

**BEFORE THE PUBLIC UTILITIES COMMISSION OF THE** 

#### **STATE OF CALIFORNIA**

2-16-16 04:59 PM

Order Instituting Rulemaking on Regulations Relating to Passenger Carriers, Ridesharing, And New Online-Enabled Transportation Services R.12-12-011

#### OPENING COMMENTS OF SAN FRANCISCO INTERNATIONAL AIRPORT AND SAN FRANCISCO MUNICIPAL TRANSPORTATION AGENCY TO PROPOSED DECISION ON PHASE II ISSUES AND RESERVING ADDITIONAL ISSUES FOR RESOLUTION IN PHASE III

Edward D. Reiskin Director of Transportation San Francisco Municipal Transportation Agency One South Van Ness, 7<sup>th</sup> Floor San Francisco, CA 94013 (415) 701-4720

John L. Martin Airport Director San Francisco International Airport PO Box 8097 San Francisco, CA 94128 (650) 821-5000 These opening comments are submitted on behalf of the San Francisco International Airport ("SFO" or "Airport") and the San Francisco Municipal Transportation Agency ("SFMTA"), collectively "the City," in response to the Proposed Decision On Phase II Issues And Reserving Additional Issues For Resolution In Phase III ("the Proposed Decision").

#### I. INTRODUCTION

The City supports the Proposed Decision's refinement of the rules applicable to TCPs because they will improve the quality of the transportation services provided to the public. In particular, the City applauds the modifications, such as enhanced TNC reporting requirements, that will facilitate the CPUC's ability to ensure compliance with its regulations. The City offers its suggestions, below, for changes to the Proposed Decision that the City believes will further protect the public safety.

#### II. SPECIFIC COMMENTS

#### A. Vehicle Inspections

The City supports the Proposed Decision's requirement that all TCPs, including TNCs, ensure that a qualified mechanic licensed or certified by the California Bureau of Automotive Repair inspect all TNC and TCP vehicles every 12 months or 50,000 miles. In order to help ensure compliance, while minimizing expenditure of Safety and Enforcement Division ("SED") resources, the City strongly urges the CPUC to affirmatively require TNCs to produce an annual report listing the license plate number of each vehicle that has been inspected during the previous 12-month period, the name of the facility licensed or certified by the California Bureau of Automotive Repair that performed each inspection, the date of each inspection, and the vehicle mileage on the inspection date. The City's proposed modifications to the Proposed Decision's Order to that effect are set forth in Appendix A.

#### B. Driver and Vehicle Record Preservation

The City supports the Proposed Decision's requirements for the collection, retention, and reporting of information concerning TNC drivers and vehicles, but requests that the CPUC amend the Proposed Decision's Order ("the Proposed Order") to be consistent with the

conclusions reached regarding these issues in sections 2.1.4.2 and 2.1.5.3 of the Proposed Decision. Specifically, the Proposed Decision requires that TNCs collect and maintain SR1 reports for a period of three years, and that TNCs provide annual reports to the CPUC on driver suspensions and deactivations for reasons related to safety or consumer protection, including but not limited to: (1) violation of the zero-tolerance policy; (2) assaulting a passenger or any member of the public while providing TNC services; (3) threatening a passenger or harassing any member of the public while providing TNC services; and (4) soliciting business separate from rides arranged through the TNC's app (i.e., transportation services that may not be covered by any CPUC-required insurance policies). None of these requirements are stated in the Proposed Order. The City's proposed modifications to the Proposed Order are set forth in Appendix A.

#### C. Driver Training

The CPUC's Decision 13-09-045 required TNCs to "establish a driver training program to ensure that all drivers are safely operating the vehicle prior to the driver being able to offer the service," and required TNCs to file their driver training programs with the CPUC within 45 days of the Decision."<sup>1</sup> After the issuance of Decision 13-09-045, the City noted in several sets of Comments that the CPUC should provide parameters for the required training, and noted that the TNCs' driver training programs filed with the CPUC in accordance with Decision 13-09-045 evidenced a need for guidance regarding what constitutes an effective driver training program. <sup>2</sup> The City was therefore pleased to see that the Assigned Commissioner's Ruling Amending the Scoping Memo and Ruling for Phase II of Proceeding ("the Amended Scoping Memo"), dated April 28, 2015, sought the parties' input on how driver training programs should be designed to protect consumers and enhance public safety. The City recommended that the CPUC develop a uniform driver training program covering specified topics and suggested that the CPUC require

<sup>&</sup>lt;sup>1</sup> Decision 13-09045, p.27.

<sup>&</sup>lt;sup>2</sup> City's Opening Comments dated April 21, 2014, p.7; City's Reply Comments dated June 30, 2014, p.3.

TNCs to use an interactive training module that requires drivers to respond to questions before advancing through the training and that issues a certificate to the driver documenting successful completion of the training.<sup>3</sup>

The Proposed Decision declines to adopt the City's recommendation that all TNC drivers be trained uniformly, but it does require TNCs to provide refresher training in addition to the initial training.<sup>4</sup> It also specifies that the following subjects be covered in all TNC driver training programs: (1) trade dress; (2) evidence of prearrangement; (3) waybill contents; (4) service animals; (5) proof of insurance; (6) operating without proper authority; (7) airport rules; and (8) soliciting business from app-based arrangements. While these required subject matters will help ensure that all TNC drivers are adequately trained, the City strongly urges the CPUC to expand the required subjects to include two more topics -- safe driving in dense urban areas, and dealing with intoxicated or hostile passengers. These are important safety issues for both TNC drivers and the general public.<sup>5</sup>

The City also applauds the CPUC's requirement that TNCs provide regular refresher training. But the requirement for refresher training will be ineffectual unless the CPUC specifies how often such training must occur. Finally, The CPUC has a duty to ensure public safety. It is difficult to understand how this duty can be performed effectively if the SED does not evaluate each TNC's driver training program to determine whether it is effective and comprehensive such that it improves the quality of TNC services and protects the safety of TNC passengers and other members of the public.

The City urges the CPUC to modify its Proposed Order, which currently does not address the driver training issue, to include the following requirements: (1) in addition to the eight mandatory training components described in the Proposed Decision, TNCs shall add safe driving in dense urban areas and handling intoxicated or hostile passengers to the list; (2) the SED shall

<sup>&</sup>lt;sup>3</sup>City's Opening Comments dated May 22, 2015, p. 7.
<sup>4</sup> Proposed Decision, p.26.
<sup>5</sup> City's Reply Comments dated April 21, 2014, p. 7.

review each TNC driver training program to determine whether it will effectively improve the quality of TNC services and protect the safety of TNC passengers and other members of the public; (3) where the SED determines that any of the ten mandatory training components are not adequately addressed, the SED shall notify the affected TNC which training components are inadequate and require that proposed improvements be submitted to the SED within 30 days of the notice regarding training deficiency. The City's proposed modifications to the Proposed Order to this effect are set forth in Appendix A.

#### D. TNCs Driving Unaccompanied Minors

The Proposed Decision requires that TNCs that primarily transport unaccompanied minors comply, at a minimum, with the background check requirements articulated in Decision 97-07-063.<sup>6</sup> The City agrees with this requirement and with the Proposed Decision's conclusion that compliance with Decision 97-07-063, which requires use of the Trustline registry, is necessary to ensure the safety of unaccompanied minors traveling in TNCs. The City notes, however, that the Proposed Decision does not define the term "primarily," and it is therefore unclear whether a particular TNC must use the Trustline system. It is the City's view that all TNCs that transport unaccompanied minors, whether or not such minors are the majority of its passengers, should be required to use the Trustline registry to: (1) prohibit unaccompanied minors from using their services; (2) prohibit their drivers from transporting unaccompanied minors; and (3) make their unaccompanied minors policy clearly visible to all users and all drivers. The City's proposed modifications to the Proposed Order to this effect are set forth in Appendix A.

#### E. Filing Insurance Certificates

The City concurs with the Proposed Decision's requirement.

<sup>&</sup>lt;sup>6</sup> Proposed Decision, pp. 6, 54.

#### F. **Maximum Fines**

The Amended Scoping Memo sought the parties' comments regarding whether the CPUC should reconsider the \$20,000 maximum fine for informal staff citations under Resolution CE 2-92. These citations are issued for TNC and TCP violations listed in Public Utilities Code Section 5378(b), which include violations of the Public Utilities Code, the CPUC's orders, regulations and rules, and airport orders, regulations and rules. In its comments to the Amended Scoping Memo, the City noted the rapidly changing nature of charter-party services, and urged the CPUC to reconsider the \$20,000 maximum penalty and to develop "a formal, reasonable, and graduated penalty structure calculated to gain consistent compliance with regulations."<sup>7</sup>

The Proposed Decision agrees with the City that the commercial passenger transport industry is rapidly changing, and concedes that a maximum fine of \$20,000 "may not ensure compliance by companies that have established a dominant presence in the market."<sup>8</sup> But citing an "incomplete record" regarding the effectiveness of the fines imposed for informal staff citations, the Proposed Decision maintains the existing cap of \$20,000 for fines related to informal staff citations.

The City is puzzled by the Proposed Decision's reference to an incomplete record. The relevant information, including how many fines have been levied in the past by the SED and in what amounts, and the nature of the responses by charter-party carriers to the imposition of such fines, is information under the CPUC's custody and control and which the CPUC can, presumably, analyze. Because the Proposed Decision does not divulge any such information, it is unclear why the record is "incomplete," or what would render it complete. In addition, in the City's view it is self-evident that a maximum fine of \$20,000 is insufficient to compel regulatory compliance from a subsidiary of a company – Uber – that may be worth as much as \$70 billion,

<sup>&</sup>lt;sup>7</sup> City's Opening Comments dated May 22, 2015, pp. 9-10. <sup>8</sup> Proposed Decision, p. 35.

or from Lyft, whose worth is estimated to exceed \$2 billion.<sup>9</sup> The City urges the CPUC to impose a graduated fine schedule calculated to ensure that the TNCs it regulates have sufficient incentive to comply with applicable rules and regulations.

#### G. Trade Dress

The City supports the Proposed Decision to the extent that it requires that consistent trade dress, which can be read during daylight hours at a distance of at least 50 feet, be located on both the front and rear of TNC vehicles. However, the trade dress requirement is unclear, as it also appears to give TNCs the option of placing trade dress on the sides of their vehicles, rather than on the front and rear, because it allows trade dress to be located on vehicle doors.<sup>10</sup>

In 2015, the TNCs made 1,330,880 drop offs at SFO and 1,905,908 pickups at SFO. Lyft and Uber, both of which require drivers to place the trade dress in the front window, made 99% of these trips. The CPUC should make front facing trade dress mandatory because that is where passengers and enforcement officers expect to see trade dress. In addition, rear facing trade dress should also be required because it alerts drivers and bicyclists behind TNC vehicles that a quick stop or turn is likely to occur. But giving TNCs the option of placing trade dress on side doors or panels, *instead* of in the front and rear will cause passenger and enforcement confusion. The City's proposed modifications to the Proposed Order to this effect are set forth in Appendix A.

#### H. Additional Issues

#### 1. Personal Vehicles

The Proposed Decision's effort to clarify the meaning of the term "personal vehicle" does not provide a clear, complete, or workable definition of the term, and does not adequately address the many ways that vehicles are being marketed for use by TNC drivers. TNC drivers

<sup>&</sup>lt;sup>9</sup> See http://money.cnn.com/2015/10/27/investing/uber-ford-gm-70-billion-valuation/; http://www.bloomberg.com/news/articles/2015-05-19/icahn-says-lyft-worth-more-than-2-billion-based-on-uber-value.

<sup>&</sup>lt;sup>10</sup> Proposed Decision, pp. 54-55 ("Acceptable forms of trade dress include, but are not limited to, symbols or signs on vehicle *doors*, roofs, or grills, or placed in the front and rear windshield." (Emphasis added).")

can now rent a car for a single day to use for commercial purposes. It is unclear whether or how these short term rental vehicles can possibly be tracked and inspected by TNCs in the manner required by the existing Decision or the Proposed Decision.

In Decision 13-09-045, the CPUC concluded that "[t]he primary distinction between a TNC and other TCPs is that a TNC connects riders to drivers who drive their personal vehicle, not a vehicle such as a limousine purchased primarily for commercial purposes.<sup>11</sup> In attempting to clarify the term "personal vehicle," the Proposed Decision fuses Public Utilities Code Section 5362 with Vehicle Code Sections 460, 370 and 371, which define the terms "owner," "legal owner" and "lessee." Relying upon these statutes, the Proposed Decision appears to conclude that a vehicle is the TNC driver's "personal vehicle" if the driver has personal use of the vehicle and: (1) the vehicle is registered in the driver's name, or (2) the driver has the right to possession of the vehicle pursuant to a lease or rental agreement. The requisite term of such agreement is unclear, as the Proposed Decision references one statute that cites a period of thirty consecutive days or more,<sup>12</sup> and one that specifies a period in excess of four months.<sup>13</sup> It is likewise unclear whether the term "personal vehicle" includes vehicles other than those that are either registered to, or leased or rented by, the TNC driver. And, if it does, what factors would be relevant to determining whether the vehicle is, in fact, a "personal vehicle." Finally, the Proposed Decision does not address the issue whether a vehicle used to provide TNC services may be the "personal vehicle" of more than one driver at a time.

In addition to failing to provide a clear and comprehensive definition of the term "personal vehicle," the Proposed Decision does not consider the reality of the existing marketplace. Although the Proposed Decision notes that "there is a growing market of companies who lease vehicle to individuals seeking to provide TNC service," it does not comment on whether TNC drivers who accept such offers are driving "personal vehicles."<sup>14</sup>

One example of such services, HyreCar, allows private individuals to rent their vehicles to would-be TNC drivers on a daily or weekly basis – like an Airbnb for motor vehicles used to transport passenger for compensation. Its website trumpets "Rent A Car to Drive for Uber/Lyft." Its Driver FAQ page explains the following:

<sup>&</sup>lt;sup>11</sup> Decision 13-09-045, p. 24.
<sup>12</sup> Cal. Veh. Code § 460.
<sup>13</sup> Cal. Veh. Code § 371.

<sup>&</sup>lt;sup>14</sup> Proposed Decision, p. 40.

HyreCar is on (sic) online marketplace where car owners set their own price. Currently in our marketplace, owners have shared cars ranging from \$35-\$65 per day. Some owners give weekly rental deals where cars are available for around \$200-\$250 weekly.<sup>15</sup>

Similarly, the opening page of the Breeze website encourages readers to "[g]et a flexible, week-to-week lease with Breeze so you can drive for services like Uber and Lyft."<sup>16</sup> Confusingly, the Breeze website states "You must have your car for at least 4 weeks before putting in your 2 weeks' notice. You can return the car at any time after 4 weeks with just 2 weeks' notice."<sup>17</sup> Also, Uber evidently has an arrangement with Enterprise Rent-A-Car where a weekly vehicle lease amount is deducted from the driver's Uber check. The lease term is a minimum of one week and a maximum of 28-days. If the driver wants a longer term, he/she simply renews the agreement.<sup>18</sup>

The Proposed Decision states that a vehicle obtained pursuant to a lease agreement that complies with Vehicle Code Sections 370, 371 and 460 may be a "personal vehicle." Therefore, vehicles leased or rented through the Uber/Enterprise 28-day program or HyreCar's daily and weekly rental program would not, presumably, constitute "personal vehicles." And with all of these rental options – daily, weekly, monthly – it is difficult to understand whether and how a TNC is able to comply with the CPUC's existing or proposed vehicle inspection requirements. It is also unclear how a TNC passenger would be able to locate lost property from a vehicle that the TNC driver rented for a day through HyreCar.

For all of these reasons, and because the Proposed Decision's discussion of the issue is very unclear, the City respectfully suggests that the CPUC should consider in greater depth the question of what constitutes a "personal vehicle." The City recommends that the CPUC issue a separate ruling posing questions to the parties and inviting them to comment on this matter. Among the inquiries the CPUC should make are: (1) whether any TNCs allow drivers to use short term rental vehicles from services such as HyreCar and, if so, how they ensure the vehicle

<sup>&</sup>lt;sup>15</sup> See https://driver.hyrecar.com/ and Appendix B. <sup>16</sup> See Appendix C.

<sup>&</sup>lt;sup>17</sup> *Ibid*.

<sup>&</sup>lt;sup>18</sup> See https://get.uber.com/cl/enterprise/ and Appendix D.

has been inspected consistent with CPUC requirements; and (2) how TNCs track vehicle insurance.

#### 2. Fingerprints/Background Checks

The City looks forward to a comprehensive assessment of the scope of criminal history background checks, and requests that the CPUC expressly seek input on this question from law enforcement agencies such as the California Highway Patrol and the Federal Bureau of Investigation.

#### IV. CONCLUSION

The City agrees with the Proposed Decision's determination about the filing of insurance certificates. It also supports the Proposed Decision's new rules about vehicle inspections, and urges the CPUC to require an annual report from TCPs regarding those inspections. The City also endorses the Proposed Decision's conclusions regarding the collection, retention and reporting of driver and vehicle information, requirements for consistent trade dress, and use of the Trustline registry by TNCs that transport unaccompanied minors, but it urges the CPUC to clarify its Proposed Order as it relates to these issues. Finally, the City agrees with the Proposed Decision's conclusion that certain topics should be mandatory components of TNC driver training, although it recommends that the CPUC add two topics to the list of mandatory training components, and that the CPUC require that each TNC seek and receive SED approval of its driver training course. The City disagrees with the Proposed Decision's choice to decline reconsideration of the maximum fine for informal staff citations.

The City supports the Proposed Decision's plan to issue a separate ruling posing questions about background checks, including whether use of fingerprint-based checks should be mandatory. The Proposed Decision states that because the Amended Ruling did not contain questions seeking the parties' comments on this issue, the record is insufficient for decision-making. For the same reason, the record is insufficient for determining the proper definition of the term "personal vehicle." It is therefore not surprising that the definition discussed in the Proposed Decision is unclear and incomplete. The CPUC should issue a separate ruling on the

definition of the term "personal vehicle," and seek the parties comments on the questions posed in that ruling, before deciding how the term should be defined.

Dated: February 16, 2016

Respectfully submitted,

By:<u>/s/</u> John L. Martin Airport Director San Francisco International Airport

By: /s/ Edward D. Reiskin Director of Transportation San Francisco Municipal Transportation Agency

# APPENDIX A

#### **APPENDIX A**

#### **Proposed Modified Order**

The City and County of San Francisco proposes the following modifications to the Proposed Decision's Order. (Proposed deletions are marked as strikeouts, and proposed new text is underlined.)

1. All Charter Party Carrier (TCP) vehicles, including Transportation Network Companies (TNC), shall be inspected by a facility licensed by the California Bureau of Automotive Repair every 12 months or 50,000 miles, whichever occurs first. TCPs and TNCs shall be responsible for ensuring that each of their vehicles/<u>and/or their</u> drivers' vehicles complyies with this requirement-, and shall <u>maintain all records of vehicle inspections for a period of three years. In addition, TNCs shall provide the Commission with an annual report with the license plate number of every vehicle that has been inspected, the mileage on the date of inspection, the date of inspection and the name of the facility licensed or certified by the California Bureau of Automotive Repair that performed each inspection. Annual reports shall be due by June 30 of each calendar year. Within 90 days of the effective date of this Order, all vehicles presently driven by existing TNC drivers must undergo the 19-point inspection by a facility licensed by the California Bureau of Automotive Repair. A report confirming the inspection of each vehicle presently being driven by a TNC driver shall be submitted on or before June 30, 2016.maintain records of such compliance for a period of three years. This requirement shall apply to drivers presently driving for TNCs.</u>

2. Pursuant to Public Utilities Code § 5389, Charter Party Carriers (TCPs), including Transportation Network Companies (TNC) shall maintain records for a period of three years demonstrating that all TCP vehicles and TNC vehicles/drivers' vehicles were inspected by a facility, licensed by the California Bureau of Automotive Repair, at the appropriate 12-month or 50,000 mile mark, and shall make such records available for inspection by the Commission.

3. Pursuant to Pub. Util. Code § 5389, Charter Party Carriers (TCPs), including Transportation Network Companies (TNCs), shall maintain records demonstrating that the 19point checklist required by Decision 13 09 045 was followed and the TNC and TCP vehicles

passed inspection. TCPs, including TNCs, shall make such records available for inspection by or production to the Commission depending on the Commission's preference.

42. Pursuant to Pub. Util. Code § 5389, Safety and Enforcement Division may make unscheduled visits to inspect Transportation Network Company (TNC) records, TNCs shall maintain all records for a period of three years demonstrating compliance with CPUC regulations, including proof of commercial liability insurance providing not less than \$1,000,000 per-incident coverage, criminal background check information, TNC driver's license and driving record, vehicle inspection records, driver suspensions, deactivations, and subsequent reactivations, and SR1 reports. In addition, TNCs shall provide the Commission with an annual report on the number of drivers who have been suspended or deactivated for public safety and/or consumer protection reasons including (1) violation of the zero-tolerance policy, (2) assaulting a passenger or any member of the public while providing TNC services, (3) threatening a passenger or harassing any member of the public while providing TNC services, and (4) soliciting business that is separate from those arranged through the TNC's app (i.e., transportation services that may not be covered by any Commission-required insurance policies).

53. Transportation Network Companies shall provide notice to their drivers that the Commission requires certain information regarding their TNC driving services, and that all such information may be provided to the Commission as a condition of their continued TNC services without their specific consent. the driver's consent is not needed for the disclosure of their information to the Commission.

4. Transportation Network Companies shall provide driver training on the following topics: (1) proper placement of trade dress; (2) evidence of prearrangement; (3) the content of waybills; (4) providing required service to passengers travelling with service animals; (5) proof of insurance; (6) the rules and regulations of airports in the service area; (7) driving in congested areas, including dense urban locations; and (8) dealing with intoxicated or aggressive passengers. All training programs shall be submitted to the Commission's Safety and Enforcement Division (SED) for review and approval within 60 days of the effective date of this Order. In the event SED personnel determine that some or all of the training materials are deficient, the SED shall

send a Notice of Deficient Training to the affected TNC describing the deficiencies. The Notice shall state that the affected TNC must submit proposed training revisions to the SED within 30 days of the Notice of Deficient Training.

5. Transportation Network Companies shall provide refresher driver training to all TNC drivers on an annual basis. Refresher training shall be submitted to the SED for review and approval within 60 days of the effective date of this Order. In the event SED personnel determine that some or all of the refresher training materials are deficient, the SED shall send a Notice of Deficient Refresher Training to the affected TNC describing the deficiencies. The Notice shall state that the affected TNC must submit proposed refresher training revisions to the SED within 30 days of the Notice of Deficient Refresher Training.

6. Transportation Network Companies that primarily transport unaccompanied minors must shall comply, at a minimum, with the background check requirements articulated by this Commission in Decision 97-07-063. <u>All TNCs shall comply with this requirement unless they prohibit</u> <u>unaccompanied minors from using their services, prohibit their drivers from transporting</u> <u>unaccompanied minors, and ensure that these policies are clearly communicated to potential</u> <u>users of the TNC's services, and to all drivers affiliated with the TNC.</u>

7. <u>Within 30 days of the effective date of this Order</u>, Transportation Network Companies shall-be required to file certificates of insurance pursuant to General Order-115 and Resolution TL-19105. In the event any information in certificates of insurance changes at any time, affected TNCs shall file new, corrected and/or updated certificates of insurance within 30 days of issuance.

8. Transportation Network Company (TNC) vehicles/ drivers' vehicles shall display consistent trade dress in the front and the rear <u>windows</u> of the vehicle (i.e. distinctive signage or display on the vehicle) when providing TNC services. Such trade dress shall be <u>that is</u> sufficiently large and color contrasted as to the readable during daylight hours at a distance of at least 50 feet. The trade dress shall be sufficient to allow a passenger, government official, or member of the public to associate a vehicle with a particular TNC (or licensed transportation provider). <u>All Acceptable</u>

forms of trade dress include, but are not limited to, symbols or signs on vehicle doors, roofs, or grills, or placed shall be placed in the front and rear windshieldswindows. TNCs may also place trade dress on vehicle doors, roofs, or grills, but such locations shall be in addition to, not instead of, trade dress in both the front and rear windows. Magnetic or removable trade dress is acceptable. TNCs shall file a photograph of their trade dress with the Safety and Enforcement Division.

9. No matter what personal vehicle arrangement a Transportation Network Company (TNC) driver chooses, each TNC must ensure that the personal vehicle used by their drivers complies with all applicable regulations, including but not limited to the insurance requirements and 19-point vehicle inspection performed at a California Bureau of Automotive Repair-licensed facility. Within 60 days of the effective date of this Order, the Commission will issue a separate ruling posing questions regarding "personal vehicles." Questions will include (1) whether it is appropriate for drivers operating under a charter-party carrier license (TNCs and other charter party carriers) to rent or lease vehicles; (2) if so, what is the appropriate minimum term or such leases or rental agreements; (3) whether the term "personal vehicle" as used in Public Utilities Code Section 5431 includes only vehicles that are registered in the TNC driver's name or are rented or leased by the TNC drives for the specified minimum period; and (4) whether passengers and members of the public are adequately protected when vehicles are rented or leased directly to drivers operating under a charter-party carrier license (TNCs and other charter party carriers) by private individuals who are not subject to Commission regulation.

10. The Commission declines to require fingerprints for all Transportation Network Company (TNC) drivers at this time, unless the TNC driver is transporting unaccompanied minors, in which case the Trustline process must be followed. Within 60 days of the effective date of this decision, the Commission will issue a separate ruling posing questions about background checks and establishing the identity of drivers through methods such as fingerprinting for party comment.

11. Every Transportation Network Company engaged in a fare-splitting operation shall certify, under penalty of perjury, the nature of their operations, and shall also certify how the fares are

calculated. This certification shall be submitted to the Commission's Safety and Enforcement Division within 30 days after this decision is issued <u>and posted on the CPUC's website.</u>

12. One year from the date of this decision's issuance, each Transportation Network Company engaged in a fare-splitting operation shall produce their waybills (either hard copies or in an electronic format as determined by Safety Enforcement Division) that document that the fares for the ride-sharing operations were calculated on either a vehicle mileage or a time of use basis, or a combination thereof.

13. At any time after the issuance of this decision, the Commission's Safety and Enforcement Division may also request -- and the Transportation Network Companies (TNC) shall comply with the request -- that Rasier-CA, Lyft, Sidecar, and any other TNC with a fare-splitting service, perform a demonstration on how the fares are calculated.

14. Each Transportation Network Company that has a fare-splitting service shall provide, as part of its annual report, evidence of the impact that their fare-splitting services have had on reducing traffic-related injuries.

15. Each Transportation Network Company that has a fare-splitting service shall provide, as part of its annual report, evidence of how such services have impacted the environment.

16. The question of Uber Technologies, Inc.'s possible status as a Charter Party Carrier shall be addressed in Phase III of this proceeding.

6

17. The decision orders a Phase III in this proceeding.

18. Rulemaking 12-12-011 remains open.

# APPENDIX B

#### APPENDIX B – HyreCar

#### OPENING COMMENTS OF SAN FRANCISCO INTERNATIONAL AIRPORT AND SAN FRANCISCO MUNICIPAL TRANSPORTATION AGENCY TO PROPOSED DECISION ON PHASE II ISSUES AND RESERVING ADDITIONAL ISSUES FOR RESOLUTION IN PHASE III

n:\airport\slucas\tncs\cpuc phase 2\appendix list.docx

Page 1 of 9

Search

# HyreCar

(http://hyrecar.com/)

Rent a car for Uber, Lyft, SideCar - HyreCar

SATURDAY

#### 19 DECEMBER 2015

# How to rent your car to . others for \$12,000/year

Written by James R (http://hyrecar.com/author/james/), Posted in Blog (http://hyrecar.com/category/blog/)

### Rent Out Your Car on HyreCar: (http://hwrecariecom/rentout-UNLOCK YOUI CAR/ CAR/ CAR/

COMMENTS

What we do here at HyreCar is simple: We offer a marketplace where people who want to drive for Uber or Lyft can rent a car to use, and in turn a place for car owners to put their cars up for rent.

You've probably heard the stories of how much money people are making driving for Uber/Lyft, either online or asking a driver yourself. But making money doesn't stop there.

Here's our complete guide to renting your car out and making money ASAP.

#### **Recent Posts**

Uber Driver Pay: 3 Simple Ways Maximize Your Rideshare Income (http://hyrecar.com/maximizeyour-earnings/)

How to rent your car to others for \$12,000/year (http://hyrecar.com/rentout-your-car/)

A HyreCar case study review: 3 car owners (http://hyrecar.com/carowner-case-study/)

Uber Tips: A Driver's Guide (http://hyrecar.com/tippingand-uber/)

Uber Driver Requirements 101 (http://hyrecar.com/uberdriver-requirements/)

#### **Recent Comments**

James R on The Pitfalls of Uber's Leasing Program (http://hyrecar.com/pitfallsubers-leasingprogram/#comment-69)

# Benefits: Why rent out your car?

We are proud of the amount of benefits owners can glean with HyreCar. Rent out your car and you can enjoy the following:

### \$\$ Money \$\$ Actual earnings from car owner dashboard:

<sup>this Manth</sup> \$1054.85	<sup>thisquarter</sup> \$2682.60	\$26 <sup>8</sup> 2.60			
You have \$0.00 av	vailable to withdraw	an an an			
	nsactions	italia in s			
Date	ltem	Sum	Description		
2015-12-16 17:27:58	Withdrawal	\$193.80	Withdrawal		
2015-12-15 00:26:45	Car Rental Earnings	+ \$294.10	Driver <b>Terminal Revised Car Toynta Prios 161</b> 0.		
2015-12-13 17:46:18	Car Rental Extension	+\$167,45	Driver internet and extended 14 days for Toyota Prins 2031.		
2015-12-07 14:58:24	Car Rental Earnings	+ \$167.45	Driver and the second rented car Toyota Prius 2011.		
2015-12-07 08:00:17	Car Rental Extension	+ \$32,30	Driver methods extended 4 days for Toyota Prins 2011.		
2015-12-05 08:00:11	Car Rental Extension	+ \$32.30	Driver <b>Contractor of</b> extended 4	days for Toyota Prios 201	1
2015-12-03 23:29:3-1	Car Rental Earnings	+ \$64.50	Driver <b>Contraction</b> rented car Toyota Prins 2911.		
2015-12-03 21:51:36	Personal Rental Overdue	+ \$264.35	Driver	and rented car Tuyota Pri	as 2011.

- Make more than \$1,000/month: It's true Choose to rent your car out and you can make great money to help knock some bills off your list, or do whatever sounds good to you (we don't judge). If you play your cards right, \$1,000 in a month is very doable. The daily rate of a rental can range from \$35-\$65. Owners get 85% of posted rates, plus additional funds for excess mileage when applicable. Where our competitors take, we give.
- Car owners market = higher daily rental rates: There's been no better time to make money renting your car than now. We have high demand to drive for Uber/Lyft to thank for that.
- Get paid FAST and OFTEN: We mean it. With our easy to manage dashboard, you control when you get your money. Your first deposit will be made a week after your first booking,. After that, you'll get paid on a rolling two day schedule.

### Low risk

Page 2 of 9

Johnny Fletcher on The Pitfalls of Uber's Leasing Program (http://hyrecar.com/pitfallsubers-leasingprogram/#comment-41)

Sucess Story - Car owner meets driver, Profits are conceived (http://hyrecar.com/sucessstory-car-owner-meetsdriver-profits-conceived/) on Uber's Sub-Prime Financing Vs. Renting: The Facts (http://hyrecar.com/financingvs-renting/#comment-15)

Uber Black Car Requirements – HyreCar Blog (http://hyrecar.com/? p=17) on Get Into The Black With Uber Black (http://hyrecar.com/getinto-the-black-with-uberblack/#comment-2)

#### Archives

January 2016 (http://hyrecar.com/2016/01/)

December 2015 (http://hyrecar.com/2015/12/)

October 2015 (http://hyrecar.com/2015/10/)

June 2015 (http://hyrecar.com/2015/06/)

May 2015 (http://hyrecar.com/2015/05/)

#### Page 3 of 9

March 2015 (http://hyrecar.com/2015/03/)

February 2015 (http://hyrecar.com/2015/02/)

(http://hyrecar.com/category/bl

ategories

Blog

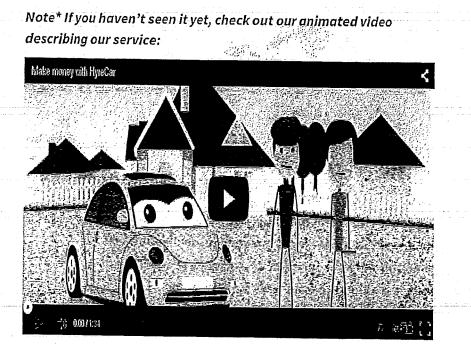
 Insurance: We get it; your car is your baby. Don't fret. Rent out your car without worry: We provide comprehensive, double-backed insurance for all cars rented in our HyreCar marketplace. Our insurance meets and often surpasses state requirements. Additionally, your car is also covered by Uber/Lyft insurance policies while the drivers are driving for Uber or Lyft.

#### For more info about our insurance policy, see: <u>https://hyrecar.com/policies (http://hyrecar.com/policies)</u>

- Extensive background checks: Yeah, we know. You wouldn't even let some of your family drive your car. That said, rest assured knowing that our driver screening is one of our most major focuses. Our renters go through an extensive screening process including driver record, identification verifications, and credit and insurance screenings. We're tough, for you and us both.
- Partnership with Zendrive: We have partnered with the exciting Zendrive, making every drive safer through effective monitoring and analytics of our drivers. Zendrive measures driver safety, from speeding to cell phone use to collision detection, using only smartphone sensors. This informations allows us to remove lessthan-acceptable drivers swiftly.
- Incentive to drive right: Remember that to drivers, your car is their business. The incentive for a driver to treat your car with respect is high. If the car is in less than acceptable shape, or in the rare instance that it's in an accident, that means no business for

#### Page 4 of 9

the driver. We've known drivers to adhere closely to this behavior across the board.



### **Process: How to Rent Your Car Out**

(Hint: It's easy as heck, but first you need to <u>apply to be a HyreCar</u> partner. (https://partner.hyrecar.com/register))

We're also really proud of how simple we've made the "make money renting your car" process. We're sure you'll agree: it's easy.

### Listing your car

Page 5 of 9

Rent your car out to someone for an extra \$12,000/year

My Car Add Ca		Click heri	e to add your car	
Toyota Prius 201	2 - On the Market			
	Documents Your insurance yill be available on the day your rental starts			
Price: \$40.00 / day , \$200.00 / week			н А <sub>сти</sub>	
Earned: \$0.00 VIN: 24324234234		· .		
Plate: D23123				
Location: Fullerton, CA				
Edit Offer Remove Offer Find Driver				

- Decide you want to rent your car out for money.
- Give yourself a high-five and pour yourself a scotch (latter is optional but recommended).
- Visit partner.hyrecar.com/register (https://partner.hyrecar.com/register).
- Register and confirm your email.
- Click "Add car" and list your vehicles information. Go to the car
- creation page by clicking this

link: https://partner.hyrecar.com/Cars/Create

(https://partner.hyrecar.com/cars/create) (must be logged in to use this page)

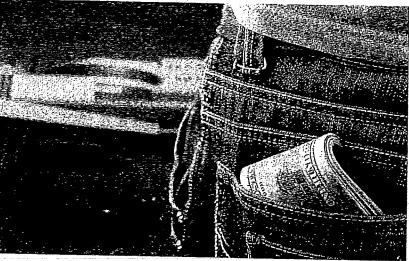
- We'll also ask you for: pictures of your car, make, model, year, plate #, VIN, and features.
- Additionally, you'll decide on a pickup location and a price
- Our prices average about \$40 per day. (Tip: Submit your car with as much info as you can and insert the rest later instead so you can make money renting your car quicker!)
- Finally, click "Add to Marketplace".
- Congrats, your vehicle is now live on our marketplace! You can now start making money renting your car. So, more scotch?

### Car listing tips:

 While they aren't mandatory, the inspections for Uber/Lyft and a basic 19-point inspection look extremely good to drivers, as they won't have to get them done themselves individually. Owners who

get these inspections done get their vehicles rented 87% more often than those that don't!

## Making Money: Actually Renting Your Car Out



The final part of this is teaching you ways and best practices our owners are using to get their cars rented. Great news: Drivers are **hungry** for cars right now. Let's start making money with your car.

### **Finding drivers**

- HyreCar Marketplace: Our simple, user-friendly, and vibrant marketplace is where most of our drivers find cars to rent. The same will go for yours. (This is where making a sweet listing really counts!) Log on and view the drivers in your area that need cars.
- **Driver invitation system:** Drivers will be able to find your car organically through our marketplace, but you can also invite them to apply via our driver invitation system. Simply use the tool to search for drivers and invite them to apply for your car. See our driver invitation page here.

(https://partner.hyrecar.com/drivers) (Must be logged in to see drivers)

 Reaching out: If the invitation system doesn't tickle your entrepreneurial fancy, there's an additional option for drivers to search for drivers and reach out to them personally. Owners can Page 6 of 9

pay a small fee to see driver's personal contact information and are empowered to reach out themselves to make a transaction.

### **Finalizing the transaction**

Once you've found a driver you like, you're knocking on the door of Money Town. Some final "t"s to cross and "i"s to dot.

- After approving a driver: You'll be promoted to upload your car's registration if you haven't yet.
- Upload your vehicle registration ASAP: This will move things along much quicker once you get your first application
- After registration is uploaded: You'll be prompted to fill out a damages list.
- Be as thorough as possible. Obviously.
- After submitting the damages list: The insurance will be uploaded within 24 hours of the rental period to our site. The driver and you will receive an email notifying that the transaction's insurance info is on the site.

### The Pickup

- Set up the time/place: Once a booking is confirmed, contact the driver to set up a pickup time and location.
- NOTE: You do not have to meet at your residence. We suggest somewhere you feel most safe, like a Walmart. Unless you have bad memories at Walmart, in which case Target is a great alternative.
- Inspection: When the driver gets there, they'll inspect the car for damages themselves and confirm the damages list you submitted.
- **Confirmation:** Both you and the driver will have to confirm the pickup on our HyreCar app. ENSURE THE DRIVER DOES THIS.
- Insurance will begin: Insurance begins once the pickup is confirmed by both parties.

### The Dropoff

• Driver is notified: Driver will be notified 24 hours before your car is due back.

- Driver Extensions: Drivers can choose to extend the rental at
- any time, based on your preferences. More money for you!
- Time of dropoff: The drop-off will occur wherever the driver and
- owner have agreed at the time specified by the owner.
- **Confirm dropoff:** Similar to pickup, both driver and owner will have to confirm the dropoff on the HyreCar app.

### **Final Thoughts**

The driver demand for Uber/Lyft is incredible. If you have a car that you could rent, this is an opportunity to make some great money. We hope we've shown you our process is well-thought out, and especially thorough when it comes to protecting the safety and property of our owners.

For any additional information, including our FAQ, please visit us at <u>http://hyrecar.com (http://hyrecar.com)</u> or find us on Twitter @HyreCar.

Cheers!

HyreCar

No related posts.

« A HYRECAR CASE STUDY REVIEW: 3 CAR OWNERS (HTTP://HYRECAR.COM/CAR-OWNER-CASE-STUDY/)

UBER DRIVER PAY: 3 SIMPLE WAYS MAXIMIZE YOUR RIDESHARE INCOME (HTTP://HYRECAR.COM/MAXIMIZE-YOUR-EARNINGS/) »

### Leave a Reply

Your email address will not be published. Required fields are marked \*

#### Comment

,

#### Page 8 of 9

Page	9	of	9
------	---	----	---

Name*	
Email *	
Website	

Post Comment

□ Notify me of follow-up comments by email.

Notify me of new posts by email.

Copyright 2014 HyreCar. Say Hello (hyrecar.com)

•

Driver FAQ | HyreCar

**-**lyreCar

HOME FAQ INSURANCE BLOG LIST YOUR VEHICLE

# **Driver's FAQ**

- I want to drive for Uber/Lyft. How can HyreCar help?

In order to drive for Uber/Lyft or other ride-sharing platforms, you need a car. HyreCar is an online marketplace where you can rent a car to drive for ride sharing platforms. If you don't have an account with Uber/Lyft then we recommend that you register your account with them. You can do that by visiting their website www.uber.com, www.lyft.com

#### - How do I signup with HyreCar to rent a car?

You can sign up for an account using your email. Once you've created an account you can go ahead and start the process to request a vehicle. The first time you request a vehicle; your driving record will be processed for approval. We may charge you one time nominal (\$9.99) fees for pulling your driving record. You'll need to complete the membership approval process before you'll be able to complete the booking of a trip.

We will validate your driving record using your driver's license information to make sure it meets our eligibility requirements. Please DO NOT enter someone else's driver's license, or your membership may be immediately declined. Each member of a married couple, for example, must have their own account.

In most cases, we are able to automatically review this information in seconds -- please note that Hawaii, Alaska, and Missouri do not provide instant access to driving records, and so these reviews may take at least one business day to process.

We also ask for your payment method. All rentals are pre-paid at time of booking and may be extended prior to the end of your rental. You may only use a payment method that is in your name and we do not currently allow payment methods to be shared on accounts.

In order to help validate your identity, we may ask several factual questions that you should be able to readily answer. In some cases, we'll need you to upload photos of your credit card, driver's license, and you holding your driver's license next to your face. To protect the information, you'll be asked to obscure the leading numbers of your credit card. International drivers are not currently allowed to rent vehicles from on our platform. If any information is unclear, you may be asked to resubmit information, or provide additional information.

Each driver of a vehicle rented through the HyreCar marketplace must be an approved member (i.e., with an approved driving history and their own account). No secondary drivers are allowed for any rental unless a married couple living at the same address.

Driver FAQ | HyreCar

- How do I sign up for Uber/Lyft?

You need to sign up for Uber/Lyft directly by navigating to their website. You can do that by visiting:

Uber: https://get.uber.com/drive/

Lyft: Lyft.com

In case of any questions, please contact them directly.

#### - How much a car cost to rent?

HyreCar is on online marketplace where car owners set their own price. Currently in our marketplace, owners have shared cars ranging from \$35-\$65 per day. Some owners give weekly rental deals where cars are available for around \$200-\$250 weekly. Please check http://driver.hyrecar.com for more details.

#### - How much money I can make on Uber/Lyft or other ride sharing platforms?

Ride sharing, specially Uber and Lyft are a booming industry. Our average driver makes around \$200-\$400 per day depending on how they driver and in which city they drive. Uber and Lyft also claim that their driver can make upto \$1500 per week in gross earnings. You can also check our blog where few drivers have posted their stories: blog.hyrecar.com. We have designed rental program in such a way that you can try ride sharing (Uber/Lyft) with no commitment no contract. You can rent the car for 2 days and try it. If this works for you then you extend your car rental. Else you can return the car.

- Is insurance included in my rental?

Insurance is included in all rentals. You will see breakdown of the cost at the time of booking. Insurance meets and usually surpasses minimum state requirements. Please check our insurance policies to learn more about it.

Drivers have a \$1000 deductible.

#### - Is this a lease or a rental?

Both transactions occur in our marketplace so it depends upon which vehicle is chosen. Some transactions are leases while others are rentals but for continuity of messaging, HyreCar refers to all transactions as rentals (even if it is a lease). Therefore the term owner may refer to a lessor, renter may refer to lessee and so forth. All agreements are based on the terms set forth in the Terms of Service.

#### - When do I pay for the rental?

Your payment is authorized when you request a booking and you card is charged when your booking is confirmed by car owner. Bookings are confirmed once the owner accepts your request. However if the owner does not accept your rental, your card will not be charged. Car owners have 24 hours to confirm the booking.

If you incur additional fees such as parking tickets, cleaning fees, etc. you will be charged after the trip ends. We will

http://hyrecar.com/driver-faq

Page 2 of 11

#### Driver FAQ | HyreCar

charge the payment card on file, so please make sure that you have the proper funds available. You can review our booking policies.

# - Are these cars Uber/Lyft approved? How I have to take rented car for Uber/Lyft inspection?

On our marketplace, we have few owners who already have Uber approved cars. So this will save you some time in having your Uber/Lyft account activated. However, its your responsibility to have your rented car activated on your account. If car owner confirms the car booking, they will upload the registration card on our portal. HyreCar will upload your insurance on our portal. You can download these documents and have your Uber account activated either by going to your local Uber support center or online. You can contact Uber at support@uber.com and Lyft at support@lyft.com.

You can learn more about how it works by clicking here!

- What are the eligibility requirements?

- 1. Driver must hold a current, valid driver's license.
- 2. Driver must be at least 21 years of age.
- 3. Driver driving history may not show:
  - a) A major violation in the last 3-5 years
  - b) More than 2 minor violations in the last 3 years, or
  - c) More than 1 minor violation in the last year
- 4. Must have an in-state driver license, licensed for at least one year in state you want to rent car.
- 5. Driver must possess a mobile phone in your own name that we can verify through text message.
- 6. Driver must be a registered user of HyreCar.

- Is it allowed to rent a car for Uber & Lyft as per their policies?

Yes, you can drive a rented car on Uber/Lyft. As per recent ruling from PUC (Public Utility Commission) any TNC company (Uber/Lyft) can't bar you from driving a rented car if you meet their eligibility criteria. 100s of our drivers are already driving for Uber by using our cars.

- How long does the application process take?

The application process is usually easy and quick. When you rent your first car, we ask for your payment information and your Drivers' License information so we can ensure you meet our eligibility requirements. In most cases, the driver eligibility check takes seconds, so you'll be on your way to your first rental in a few short minutes as long as we can verify all of your information.

Please note that Hawaii, Alaska and Missouri do not provide instant access to driving records, so these applications may take 1-2 business days to process.

#### Driver FAQ | HyreCar

Page 4 of 11

In some cases, we may need additional information for verification purposes, and you will be provided with these requirements when you attempt to book a car, or you may go through our pre-approval process, so you'll be ready when it's time to book.

### - Do you lease your vehicle or rent?

Both transactions occur through our marketplace so it depends upon which vehicle you choose. Some transactions are leases while others are rentals but for continuity of messaging, HyreCar refers to all transactions as rentals even if it is a lease. Additionally leasees and leasors are referred to as renters and owners during lease transactions as well. All leases incorporate the lease agreement listed in the Terms of Service. Insurance is provided by HyreCar and it's mandatory.

### - Do I have to be 21 or older to rent?

Yes. If you're under 21, you're unfortunately not eligible for membership, and may not drive vehicles rented through the HyreCar marketplace.

#### - What are major violations?

#### Characteristic major violations are listed below, but this list is not all-inclusive:

Driving under the influence (DUI)

Hit and run

Manslaughter

· Reckless driving

Other major violations may include speeding 20 mph or more over the speed limit, driving on a suspended license, etc. Each state may classify certain offenses differently.

#### - What if I have a foreign license?

Unfortunately foreign licensed drivers are unable to rent a vehicle through our marketplace at this point.

#### - Do you require a security deposit?

In some cases, we require a security deposit before you may drive the car. If your payment card is a debit card, this amount will be deducted from your account; if it is a credit card, the amount will be pre-authorized. In each case, this will usually happen when you initially rent the car. If the security deposit fails, your trip will be automatically cancelled.

If a security deposit is required, it will be shown on the booking page, when you pay for your rental. If you do not wish to proceed, you will not be charged this deposit.

This deposit, minus any rental fees, will be reversed 72 hours after you return the car in the condition that you first rented it. Depending on your bank and the means of payment, it may take up to 7 business days after we release the

deposit for the funds to be available in your account. Credit cards will usually show a swifter return of the funds availability, as they will be a release of authorization.

### - Is my information secure with HyreCar?

Your information is encrypted and secure. No one can review your personal information without your authorization. At the time of booking, Owner will review your contact information and driving license information only. HyreCar's insurance underwriters can review your driving history to write your insurance policy.

### - What are mileage limits?

HyreCar's marketplace has a variety of options. Few cars owners tend to limit the mileage you can drive and few cars owner post their cars for unlimited miles. You can view the mileage limits if any on the car details page. If a car has limited mileage then you may have to pay if you go over with your prescribed mileage limit.

### - Who pays for gas?

Renters are responsible for gas. We ask you to return the car with same amount of gas to avoid penalties.

### - What happens in case of accident?

In case of accident, first of all, please alert the authorities. We ask you not to admit your fault and let the state authorities make the decision. You are responsible to report claim by emailing support@hyrecar.com immediately and by calling the number on your insurance card. Our claim adjustor will help you.

### - Who pays for toll/parking/violations/tow?

As a qualified driver and renter, you are responsible for toll charges, parking, violation and tow. If car owner notifies that you have violated the toll, then your payment card will be auto charge along with penalties. For parking violation, tow, we will release your information to authorities and will charge your payment card for penalties and administrative fees.

- Can I contact Car Owner before renting out a car?

No, HyreCar doesn't allow contacting Car owner before car booking.

- Can I directly rent car from a car owner?

No, HyreCar doesn't allow renting a car directly. It would be violation of HyreCar's terms and service and your HyreCar account will be suspended. Please also keep in mind that HyreCar cannot provide insurance in this case and all of your HyreCar's insurance policies will be auto cancelled.

- What if a car has existing damage?

At the time of pickup, Car owner and renter are required to inspect the vehicle and report any existing damage which is captured in our database.

#### Driver FAQ | HyreCar

Page 6 of 11

### - What if a car breaks down in middle of rental?

We ask you to notify us by emailing at support@hyrecar.com and contact the Car Owner. Flat tires, jump start, minor issues are renters responsibility. It is expected that renter will take good care of car.

### - Can I open both accounts Car Owner and Driver?

No, you would require a valid email address which can be used either as car owner or as a driver. If you need both accounts then we recommend using different email addresses.

#### - What time HyreCar's insurance starts?

After the pickup. Owner and driver are required to click on the link that HyreCar will send to confirm that car has been picked up. Once that link is clicked, insurance coverage will start. If you don't click to confirm the pickup, insurance policy won't kick off and HyreCar will not cover any damage that may arise. Car Owner also receives a confirmation link. We recommend driver and car owner confirm the pickup during inspection.

### - What if I can't return the car?

Ils your responsibility to return the car on time of request an extension to avoid any penalties. We provide a 2 hours window for returning the car. If you don't return the car on time and don't request an extension, your payment card will be auto charge and insurance will not be valid. Penalties are severe since our cars are very busy. If you don't return the car on time, car owners are loosing business. If you don't return the car and our system is unable to process your payment, we will assume that car is stolen and you will be reported to police authorities. Your information will be entered into national stolen car database and national insurance database, We will also send any due amount to collection agencies.

### - I want to extend the rental

You can choose if you want to extend the rental. You can extend your rental by logging into your HyreCar account. If you approve then you will earn more money. HyreCar's insurance will be extended as well.

### - What if I have driven above the mileage limit?

Please notify us and car owner immediately so that we can charge the difference and notify the car owner.

### - How do you know if a car has been returned?

At the time of return car owner and driver are required to click on confirm drop off link. You will receive auto notification from HyreCar. Please click on this link as soon as you get to conclude the return and avoid any issue and penalties.

### - Who is responsible for maintenance and oil change?

Car Owners are responsible for all normal wear on the vehicle and regular maintenance. However drivers are liable for any damage derived from negligence such as driving until brakes grind.

### - What if I get blamed for damaging a car but I didn't do it?

Prior to taking a car, there is a pre-rental checklist that you and the owner must complete. It identifies pre-existing damage, gas levels and mileage. For your own protection, we advise that you complete this form with the owner prior to taking the car and both parties' sign. Any damage not identified on this form will be the responsibility of the driver.

### - When do I get charged for a rental?

You will be charged once the car owner confirms your booking. If you extend the rental, you will be charged at the time of extension. For people wanting the car more than 7 days, we suggest booking for 7 days and extending the rental as needed.

### - What happens if owner doesn't approve booking?

You will receive a notice that the owner has rejected your booking. In those cases, you can find another vehicle in our marketplace. Some vehicles are listed as "Instant Booking" which does not require an owner's confirmation.

### - Do I need to get the car inspected?

We strongly recommend you complete the Uber inspection prior to posting your vehicle. This allows drivers to get activated quicker and makes your vehicle more desirable. When posting a vehicle, make sure to check the box that you have a completed inspection so drivers will know.

### - How does the car get activated with Uber or Lyft?

Like any vehicle, you must upload the required documents including registration, insurance, photos and inspection forms. Once completed, you can either go directly to your local Uber/ Lyft office to have them activate you

immediately.

### - Can I drive for Uber or Lyft or both?

Absolutely! You can drive for either company or any on-demand service using vehicles listed on HyreCar. However make sure you select a car that meets the company's requirements such as age and type of car.

### - Can I drive for Uber/Lyft the first day?

Absolutely! Especially if the inspection is already completed by the owner. Simply upload on the required documents, go to the Uber/Lyft support office and have them activate the vehicle.

### - How long does the process take?

You can be approved for a car in minutes and driving within the hour. But it also depends upon what day, time and on-demand service company.

### - How can I test drive car or inspect before paying

### Driver FAQ | HyreCar

#### Page 8 of 11

You can start by taking a look at the car information like images and description before booking a car. Also instead of booking for a long term, you can start simple and small by booking only for one day. In case you are not happy when you go to pickup the car, do not pick the car up and simply notify support@hyrecar.com.

- I'm leasing my own car, can I rent it out?

Yes. Our platform allows for the use of lease cars. Please check with your leasing company if they don't have any issue.

- Can I buy the car I'm driving?

Yes. Please contact us at support@hyrecar.com. We will notify you if you are approved to purchase the vehicle.

- Questions about your Uber account?

We have no access to Uber or Lyft accounts. Please contact them directly. However, if you are currently renting a car from us, you can login into our dashboard and link your Uber account securely. Once linking is successful, you can monitor your trips, daily, weekly analysis at one place. It will also give you the ability to analyze how much money you are making by renting our cars.

- I have license from different state, can I drive?

No. You can't drive for Uber/Lyft if you have license from different state.

- I just got MVR/Background check completed from Uber/Lyft, Do I still have to go with that?

ulati

Yes, HyreCar is required to review your MVR (motor vehicle record) to make sure car there are no major violation. Our insurance underwriters required this before issuing insurance card. Other than HyreCar, no one can see MVR other than HyreCar without your permission.

- When should I create an uber/lyft account?

No, you don't need to rent a car before your creating Uber/Lyft account. We advise that you should create Uber/Lyft account so that they can process your background check. You don't need a car for creating Uber/Lyft account. We advise once your Uber background check is completed, you can rent a car from us.

- How can I register for Uber/Lyft if I don't have a car?

You can register for Uber/Lyft without a car. They will process your background check. You don't need a car for creating Uber/Lyft account. We advise once your Uber background check is completed, you can rent a car from us.

- We are two drivers in same household. Can two drivers rent the same car?

No, At this time, two drivers can't rent the same car. This is violation of HyreCar's policy. Our underwriters can issue the insurance card for one driver on one car at this point.

### - What information Car owners are allowed to see?

Car owners can see your basic information and driving license information only to make sure you are the same person who booked the car. Apart from this information then can't see any other information.

- How long it would take for Uber/Lyft to add rental car to my profile to approve me to drive on their platform?

Once you have copy of registration and insurance card, its matter of walking into your local Uber office and have it activated or schedule your mentor session with Lyft. If you don't have any local Uber office, then you can contact their online support.

### - How long does it take to get approved by HyreCar? How long MVR takes?

HyreCar's approval process is quick. Sometime approving MVR (motor vehicle records)might takes from 5-24 hours. You will receive notification via email/text automatically. However, Car Owner can take up to 24 hours to approve booking. Sometimes, they are quick in approving but some times they take longer. Booking gets auto rejected if car owner doesn't respond and driver don't get charged. We suggest if its been 24 hours since you made booking, please look for another car.

- Can I use my business debit/credit card?

Yes, you can use any debit/credit card.

- how long does it take to get approved to rent for the first time?

If you are renting first time from us then we are required to review your driving history. We run Motor vehicle record (MVR) check which might take from 5-24 hours. Average time could be less or more depending on various factor. This is one time process only. Next time before renting, you don't need to repeat it for another year.

- Can I message car owner before renting?

No, you can't directly message car owner before renting. If you have approved booking then only you can exchange messages with car owners.

### - Can I inspect/test drive the car before renting?

No, You can't inspect the car before renting. However, HyreCar's car go through quality check process so car will be in same condition as listed on our portal. At the time of car pickup, please verify the car information and if you find any discrepancies then please contact us immediately.

- How do I make sure that car I am renting is good quality car?

HyreCar's car go through quality check process so car will be in same condition as listed on our portal. At the time of car pickup, please verify the car information and if you find any discrepancies then please contact us immediately.

### Driver FAQ | HyreCar

Page 10 of 11

About us

support@hyrecar.com

San Francisco, CA, USA

### We are available nationwide!

San Francisco Los Angeles

Washington DC

<u>Atlanta</u> <u>Dallas</u>

<u>HyreCar Policies</u> <u>Owner FAQ</u> <u>Driver FAQ</u> <u>Privacy & Terms of Service</u>

\*Uber, Lyft, Postmates are registered trademark of Uber, Lyft, Postmates respectively

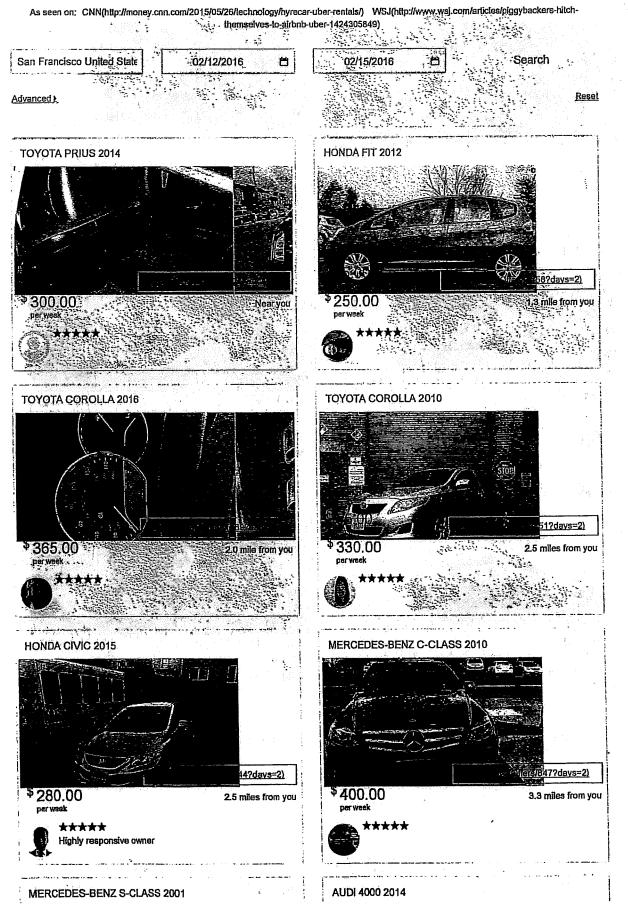
\*\*Uber Black is a registered trademark of Uber

2/11/2016

### © 2015 HyreCar

Close

a service a service of the service of th



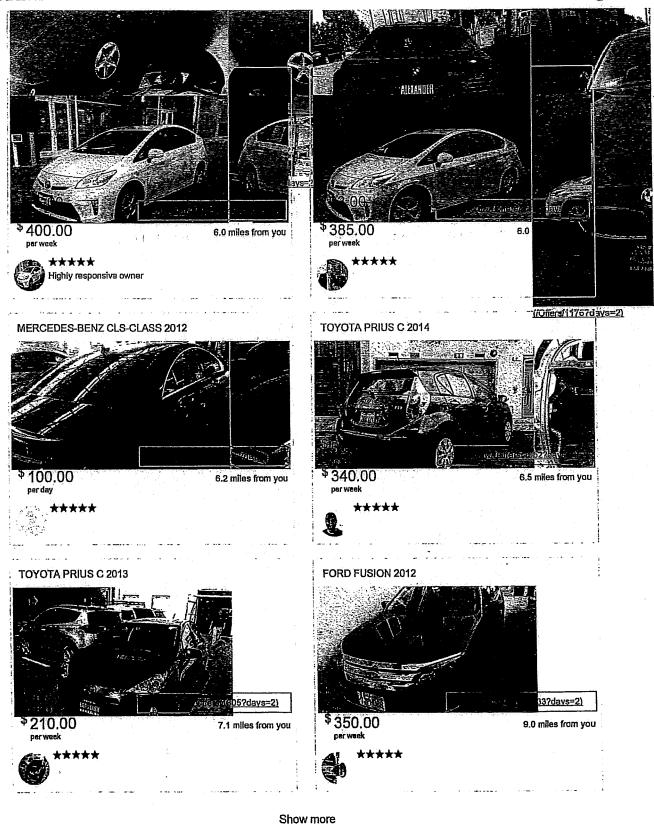
https://driver.hyrecar.com/

2/11/2016

Page 2 of 4



https://driver.hyrecar.com/



Car Rental is Available in These Cities Hyrecar provides access to hundreds of cars that on-demand drivers can rent or lease. mispanel women thins://mispanel.com/l/pariner)

109-6-

.

Los Angeles(/LosAngeles) San Francisco(/SanFrancisco) Dallas(/Dallas) Atlanta(/Atlanta)

HyreCar Policles(/policles) Owner FAQ (http://hyrecar.com/owner-faq) Driver FAQ (http://hyrecar.com/driver-faq) Privacy & Terms of Service (http://hyrecar.com/policles)

į.

f

© 2015 All rights reserved by Hvrecar(/) - For all Information, please contact Customer Support

(htps://wwwhitpstoonteoorpspecitare Car/529955690470707)

÷.,

Page 4 of 4

### https://driver.hyrecar.com/

ŝţ

## APPENDIX C

### **APPENDIX C – Breeze**

#### OPENING COMMENTS OF SAN FRANCISCO INTERNATIONAL AIRPORT AND SAN FRANCISCO MUNICIPAL TRANSPORTATION AGENCY TO PROPOSED DECISION ON PHASE II ISSUES AND RESERVING ADDITIONAL ISSUES FOR RESOLUTION IN PHASE III

## Cars for people with drive

Get a flexible, week-to-week lease with Breeze so you can drive for services like Uber and Lyft.

### APPLY NOW

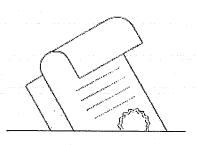
First Name	
Last Name	
Phone Number	
Email	
Password (at least 6 characters)	
Zip Code	
Where did you hear about us?	
Promo or Referral Code	
APP	LY NOW

By clicking APPLY NOW, I agree that Breeze or its representatives may contact me by email, phone, or SMS (including by automatic telephone dialing system) at the email address or number I provide, including for marketing purposes.

Page 2 of 6

### WHAT IS BREEZE?

Breeze offers week-to-week leases on hybrid cars, eliminating the long-term financial commitments that come with traditional car payment plans.



Flexible Terms

Take home one of our fuel-efficient cars and return it anytime after your first 4 weeks with just 2 weeks' notice.

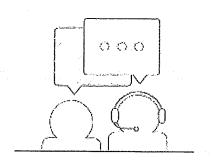
Learn More » (/how\_it\_works#terms)

Income On Demand

Make money driving for on-demand services such as

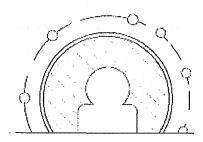
Uber and Lyft.

Learn More » (/how\_it\_works#earning-opportunities)



Member Success

We provide driving tips, earning strategies, and general car assistance every step of the way.



Member Platform

Our platform makes it easy to get plugged into the on-demand ecosystem.

Learn More » (/how\_it\_works#member-success)

Page 3 of 6

Learn More » (/how\_it\_works#platform)

, t

1.1

### HOW IT WORKS

### STEP 1:

Submit your application

Apply online and pay a one-time membership fee.

**STEP 2:** Grab the keys and go

11 J 10

Page 4 of 6

Once you're approved, get an insurance plan, apply for services like Uber and Postmates, and come in to pick up your

car!

#### STEP 3:

Make money & be your own boss

Start earning income on demand. Our Member Success team will help you make the most money possible.

### **MEET OUR MEMBERS**



JOINED N 2014 Getting a car without strict lease terms made Breeze the right choice for me.

Read More » (/testimonials#Karisa)

https://www.joinbreeze.com/

0/11/0010



### VentureBeat

cuban-on-demand-car-service-isexploding)

### a-new-name-breeze-is-picking-upspeed-and-solving-uber-and-lyfts-

supply-problems)

### SFGate

San Francisco Chronicle (http://video.foxbusiness.com/v/384533064/001/mark-(http://video.foxbusiness.com/v/384533064/001/markcompany-provides-rental-cars-for-Uber-Lyft-5363955.php)

### GRAB THE KEYS AND GO

APPLY NOW

HOW IT WORKS (/how\_it\_works) BLOG (http://blog.joinbreeze.com/)

Uber, Lyft, Delivery Drivers - Get A Flexible Lease   Breeze
--

TESTIMONIALS (/testimonials)

REFER A FRIEND (/refer)

COMPANY (/company) CAREERS (/careers)

PRIVACY (/privacy)

TERMS OF USE (/terms\_of\_use)

(http://www.facebook.com/joinbreeze)

(http://twitter.com/join\_breeze)-

(mailto:support@joinbreeze.com)

(http://instagram.com/join\_breeze)

© 2016 Breeze

#### .

Page 6 of 6

Help

## APPENDIX D

a se de la companya d

### **APPENDIX D – Uber/Enterprise**

#### OPENING COMMENTS OF SAN FRANCISCO INTERNATIONAL AIRPORT AND SAN FRANCISCO MUNICIPAL TRANSPORTATION AGENCY TO PROPOSED DECISION ON PHASE II ISSUES AND RESERVING ADDITIONAL ISSUES FOR RESOLUTION IN PHASE III

enterprise

SIGN UP FOR UBER

# RENT A CAR, GIVE RIDES, EARN MONEY

Want to drive, but need a car? We've teamed up with Enterprise Rent-A-Car<sup>®</sup> to connect Uber driver-partners with popular vehicles at special rates that may be rented by the week or longer. Get Started in Denver, New Jersey, Los Angeles, or San Diego.

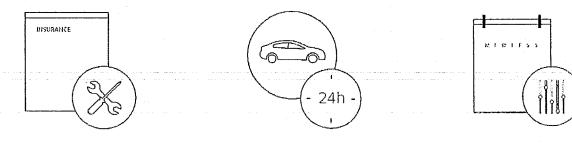
**GET STARTED** 

GET STARTED



SIGN UP FOR UBER

### THE FAST FLEXIBLE WAY TO START DRIVING



### FLEXIBLE MARKED AND A STATE FAST AND A LLAINCLUSIVE

A week or longer, you decide.

Apply, secure your reservation, and drive within days.

Manufacturer-recommended maintenance, damage protection, and vehicle coverage\* included in weekly payment.





SIGN UP FOR UBER

### 1 LET US KNOW YOU NEED A VEHICLE

Visit partners.uber.com/financing\_dash and consent to the terms of the Uber Vehicle Solutions program.

### APPLY FOR A VEHICLE

Authorize your automatic rental charge, and then apply for a vehicle through Enterprise at this special application page for Uber partners.

### RESERVE A VEHICLE

A member of the Enterprise team will give you a call to walk through the reservation details and to process your \$500 refundable deposit.\*\*

### GET THE CAR AND START DRIVING Pick up your qualified vehicle at the

designated Enterprise location.

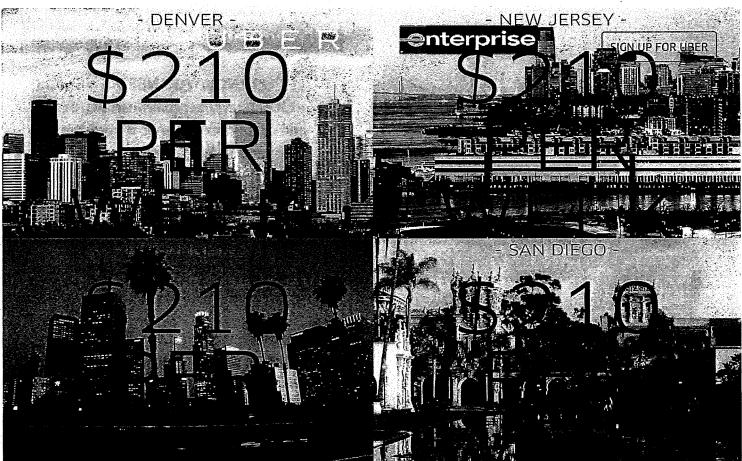
### AUTOMATIC RENTAL CHARGES

3

4

5

Rental charges are automatically deducted from your weekly Uber earnings.



FAQ

## WHAT IF I'M ALREADY A MEMBER OF THE PROGRAM?

### HOW DO I KNOW IF I AM ELIGIBLE?

WHERE ARE ENTERPRISE UBER PARTNER VEHICLES AVAILABLE?

SIGN UP FOR UBER

### HOW DO I APPLY?

## HOW MUCH DOES IT COST TO RENT A VEHICLE?

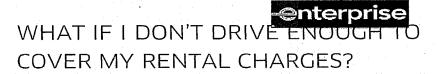
·

The approved Uber Partner rate is \$210 per week + taxes and fees. \$40 nonrefundable startup fee.

Rate only applies for rental transactions in approved Denver location(s). Rate does not include applicable taxes, fees, fuel costs or other charges that may be incurred during the rental period, all of which are payable by Renter. Rate reflects a discount from Enterprise's standard TNC Rate available in the applicable market. Minimum rental age of 25. Rental requires a \$500 refundable deposit, valid driver's license, ACH Payment Authorization, good standing qualification as an Uber driver-partner, payment of a \$40 poprefundable Quick Start Fee and other conditionals of

## HOW MANY MILES ARE INCLUDED IN MY RATE?

### \*\*WHAT IS THE DEPOSIT?



SIGN UP FOR UBER

### \*WHAT TYPE OF LIABILITY PROTECTION IS PROVIDED?

# WHAT TYPES OF RENTAL VEHICLES ARE AVAILABLE?

### HOW DO I RETURN THE VEHICLE?

and a second s

HOW LONG MAY I KEEP THE VEHICLE?

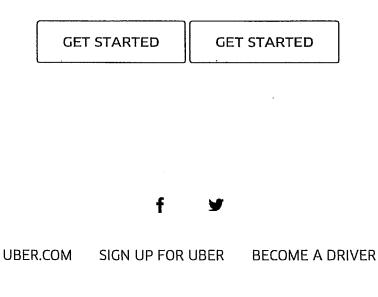
### WHAT ABOUT VEHICLE MAINTENANCE?

IF I RETURN THE VEHICLE, CAN I GET ANOTHER ONE IN THE FUTURE?

SIGN UP FOR UBER

WHAT HAPPENS IF I GET INTO AN ACCIDENT WITH MY ENTERPRISE VEHICLE?

### RESERVE A CAR AND START EARNING IN DENVER, NEW JERSEY, LOS ANGELES, OR SAN DIEGO TODAY.



enterprise

SIGN UP FOR UBER

# RENT A CAR, GIVE RIDES, EARN MONEY

Want to drive, but need a car? We've teamed up with Enterprise Rent-A-Car<sup>®</sup> to connect Uber driver-partners with popular vehicles at special rates that may be rented by the week or longer. Get Started in Denver, New Jersey, Los Angeles, or San Diego.

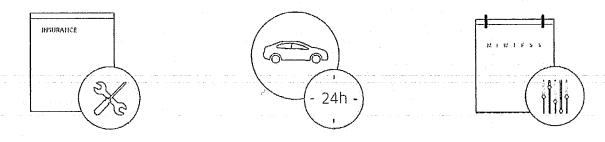
GET STARTED

GET STARTED



SIGN UP FOR UBER

### THE FAST FLEXIBLE WAY TO START DRIVING



### FLEXIBLE FAST ALL INCLUSIVE

A week or longer, you decide.

Apply, secure your reservation, and drive within days. Manufacturer-recommended maintenance, damage protection, and vehicle coverage\* included in weekly payment.





SIGN UP FOR UBER

1 LET US KNOW YOU NEED A VEHICLE Visit partners.uber.com/financing\_dash and consent to the terms of the Uber Vehicle Solutions program.

### APPLY FOR A VEHICLE

2

Δ

5

Authorize your automatic rental charge, and then apply for a vehicle through Enterprise at this special application page for Uber partners.

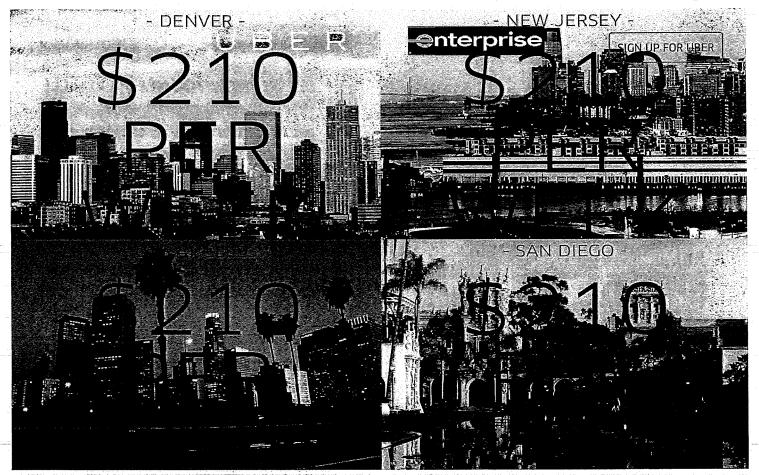
### **RESERVE A VEHICLE**

A member of the Enterprise team will give you a call to walk through the reservation details and to process your \$500 refundable deposit.\*\*

GET THE CAR AND START DRIVING Pick up your qualified vehicle at the designated Enterprise location.

### AUTOMATIC RENTAL CHARGES

Rental charges are automatically deducted from your weekly Uber earnings.



FAQ

WHAT IF I'M ALREADY A MEMBER OF THE PROGRAM?

HOW DO I KNOW IF I AM ELIGIBLE?



SIGN UP FOR UBER

### HOW DO I APPLY?

## HOW MUCH DOES IT COST TO RENT A VEHICLE?

HOW MANY MILES ARE INCLUDED IN MY RATE?

a na ana ang mananana ang mananana na pang mana

### \*\*WHAT IS THE DEPOSIT?

WHAT IF I DON'T DRIVE ENOUGH TO COVER MY RENTAL CHARGES?

いうわれる 大学業 日

\*WHAT TYPE OF LIABILITY PROTECTION IS PROVIDED?

. .

WHAT TYPES OF RENTAL VEHICLES ARE AVAILABLE?

SIGN UP FOR UBER

### HOW DO I RETURN THE VEHICLE?

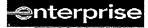
### HOW LONG MAY I KEEP THE VEHICLE?

Your rental agreement is for a minimum of one week (7 days). If you remain in good standing with both Enterprise and Uber, you can continue to drive the car under your existing rental agreement for up to four weeks (28 days). Need a car longer than four weeks (28 days)? No problem. Before your rental agreement expires, return the rental vehicle to the designated Enterprise branch during normal business hours for an inspection and mileage check. Enterprise will get you back on the road.

### WHAT ABOUT VEHICLE MAINTENANCE?

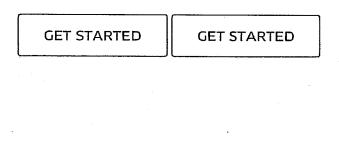
IF I RETURN THE VEHICLE, CAN I GET ANOTHER ONE IN THE FUTURE?

WHAT HAPPENS IF I GET INTO AN ACCIDENT WITH MY ENTERPRISE VEHICLE?



SIGN UP FOR UBER

### RESERVE A CAR AND START EARNING IN DENVER, NEW JERSEY, LOS ANGELES, OR SAN DIEGO TODAY.





UBER.COM SIGN UP FOR UBER

BECOME A DRIVER