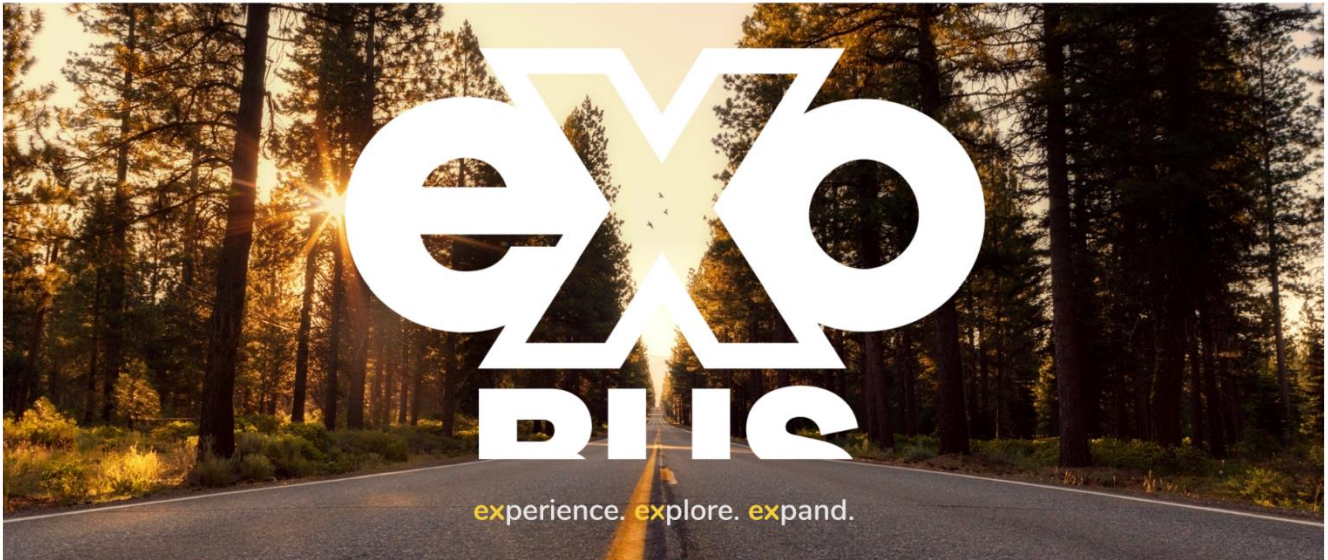


# Attachment A




## hop on the **exobus**.

Experience all the North Bank of the Columbia River has to offer. We are proud to be part of a region that is home to amazing hand crafted beer, delicious cuisine, a bouquet of wineries and a bounty of coffee roasters! Our all-inclusive tours take you behind the scenes and give you an unprecedented VIP experience. Ride **exo** and embrace our "cheers community"!

[experience exo](#)

## excursions in the making.

Soon, we'll be inviting everyone aboard the **exobus**. For now, feel free to send us a messages of inquiry on upcoming **excursions** and customizing your **exobus** experience.

YOUR NAME	YOUR EMAIL
YOUR MESSAGE	
ENTER CAPTCHA	 <small>No captcha? Change text.</small>
<input type="checkbox"/> I consent to exobus collecting my details through this form.	
SUBMIT	

## meet the **experience** makers.

As a life-long Vancouver resident, **Beny Luca** has seen Vancouver transform into a beer lover's secret paradise. It was his love for the community and beer that have led to the creation of **exobus**.

During his time as a pub leader at Hopworks Urban Brewery Vancouver, Beny realized the potential that there was in the Vancouver market to start a touring company.

In April of 2018, Beny came to his wife and told her he wanted to step out of his manager role at Hopworks Urban Brewery and find a way to buy a bus. With help from Diana Niemann and the team at ZZoom Media, **exobus** was born!

**Diana Niemann** wears many hats on a day to day basis: Mom, Softball Coach, Personal Trainer and more. Raised in the PNW, she has seen her scenic backyard and country roads grow immensely into one of the best communities around for local goods, craft beer, and farm-to-table cuisine. When you meet her, she will educate you, make you laugh, and most importantly, make you feel like you are part of the **exo** team. Let her show you all the amazing experiences the great PNW has to offer!



**Attachment B**

EXOTOURS, LLC - 604302461 - Corporations - WA Secretary of State

Page 1 of 1

**EXOTOURS, LLC**

<b>UBI #</b>	604 302 461
<b>Status</b>	ACTIVE
<b>Expiration Date</b>	6/30/2019
<b>Period of Duration</b>	PERPETUAL
<b>Business Type</b>	WA LIMITED LIABILITY COMPANY
<b>Date of Incorporation</b>	6/21/2018
<b>State of Incorporation</b>	WASHINGTON
<b>Registered Agent</b>	BENJAMIN LUCA 13421 NE 83RD ST VANCOUVER, WA 98682
<b>Governing Persons</b>	BENJAMIN LUCA  DIANA NIEMANN

Current as of:  
8/29/2018 7:46 AM

Click here to  
**LEAVE MESSAGE**

([http://chat-corps.sos.wa.gov/newchat/chat.aspx?  
domain=www.sos.wa.gov&timestamp=1535553995690&session=625-1535553962628](http://chat-corps.sos.wa.gov/newchat/chat.aspx?domain=www.sos.wa.gov&timestamp=1535553995690&session=625-1535553962628))

# Attachment B (continued)

## My DOR

<a href="#">My DOR Unauthenticated</a>	<a href="#">Business Lookup</a>	<b>EXOBUS</b>
--	---------------------------------	---------------

### License Information:

[New search](#) [Back to results](#)

**Entity name:** EXOTOURS, LLC  
**Business name:** EXOBUS  
**Entity type:** [Limited Liability Company](#)  
**UBI #:** 604-302-461    **Business ID:** 001    **Location ID:** 0001  
**Location:** Open  
**Location address:** 13421 NE 83RD ST  
VANCOUVER WA 98682-3379 USA  
**Mailing address:** 13421 NE 83RD ST  
VANCOUVER WA 98682-3379 USA  
**Excise tax account and reseller permit status:** [Open \(View\)](#)  
**Secretary of State status:** [Click here](#)

### Governing People May include governing people not registered with SOS

Governing people	Title
------------------	-------

LUCA, BENJAMIN

NIEMANN, DIANA

2 Rows

### Registered Trade Names

Registered trade names	Status	First issued
EXOBUS	Active	Jun-29-2018

Information current as of 8/29/2018 7:44:36 AM

*Working together to fund Washington's future*

## Attachment C



STATE OF WASHINGTON

### UTILITIES AND TRANSPORTATION COMMISSION

1300 S. Evergreen Park Dr. S.W., P.O. Box 47250 • Olympia, Washington 98504-7250

(360) 664-1160 • TTY (360) 586-8203

August 30, 2018

Benjamin Luca  
Diana Niemann  
Exotours, LLC d/b/a Exobus  
13421 NE 83rd Street  
Vancouver, WA 98682

**RE: Charter and Excursion Carrier Services**

Dear Mr. Luca and Ms. Niemann:

The Washington Utilities and Transportation Commission (Commission) believes that you are providing passenger transportation services that require charter and excursion authority from the Commission. The purpose of this letter is to learn more about the passenger transportation services your company offers and to provide technical assistance with respect to Washington's passenger transportation licensing requirements.

As defined in WAC 480-30-036, one or more of the vehicles advertised and operated by your company requires a charter and excursion certificate from the Commission. Any company that operates a "vehicle with a manufacturer's seating capacity for eight or more passengers, including the driver, used on the public highways, for the transportation of persons for compensation", requires a charter and excursion certificate from the Commission.

Commission records show that you have not obtained the **required** certificate to operate as a charter and excursion carrier. Providing these services without a certificate is illegal, considered a gross misdemeanor, and punishable as defined in RCW 81.70.220 and WAC 480-30-246. Each violation of RCW 81.70.220 is subject to a penalty of up to five thousand dollars per violation.

**To avoid enforcement action by the Commission, no later than September 17, 2018, please do one of the following:**

- Submit a completed application, file proof of insurance, and include the application fee to the Commission. For questions about the application process, please contact our Licensing Services staff at (360) 664-1222

## Attachment C (continued)

Exotours, LLC d/b/a Exobus  
August 30, 2018  
Page 2

**OR**

- Explain in writing why you believe your business does not require passenger transportation authority from the Commission. Please explain the nature of your operations in detail. Direct your written response to Jason Hoxit, Compliance Investigator, at P.O. Box 47250, Olympia, WA 98504 or by email at Jason.Hoxit@utc.wa.gov.

If you have any further questions or comments about our findings, Mr. Hoxit can be reached at (360) 664-1320.

Sincerely,



Mike Turcott  
Compliance Investigations Supervisor, Consumer Protection

# Attachment D



## hop on the **exobus**.

Experience all the North Bank of the Columbia River has to offer. We are proud of to be part of a region that is home to amazing hand crafted beer, delicious cuisine, a bouquet of wineries and a bounty of coffee roasters! Our all-inclusive tours take you behind the scenes and give you an unprecedented VIP experience. Ride **exo** and embrace our "cheers community"!

[get tickets](#)

## create your own **excursion**.

Let us create a totally custom **experience** for you! You fill the bus, and we do the rest. We'll craft a tour just for you and your crew to provide an **excursion** you'll never forget.

Send us an inquiry to get started. **exobus** can hold up to 14 passengers.

YOUR NAME	YOUR EMAIL
YOUR MESSAGE	
ENTER CAPTCHA	<a href="#">View image</a> <a href="#">Not readable? Change image</a>
<input type="checkbox"/> I consent to exobus collecting my details through this form.	
SUBMIT	

## meet the **experience** makers.



As a life-long Vancouver resident, **Beny Luca** has seen Vancouver transform into a beer lover's secret paradise. It was his love for the



**Diana Niemann** wears many hats on a day to day basis: Mom, Softball Coach, Personal Trainer and more. Raised in the PNW,

## Attachment D (continued)



community and beer that have led to the creation of **exobus**.

During his time as a pub leader at Hopworks Urban Brewery Vancouver, Beny realized the potential that there was in the Vancouver market to start a touring company.

In April of 2018, Beny came to his wife and told her he wanted to step out of his manager role at Hopworks Urban Brewery and find a way to buy a bus. With help from Diana Niemann and the team at ZZoom Media, **exobus** was born!



she has seen her scenic backyard and country roads grow immensely into one of the best communities around for local goods, craft beer, and farm-to-table cuisine. When you meet her, she will educate you, make you laugh, and most importantly, make you feel like you are part of the **exo** team. Let her show you all the amazing experiences the great PNW has to offer!

### friends of **exobus**



## Attachment E

Gmail - Re: exobus's message from Mark Thomas

Page 1 of 2



Mark Thomas &lt;mark.e.thomasz06@gmail.com&gt;

---

**Re: exobus's message from Mark Thomas**

3 messages

---

**Benjamin Luca** <beny@rideexo.com>  
To: mark.e.thomasz06@gmail.com

Thu, Sep 27, 2018 at 12:50 PM

Awesome!

Thank you so much for reaching out. I have the 13th booked but we can do the 20th for sure! Any chance you have time to give me a call and we can go over the details?

9713035272

On Thu, Sep 27, 2018 at 8:58 AM Mark Thomas <wordpress@rideexo.com> wrote:  
Site: exobus (<http://rideexo.com/>)

Name: Mark Thomas

Email: [mark.e.thomasz06@gmail.com](mailto:mark.e.thomasz06@gmail.com)

Messages: Looking to get 12-14 people together for a bachelor party sometime during October (prefer either Oct. 13 or Oct. 20). Interested in having your company pick us up and take us from brewery to brewery in Vancouver. Most of us are not from the area so I was hoping that your company would be able to coordinate the different breweries. My questions are:

- (1) Is your company available for Oct. 13 or Oct. 20?
- (2) How much would the reservation cost for 12-14 people for roughly eight or so hours?
- (3) Is there a deposit required?

Look forward to hearing from you!

--

beny luca  
co-founder and experience maker at exobus  
[www.rideexo.com](http://www.rideexo.com)

---

**Mark Thomas** <mark.e.thomasz06@gmail.com>  
To: beny@rideexo.com

Thu, Sep 27, 2018 at 2:00 PM

Benjamin,

Unfortunately I'm stuck on phones at work until late tonight. Can you please provide the amount it would cost to use your company for roughly 8 hours in a bus that would accommodate a party up to 14? Also, if there's a deposit involved can I pay with cashier's check or cash? I try my best to not have my card info out there.

Thanks,  
Mark

[Quoted text hidden]

---

**Benjamin Luca** <beny@rideexo.com>  
To: Mark Thomas <mark.e.thomasz06@gmail.com>

Thu, Sep 27, 2018 at 2:18 PM



## Attachment E (continued)

Gmail - Re: exobus's message from Mark Thomas

Page 2 of 2

Yes, we can do that for you!

Ultimately it depends on if you'd prefer for us to be more of a shuttle service or a tour experience.

We can do a shuttle service for a set rate that my business partner would put together for you once we have locations on an itinerary. With this option we take care of a beer at each location and communication with the businesses we are visiting. Everything else is on you guys to order and I can't guarantee the businesses will have food ready for you as you walk in.

The other option is that we can do a tour experience where we include food, drinks and behind the scenes experiences at a majority of the locations. That is a per head cost and it all depends on what you want included. The easy thing about that is that we take care of the bill at each location and you only need to worry about showing up and having a great time. Food and drinks are preordered by us so the goal is that it is all available as soon as we walk in.

This tour options starts at \$89 per guest for a 3 location tour. This includes one location for beer samples and beer education. A second location with more beer samples, family style munchies (think nachos, pretzels, chicken tenders), and a behind the scenes experience in a brewery, and the third stop is more beer and trivia games.

The prices for ad-ons really just depends on what you're looking to do and how much you guys would like to drink.

Also, there is a \$40 drinking on the bus charge that we pay the state if you'd like to do that. In Washington state drinking isn't allowed on my public advertised tours, but private parties are allowed to as long as I register the event as a "banquet private party". We can provide a cooler and ice at no charge and you provide drinks or we can take care of that as well at a charge as well.

I hope that covers most of what you're thinking. That's why I was hoping to talk but I totally get it.

As for deposit, we just ask that we have 50% of the total a week in advance of the party. Of course we can have it before that as soon as that happens we block that date for any other experience!

We look forward to earning your business and creating an unforgettable experience for you and the rest of the bachelor party!

Feel free to reach out with any other questions!

[Quoted text hidden]

# Attachment F

SharePoint

Newsfeed OneDrive Sites Hoxit, Jason (UTC)  



Companies

Cases

Search Company Name  

- History
- Contacts
- Industries
- Cases
- Cancel
- Permits & Insurance

[View Version History](#)

Company Name\* Exotours, LLC

DBA Names Exobus

Company Legacy ID

Unified Business Identifier 604-302-461

Regulatory Status Unregulated

Contact Name

Contact Title

Contact Phone

Contact E-Mail Address

Contact Fax

Address Change Date

Physical Address Street 13421 NE 83rd St.

Physical Address City Vancouver

Physical Address State WA

Physical Address Zip 98682

Mailing Address Street 13421 NE 83rd St.

Mailing Address City Vancouver

Mailing Address State WA

Mailing Address Zip 98682

Website <http://rideexo.com>

Comments

Company ID 19,813

Version: 4.0

Created at 8/29/2018 1:15 PM by  Wyse, Lisa (UTC)

Last modified at 9/25/2018 11:35 AM by  Villar, Eric (UTC)

Cancel

**Attachment F (continued)**