

Wesley Marks, Director of Compliance  
Shuttle Express – C-975  
800 SW 16<sup>th</sup> Street  
Renton, WA 98057  
December 22, 2017

Mr. Steven V. King, Executive Director and Secretary  
Washington Utilities and Transportation Commission  
Attn: Records Center  
PO Box 47250  
Olympia WA 98504-7250

Received  
Records Management  
12/22/17 13:44  
State Of WASH.  
UTIL. AND TRANSP.  
COMMISSION

RE: TC-171170 Financial Statement in support of revisions

Dear Mr. King:

Shuttle Express submits the attached preliminary financial assessment for docket TC-171170 and respectfully asks that it be provided to Staff working on this docket. The below statements are true to the best of my knowledge, and the information contained is, of my own personal belief, to be accurate as of the time of filing with the records center.

Over the past several years, Shuttle Express has performed a myriad of services, both regulated by the commission under Auto Transportation rules, as well as charter rules, and limousine referral work under a single contract. With the growing options available in the market, Shuttle Express believes that the current structure of some of its scheduled service offerings is no longer viable from a financial standpoint and requests permission to reduce that service level while maintaining the standard door-to-door shared ride services to all areas impacted.

While complete financial statements are not required to be submitted to the commission until later in 2018, the attached documents show the decline in revenue from the changing marketplace in our Scheduled service and DTA (Downtown Airporter) service levels. Traditionally, scheduled service worked best by providing a per-person rate to large numbers of passengers who would then be transported by a medium to large sized vehicle to their destination. While some dense areas (such as Downtown Seattle and Downtown Bellevue) still have the capacity to support this model, others do not. The public has seen an increase in its options which involve smaller vehicles, shorter transit time, and lower prices that better fit the existing shared-ride model as opposed to a regularly scheduled route service.

For the 11 months completed in 2017, all Shuttle Express auto-transportation regulated services have seen a decrease in ridership and revenue. Changes to the company's business model are assisting in mitigating those challenges while providing the same level of service to the public, but not all areas are equally impacted. The attached documents show that for just the month of November, 2017, Shuttle Express saw an over 50% decrease in revenue on the combined scheduled and DTA services. For the entire year to date compared with the previous year, that reduction increases to over 56%. The reductions in revenue for scheduled service for 2017 year to date are nearly \$620,000, or a decrease in over 60% on those routes.

The reduced revenue is directly related to the reduced passenger count as scheduled service is at a per-person rate. These reduced passenger counts hence require utilizing vehicles with a higher expense per-passenger, and thus reduced the ability to use larger capacity vehicles to meet the public need for these services. Converting these passengers to the door-to-door model will allow them to be combined properly with other door-to-door guests going to a similar area along the route, and thus ensure compliance with commission rules, rates, and provide an opportunity to carry additional passengers per trip without the need for separate vehicles going to the same area.

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Should Staff or the Commission require additional information or testimony on this matter, I would be more than happy to appear by telephone at the meeting scheduled for December 28<sup>th</sup> if requested.

Contact Information for this transmittal:

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Respectfully,

**Wesley A Marks**

Digitally signed by: Wesley A Marks

DN: CN = Wesley A Marks email =  
wmarks@shuttleexpress.net C = US O = Shuttle  
Express, Inc. OU = Accounting Manager  
Date: 2017.12.22 12:27:29 -08'00'

Wesley A. Marks  
Director of Compliance and Shared Services