BEFORE THE WASHINGTON UTILITIES AND TRANSPORTATION COMMISSION

SHUTTLE EXPRESS, INC.,

Petitioner and Complainant,

v.

1

2

SPEEDI SHUTTLE WASHINGTON, LLC

Respondent.

DOCKET NOS. TC-143691 TC-160516

DECLARATION OF WESLEY MARKS IN SUPPORT OF ANSWER OF SHUTTLE EXPRESS TO STAY REQUEST

("Shuttle Express" or "Petitioner"). I make this declaration in support of the Shuttle Express answer filed herewith pursuant to the Notice Of Opportunity To Respond To Request For Suspension Of Procedural Schedule. Except as noted, this declaration is based on personal knowledge and my experience working with Shuttle Express for roughly five (5) years.

Shuttle Express submitted a request for public records to the Port of Seattle earlier this year for the number of reported and billed trips provided by all Shared Ride Van and Airporter, less than 30 passenger, operators. This request included respondent Speedishuttle's trips from SeaTac Airport under its auto transportation certificate issued by the Commission for the year 2015. A copy of the response is attached as Exhibit A. It shows data for the months of May through December, inclusive, as well as for January 2016. Auto transportation carriers do not report the trips or passenger counts for trips to the Airport, just the outbound. We have requested data from

I, Wesley Marks, am the Director of Compliance and Shared Service of Shuttle Express, Inc.

I compiled the data for the outbound trips of Shuttle Express for the period of January of 2012 through December of 2015 under its auto transportation certificate. Both of the Port and our data were entered into an Excel spreadsheet. A copy of the spreadsheet is attached as Exhibit B.

the Port for 2016, but have not yet received it.

- After entering the data, I then generated two graphs from the data in the Excel spreadsheet. The graphs are included in Exhibit B.
- The first graph shows the combined total outbound reported trips of both Shuttle Express and Speedishuttle, month-by-month for the period covered. It can be seen that the addition of Speedishuttle's service last May did not change the long-term decline in auto transportation trips since at least 2011 in any material way. The second graph breaks out the Shuttle Express and Speedishuttle trips. And it still shows total trips, though the bars are the same prior to May of 2015, because Shuttle Express was the only carrier serving most of the county. Beginning in May of 2015, it can be seen that as Speedi Shuttle's trips increase there is a corresponding decrease in the number of Shuttle Express trips.
- According to news reports, the TNCs, Uber and Lyft, did not begin operating at SeaTac airport until Spring of 2016. That has been our observation as well.
- In December, 2014 Shuttle Express had terminated its Go Group franchise agreement. Shuttle Express did not, however, terminate its third party ticket agreement with Go and wanted to continue to accept reservations for passengers arranged by Go. But after Speedishuttle was granted its auto transportation certificate, Go refused to renew the Shuttle Express ticket agreement, which thus expired on March 31, 2015. Thereafter, it is my understanding from filings in this case that Go promptly entered into a third party ticket agreement with Speedishuttle. The effect was immediate. Shuttle Express, which had been receiving auto transportation bookings in the thousands each month from Go no longer got any new bookings from Go beginning in May 2015. In my opinion, Go's replacement of Shuttle Express with Speedishuttle as their sole carrier to book passengers for ground transportation to and from SeaTac effectively transferred a passenger base that we used to serve to Speedishuttle and led

directly to our substantial decline in passengers and Speedishuttle's substantial and rapid rise in passengers.

I declare under penalty of perjury under the laws of the State of Washington that the statements in this declaration are true and correct to the best of my knowledge, information, and belief.

Executed at Renton, Washington, this 21st day of October, 2016.

Exhibit A

		Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Total 2015	Jan-16	2015 Rate	\$3.27	S.R.V.
Shared Ride Van	Speedi Shuttle Seattle					471	548	985	1438	1404	1198	1012	996	8052	986	2016 Rate	\$3.84	S.R.V.
Shared Ride Van	Shuttle Express	5038	4140	4680	4870	4722	447	4487	4359	3891	3653	3693	3727	47707	3414			
Schuduled Airporter	Shuttle Express	0	0	0	0	252	227	240	223	203	203	308	0	1656	171	2015 Rate	\$1.78	Airporter
																2016 Rate	\$1.66	Airporter

Jul-15

166

221

Aug-15

160

213

Sep-15

157

242

Oct-15

126

212

Nov-15

118

204

Dec-15

130

266

Total 2015

1645

2661

Jan-16

127

184

2015 Rate \$8.39 Airporter

2016 Rate \$10.29 Airporter

Apr-15

114

191

Jan-15

117

219

Scheduled Airporter Quick Shuttle

Coach

Coach
Scheduled Airporter - Wickisser Int'l / Bellair

Charters

Feb-15

107

175

Mar-15

121

234

May-15

162

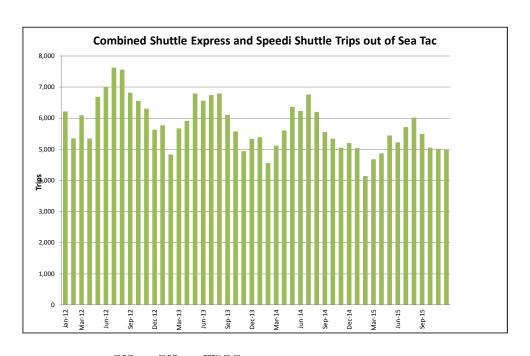
254

Jun-15

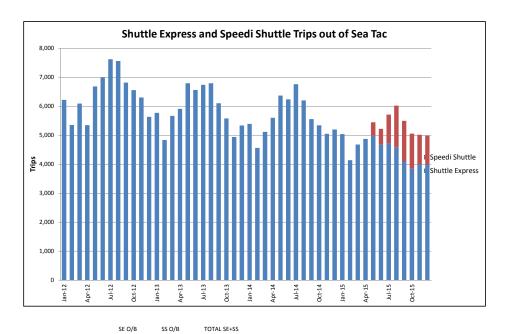
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230

Exhibit B



Jan-11 Feb-11 5,361 0 5,361 Mar-11 0 - Apr-11 6,649 0 6,649 May-11 7,770 0 7,770 Jun-11 7,994 0 7,994 Jul-11 8,447 0 8,447 Aug-11 7,799 0 7,799 Sep-11 7,272 0 7,272 Oct-11 6,754 0 6,754 Nov-11 7,255 0 7,255 Dec-11 7,021 0 7,021 Jan-12 6,218 0 6,218 Feb-12 5,351 0 5,351 Mar-12 6,093 0 6,093 Apr-12 5,348 0 5,348 May-12 6,683 0 6,683 Jun-12 6,683 0 6,683 Jun-12 6,998 0 6,998 Jul-12 7,652 0 7,622 Aug-12 7,558 0 7,558 Sep-12 6,817 0 6,817 Oct-12 6,553 0 6,553 Nov-12 6,301 0 6,301 Dec-12 5,632 0 5,632 Jan-13 5,770 0 5,770 Feb-13 4,833 0 4,833 Mar-13 5,669 0 5,669 Apr-13 5,912 0 5,912 May-13 6,793 0 6,793 Jun-13 6,559 0 6,559 Jul-13 6,793 0 6,793 Jun-13 6,793 0 6,793 Jun-13 6,559 0 6,559 Jul-13 6,793 0 6,793 Jun-13 6,793 0 6,793 Jun-14 6,263 0 5,366 Jun-14 5,388 0 5,388 Feb-15 4,140 4,560 Mar-14 5,115 0 5,115 Apr-14 6,202 0 6,202 Sep-14 5,559 0 5,559 Oct-14 5,343 0 5,343 Nov-15 4,004 104 5,498 Oct-15 4,094 1404 5,498 Oct-15 4,094 1404 5,498 Oct-15 4,094 1404 5,498 Oct-15 4,094 1404 5,498 Oct-15 3,987 996 4,983		SE O/B	SS O/B	TOTAL SE+SS	
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Jul-11	May-11	7,770	0	7,770	
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Sep-11 7,272 0 7,272 Oct-11 6,754 0 6,754 Nov-11 7,255 0 7,255 Dec-11 7,021 0 7,021 Jan-12 6,218 0 6,218 Feb-12 5,351 0 5,351 Mar-12 6,093 0 6,093 Apr-12 5,348 0 5,488 May-12 6,683 0 6,683 Jul-12 6,698 0 6,998 Jul-12 7,622 0 7,622 Aug-12 7,558 0 7,558 Sep-12 6,817 0 6,817 Oct-12 6,553 0 6,553 Nov-12 6,301 0 6,531 Nov-13 4,833 0 4,833 Mar-13 5,669 0 5,669 Apr-13 5,912 0 5,732 Jul-13 6,793 0 6,793	Jul-11	8,447	0	8,447	
Oct-11 6,754 0 6,754 Nov-11 7,255 0 7,255 Dec-11 7,021 0 7,021 Jan-12 6,218 0 6,218 Feb-12 5,351 0 5,348 Mar-12 6,093 0 6,093 Apr-12 6,683 0 6,683 Jun-12 6,998 0 6,998 Jul-12 7,622 0 7,622 Aug-12 7,558 0 7,558 Sep-12 6,817 0 6,817 Oct-12 6,553 0 6,553 Nov-12 6,301 0 6,301 Dec-12 5,632 0 5,632 Jan-13 5,770 0 5,770 Feb-13 4,833 0 4,833 Mar-13 5,669 0 5,669 Apr-13 5,912 0 5,793 Jul-13 6,793 0 6,793	Aug-11	7,799	0	7,799	
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Dec-11	Oct-11	6,754	0	6,754	
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Feb-12 5,351 0 5,351 Mar-12 6,093 0 6,093 Apr-12 5,348 0 5,348 May-12 6,683 0 6,683 Jun-12 6,998 0 6,998 Jul-12 7,622 0 7,622 Aug-12 7,558 0 7,558 Sep-12 6,817 0 6,817 Oct-12 6,553 0 6,553 Nov-12 6,301 0 6,301 Dec-12 5,632 0 5,632 Jan-13 5,770 0 5,770 Feb-13 4,833 0 4,833 Mar-13 5,669 0 5,669 Apr-13 5,912 0 5,912 May-13 6,793 0 6,793 Jun-13 6,759 0 6,559 Jul-13 6,738 0 6,738 Aug-13 6,793 0 6,793 Jun-13 5,576 Nov-13 4,939 0 4,939 Dec-13 5,336 0 5,336 Jan-14 5,388 0 5,388 Feb-14 4,560 0 4,560 Mar-14 5,115 0 5,115 Apr-14 5,603 0 5,603 May-14 6,603 0 5,603 May-14 6,761 0 6,761 Aug-14 6,761 0 6,761 Aug-15 4,870 0 4,870 Apr-15 4,870 100 4,870 Apr-1	Dec-11	7,021	0	7,021	
Mar-12 6,093 0 6,093 Apr-12 5,348 0 5,348 May-12 6,683 0 6,683 Jun-12 6,998 0 6,998 Jul-12 7,622 0 7,622 Aug-12 7,558 0 7,558 Sep-12 6,817 0 6,817 Oct-12 6,553 0 6,553 Nov-12 6,301 0 6,301 Dec-12 5,632 0 5,632 Jan-13 5,770 0 5,770 Feb-13 4,833 0 4,833 Mar-13 5,669 0 5,669 Apr-13 5,912 0 5,612 May-13 6,793 0 6,793 Jun-13 6,793 0 6,793 Jun-13 6,793 0 6,793 Jun-13 6,793 0 6,793 Aug-13 6,793 0 6,793 Sep-13 6,101 0 6,101 Oct-13 5,576 0 5,576 Nov-13 4,939 0 4,939 Dec-13 5,336 0 5,336 Jan-14 5,388 0 5,388 Feb-14 4,560 0 4,560 Mar-14 5,115 0 5,115 Apr-14 6,603 0 5,603 May-14 6,366 0 6,366 Jun-14 6,202 0 6,202 Sep-14 6,559 0 5,599 Oct-14 5,343 0 5,343 Nov-15 4,001 100 4,101 Mar-15 4,680 0 5,048 Dec-14 5,599 0 5,599 Jun-15 5,038 0 5,048 Dec-14 5,196 0 5,196 Jan-15 5,038 0 5,048 Dec-14 5,196 0 5,196 May-15 4,674 548 5,222 Jul-15 4,680 0 4,680	Jan-12	6,218	0	6,218	
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May-12 6,683 0 6,683 Jun-12 6,998 0 6,998 Jun-12 7,622 0 7,622 Aug-12 7,558 0 7,558 Sep-12 6,817 0 6,817 Oct-12 6,553 0 6,553 Nov-12 6,301 0 6,301 Dec-12 5,632 0 5,632 Jan-13 5,770 0 5,770 Feb-13 4,833 0 4,833 Mar-13 5,669 0 5,669 Apr-13 5,912 0 5,912 May-13 6,793 0 6,793 Jun-13 6,559 0 6,559 Jul-13 6,793 0 6,793 Aug-13 6,793 0 6,793 Aug-13 6,793 0 6,793 Sep-13 6,101 0 6,101 Oct-13 5,336 0 5,576	Mar-12	6,093	0	6,093	
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	Dec-15	3,987	996	4,983	



	SE O/B	SS O/B	TOTAL SE+SS
Jan-11			
Feb-11	5,361	0	5,361
Mar-11		0	
Apr-11	6,649	0	6,649
May-11	7,770	0	7,770
Jun-11	7,994	0	7,994
Jul-11	8,447	0	8,447
Aug-11	7,799	0	7,799
Sep-11	7,272	0	7,272
Oct-11	6,754	0	6,754
Nov-11	7,255	0	7,255
Dec-11	7,021	0	7,021
Jan-12	6,218	0	6,218
Feb-12	5,351	0	5,351
Mar-12	6,093	0	6,093
Apr-12	5,348	0	5,348
May-12	6,683	0	6,683
Jun-12	6,998	0	6,998
Jul-12	7,622	0	7,622
Aug-12	7,558	0	7,558
Sep-12	6,817	0	6,817
Oct-12	6,553	0	6,553
Nov-12	6,301	0	6,301
Dec-12	5,632	0	5,632
Jan-13	5,770	0	5,770
Feb-13	4,833	0	4,833
Mar-13	5,669	0	5,669
Apr-13	5,912	0	5,912
May-13	6,793	0	6,793
Jun-13	6,559	0	6,559
Jul-13	6,738	0	6,738
Aug-13	6,793	0	6,793
Sep-13	6,101	0	6,101
Oct-13	5,576	0	5,576
Nov-13	4,939	0	4,939
Dec-13	5,336	0	5,336
Jan-14	5,388	0	5,388
Feb-14	4,560	0	4,560
Mar-14	5,115	0	5,115
Apr-14	5,603	0	5,603
May-14	6,366	0	6,366
Jun-14	6,233	0	6,233
Jul-14	6,761	0	6,761
Aug-14	6,202	0	6,202
Sep-14	5,559	0	5,559
Oct-14	5,343	0	5,343
Nov-14	5,048	0	5,048
Dec-14	5,196	0	5,196
Jan-15	5,038	0	5,038
Feb-15	4,140	0	4,140
Mar-15	4,680	0	4,680
Apr-15	4,870	0	4,870
May-15	4,974	471	5,445
Jun-15	4,674	548	5,222

	Apr-15	4,870	0	4,870	Combined Monthly Change		Allocation of Trips		
ſ	May-15	4,974	471	5,445	(921)	-17%	91%	9%	
	Jun-15	4,674	548	5,222	(1,011)	-19%	90%	10%	
	Jul-15	4,727	985	5,712	(1,049)	-18%	83%	17%	
	Aug-15	4,582	1438	6,020	(182)	-3%	76%	24%	
	Sep-15	4,094	1404	5,498	(61)	-1%	74%	26%	
	Oct-15	3,856	1198	5,054	(289)	-6%	76%	24%	
	Nov-15	4,001	1012	5,013	(35)	-1%	80%	20%	
	Dec-15	3,987	996	4,983	(213)	-4%	80%	20%	

May - Dec 2014 46,708 - 46,708 May - Dec 2015 34,895 8,052 42,947 Change (11,813) 8,052 (3,761) % Change -34% -9%

CERTIFICATE OF SERVICE

I hereby certify that on October 21, 2016, I served a copy the foregoing document via email, with a copy via first class mail, postage prepaid, to:

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Elishera Jun

Dated at McLean, Virginia this 21st day of October, 2016.

Elisheva Simon Legal Assistant