrategies.com>]
Sent: Monday, November 2, 2015 5:14 PM
To: Borschneck, Lindsay TRAN:EX
Cc: Dimitri Pantazopoulos; Bell, Jordan TRAN:EX
Subject: Re: Meeting request on behalf of Uber for Minister Stone

Lindsay -

Just reconfirming the meeting scheduled for this Wednesday November 4th from 10:30 to 11:00 AM at your office in the buildings.

Meeting attendees are:

Michael van Hemmen, Public Policy Manager, Uber
Dimitri Pantazopoulos, Partner, Maple Leaf Strategies

Many thanks,

Carling

Carling Dick | Senior Consultant
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From: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Date: Thursday, October 22, 2015 at 2:18 PM
To: "jordan.bell@gov.bc.ca" <jordan.bell@gov.bc.ca>
Cc: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>, Dimitri Pantazopoulos <dimitri@mapleleafstrategies.com>
Subject: Re: Meeting request on behalf of Uber for Minister Stone

Jordan -

We have Minister Stone scheduled to meet with Michael van Hemmen from Uber on November 4th for 30 minutes. Would it be possible to extend the length of the meeting to 1 hr?

Many thanks for considering this request.

Carling

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Twitter: @carlingdick
www.mapleleafstrategies.com

From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Friday, October 2, 2015 at 12:13 PM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Yes the meeting will be here in Victoria in room 305.

Please send along a list of attendees and topics that they are looking to discuss.

Thank you,

Lindsay Borschneck
Administrative Coordinator to the Honorable Todd Stone
Minister of Transportation and Infrastructure
(250) 953-4852

From: Carling Dick [mailto:carling@mapleleafstrategies.com]
Sent: Friday, October 2, 2015 12:12 PM
To: Borschneck, Lindsay TRAN:EX
Subject: Re: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Thanks Lindsay. November 4th does work. I assume the meeting will be in your office (Room 305)?

Carling

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www.mapleleafstrategies.com

From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Friday, October 2, 2015 at 11:41 AM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Unfortunately neither of those dates work. How about 10:30 on November 4th?

Regards,

Lindsay Borschneck
Administrative Coordinator to the Honorable Todd Stone
Minister of Transportation and Infrastructure
(250) 953-4852

From: Carling Dick [mailto:carling@mapleleafstrategies.com]
Sent: Friday, October 2, 2015 11:40 AM
To: Borschneck, Lindsay TRAN:EX
Subject: Re: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Lindsay -

I heard back from Michael. Unfortunately he is in Colorado Tuesday through Thursday that week. Is there any chance of a meeting on either Monday October 26th or Friday October 30th?

Regards,

Carling

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From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Wednesday, September 30, 2015 at 10:53 AM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Yes. Let me know.

Thank you,
Lindsay

From: Carling Dick [<mailto:carling@mapleleafstrategies.com>]
Sent: Wednesday, September 30, 2015 10:53 AM
To: Borschneck, Lindsay TRAN:EX
Subject: Re: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Thanks Lindsay. Can you hold these times until the end of the day? Are client is on the road and can't respond until later.

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Date: Wednesday, September 30, 2015 at 8:37 AM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Cc: Joshua Ng <joshua@mapleleafstrategies.com>, Dimitri Pantazopoulos <dimitri@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Hi Carling,

I need to change this date. Would October 29th work? 11am or 2:30 pm in Victoria?

Thank you,

Lindsay Borschneck
Administrative Coordinator to the Honorable Todd Stone
Minister of Transportation and Infrastructure
(250) 953-4852

From: Carling Dick [<mailto:carling@mapleleafstrategies.com>]
Sent: Friday, September 18, 2015 11:30 AM
To: Borschneck, Lindsay TRAN:EX
Cc: Joshua Ng; Dimitri Pantazopoulos
Subject: Re: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Thank you for the update Lindsay. We will get back to you about the October 30th meeting.

Regards,

Carling

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From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Friday, September 18, 2015 at 11:25 AM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Cc: Joshua Ng <joshua@mapleleafstrategies.com>, Dimitri Pantazopoulos <dimitri@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Hi Carling,

So we are going to do a combined meeting with Premier Christy Clark and Minister Stone on September 25th at 1:30pm.
And we will do the meeting with Michael at the later date (October 30th at 1:30 if available).

Thank you,

Lindsay Borschneck
Administrative Coordinator to the Honorable Todd Stone
Minister of Transportation and Infrastructure
(250) 953-4852

From: Carling Dick [mailto:carling@mapleleafstrategies.com]
Sent: Thursday, September 17, 2015 4:41 PM
To: Borschneck, Lindsay TRAN:EX
Cc: Joshua Ng; Dimitri Pantazopoulos
Subject: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Lindsay,

As per our conversation just now, David Plouffe, Uber's Chief Advisor and Board Member will be in Vancouver next Friday, September 25th. We are wondering if Minister Stone would be available to meet with Mr. Plouffe at 2:15 PM on Friday in Vancouver.

David Plouffe is widely referred to as the "architect" of President Obama's two presidential campaign victories. After serving as the campaign manager in the 2008 presidential election, he served inside the White House as Senior Advisor to the President. Plouffe currently serves on the Board of the Barack Obama Foundation and is a member of the Uber Board of Directors.

Plouffe has managed campaigns at all levels of politics, served as an award-winning producer of television advertisements, served as a consultant to leading Fortune 500 companies and has been a ubiquitous presence on national news shows.

In September 2014, Plouffe joined Uber and in addition to his board duties serves as the Chief Advisor for Uber and CEO, Travis Kalanick,

Plouffe has won plaudits for the use of technology and pioneering new applications, his message development and discipline, his management skills and his focus and competitiveness.

The Obama-Biden presidential campaign and Plouffe were awarded the Titanium and Integrated Grand Prix Awards from the Cannes International Advertising Festival (2009). The campaign won for the effort's digital savvy, its success in community building and its willingness to allow the Obama brand to be created by consumers rather than top-down communications mandates.

In 2010, Plouffe was number 4 on Newsweek's list of "New Thought Leaders," and The Daily Beast named him as one of the "25 Smartest People of the Decade." GQ named Plouffe in 2012 the third most powerful person in Washington.

Plouffe is the author of The New York Times best seller, The Audacity to Win: The Inside Story and Lessons of Barack Obama's Historic Victory and has been a Contributor for ABC News and Bloomberg Television. In 2013 he was inducted into The American Association of Political Consultants' Hall of Fame.

If Minister Stone is available on September 25th it would be helpful if we could arrange a brief call with the local contact, Michael van Hemmen, in advance of the meeting with Mr. Plouffe so that Minister Stone has some background information.

Many thanks for your consideration of this request.

Carling

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Borschneck, Lindsay TRAN:EX

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Sent: Friday, October 2, 2015 12:17 PM
To: Borschneck, Lindsay TRAN:EX
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Lindsay -

Meeting attendees are:

Michael van Hemmen, Public Policy Manager, Canada, Uber
Dimitri Pantazopoulos, Partner, Maple Leaf Strategies

They will be discussing the potential for Uber to operate in British Columbia.

Many thanks,

Carling

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Plouffe has managed campaigns at all levels of politics, served as an award-winning producer of television advertisements, served as a consultant to leading Fortune 500 companies and has been a ubiquitous presence on national news shows.

In September 2014, Plouffe joined Uber and in addition to his board duties serves as the Chief Advisor for Uber and CEO, Travis Kalanick,

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Plouffe is the author of The New York Times best seller, The Audacity to Win: The Inside Story and Lessons of Barack Obama's Historic Victory and has been a Contributor for ABC News and Bloomberg Television. In 2013 he was inducted into The American Association of Political Consultants' Hall of Fame.

If Minister Stone is available on September 25th it would be helpful if we could arrange a brief call with the local contact, Michael van Hemmen, in advance of the meeting with Mr. Plouffe so that Minister Stone has some background information.

Many thanks for your consideration of this request.

Carling

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www.mapleleafstrategies.com

Borschneck, Lindsay TRAN:EX

From: Carling Dick <carling@mapleleafstrategies.com>
Sent: Thursday, October 22, 2015 3:18 PM
To: Bell, Jordan TRAN:EX
Cc: Borschneck, Lindsay TRAN:EX; Dimitri Pantazopoulos
Subject: Re: Meeting request on behalf of Uber for Minister Stone

Jordan -

We have Minister Stone scheduled to meet with Michael van Hemmen from Uber on November 4th for 30 minutes. Would it be possible to extend the length of the meeting to 1 hr?

Many thanks for considering this request.

Carling

Carling Dick | Senior Consultant
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From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Friday, October 2, 2015 at 12:13 PM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Yes the meeting will be here in Victoria in room 305.

Please send along a list of attendees and topics that they are looking to discuss.

Thank you,

Lindsay Borschneck
Administrative Coordinator to the Honorable Todd Stone
Minister of Transportation and Infrastructure
(250) 953-4852

From: Carling Dick [<mailto:carling@mapleleafstrategies.com>]
Sent: Friday, October 2, 2015 12:12 PM
To: Borschneck, Lindsay TRAN:EX
Subject: Re: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Thanks Lindsay. November 4th does work. I assume the meeting will be in your office (Room 305)?

Carling

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www.mapleleafstrategies.com

From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Friday, October 2, 2015 at 11:41 AM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Unfortunately neither of those dates work. How about 10:30 on November 4th?

Regards,

Lindsay Borschneck
Administrative Coordinator to the Honorable Todd Stone
Minister of Transportation and Infrastructure
(250) 953-4852

From: Carling Dick [<mailto:carling@mapleleafstrategies.com>]
Sent: Friday, October 2, 2015 11:40 AM
To: Borschneck, Lindsay TRAN:EX
Subject: Re: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Lindsay -

I heard back from Michael. Unfortunately he is in Colorado Tuesday through Thursday that week. Is there any chance of a meeting on either Monday October 26th or Friday October 30th?

Regards,

Carling

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Maple Leaf Strategies
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From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Wednesday, September 30, 2015 at 10:53 AM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Yes. Let me know.

Thank you,
Lindsay

From: Carling Dick [<mailto:carling@mapleleafstrategies.com>]
Sent: Wednesday, September 30, 2015 10:53 AM
To: Borschneck, Lindsay TRAN:EX
Subject: Re: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Thanks Lindsay. Can you hold these times until the end of the day? Are client is on the road and can't respond until later.

Carling

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From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Wednesday, September 30, 2015 at 8:37 AM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Cc: Joshua Ng <joshua@mapleleafstrategies.com>, Dimitri Pantazopoulos <dimitri@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Hi Carling,

I need to change this date. Would October 29th work? 11am or 2:30 pm in Victoria?

Thank you,

Lindsay Borschneck
Administrative Coordinator to the Honorable Todd Stone
Minister of Transportation and Infrastructure
(250) 953-4852

From: Carling Dick [<mailto:carling@mapleleafstrategies.com>]
Sent: Friday, September 18, 2015 11:30 AM
To: Borschneck, Lindsay TRAN:EX
Cc: Joshua Ng; Dimitri Pantazopoulos
Subject: Re: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Thank you for the update Lindsay. We will get back to you about the October 30th meeting.

Regards,

Carling

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www.mapleleafstrategies.com

From: "Borschneck, Lindsay TRAN:EX" <Lindsay.Borschneck@gov.bc.ca>
Date: Friday, September 18, 2015 at 11:25 AM
To: Maple Leaf Strategies <carling@mapleleafstrategies.com>
Cc: Joshua Ng <joshua@mapleleafstrategies.com>, Dimitri Pantazopoulos <dimitri@mapleleafstrategies.com>
Subject: RE: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Hi Carling,

So we are going to do a combined meeting with Premier Christy Clark and Minister Stone on September 25th at 1:30pm. And we will do the meeting with Michael at the later date (October 30th at 1:30 if available).

Thank you,

Lindsay Borschneck
Administrative Coordinator to the Honorable Todd Stone
Minister of Transportation and Infrastructure
(250) 953-4852

From: Carling Dick [<mailto:carling@mapleleafstrategies.com>]
Sent: Thursday, September 17, 2015 4:41 PM
To: Borschneck, Lindsay TRAN:EX
Cc: Joshua Ng; Dimitri Pantazopoulos
Subject: Meeting request on behalf of David Plouffe (Uber) for Minister Stone

Lindsay,

As per our conversation just now, David Plouffe, Uber's Chief Advisor and Board Member will be in Vancouver next **Friday, September 25th**. We are wondering if Minister Stone would be available to meet with Mr. Plouffe at 2:15 PM on Friday in Vancouver.

David Plouffe is widely referred to as the "architect" of President Obama's two presidential campaign victories. After serving as the campaign manager in the 2008 presidential election, he served inside the White House as Senior Advisor to the President. Plouffe currently serves on the Board of the Barack Obama Foundation and is a member of the Uber Board of Directors.

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If Minister Stone is available on September 25th it would be helpful if we could arrange a brief call with the local contact, Michael van Hemmen, in advance of the meeting with Mr. Plouffe so that Minister Stone has some background information.

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BRIEFING NOTE FOR INFORMATION

DATE: June 26, 2015

PREPARED FOR: Honourable Todd Stone, Minister of Transportation and Infrastructure

MEETING: Honourable Naomi Yamamoto, Minister of State for Tourism and Small Business/MLA's on July 2, 2015

ISSUE: Uber

SUMMARY:

- **Uber X is a commercial ridesharing service where individuals offer rides to passengers in the driver's personal vehicle in return for payment facilitated through the Uber app.**
- **The *Passenger Transportation Act* requires any vehicle operated by a person who charges or collects compensation for transporting passengers to have a licence.**
- **Limousine, taxi and other passenger directed services must be approved by the Passenger Transportation Board (Board).**
- **The rates charged by taxis, limousines and other small passenger directed vehicles are set or approved by the Board, and smart phone apps used by any company must reflect Board approved rates.**
- **While we are not against competition in the taxi industry, we need to ensure that all companies abide by the same rules and regulations to operate in British Columbia (B.C.) Safety is our priority.**
- **To date, neither Uber nor any individuals or companies wishing to drive for Uber X have applied to the Board to operate in B.C.**

BACKGROUND:

Mobile technology connects passengers to drivers. Instead of hailing a taxi from the curb or calling a phone number, consumers download an app to their smartphones that allows the customer to request a ride. Smartphone apps allow users to get price quotes for their trips, track the driver's location, and some allow users to pay their fare using a credit card number on file. Many licensed taxi companies have introduced smartphone apps in the last two years.

The three major commercial rideshare apps are Uber X, Lyft and Sidecar. Commercial ridesharing enterprises use drivers in their personal vehicle, insured for personal use, to provide transportation services. Most commercial rideshare companies indicate that they have insurance programs that cover their drivers and passengers while the vehicle is being used to provide service on behalf of the company for anything the driver's personal insurance will not cover.

In order to operate as a commercial passenger vehicle, ICBC requires the driver to hold a class 4 (restricted) drivers licence, and the vehicle must be insured under a specific taxi or limousine rate class. The carrier must have a National Safety Code Safety Certificate, and the vehicle is subject to semi-annual commercial vehicle inspections. Municipalities may also have a bylaw requiring a Chauffeur's Permit. In their recruiting material, Uber does not indicate that drivers must have any of the above.

DISCUSSION:

s.13



s.13

Over the past several years, the Ministry of Transportation and Infrastructure has had a number of discussions and meetings with and about Uber to reiterate the point that a passenger transportation licence is required. Failure to comply can result in a \$1,150 fine issued by the police, Commercial Vehicle Safety Enforcement officers or Passenger Transportation inspectors at roadside. Repeat offenders can be fined up to \$5,000.

The Board recently approved an application from Ripe Holdings Inc. to provide an app based luxury sedan service in the GVRD, showing that licensing regulations in B.C. can support new technologies, improve customer convenience and, at the same time, maintain safety standards.

Carpool systems also exist in B.C., and are exempt from the *Passenger Transportation Act* as neither the driver nor the operator makes a profit. In other jurisdictions, such as California, rideshares must be licensed; however, rates and area of operation are not regulated.

A representative from Uber is participating in the ongoing vehicle for hire review by the City of Vancouver. The Board and Registrar of Passenger Transportation Branch are also participating in the review.

FINANCIAL IMPLICATIONS:

- None.

PREPARED BY:

Sandy Evans, Manager of Passenger Transportation Policy
Transportation Policy Branch 250-953-4940

REVIEWED BY:

Kristin Vanderkuip, Registrar
Passenger Transportation Branch
Greg Gilks, Executive Director
Transportation Policy Branch
Deborah Bowman, ADM
Transportation Policy and Programs Division

INITIALS

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GG

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BRIEFING NOTE FOR INFORMATION

DATE: September 30, 2014

PREPARED FOR: Honourable Todd Stone, Minister of Transportation and Infrastructure

MEETING WITH: Don Zurowski, Chair, Passenger Transportation Board on October 1, 2014

ISSUE: Uber

SUMMARY:

- **The rates charged by taxis, limousines and other small passenger directed vehicles are established by the Passenger Transportation Board (Board).**
- **Uber, a U.S. based company, developed a smart phone application which may not charge the approved taxi or limousine rates for Vancouver.**
- **Uber X is a ridesharing service where drivers use their own car, insured for personal use, to provide transportation.**
- **If Uber X enters the British Columbia (BC) market, it will create significant regulatory challenges.**

BACKGROUND:

Licensed passenger directed vehicles (PDVs) in BC, must charge rates that are set or approved by the Board. PDVs include taxis, limousines, shuttles and vans that accommodate no more than 11 passengers. The regulation of rates and rules creates an environment where passengers are charged reasonable and predictable prices for transportation services, and where operators can properly maintain the safety of their vehicles.

Uber is a technology company, not a transportation company, and uses a smartphone application ("app") to connect drivers with people who need a ride. Clients must register with Uber and provide credit card information before using the system. Uber collects fares, pays drivers, sets rates, and retains a percentage of the fares. The company supports a variety of services such as ride-sharing, taxis, and luxury limousines. Uber operates in Toronto, Halifax and Montreal, as well as in San Francisco, New York, Los Angeles and other American cities.

Taxi and limousine companies oppose Uber because it generally resists licensing and fare regulation and deals directly with drivers, thus by-passing licensed companies and their dispatch services. Uber poses a challenge for regulatory bodies because it enters markets, establishes a clientele, and by-passes regulations. This occurred in Vancouver in 2012 when Uber entered the market.

Uber operated briefly in Vancouver from May to November 2012 offering a sedan limousine service with rates based on time and distance that markedly undercut regulated limousine rates. When the Passenger Transportation Branch became aware, staff contacted Uber to raise concern that the rates were in violation of the licence conditions. On November 20, 2012, staff met with the limousine companies using Uber to explain that they were operating in violation of their licence conditions and could lose their licence to provide limousine services if they continue to undercut the prescribed rates. That month, Uber cancelled its services in Vancouver.

DISCUSSION:



Traditionally, taxis have complemented the public transportation system by providing 24/7 “on demand” passenger directed service. People with disabilities, low income and without cars may rely on taxi service which is available when public transit is not. The *Passenger Transportation Act* regulates the supply of taxis to ensure that the services remain viable and open to the public.

Limousines provide an advanced booking service for corporate functions, special events, and service between airports and hotels, to name a few. Most fares are based on an hourly rate or a fixed rate. The Board seeks to maintain a price distinction between taxis and limousines, which are considered a discretionary service.

Uber X is a ridesharing service on a massive scale where drivers use their own car, insured for personal use, to provide transportation considered to be commercial passenger transportation services regulated under the *Passenger Transportation Act*. If Uber X enters the BC market, it will create significant regulatory challenges in that the business will compete directly with taxis. As Uber X operators are not licensees, existing administrative penalties are not available. Ridesharing is very difficult to enforce and police.

s.13

Although Uber is not presently active in Vancouver, it is advertising online for drivers for Uber X and Uber Black (sedans and SUVs).

The Vancouver Taxi Association and the B.C. Taxi Association met with Kristin Vanderkuip, Director, Passenger Transportation Branch and Jan Broocke, Director, Passenger Transportation Board, on September 16, 2014, to express their concern with Uber’s recruitment activities and possible re-entry into BC. The Associations advised that they will also be requesting meetings with ICBC, BC Transportation Minister and a Vancouver city councillor.

Uber’s public policy lead for Canada, Chris Schafer, met with Deborah Bowman, ADM, Transportation Policy & Programs and Kristin Vanderkuip, Director, Passenger Transportation Branch on September 17, 2014. Mr. Schafer provided an overview of the app and Uber X service. Uber is interested in pursuing a regulatory solution that would allow them to return to BC and will be booking further meetings with ICBC, City Councillors and Ministers.

Passenger Transportation Board Position

The Board does not regulate mobile apps. Taxis and limousine companies are free to use apps but they must charge the regulated rates. The Board published a set of *Principles and Parameters for Mobile Apps* on its website and is holding a hearing in December 2014 on an application for a sedan limousine service that will dispatch via a mobile app and charge rates based on time and distance (as opposed to hourly rates).

PREPARED BY:

REVIEWED BY:

INITIALS:



Jan Broocke, Director
Passenger Transportation Board
250-953-3782

Kristin Vanderkuip, Registrar & Director
Passenger Transportation Branch
604-527-2201

Deborah Bowman, ADM
Transportation Policy and Programs

DB

BRIEFING NOTE FOR INFORMATION**DATE:** July 13, 2015**PREPARED FOR:** Honourable Todd Stone, Minister of Transportation and Infrastructure**ISSUE:** Services provided by Uber as compared with Ripe Rides**SUMMARY:**

- **Limousine, taxi and other passenger directed services must be approved by the Passenger Transportation Board (the Board).**
- **Carpools are exempt from Board licensing if neither driver nor operator makes a profit.**
- **Smart phone apps used by any company must reflect Board approved rates.**
- **Uber operates a number of different services via the Uber app, including taxi, commercial rideshare and luxury sedan service. Uber has not applied for a passenger transportation licence to operate limousine services in British Columbia (BC).**
- **Uber X is a commercial rideshare service, where drivers offer rides to passengers in a personal vehicle in return for payment through the Uber app. To date, neither Uber nor any individuals or companies wishing to drive for Uber X have applied to the Board to operate in BC. Uber Black is an app-based luxury sedan service.**
- **Ripe Rides is a luxury sedan, app-based transportation service (similar to Uber Black) that is licensed by the Board to operate in the Greater Vancouver Regional District (GVRD).**

BACKGROUND:

A significant number of consumers want to use smartphone apps to get taxis and limousines. Consumers download an app to their smartphones that allows the customer to request a ride. Smartphone apps allow users to get price quotes for their trips, track the driver's location, and some allow users to pay their fare using a credit card number on file and provide options to rate the driver. Many licensed taxi companies in BC have introduced smartphone apps in the last two years.

The *Passenger Transportation Act* requires operators of vehicles that transport passengers for compensation to have a passenger transportation license. ICBC requires a driver to hold a class 4 (restricted) driver's license, and the vehicle must be insured under a specific taxi or limousine rate class. The operator must have a National Safety Code Safety Certificate, and the vehicle is subject to semi-annual commercial vehicle inspections. Municipalities may also have bylaws requiring a business licence for the operator, and a Chauffeur's Permit for each driver.

Uber

Uber claims it is a technology company using a smartphone app to connect passengers and drivers. Uber operates a number of different services via the Uber app including commercial rideshare (Uber X), taxis (Uber Taxi) and a luxury sedan service (Uber Black).

Uber X is a commercial rideshare enterprise, using drivers in their personal vehicle, likely insured for personal use, to provide transportation services. Although Uber claims that it has additional insurance available for drivers and vehicles while operating an Uber service, this insurance may not be acceptable in BC. Uber X is not a "carpool". Carpools may operate in BC without a passenger transportation licence as long as any compensation collected only covers operating costs.

Uber Black is a luxury sedan service through which passengers are connected with drivers, and the trip is charged to Uber through the mobile app. Uber Black could operate in BC if it used licensed operators to provide sedan service and charged Board approved rates. When Uber Black entered the Vancouver market in 2012, they enlisted licensed and unlicensed sedans and limousines to provide

service. The licensed operators were sent cease and desist letters by the Registrar of Passenger Transportation for failing to charge Board approved rates, and Uber was sent a cease and desist letter for using unlicensed vehicles.

Ripe Rides

Ripe Rides is an app-based limousine service licensed to operate 20 luxury sedans in the GVRD. Once Ripe Rides starts operating, consumers will be able to book and pay for a trip via the mobile app. Ripe Rides services will comply with the rates approved by the Board, which are based on time and distance rather than hourly. Rates for short trips are generally higher than taxi rates, but lower than the \$75 minimum hourly sedan rates for limousines. Rates for longer trips are generally higher than the hourly sedan rates.

DISCUSSION:

Uber

While Uber Black or Uber Taxi could be licensed to operate under the *Passenger Transportation Act* (PTA), Uber X (as offered by Uber), would not meet the PTA's or other regulatory requirements, such as the need for a class 4 taxi license, commercial insurance, vehicle inspections, or a license approved by the Board. If Uber enters the market without proper licensing and insurance, it will cause public safety concerns and have a negative impact on the passenger transportation sector.

Over the past several years, the Ministry of Transportation and Infrastructure (Ministry) has had a number of discussions and meetings with and about Uber to reiterate the point that a passenger transportation licence is required. Failure to comply can result in a \$1,150 fine issued by the police, Commercial Vehicle Safety Enforcement officers or Passenger Transportation inspectors at roadside. Repeat offenders can be fined up to \$5,000.

Ripe Rides

On April 27, 2015, the Board approved an application from Ripe Holdings Inc. to provide an app-based luxury sedan service in the GVRD, showing that licensing regulations in BC can support new technologies, improve customer convenience and, at the same time, maintain safety standards. Based on the evidence presented during the application process and a public hearing, the Board found that there is a demand for a luxury sedan service with fares calculated, by an app, on time and distance.

Ripe Holdings Inc. is a transportation service provider operating vehicles supported by an online app. Ripe is a new product and a different service from a taxi. There are significant distinctions between Ripe's application and taxis in terms of service, price and rate separation, payment options and vehicles. Although Ripe's rates for shorter trips are lower than minimum hourly rates for sedan limousines, minimum hourly rates for trips of longer time and distance are competitive with Ripe's rates.

The commercial passenger transportation sector will benefit from providing choice for the consumer and will allow this sector to advance by allowing innovation within the current regulatory regime. To ensure that Ripe Holdings Inc. maintains care and control of its operations, it must retain ownership of its vehicles and not sell shares in the vehicles for five years from the date the licence is issued.

FINANCIAL IMPLICATIONS:

- None

PREPARED BY:

Sandy Evans, Manager of Passenger Transportation Policy
Transportation Policy Branch
250-953-4940

REVIEWED BY:

Greg Gilks, Executive Director
Transportation Policy Branch

Deborah Bowman, ADM
Transportation Policy and Programs Division

INITIALS

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DB

BRIEFING NOTE FOR INFORMATION

DATE: September 23, 2015
PREPARED FOR: Honourable Todd Stone, Minister of Transportation and Infrastructure
MEETING: David Plouffe, Uber Senior VP Policy and Strategy, on September 25, 2015
ISSUE: Uber in British Columbia

SUMMARY:

- **Uber is a commercial rideshare app that connects passengers with drivers of several types of vehicles.**
- **The Passenger Transportation Act (PTA) requires any vehicle operated by a person who charges or collects compensation for transporting passengers in British Columbia (B.C.) to have a passenger transportation licence.**
- **Limousines and taxis, including those dispatched through an app, must be approved by and comply with the terms and conditions set by the Passenger Transportation Board (Board).**
- **While we are not against competition in the taxi industry, all companies must abide by the rules and regulations which are in place to promote a safe environment.**
- **To date, neither Uber nor any individuals or companies wishing to drive for Uber have applied to the Board to operate in B.C.**

BACKGROUND:

Regulation and Enforcement

In B.C., passenger directed vehicles, including taxis, limousines and vans that accommodate no more than 11 passengers, operate under a passenger transportation licence approved by the Board.

The Province, PTA and Motor Vehicle Act (MVA), the Board, and some municipalities establish conditions which apply to commercial passenger operations, including:

- each driver must hold a valid Class 4 (restricted) driver's licence,
- each vehicle must be registered for commercial purposes and insured under a taxi or limousine rate class,
- the carrier must have a National Safety Code Certificate,
- each vehicle must be safety inspected semi-annually,
- the operator must charge the Board-approved rates,
- in some municipalities, drivers must hold chauffeur permits issued by the municipality,
- in some municipalities, operators must be licensed under a vehicle for hire by-law, and
- in some cases, the carrier must operate a minimum number of accessible vehicles.

The PTA regulates the supply of taxis to ensure that the services remain viable, including consideration for the need to ensure accessible taxis are available. The regulation of rates is intended to create economic conditions where passengers are charged reasonable and predictable prices for transportation services, and where operators can properly maintain the vehicles.

Uber

Uber uses a smartphone application ("app") to connect drivers with people who need a ride. Clients register an account with Uber and provide credit card information before using the system. Uber sets the rates, collects the fares, pays drivers and retains a percentage of each fare. Uber's rates are generally lower than regulated taxi and limousine rates. The company dispatches a variety of services;

sedan limousines (UberBlack), SUVs (UberSUV), taxis (UberTaxi), everyday vehicles (UberX) and, in some jurisdictions, wheelchair accessible vehicles (UberWAV).

UberX currently operates illegally in Toronto, Ottawa, Edmonton, Halifax and Montreal. Uber is regulated in some American cities like Chicago and Seattle, and operating illegally in others. Edmonton and Toronto have published proposed by-law changes to regulate transportation network companies like Uber.

British Columbia's Situation

Uber's sedan limousine service, UberBlack, operated briefly in Vancouver from about May to November 2012 with rates that markedly undercut regulated limousine rates. In November, Ministry staff met with the limousine companies whose drivers had been identified as being dispatched via the Uber app, to explain that they were operating in violation of their licence conditions and could lose their licence as a result. Ministry staff contacted Uber to provide the regulations and rates that apply to commercial passenger transportation. That month, Uber cancelled its UberBlack service in Vancouver.

In 2014, Uber began recruiting UberX drivers in Vancouver and Kelowna and posted jobs for a local operations team. In October 2014 the Ministry and ICBC provided the public with information on the licensing, inspection and insurance requirements for commercial passenger vehicle operators in B.C., as well as information on enforcement. To date, Uber has not operated UberX in B.C.

The B.C. Taxi Association, Vancouver Taxi Association (VTA), and B.C. Limousine Association have publicly opposed Uber coming into B.C. without complying with the regulations for commercial passenger vehicles. The associations also oppose Uber's business model that has Uber working directly with drivers, thus by-passing passenger transportation licence holders and creating enforcement challenges.

Most taxi companies in Metro Vancouver have their own app. Some taxi companies have partnered with third party app providers Zoro and eCab, which allow passengers to use one app to access multiple licenced companies. In addition to hailing a taxi, eCab, which was launched by the VTA on September 16, 2015, allows passengers to pay and rate their ride via the app, similar to the Uber app.

In April 2015, the Board approved an application from Ripe Holdings Ltd. to operate 20 luxury sedan limousines dispatched via a mobile app, and charge Board-approved rates based on time and distance (not hourly rates used by most limousine operators). This service is similar to the UberBlack service that operated in Vancouver in 2012, although Ripe Holdings Ltd. will comply with the regulated rates and own both the app and vehicles. *Ripe Rides* is expected to launch in Vancouver, in October 2015.

DISCUSSION:

In their recruiting material, Uber does not indicate that drivers must have the required training or certification. s.13,s.15

s.13,s.15

Some jurisdictions are reviewing or amending their regulations to address the changes in technology and consumer demand. For example:

- California was the first jurisdiction to create a new regulatory category for commercial rideshare services, requiring that they obtain an operating certificate from the Public Utilities Commission. Safety requirements, including inspections, driver licensing, driver background checks and insurance are regulated, while economic requirements, including rates and area of operation are not. Taxis continue to operate with defined rates and areas of operation.
- Portland, Oregon has allowed transportation network companies to operate as a pilot project, under temporary regulations. Pilot participants are required to have wheelchair accessible vehicles available at all times and share dispatch data with City staff.

- Edmonton and Toronto are reviewing City by-laws including ways to regulate commercial rideshare companies under a separate category, Transportation Network Companies (TNC) or Private Transportation Companies (PTC). Early proposals have included driver licensing, driver background checks, vehicle inspection and insurance standards, but have not included the regulation of rates.
- The City of Vancouver vehicle for hire by-law is currently under review, including a focus on new technology like Uber.

Another approach taken in other jurisdictions has been to increase enforcement of existing regulations:

- Montreal added to their enforcement tools in response to UberX launch. In addition to fines, drivers found to be operating without a vehicle for hire licence can now have their vehicle impounded.
- Ottawa has increased targeted, plain-clothed enforcement activities and fines for operating without a licence.

If Uber drivers are not licensed, the ^{s.15}

^{s.15} Violation tickets for operating without a licence (\$1,150) can be issued at roadside by police, CVSE and passenger transportation inspectors, ^{s.15}
^{s.15}

FINANCIAL IMPLICATIONS:

- None.

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Deborah Bowman, ADM
Transportation Policy and Programs

INITIALS:

GG for DB

Profile for David Plouffe



Currently: Uber Sr. VP, Policy and Strategy, Chief Advisor to CEO, and Board Member, (Sept 2014 to present)
Strategic Consultant, Plouffe Strategies (January 2013 to present)
Contributor, ABC News (November 2013 to present)

Formerly: Sr. Advisor to President Barack Obama (January 2011 to January 2013)
Campaign Manager, Obama for America (2007 to 2008)



BRIEFING NOTE FOR INFORMATION

DATE: October 1, 2015

PREPARED FOR: Honourable Todd Stone, Minister of Transportation and Infrastructure

MEETING: Her Worship Lisa Helps, Mayor of Victoria, and Jason Johnson, City Manager, October 5, 2015

ISSUE: Belleville Terminal, Uber and Rail

SUMMARY:

- The Province of British Columbia (Province) is partnering with Black Ball Ferry Line and Clipper Navigation for a planned \$17.4 million investment in upgrades and improvements to the Belleville Ferry Terminal.
- The Province is pleased that Mayor Helps has committed funding to assist with the Phase 2 strategy and supports the efforts of Paul Nursey of Tourism Victoria to seek assistance from the Government of Canada (Canada) in funding Phase 3.
- The Passenger Transportation Act requires any vehicle operated by a person who charges or collects compensation for transporting passengers in British Columbia to have a passenger transportation licence.
- While we are not against competition in the taxi industry, all companies must abide by the rules and regulations which are in place to promote a safe environment.
- To date, neither Uber nor any individuals or companies wishing to drive for Uber have applied to the Transportation Passenger Board (Board) to operate in B.C.
- Safety is our top priority for any rail service planned for the E&N rail line.
- The Province has confirmed its commitment of \$7 million to upgrade the E&N rail line, subject to Canada confirming its \$7.5 million commitment and the Island Corridor Foundation confirming the upgrades can be achieved within the available funds.

BACKGROUND:

Belleville

The Ministry of Transportation and Infrastructure (Ministry) assumed responsibility for the Belleville Ferry Terminal properties on April 1, 2014, as part of the dissolution of the Provincial Capital Commission.

The Belleville Terminal is the entry point to B.C. for vehicles, freight and passengers arriving from Port Angeles, Washington on the Black Ball Ferry Line, and for passengers arriving from Seattle via the Victoria Clipper. The two companies serve approximately 700,000 passengers and 127,000 vehicles annually, moving \$200-300 million worth of freight, and supporting close to 4,500 jobs in the Greater Victoria area. With \$180 million net GDP impact annually, the Belleville Terminal has approximately twice the economic impact of the cruise ship terminal at Ogden Point.

Uber

In B.C., passenger directed vehicles, including taxis and limousines, operate under a passenger transportation licence approved by the Board. The Passenger Transportation Act (PTA) and Motor Vehicle Act (MVA), the Board, and some municipalities' by-laws establish conditions which apply to commercial passenger operations to ensure passengers can be assured of safe, clean, accessible and reliable transportation services.

The regulation of rates is intended to create economic conditions where passengers are charged reasonable and predictable prices for transportation services, and where operators can properly maintain the vehicles.



Uber uses a smartphone application (“app”) to connect drivers with people who need a ride. Uber sets the rates, collects the fares, pays drivers and retains a percentage of each fare. Uber’s rates are generally lower than regulated taxi and limousine rates.

We are aware that Uber is recruiting drivers in B.C. In October 2014 the Ministry and ICBC provided the public with information on the licensing, inspection and insurance requirements for commercial passenger vehicle operators in B.C., as well as information on enforcement.

The B.C. Taxi Association, Greater Victoria Taxi Association, and B.C. Limousine Association have publicly opposed Uber coming into B.C. without complying with the regulations for commercial passenger vehicles. The associations also oppose Uber’s business model that has Uber working directly with drivers, thus by-passing passenger transportation licence holders and creating enforcement challenges.

Rail (E&N)

The Island Corridor Foundation (ICF), in partnership with Southern Railway of Vancouver Island (SRI), has developed an upgrade plan which was reviewed by a consultant hired by the BC Safety Authority. In response to concerns raised by the consultant, the ICF and SRI provided clarification confirming that the combination of the upgrade plan and the reduced operating speeds will comply with or exceed industry standards for similar operations.

The ICF will initiate a tender process when Canada has confirmed its funding commitment. If the formal tenders confirm that work scope cannot be completed within \$20.4 million, the upgrade work will not proceed and no funding will be required from the Province or Canada.

DISCUSSION:

Belleville

Ministry staff have worked with both operators and key area stakeholders to develop a strategy for revitalization of the Belleville terminal. The strategy involves 3 phases:

- 1) Wharf replacement at Black Ball and repair of the Clipper Wharfs;
- 2) Improvements to the look and feel of the terminal site, including construction of David Foster Way by Black Ball terminal and Steamship terminals; and
- 3) Development of a consolidated international terminal facility and full replacement of Clipper Wharf.

s.13,s.16

Uber

In their recruiting material, Uber does not indicate that drivers must have the required training or certification. s.13,s.15

s.13,s.15

s.13,s.15 . Violation tickets for operating without a licence (\$1,150) can be issued at roadside by police,



CVSE and passenger transportation inspectors^{s.13,s.15}

Rail (E&N)

In July, 2015, the Ministry affirmed its commitment to provide \$7 million to the ICF for upgrades to the E&N rail line. The ICF is now working with Infrastructure Canada to confirm Canada's commitment.

Rocky Mountaineer has expressed interest in establishing a rail service between Victoria and the Cowichan Valley. The intent would be to provide a wine tour tourism experience for those in the Victoria area, including those visiting Victoria by way of cruise ship at Ogden Point. Any such proposals would have to be raised with the ICF as owners of the line.

FINANCIAL IMPLICATIONS:

- None.

Attachments: (1): Biographies

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Transportation Policy and Programs

Kevin Volk, Executive Director,
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INITIALS

DB

KV



Attachment 1: Biographies



Mayor Lisa Helps

Lisa Helps became the 52nd Mayor of Victoria when she was elected on November 15, 2014, and was sworn into office on December 4, 2014. Prior to being elected as Mayor, Lisa served as a Victoria City Councillor for one term, from 2011 to 2014.

Her past community experience includes: the Executive Director of Community Micro Lending - an organization that she helped to start in 2009; board member and board Chair of Fernwood NRG, which bought the Cornerstone building, opened the Cornerstone Cafe as social enterprise and built 10 units of affordable housing for families during her involvement; member Leadership Victoria Program Committee in which she helped craft and deliver a nine month community leadership program; Chair, Bread and Roses Collective, which produces the Victoria Street Newz for low-income people to sell.

Lisa has an undergrad degree in history and women's studies, a master's degree in history focused on the history of public space in Victoria between 1871-1901 and a perhaps-one-day-to-be-completed Ph.D. on the history of housing, homelessness and the governance of poverty in Victoria and San Francisco from 1931-1971, for which she was awarded a Trudeau Scholarship.



Jason Johnson – Victoria City Manager

The City of Victoria announced Jason Johnson's appointment as City Manager in December 2013. For the previous six years Mr. Johnson served as the Chief Administrative Officer (CAO) for the District of West Kelowna, that prior to incorporation was the largest unincorporated area in BC. Mr. Johnson was hired as the first CAO and was responsible for establishing the local government from the ground up. Prior to West Kelowna, Mr. Johnson was the Chief Administrative officer for four years leading the Regional District of Okanagan-Similkameen, and held a brief post as the Manager of Human Resources for the City of Kelowna. From 1995-2004, Mr. Johnson held progressively senior positions in Planning and Economic Development portfolios with the City of Merritt and the Central Okanagan Regional District. Mr. Johnson spent his high school years in Victoria and has family on Vancouver Island.



BRIEFING NOTE FOR INFORMATION

DATE: March 14, 2016

PREPARED FOR: Honourable Todd G. Stone, Minister of Transportation and Infrastructure

MEETING: Ministers Stone, Fassbender and Taxi Associations on March 16, 2016

ISSUE: Modernizing passenger transportation services in British Columbia

SUMMARY:

- **The taxi industry in British Columbia is regulated both provincially and municipally.**
- **Industry seeks regulatory reform to enable them to better respond to public need, while ensuring transportation network companies and rideshare drivers are regulated.**

BACKGROUND:

Taxi Industry – There are 226 taxi licensees in British Columbia (B.C.) operating over 2,900 vehicles in approximately 110 municipalities. The sector provides approximately 8,200 full time driving jobs plus dispatch, vehicle maintenance and operations staff (see Appendix A).

Regulatory Framework – There are six different B.C. statutes, in three different ministries, that apply to the regulation and operation of passenger directed vehicle for hire services. The regulations address business licensing, taxi supply, vehicle safety and inspections, chauffeur permitting, insurance requirements and taxi supply in a local jurisdiction such as the City of Vancouver.

Concurrent Provincial and Municipal Jurisdiction – In B.C., vehicles for hire are regulated at both the provincial and municipal levels. In most Canadian provinces, municipalities have sole jurisdiction over the economic regulation of vehicles for hire. Economic regulation includes predictable rates, wheelchair accessible service, driver safety, business licensing, vehicle inspections and industry specific licensing and commercial or limousine insurance to protect passengers and drivers.

Passenger Transportation Board – The provincially mandated Passenger Transportation Board (PT Board) determines the number of taxis, sets the areas those taxis can operate, and sets the fees taxis can charge. The PT Board, under the current legislation must address the personal safety of drivers and passengers; vehicle safety and insurance, and predictability and accessibility for all riders.

National Safety Code Safety Certificate – The National Safety Code (NSC) is a set of national standards supported by provincial regulations, establishing minimum safety, management and performance requirements for commercial carriers, vehicles and drivers. Carriers are responsible for mechanical maintenance of their vehicles and the actions of drivers over which they exercise control.

DISCUSSION:

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Unregulated and regulated TNC services across other jurisdictions – UberX operates unregulated in over 40 Canadian municipalities including Ottawa, Toronto, Kingston, Hamilton, London, Windsor and Kitchener-Waterloo, Montreal and Quebec City. Edmonton was the first city in Canada to regulate TNCs. The new bylaw allows technology-based companies, such as mobile app dispatchers, to operate under a new class called Private Transportation Providers (PTPs) that came into effect March 1, 2016.

In Edmonton's new regulatory environment, PTP drivers must have provincially approved commercial insurance, criminal record checks and vehicles must undergo annual inspections. Passengers are charged a minimum \$3.25 fare (although unlike taxis there is no maximum fare limit or legislated per-kilometre rate). Further, only taxis can be hailed on the street or ordered by phone and PTPs will pay Edmonton a flat \$70,000 a year fee to operate rather than the per vehicle licence fee paid by taxis.

As an insurance product for PTP vehicles has not yet been approved in Alberta, Uber was required to cease operations on March 1st when the bylaw took effect.

Insurance Concerns – In BC, there is no insurance product that allows part-time use of a personal vehicle for commercial purposes. Drivers operating in an unregulated environment with limited insurance frameworks are most likely exposing themselves and their passengers to risk or lack of coverage should an accident occur.

Regulating Transportation Network Companies – TNC fleet sizes are intended to fluctuate with demand. As such, a large pool of part time vehicles and drivers are needed. In most jurisdictions, Uber has chosen to operate outside of regulation while lobbying for changes to lessen regulatory barriers for their drivers and vehicles. s.13,s.15

s.13,s.15

s.13

FINANCIAL IMPLICATIONS:

None

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INITIALS

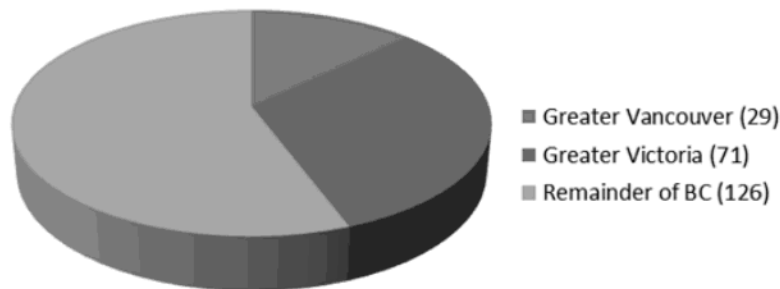
DB



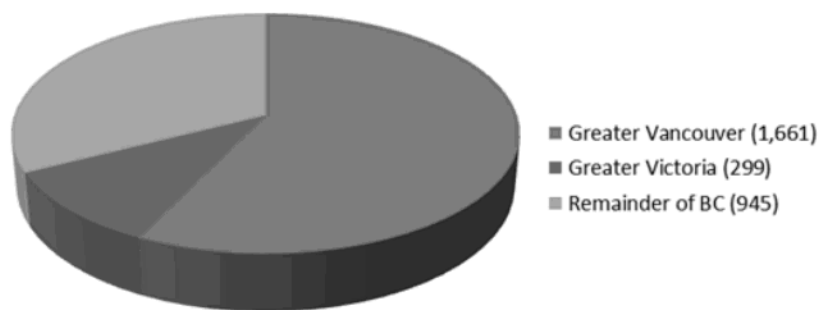
APPENDIX A

B.C. TAXI INDUSTRY

226 Taxi Licensees in BC



2,905 Active Taxis in BC



Industry Representation

Vancouver Taxi Association (VTA) represents the 4 taxi companies licensed to pick up in the City of Vancouver:

- Yellow Cab Company
- Black Top and Checker Cabs
- Vancouver Taxi
- MacLure's Cabs

B.C. Taxi Association represents most remaining taxi companies in the province, including all but one of the suburban Metro Vancouver companies

Greater Victoria Taxi Association represents 3 CRD taxi companies

- Bluebird
- City & Country
- Victoria Taxi



APPENDIX B

TAXI CHRONOLOGY

October 2012 – The PT Board approved 137 vehicles (99 VTA and 38 suburban) that would operate on a permanent, part time basis from 10 pm to 5 am on Friday and Saturday nights in Vancouver's entertainment district.

To activate the licences, the City of Vancouver needed to amend their Bylaw to allow permanent, part time taxis to operate in the City. The four Vancouver taxi companies have been permitted to operate their 99 weekend, peak period taxis in the City on a temporary basis. The 38 suburban taxis have never operated.

October 23, 2013 – B.C. Supreme Court upheld the PT Board's omnibus decision.

August 20, 2014 – B.C. Court of Appeal upheld the PT Board's omnibus decision.

October 2014 – Vancouver City Council enacted a 6 month moratorium on all new, permanent and temporary Vehicle for Hire Permits in the city.

March 10, 2015 – B.C. Supreme Court upheld the PT Board's decision to approve temporary operating permits for the 38 suburban taxis.

March 2015 – Vancouver City Council extended the moratorium for an additional 6 months.

October 28, 2015 – Vancouver City Council extended the moratorium for an additional 12 months and asked the Province to take the lead on regulatory review.

December 2 & 4, 2015 – The four Vancouver taxi companies applied for a total of 198 temporary, part time taxis from December 7 to March 7 that would be deployed by the four companies to increase taxi supply when a (non-specified) demand threshold was reached.

Festive Season Temporary Operating Permit (FSTOP) is a streamlined application process available to all licensed taxi operators to add an additional 10% to their fleets during December and early January. Applicants do not need to provide evidence of public need for this time as it is understood to be high.

December 8, 2015 – The PT Board partially approved the VTA's request, as they found the evidence supporting urgent and temporary need was limited to the festive season only. The PT Board approved 58 temporary operating permits under the FSTOP policy.

- The number 58 represents 10% of the fleet, the max allowed under the PT Board's policy.
- The 58 permits are valid from December 10, 2015 to January 8, 2016.

December 10, 2015 – Vancouver City Council lifted the moratorium on new temporary Vehicle for Hire permits to allow the 58 VTA FSTOP taxis to operate. This amendment also opened the door to suburban taxi companies with TOPs to operate in Vancouver. The suburban companies do not have active TOPs but they can apply to the PT Board.



APPENDIX C
VANCOUVER AND VICTORIA TAXI ASSOCIATION
EXCERPT FROM LONG TERM PLAN DEVELOPMENT

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BRIEFING NOTE FOR INFORMATION

DATE: December 2, 2015
PREPARED FOR: Honourable Todd G. Stone, Minister of Transportation and Infrastructure
ISSUE: Insurance for Transportation Network Companies (Uber)

SUMMARY:

- The transportation network company Uber, has requested that the provincial government reconsider its current requirements for transporting passengers for compensation given the 'occasional' nature of a typical Uber driver's participation as a ride for hire.
- Uber maintains that they operate differently from traditional taxis, and as such, should not be held to the same commercial insurance (and other) requirements as taxis.
- Uber has also proposed to meet with ICBC and ministry staff to further discuss insurance options.

BACKGROUND:

Current Requirements: Drivers who wish to operate in British Columbia with vehicles for-hire associated with Transportation Network Companies (TNCs), such as Uber and Lyft, must meet certain requirements established for any service that transports passengers for compensation. Current requirements in British Columbia (summarized in Appendix A) include:

- Commercial driver's licence (Class 4) for the driver (Division 30 MVAR);
- Passenger transportation licence for the vehicle (Passenger Transportation Regulation);
- National Safety Code safety certificate for the carrier (Division 37 MVAR);
- Semi-annual Commercial Vehicle Inspection Program (CVIP) inspection (Division 25 MVAR);
- Municipal licences in some municipalities; and
- Commercial insurance (taxi insurance rate class applicable for the city and territory (ICBC Tariff)).

The Motor Vehicle Act requires that all vehicles have ICBC Basic insurance. Commercial passenger vehicles including taxis as defined under the Motor Vehicle Act are required to have \$1 million in Basic third party liability insurance. Rates for taxis are based on the rate class and the territory where the vehicle is operated (see Appendix B for taxi rate classes).

In B.C., a vehicle operated as a TNC vehicle falls within the Motor Vehicle Act definition of "taxi". As such, statute requires those vehicles to be licensed by ICBC as commercial vehicles. Other requirements (see appendix A), such as driver licensing requirements, National Safety Code, CVIP would require regulatory changes to treat TNCs differently than a taxi.

Taxi Crash Risk / Claims Experience: Use of a vehicle as a taxi presents a high insurance risk. Over the three-year period 2012-2014 ICBC collected \$45,281,912 in Basic premium and paid \$49,147,554 in losses for a loss ratio of 109 per cent for the taxi rate classes. Factoring in administrative costs, the result is a loss of over 46 cents on each Basic premium dollar.



There are approximately 3,000 insured taxis in the province. About 2,000 of these are located in the Lower Mainland. On average, each Lower Mainland taxi is involved in 1 ¼ crashes per year. This is 12 times the crash rate of other motor vehicles in other commercial rate classes. Taxi crash rates outside of the Lower Mainland are less, but are still three times higher than other commercial motor vehicle classes. Overall, taxis represent one per cent of the total provincial commercial motor vehicle fleets yet represent approximately 10 per cent of all commercial motor vehicle claims.

Table 1: Insurance Premium and Claims Frequency Comparison

	Basic Insurance Premium (\$)		Property Damage Claim Frequency (1 claim / X years)		Bodily Injury Claim Frequency (1 claim / X years)	
	Commercial Taxi	Private passenger vehicle (avg)	Commercial Taxi	Private passenger vehicle (avg)	Commercial Taxi	Private passenger vehicle (avg)
Lower Mainland (Territory D)	\$9086	\$947	1.5 years	10 years	4 years	48 years
Thompson / Okanagan (incl. Kamloops) (Territory L)	\$3292	\$636	4 years	19 years	10 years	100 years
Provincial Average	\$6508	\$781	2 years	14 years	5.5 years	67 years

s.13

Driver Licensing Requirements: In B.C., taxi operators are required to hold a Class 4 driver's licence (DL). Class 4 DL applicants must pass a medical, must have completed the Graduated Licensing Program and hold a class 5 DL (or equivalent), must be at least 19 years of age, must have fewer than four violation tickets in the prior two years and have no convictions for driver related Criminal Code offences within the prior three years.

Other Jurisdictions: Both Saskatchewan Government Insurance (SGI) and Manitoba Public Insurance (MPI) treat TNCs similarly to British Columbia, including the PTB, NSC, CVIP, Driver Licence, insurance rating and insurance consequences. Both SGI and MPI report having met with TNC representatives but that TNCs are not active in their provinces.



Car Share Cooperatives: ICBC has a rate class specifically for car share programs where vehicles are offered to members that generally reside in the same municipality or region. These are not considered to be commercial vehicles. Gross premium (before claims rated scale discounts or fleet pricing) is \$2623 for Lower Mainland and \$1783 for Thompson/Okanagan region. In order to qualify for a car share rate class, a car share program must have membership eligibility criteria (including a restrictive driving record, such as years licensed, conviction history), confirm continued membership annually, have an ongoing fee to be a member, and not rent the vehicles to tourists or temporary residents.

DISCUSSION:

Services offered by TNCs are a relatively new trend in major cities across North America.

s.13

ICBC insurance (Basic and Optional) is currently available to owners of for-hire vehicles associated with TNCs, provided the vehicle owner has complied with all other regulatory requirements (Appendix A). The most appropriate rate classes available today are those currently assigned to taxis (see Appendix B for applicable rate class definitions).

Uber has also indicated that the company provides all Uber drivers with 'supplementary' insurance (\$5 million in coverage) that is additional to a driver's own valid personal auto insurance. Excerpt from Uber Canada's website below:

INSURANCE

All drivers are required to carry valid personal auto insurance, which will be your primary coverage. Every ride on the uberX platform is backed by \$5,000,000 of contingent coverage for bodily injury and property damage to third parties. This means that if, in the event of an accident, your own personal insurance is exhausted or does not apply for any reason, passengers, pedestrians, other drivers, and the community at large can rest assured knowing that ridesharing partners remain covered by a robust first-class policy.

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NEXT STEPS

s.13

FINANCIAL IMPLICATIONS:

- No financial implications anticipated for government or Ministry of Transportation & Infrastructure

Attachments:

Appendix A – Summary of B.C. Requirements and Consequences

Appendix B – s.13

Appendix C – ICBC Follow up Letter to Uber (November 2014)

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INITIALS

KV (Dec 1)

DB (Dec 1)



APPENDIX A – Summary of B.C. Requirements and Consequences

Statute	Mechanism and Purpose	Consequences of Non-compliance
PTA / PTR	<p>PTA Licence - ensures transportation services are vetted regarding suitability and expected impacts on other service providers.</p> <p>Registrar of Passenger Transportation is given power to impose sanctions and penalties on a licensee.</p>	<p>Ticketable offences between \$288 (for most infractions) to \$1150 for operation without a PT licence.</p> <p>Registrar of Passenger Transportation can impose Administrative Penalties against licensees (e.g., not charging the correct fare has various penalties ranging from an administrative fine to licence cancellation).</p> <p>ICBC will not license vehicle as a taxi or a for-hire limousine without valid PTA licence.</p>
MVA / MVAR	NSC certificate / NSC number - national standards to ensure carrier fitness (e.g., acceptable safety and compliance records).	<p>VT with \$138 fine for no NSC certificate.</p> <p>ICBC will not license vehicle as a taxi or a for-hire limousine without valid NSC.</p>
	Commercial Vehicle Inspection Program – ensures taxi and for-hire limousines are inspected semi-annually for compliance with vehicle safety standards.	VT and fines set in relation to vehicle defects.
	Roadside enforcement – targeted or ad hoc enforcement of vehicle standards.	ICBC will not license vehicle as a taxi or for-hire limousine without valid inspection.
	<p>Vehicle licence (body type/style designations) - licensing to identify the vehicle as a taxi / for-hire limousine.</p> <p>Driver's Licence - Class 4 required to ensure driver has appropriate driving skills.</p>	<p>VT with \$115 fine for failing to license vehicle.</p> <p>VT with \$108 fine for operating contrary to DL class.</p>
I(V)R ICBC/OAP Basic Insurance Tariff	<p>Certificate of Insurance</p> <p>Mandates basic 3rd party liability coverages required.</p> <p>For regular private passenger vehicles: \$200,000.</p> <p>For commercial passenger vehicles: \$1,000,000.</p> <p>Tariff specifies vehicle use rate classes and premiums.</p>	<p>Incorrect rate class means a breach of third party liability coverage, and if purchased, optional own damage coverage too.</p> <p>Unqualified driver will impact driver's access to third party liability, Part 7 accident benefits and also is a breach of own damage coverage.</p> <p>Lack of appropriate vehicle licence is a breach and affects insured's access to third party liability, accident benefits and own damage.</p> <p>Breaches do not affect passengers' right to claim, but can result in significant debt for vehicle owner and driver.</p>

MVA / MVAR - Motor Vehicle Act and MVA Regulations

PTA / PTR - Passenger Transportation Act and Passenger Transportation Regulation

I(V)R - Insurance (Vehicle) Regulation

ICBC/OAP - Optional Autoplan policy

**APPENDIX B – s.13**

Rating Territory	Operations Area	Rate Class
s.13		



“Taxi” means the use of a motor vehicle, whether available or not for use by the public, where the motor vehicle:

- (a) is operated at any time on a highway by, for or on behalf of any person who charges or collects compensation for the transportation of passengers in or on the motor vehicle, and
- (b) is for hire, with driver, by the trip and includes a taxi that operates exclusively in one municipality.

“Limousine use” means use of a motor vehicle for rental or hire with a driver on an hourly basis but does not include a rental or hiring with driver of less than one hour.



APPENDIX C – ICBC LETTER TO UBER, NOVEMBER, 2014

DATE, 2014

Mr. Christopher Schafer
Uber Public Policy Lead – Canada
chris.schafer@uber.com

Dear Mr. Schafer:

It was nice meeting with the four representatives from Uber on November 3, 2014. I appreciated hearing more about your business model, in particular the safety and security measures you intend to implement. I thought it would be worthwhile to summarize the key points of our discussion for everyone's benefit.

I also wanted to follow-up my previous letter from October 22, 2014 and provide links to the specific regulations required for insurance, driver and vehicle licensing requirements relevant to Uber operating a service similar to a taxi or a limousine service in B.C. Please find these included in an appendix of this letter.

Changes to rate classifications and premiums

I explained at the November 3 meeting that Uber car owners, after completing all of the applicable regulations for licensing of a taxi service and declaring their operations for insurance with ICBC, will be subject to the same premiums as other taxi operations.

Your Uber colleagues enquired about a discount given the occasional use of a ride-share. In B.C., rate classifications, premiums and discounts for ICBC Basic Autoplan insurance are regulated by the British Columbia Utilities Commission (BCUC). At this time, no discount has been approved by the BCUC for ride-sharing taxi vehicles; therefore we are unable to offer one to Uber.

That said, as long as Uber drivers follow the requirements, ICBC is open to reviewing loss history over time. And if sufficient data is captured, we would consider developing a separate rate class for ride-sharing taxi vehicles based on proven actuarial evidence. But to be clear, in order to safely and legally operate in B.C. Uber drivers must follow the current legislated requirements.

ICBC has developed new rates classes in the past, including a new rate class for car share co-ops. In that instance, we applied to the BCUC in 2009 for permission to issue a new rate class, provided actuarial evidence and received approval to implement the new classification and rates in January 2010. However this was after the car share co-ops entered the ICBC fleet market in compliance with all of the requirements for vehicle registration, licensing and insurance classification and rating. It takes time to gather reliable data and decisions need to be made based on proven actuarial evidence.

Insurance provided by Uber in other jurisdictions

We had a brief discussion at the meeting about the insurance program Uber has established in other jurisdictions to protect drivers.

In B.C., all vehicle owners are required to purchase ICBC Basic Autoplan insurance in order to operate on a highway. This universal compulsory vehicle insurance helps ensure that all British Columbians who drive a motor vehicle are protected with a basic level of coverage. ICBC wishes to re-emphasize that any additional insurance program provided by Uber is not a substitute or alternative to ICBC's Basic Autoplan insurance. If Uber wishes to use its insurance program as



supplemental to ICBC Basic Autoplan insurance, I would recommend that you engage the services of a B.C. licensed insurance broker to determine whether the insurance coverage you offer is in compliance with provincial and federal regulations and to ensure there are no gaps in your coverage.

Sharing information with Uber drivers

We want to make sure everyone has the right driver and vehicle licensing, as well as insurance coverage in place to match with how they use their vehicle. We've posted information on our website to help clarify requirements. Please feel free to share this information with your drivers.

- Driver licensing FAQ: <http://www.icbc.com/FAQ/Pages/Driver-licensing.aspx>
- Types of driver's licences: <http://www.icbc.com/driver-licensing/types-licences/Pages/Licence-classes-and-types.aspx>
- Insurance FAQ: <http://www.icbc.com/FAQ/Pages/insurance.aspx>
- Rate class information: <http://www.icbc.com/autoplan/costs/Pages/Whats-a-rate-class.aspx>

If one of your drivers is involved in a crash without having completed all necessary requirements, there could be very serious financial consequences. They include potentially having to repay the full value of all claims that arise and forfeiting coverage for their own injuries as well as damage to their vehicle.

Passengers and other injured parties would be protected by the universal compulsory vehicle insurance coverage purchased on the vehicle, which in B.C. is required to include Basic Third Party Liability and Accident Benefits. The injured parties may also have access to other sources of coverage through their own vehicle, driver's licence, or from a member of their household. However, as mentioned above, we will recover those claims payments directly from the driver and owner of the vehicle.

We want to keep the lines of communication open with Uber. Please contact me directly at tim.courtney@icbc.com or s.17 if you have any questions.

Sincerely,

Timothy E. Courtney, C.I.P.
VP Commercial Insurance

cc. Curtis Scott Senior Counsel, Uber, curtis.scott@uber.com
Gus Fuldner Head of Insurance, Uber, gus@uber.com
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Appendix

Requirements applicable to any British Columbia driver or automobile owner wishing to provide passenger transportation for compensation

Each driver/ vehicle owner requires:

1. At minimum, a Class 4 (restricted) commercial driver's licence to drive up to 10 persons including the driver.

This is documented in the Motor Vehicle Act, Part 1, Section 23 - *Classes of drivers' licences*. Complete descriptions of each class of licence are documented in the Motor Vehicle Act Regulations, Division 30 Drivers' Licences, *Definitions and Interpretation* 30.01(2).

For your reference, the Motor Vehicle Act is available at:

http://www.bclaws.ca/Recon/document/ID/freeside/96318_00

And the Motor Vehicle Act Regulations are available at:

http://www.bclaws.ca/Recon/document/ID/freeside/26_58_00

2. A taxi or limousine designated licence plate for their vehicle.

This is documented in the Motor Vehicle Act. Examples of relevant provisions include Part 1 Section 3 *Registration, licence and insurance*. In particular, please note the provisions of Sections 3(1), 3(3) and 3(7).

For your reference, the Motor Vehicle Act is available at:

http://www.bclaws.ca/Recon/document/ID/freeside/96318_00

3. To declare how they plan to use their vehicle in order to properly assign a specific taxi or limousine rate class to the auto insurance.

This is documented in the Insurance (Vehicle) Act. Examples of relevant provisions of the Act may be found in Sections:

- (2) Corporation to provide universal compulsory vehicle insurance
- (33) Application for insurance
- (36) Issue of certificate
- (38) Insurance condition precedent to licence
- (75) Forfeiture

This is also documented in the Insurance (Vehicle) Regulation. Examples of relevant provisions of the Regulation may be found in Part 5 Conditions of Certificate, Section 55 *Breach of conditions*. In particular, please note the provisions of Sections 55(1.1), 55(2) and 55(3).

For your reference, the Insurance (Vehicle) Act is available at:

http://www.bclaws.ca/civix/document/id/complete/statreg/96231_01

And the Insurance (Vehicle) Regulations are available at:

http://www.bclaws.ca/Recon/document/ID/freeside/447_83_00

4. To abide by any additional conditions required by the municipality in which they plan to offer their service.

One example is the issuance of a Chauffeur permit. This is documented in the Motor Vehicle Act, Part 1, Section 36 - *Municipal chauffeur permits*. In practice this varies depending on whether or not the municipality has enacted such a bylaw.

Other examples include business licences and municipal taxi licences where the authority is vested in the municipality.

For your reference, the Motor Vehicle Act is available at:

http://www.bclaws.ca/Recon/document/ID/freeside/96318_00

5. Additional regulatory and licensing requirements from other agencies, including:
 - a licence approved by B.C.'s Passenger Transportation Board
 - a National Safety Code Safety Certificate
 - semi-annual commercial vehicle inspections

Page 054 to/à Page 100

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Stone, Todd TRAN:EX

From: Stone, Todd TRAN:EX
Sent: Friday, January 15, 2016 4:28 PM
To: Bell, Jordan TRAN:EX
Subject: Re: Resending: Uber Handout

Thanks

Sent from my iPhone

> On Jan 15, 2016, at 3:44 PM, Bell, Jordan TRAN:EX <Jordan.Bell@gov.bc.ca> wrote:

>

> As requested.

>

> <Uber Canada - BC Media Info Session - Jan 15, 2016 (2).pdf>

>

>

>

> Sent from my iPhone

Stone, Todd TRAN:EX

From: Stone, Todd TRAN:EX
Sent: Friday, January 15, 2016 3:39 PM
To: Bell, Jordan TRAN:EX
Subject: Re: Uber media package/briefing: Info Session for BC Media with Uber Canada TOMORROW

Were there attachments?

Sent from my iPhone

On Jan 15, 2016, at 3:12 PM, Bell, Jordan TRAN:EX <Jordan.Bell@gov.bc.ca> wrote:

Fyi.

Here's the briefing package that was given to media on Uber...

Call for the province to update regulations to allow British Columbians access to ride-sharing service... says adoption needs to be provincial to allow for consistency across the province in the Lower mainland, Victoria, Kelowna and Kamloops. References Liberal candidate Isaacs support for Uber.

Notes action in municipalities across the country to adopt Uber.

Says spring session is the opportunity and they're willing to work with Minister Stone and Premier Clark to bring Uber to B.C.

Stone, Todd TRAN:EX

From: Stone, Todd TRAN:EX
Sent: Friday, October 30, 2015 7:35 AM
To: Bell, Jordan TRAN:EX
Subject: Fwd: CKNW: Bauer/Meggs - taxi cabs/ride sharing

Sent from my iPhone

Begin forwarded message:

From: <tno@gov.bc.ca>
Date: October 30, 2015 at 6:23:53 AM PDT
To: Undisclosed recipients;;
Subject: CKNW: Bauer/Meggs - taxi cabs/ride sharing

CKNW (Vancouver)

30-Oct-2015 06:00

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Stone, Todd TRAN:EX

From: Stone, Todd TRAN:EX
Sent: Friday, October 30, 2015 7:31 AM
To: Bell, Jordan TRAN:EX
Subject: Fwd: CKNW: Meggs/Van Hamond - taxi cabs/ride sharing

Let's make sure we have the facts on taxi licenses in Van

Sent from my iPhone

Begin forwarded message:

From: <tno@gov.bc.ca>
Date: October 30, 2015 at 6:57:09 AM PDT
To: Undisclosed recipients;;
Subject: CKNW: Meggs/Van Hamond - taxi cabs/ride sharing

CKNW (Vancouver)

30-Oct-2015 06:30

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Stone, Todd TRAN:EX

From: Stone, Todd TRAN:EX
Sent: Tuesday, October 13, 2015 6:54 PM
To: Todd Stone
Subject: Fwd: BiV: Uber signals second bid to enter Vancouver market

Sent from my iPhone

Begin forwarded message:

From: <tno@gov.bc.ca>
Date: October 13, 2015 at 2:53:00 PM PDT
To: Undisclosed recipients;;
Subject: BiV: Uber signals second bid to enter Vancouver market

BiV
Yvonne Zacharias
13-Oct-2015 14:46

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Page 108

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Paton, Susan TRAN:EX

From: Stone.MLA, Todd <Todd.Stone.MLA@leg.bc.ca>
Sent: Tuesday, November 3, 2015 2:34 PM
To: Transportation, Minister TRAN:EX
Subject: FW: Poll finds massive support for ridesharing and Uber
Attachments: Rideshare BC Findings Memo (MLS) 2015-10-30.pdf

From: Michael van Hemmen [<mailto:mvh@uber.com>]
Sent: November 3, 2015 11:15 AM
To: Stone.MLA, Todd
Subject: Poll finds massive support for ridesharing and Uber

Dear Hon. Stone,

The provincial government has an excellent opportunity to embrace public support for ridesharing by updating its regulatory framework.

Uber recently asked Dimitri Pantazopoulos from Maple Leaf Strategies to conduct a poll of Lower Mainland residents regarding their views on ridesharing. His memo is attached below.

The results are very encouraging for Uber.

- **70% of Lower Mainland residents strongly support or support allowing ridesharing companies to operate in BC**
- **84% strongly support or support the provincial government showing leadership by passing a provincial ridesharing law**

This support is broad based across gender and age range. Voters of all income levels supported ridesharing and Uber, with stronger support among those who make over \$60K a year.

The poll of 500 people, intentionally oversampled Surrey so that additional city insights could be inferred. **Support from Surrey residents was even higher than those in the City of Vancouver.**

This week Uber also [released a blog](#) showing that the **app was opened by more than 25,000 people in BC last month**. While the blog showed massive interest from west Vancouver to Chilliwack on the Lower Mainland and Parksville to Victoria on the Island, the attached image shows that there is also **significant interest in other communities such as Kelowna, Kamloops, and Prince George** (Each dot represents someone opening the app between September 12, 2015 and October 12, 2015. If you're wondering about the two dots near Bellingham those were folks with BC phone numbers who opened the app across the border).

The province has a significant opportunity to take advantage of that support by adopting legislation that embraces ridesharing. Current rules were put into place well before mobile internet technology and ridesharing existed. It is time to update them.

In addition, on Thursday Vancouver City Council called on the Minister of Transportation to establish a policy framework for ridesharing in the province. I will be meeting with other Councils over the next month to build even more support for provincial action.

An updated provincial framework would be well supported by voters. We encourage the province to move quickly.

If you have any questions, or would like to see the detailed crosstabs of the poll to learn more detail about the support for ridesharing don't hesitate to reach out.

All the best,

Michael

Page 111

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Metro Vancouver Rideshare Attitudes
October 23-28, 2015
N=500, Margin of Error $\pm 4.4\%$

Overview:

Maple Leaf Strategies conducted a survey of 500 Lower Mainland voters, with an over-sampling of Surrey to provide more statistically significant results at a sub-regional level.

The survey reveals a strong awareness of Uber, even though fewer than one-in-twenty have used the service. Furthermore, there is a strong support for enacting ride-sharing legislation to permit services like Uber to operate in BC, and even stronger support for the provincial government to take leadership on the file.

While support is strong across the entire Lower Mainland it trends slightly higher in Surrey and other suburbs than in the City of Vancouver.

Main Observations:

Despite the fact that the services is not currently available in British Columbia, awareness of Uber in the Lower Mainland area is at 75% with 4% of Lower Mainland residents having used the service.

Before today, had you heard of or used Uber, a ridesharing technology company that currently operates in over 340 cities and 61 countries?

Yes and used in past month	1%
Yes and used more than a month ago	3%
Yes, but have never used	71%
Never heard of Uber	25%
Don't Know / Refused [VOL]	0%

Support for allowing Uber to operate in British Columbia is very strong – Overall 70% of Lower Mainlanders support Uber operating in BC. This support is consistent regardless of whether the respondent has heard of Uber.

Ridesharing services operate safely in Toronto, Calgary, Seattle and most major cities across North America and over 340 cities in 61 countries around the world. Would you support, somewhat support, somewhat oppose or oppose allowing these ridesharing service companies to operate in British Columbia?

Support	38%
Somewhat support	32%
Somewhat oppose	9%
Oppose	8%
Don't Know / Refused [VOL]	13%

Support is strongest among higher income voters (78% support) and it is higher outside the city of Vancouver. This is not surprising, although even in Vancouver itself, support is over 60%.

In addition to Uber, there is very strong demand for the province to take leadership on the ridesharing file and include amendments so that drivers can take fares between municipalities so that people can more easily get to where they are going.

In the Lower Mainland region, it is often difficult to get a ride into neighbouring municipalities for many reasons, including because most municipal governments have rules that ban drivers from picking up a passenger on the way back to the municipality where the vehicle is licensed to operate.

Would you strongly support, somewhat support, somewhat oppose or strongly oppose the BC provincial government taking leadership by passing a provincial ridesharing law that also allows drivers to take passengers to or from the municipality where they are licensed so that people can more easily get to where they are going?

Strongly support	49%
Somewhat support	35%
Somewhat oppose	7%
Strongly oppose	6%
Don't Know / Refused [VOL]	3%

The survey of 500 Lower Mainland voters was conducted by live telephone interview from October 23-28, 2015. A survey of this size has a sampling margin of error of $\pm 4.4\%$ nineteen times out of twenty. The survey was sponsored by Uber.