

EXHIBIT ____ (WAM-2)

Elisheva Simon

From: Wiley, Dave <dwiley@williamskastner.com>
Sent: Tuesday, May 26, 2015 7:21 PM
To: Binting, Paul
Subject: Memo to Paul Binting
Attachments: Memo 5-26-15 (2).DOCX; Email May 22, 2015.pdf

Hi Paul: Thanks for your message Friday evening which I attach again for your reference for the points I raise. Look forward to your reply. Thanks, Dave.

David W. Wiley

Williams Kastner | Attorney at Law
601 Union Street, Suite 4100
Seattle, WA 98101-2380
P: 206.233.2895 | M: 206.226.6787
www.williamskastner.com | [Bio](#) | [V-Card](#)

SEATTLE PORTLAND

From: Binting, Paul [<mailto:Binting.P@portseattle.org>]
Sent: Friday, May 22, 2015 9:22 PM
To: Wiley, Dave
Subject: Re: Speedishuttle

Dave,

Thanks for the memo. It's helpful for me to frame some discussions with my client. The memo, however, requires some correction in a couple respects.

Except for the exclusives, I believe all of our ground transportation agreements are month-to-month. That's how we operate. And even the exclusives are subject to being moved and shifted. While you're certainly encouraged to reach out to Jolene Culler about counter space available for lease, the lease of the counter space isn't going to change the month-to-month nature of the ground transportation agreement. On the contrary, I'd expect the lease to likewise be a month-to-month agreement.

I also think I was a little more clear about the manner in which the agreement SpeediShuttle was provided was errant. Since Shuttle Express had been the exclusive provider of door-to-door services, we did not have a ground transportation agreement tailored to door-to-door shuttle service. And since your client could not physically operate from the area where Shuttle Express operates, we really needed to develop something to address that on a one-off basis. That's in process now. Although I expect we can wrap that up before month-end, the switch-over doesn't appear to be affecting operations and thus doesn't appear to be time critical.

I appreciate your client's desire to move forward quickly, but much of your current concerns appear to be of your client's own making. As I understand it, the first we heard of SpeediShuttle wanting to provide on-demand – as opposed to pre-arranged – business was a day or two ago. While your operating permit doesn't restrict SpeediShuttle to pre-arranged service, it is clear under WUTC regulations that it may (as previously indicated to us) elect to limit itself to those operations. Apparently having revised its plan, we'll do what we can to accommodate your client's needs, but it will likely take some time.

After I've had a chance to talk with my client, I'll let you know.

Paul

Paul M. Binting
Senior Port Counsel
Port of Seattle
206.787.3335

From: <Wiley>, David Wiley <dwiley@williamskastner.com>
Date: Friday, May 22, 2015 at 12:05 PM
To: Paul Binting <bingting.p@portseattle.org>
Cc: "Cecil Morton (csm@speedishuttleseattle.com)" <csm@speedishuttleseattle.com>, "Jack Roemer (jackr@speedishuttle.com)" <jackr@speedishuttle.com>
Subject: Speedishuttle

Hi Paul: Hoping we can followup by phone on this when you return from your internal meetings later this afternoon. Dave.

MEMORANDUM

TO: Paul Bintinger
FROM: Dave Wiley
DATE: May 26, 2015
RE: Your Email of May 23, 2015

Paul:

Thank you for your email from Friday evening. There are a couple of points that I wanted to offer in response for clarification. First of all, our client has been indicating it wanted to provide door-to-door service to your folks since their initial telephone conversations in the spring which contacts accelerated after the Commission granted final operating authority on March 30, 2015 to Speedishuttle. Because WUTC regulations at WAC 480-30-036 do not preclude door-to-door service providers from offering walkup service, there was never an understanding that service would be in any way deterred just as it is not with the other auto transportation companies operating at the airport. Thus, we don't know where the source of any inference of limitation on door-to-door service would have originated from.

As for "tailoring" ground transportation agreements for door-to-door service, I don't believe there are any impediments under a one-on-one negotiation to adapting to any landlord expectation nor would I think the operations of Speedishuttle's model would in any way impact the Port's evolving expansion plans for Sea-Tac Airport infrastructure for ground transportation.

I guess what we are now seeking is a more precise idea and timetable for when the tailored operating agreement for door-to-door airport service can be accomplished since, as indicated, definitiveness of term and ground arrangements are a requirement for amortizing requisite investments in order to maximize service to the traveling public by Speedishuttle at Sea-Tac.

As indicated, we have made contacts with Jolene Culler with whom Speedishuttle hopes to meet before Friday of this week when Cecil Morton returns to Hawaii for a graduation event. The goal is to identify and obtain permanent space in the ground transportation area and accelerate resolution of the most pressing issue, culminating in a formal operating agreement which provides Speedishuttle security and access parity with the other regulated providers as it continues to invest to maximize its service to the traveling public particularly with the arrival of peak summer season.

Elisheva Simon

From: Wiley, Dave <dwiley@williamskastner.com>
Sent: Wednesday, June 10, 2015 1:24 PM
To: Binting, Paul
Subject: FW: Followup to My Voicemail This Afternoon Renewing Request for Meeting

Paul: Are there any updates from your plan yesterday to connect with your side? At least the podium issue sounds rather academic by now as I see it. Dave.

From: Wiley, Dave
Sent: Friday, June 05, 2015 5:28 PM
To: 'Binting, Paul'
Subject: RE: Followup to My Voicemail This Afternoon Renewing Request for Meeting

Paul: I like bluntness and pushed to that point, I can get there too. I just trust you can at least acknowledge the “opacity” of Port regulations of regulated ground providers particularly as compared to the WUTC (which looks to me like bastions of transparency and clarity) in contrast. I disagree with the reference to failure to inform and plan with the Port staff at early stages of the process, but won't debate that with you since I'm sure that's what you have been led to believe. As I've said, I also think at least the Port Landside staff has been remiss in not opening up communications with the WUTC for auto transportation companies and rebuffing attempts thus far with UTC enforcement staff to meet which would be a huge help to auto transportation certificate entrants who learn the hard way that there is no streamlined process for accommodating and coordinating both governmental regulatory regimes.

I also get that there's much transition and fluidity in the Port's approach to ground operations at present and the staff initiative on transportation network providers I noted yesterday is a prime example/concern thereof. However, we have an exciting opportunity with a seasoned and stable new provider offering a premium ground service to the traveling public which I think we all recognize. Let's just try to welcome and accommodate their launch while working within your system however unusually esoteric it might seem to regulatory counsel like yours truly.

That meeting is obviously in order and as you know I think well past due, but I would want Cecil there and he will not be back after this weekend until the following week of June 15. That obviously should not hold up the latest scheduling hurdle referenced this afternoon nor resolution of the latest issues which to me seem rather insignificant in the overall scheme, but I understand they are not to your folks. My concern with your reference to transitions is what the next one (hurdle) might be, i.e. what shoe will drop next as we seek to expand our visibility at SeaTac? Hopefully not the month-to-month lease agreement. I'm sorry if that sounds cynical, but I deal daily with regulators and regulations and I just can't get my arms around universal expectations, rule adherence or identify key decision-makers at the airport, try as I might.

Appreciate your response and I await further feedback once you've talked to your folks. Dave.

From: Binting, Paul [<mailto:Binting.P@portseattle.org>]
Sent: Friday, June 05, 2015 5:02 PM
To: Wiley, Dave
Subject: Re: Followup to My Voicemail This Afternoon Renewing Request for Meeting

Dave,

To be blunt, this is just as frustrating for me as it is for you. Unfortunately, I probably see matters a little differently. Your client's failure to make adequate preparations with the Port around these details prior to commencing operations does not create an emergency on our part. Your client's operations are one tiny part in a very large, continuously moving machine. And as recently announced, the Port Commission intends to potentially tear down and rebuild that machine while in motion. Nonetheless, we absolutely appreciate your client's desire to move quickly as it identifies new ideas. And while I hope that we're someday as nimble and responsive as you and your client might like, we're not there yet. Indeed, with the additional scrutiny now being directed at ground transportation operations, every little change is being reviewed at the highest levels. The notion that your client can print up a pretty PDF outlining an idea, expect us to accept the idea unquestioningly, and then dictate the schedule on which the idea will be realized is neither realistic or helpful.

I am completely tied up on Monday. If this hasn't been made fully clear by then, I will get with my folks on Tuesday of next week to discuss whether we're in a position to get you the basic podium position by Friday. I'll also attempt to forward the documentation necessary for you start operations and clearly identify charges that goes along with it.

Paul

Paul M. Bintinger
Senior Port Counsel
Port of Seattle
206.787.3335

From: <Wiley>, David Wiley <dwiley@williamskastner.com>
Date: Friday, June 5, 2015 at 4:20 PM
To: Paul Bintinger <bintinger.p@portseattle.org>
Subject: Followup to My Voicemail This Afternoon Renewing Request for Meeting

Hi Paul. And no, this does not answer all my concerns and actually raises additional ones in the wake of this afternoon's email exchanges. "Who's on first" is not a facetious question in this overall context I hope you can now understand.

Best, Dave.

David W. Wiley
Williams Kastner | Attorney at Law
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www.williamskastner.com | [Bio](#) | [V-Card](#)

SEATTLE PORTLAND

From: Hoevet, Jeff [<mailto:Hoevet.J@portseattle.org>]
Sent: Friday, June 05, 2015 3:39 PM
To: Cecil Morton
Cc: Jack Roemer; Wiley, Dave; Bintinger, Paul; Ausbun, Vicky; Fletcher, Tonia; Warfield, Deborah; Anderson, Jeannette; Culler, Jolene
Subject: RE: SpeediShuttle Seattle Transportation Plaza Proposal

Cecil,

The concepts that were presented to the Port of Seattle appear to be absent at least one that was discussed during the walk-around with Speedi Shuttle.

Vicky Ausbun responded in a separate email that may help provide clarity for the podium that was discussed.

As I recall from our last in person meeting, it is your desire to have a walk-up location. You indicated that your most desired space is the one currently occupied by Shuttle Express and Seattle-Tacoma International Limousine Association. You also mentioned that you had an alternative means to handle customer transactions (ipad) since your drivers are not involved in the financial transaction with customers.

We do not have agreement on the timeline that you have suggested below as the Port will need to consider a number of alternatives before a formal internal review is conducted.

Once a review is completed, a formal lease agreement may be offered to secure the location.

Thank you,

Jeff Hoevet
Sr. Manager, Airport Operations
(206) 787-4073

From: Cecil Morton [<mailto:csm@speedishuttleseattle.com>]
Sent: Friday, June 05, 2015 2:31 PM
To: Hoevet, Jeff
Cc: Jack Roemer; Dave Wiley; Binting, Paul; Ausbun, Vicky; Fletcher, Tonia; Warfield, Deborah; Anderson, Jeannette; Culler, Jolene
Subject: Re: SpeediShuttle Seattle Transportation Plaza Proposal

Hi Jeff- I hope you are doing well.

I just left you a telephone message at your number in your email footer below.

In summary, my message outlined how we would like to get the green light from you to move the podium into the door to door common area, one week today, on Friday June 12.

We have recruited a quality, customer service receptive team to be physically in place at SEATAC to manage our daily prearranged and walk up service, from the first flight to the last, with on site training to begin on Friday June 12.

Our two day class room training commences this Wednesday and is being conducted by our customer service, receptive and operations supervisors who are scheduled to arrive from Hawaii on Tuesday June 9.

Time Line

June 9 - training team arrive in Seattle

June 10-11 - class room operations and customer service training

June 12 - move in podium and on site training and servicing prearranged and walk up customers.

Please confirm the time line summarized above is approved so we can move forward as planned.

Cecil Morton
President & CEO
SpeediShuttle Seattle

1237 South Director Street
Seattle, WA 98108

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<https://www.speedishuttleseattle.com>

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(Sent by my iPhone. Pardon any typographical errors).

On Jun 3, 2015, at 4:27 PM, Hoebet, Jeff <Hoebet.J@portseattle.org> wrote:

Jack,

Thank you for the note regarding your request for leased space at the airport. We're reviewing the information and expect to have an answer for you soon.

Jeff Hoebet
Sr. Manager, Airport Operations
(206) 787-4073

From: Jack Roemer [<mailto:jackr@speedishuttle.com>]
Sent: Tuesday, June 02, 2015 12:10 PM
To: Hoebet, Jeff
Cc: 'Dave Wiley'; Binting, Paul; Ausbun, Vicky; Fletcher, Tonia; Warfield, Deborah; Anderson, Jeannette; Culler, Jolene; CecilS Morton
Subject: SpeediShuttle Seattle Transportation Plaza Proposal

Hello Jeff,

As you are aware, Vickie, her team Jolene, Cecil and I met last Thursday on the third level of the garage near the GT booth to identify a location for our reception desk. We all agreed that the best approach and the shortest time line to initiate our door to door walk up service and to be visible and for arriving passengers to easily access our service is to be in the common area adjacent to Shuttle Express' round reception desk. We were told that immediate approval could be granted to locate a podium in the area identified in the attached executive summary PDF document.

Podium

Attached is our proposal for a temporary podium to serve guests in the Transportation Plaza at Sea-Tac. We believe it is consistent with our discussions last week and we propose to have the podium in place by mid to late next week. We are prepared to execute a lease agreement as outlined by Jolene immediately. We do not have a requirement for power and telephone/internet to initiate service from the podium.

Permanent Reception Desk

The attachment also includes our proposal for a long term facility to serve those same guests. This proposal involves a desk that is substantially identical to the desk currently utilized by Shuttle Express. This proposal would require the property department to administer an approval process which will include the design of the desk, power and telephone/Internet access. Jolene explained this process would include a lease document which she would prepare. We are anxious to begin the process with the goal of having a permanent solution in place in sixty days or less. We have identified the vendor for the round desk and feel the addition of our permanent desk with the same design will complete and warm up this common area with matching furniture.

In summary, the attached PDF file clearly identifies –

- 1) Podium for immediate move in slated for next week,
- 2) The long term solution Reception Desk which is the identical desk and dimensions as the current round desk of Shuttle Express.

Finally, in order to properly serve all guests equally, we would like to have a parking space on the third level near the Transportation Plaza for one Toyota Sienna minivan equipped with an electric ramp and two wheelchair positions. This would allow us to serve on demand ADA customers on the same terms as non-ADA customers as required by law.

Many thanks in advance and understanding to coordinate this last phase of our door to door service. You and your team have been great to work with to expeditiously set up our service in time for heavy deplanements at SEATAC.

Thank you,

<image001.jpg>

Jack Roemer
SpeediShuttle Hawaii/Seattle
Chief Financial Officer
1132 Bishop Street, Suite 2312
Honolulu, Hawaii, 96813
808-772-5700 x110 (Office)
808-283-0437 (Cell)

<image002.png>

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Begin forwarded message:

From: "Hoebet, Jeff" <Hoebet.J@portseattle.org>
Date: May 22, 2015 at 5:34:45 AM HST
To: CecilS Morton <csm@speedishuttleseattle.com>
Cc: Jack Roemer <JackR@speedishuttle.com>, Dave Wiley <dwiley@williamskastner.com>, "Bintinger, Paul" <Bintinger.P@portseattle.org>, "Ausbun, Vicky" <Ausbun.V@portseattle.org>, "Fletcher, Tonia" <Fletcher.T@portseattle.org>, "Warfield, Deborah" <Warfield.D@portseattle.org>, "Anderson, Jeannette" <Anderson.J2@portseattle.org>, "Culler, Jolene" <Culler.J@portseattle.org>
Subject: RE: Our first arrival at SEA

Cecil & Jack,

Thank you for taking time to meet with the Ground Transportation team. We understand that you are busy getting your new location up and running, and we appreciate talking with you.

Your contact in Aviation Properties is Jolene Culler: culler.j@portseattle.org
Jolene will guide the process for space that is available for lease. She is copied on this message, and you are free to contact her with your space requirements.

As we mentioned in our discussion, the Port's sign package provides wayfinding for a variety of services.

It is our intention to eliminate brand-specific identification for ground transportation services in the main terminal.

Your entry at Sea-Tac came rather quickly and we are working with our sign shop to bring consistency to the door-to-door wayfinding signage.

We're evaluating the more specific sign request of including "SpeediShuttle" on the overhead sign/s near island 2A and will provide you an answer soon.

Your comments about accepting walk-up customers caught us a bit off guard. Other than your stated concern that you don't have a fixed position to conduct the transaction, your current arrangement allows both pre-arranged and on-demand services.

With the busy summer season quickly approaching, we're happy to have your service available to customers at Sea-Tac.

As usual, please contact me or any of the Ground Transportation staff for assistance.

Thank you,

Jeff Hoebet

From: Cecil Morton [csm@speedishuttleseattle.com]

Sent: Thursday, May 21, 2015 5:13 PM

To: Hoebet, Jeff

Cc: Jack Roemer; Dave Wiley; Bintinger, Paul

Subject: Re: Our first arrival at SEA

Hi Jeff - Nice seeing you and the rest of your team on Tuesday.

Just a short note to follow up and summarize our discussion which includes receiving a call or alternatively a contact name from the ports property department to initiate discussions to lease counter space as outlined in our summary operating plan you asked us to prepare for you which we submitted on Tuesday at our meeting.

Additionally, and as outlined in the plan, we mentioned the requirement to be identified on common area signage throughout the airport with identity branding or generic service type branding as currently displayed directing people to Downtown Airpporter and Shuttle Express.

Lastly, we will want to commence selling walk up transfers immediately which is consistent with every operator who have desks/stands located at the double zero doors and including Stila, Yellow Cab, Shuttle Express and Downtown Airporter.

Thank you for recognizing how important it is to move this plan forward taking into account that the heavy deplanements season at SEATAC is approaching and our mutual desire to expeditiously service SEATAC arrivals.

Cecil Morton
President & CEO
SpeediShuttle Seattle
1237 South Director Street
Seattle, WA 98108

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(Sent by my iPhone. Pardon any typographical errors).

On May 1, 2015, at 11:39 AM, Hoevet, Jeff
<Hoevet.J@portseattle.org<<mailto:Hoevet.J@portseattle.org>>> wrote:

Congratulations!

Jeff Hoevet
Sr. Manager, Airport Operations
(206) 787-4073

From: Cecil Morton [<mailto:csm@speedishuttleseattle.com>]
Sent: Friday, May 01, 2015 11:06 AM
To: Hoevet, Jeff; Jack Roemer; Dave Wiley; Binting, Paul
Subject: Our first arrival at SEA

The picture below is Chris, our shuttle driver on the left and myself on the right beside Mr Hope, our first arriving customer holding a gift from SpeediShuttle Seattle.

We look forward to a symbiotic relationship with the SEA team welcoming visitors and returning residents to Seattle.

<image001.jpg>

Have a great day!

Cecil Morton
President & CEO
SpeediShuttle Seattle
1237 South Director Street
Seattle, WA 98108

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<https://www.speedishuttleseattle.com>

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(Sent by my iPhone. Pardon any typographical errors).

Elisheva Simon

From: Ausbun, Vicky
Sent: Thursday, April 21, 2016 8:45 PM
To: Ausbun, Vicky
Subject: FW: Meeting with Speedi Shuttle/Mike/Jeff/Me

From: Hummel, Barbara
Sent: Monday, July 06, 2015 12:53 PM
To: Ausbun, Vicky
Cc: Hoevet, Jeff
Subject: RE: Meeting with Speedi Shuttle/Mike/Jeff/Me

Scheduled on Mike/Jeff/Vicky calendars for Friday, 7/10 10:00-11:00, meet at reception area on mezz.
Please let me know if this works for Speedi Shuttle.
Thanks. Barb

From: Ausbun, Vicky
Sent: Monday, July 06, 2015 7:14 AM
To: Hummel, Barbara
Subject: Meeting with Speedi Shuttle/Mike/Jeff/Me

Hi Barb – Could you please schedule a meeting with Speedi Shuttle (Jack Roemer and Cecil Morton), Mike, Jeff and me for one hour sometime this week, if possible? We'd like to walk the GT plaza area with the operator and discuss their space lease request. Please let me know if you need additional information. Thank you, Vicky

Vicky Ausbun
Manager, Airport Operations - Landside
Seattle-Tacoma International Airport
P: 206-787-4072
C: 206-390-7714
F: 206-787-7499
E: ausbun.v@portseattle.org



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From: Hoevet, Jeff
Sent: Monday, July 06, 2015 6:36 AM
To: Ausbun, Vicky
Subject: FW: SpeediShuttle Airport Facilities

Vicky,

Please work with Barb on schedule to meet with Speedi, you, me, and Mike for one hour this week. The intention is to introduce Mike and have Speedi walk the area with us.

Thanks,

Jeff Hoebet
Sr. Manager, Airport Operations
(206) 787-4073

From: Ehl, Michael
Sent: Thursday, July 02, 2015 9:30 PM
To: Hoebet, Jeff
Subject: Fwd: SpeediShuttle Airport Facilities

Get him out for a face to face w us next week.

Sent from my iPhone

Begin forwarded message:

From: Jack Roemer <jackr@speedishuttleseattle.com>
Date: July 2, 2015 at 1:12:20 PM PDT
To: "Hoebet, Jeff" <Hoebet.J@portseattle.org>
Cc: "Soike, Dave" <Soike.D@portseattle.org>, "Ehl, Michael" <Ehl.M@portseattle.org>, CecilS Morton <csm@speedishuttleseattle.com>
Subject: RE: SpeediShuttle Airport Facilities

Jeff,

Thanks for writing in response to our email to David Soike, who as you may know was having discussions with our consultant. David asked us to work directly with you and Mike Ehl. He didn't mention Vicky.

In terms of welcoming our input we have the following comments.

We don't understand, how enlarging our space by 120 sq. ft., the additional leasable square feet required for the reception desk, and how a study is a road block to the approval to lease us the space. There is no cost to the airport to approve the desk and in fact there will be additional rental income to the airport. Sound pretty positive from a landlord's perspective.

As you know, we currently lease 12 sq. ft. and we don't understand how an additional 108 sq. ft. should in any way put a hold on your and Mike's approval in a space that is so expansive and would create equal door to door representation with our proposed reception desk (not exactly equal since SE has three additional physical locations including two podiums at 2A and a counter next to Stida).

In terms of 'operations' rather than a landlord's perspective, we are perplexed by your explanation to stall the approval and finalizing the reception desk lease when it was clear to us that the podium was to accommodate our mutual goal for an immediate physical presence followed by the reception desk which would take no more than 60 days to obtain design approval as stated by Jolene Culler, who you referred us to administer the process and prepare a lease.

In summary, the podium sits on an area of 12 sq. ft. and the desk requires only an additional 120 sq. ft.

Furthermore, the explanation that a study needs to be conducted before any further discussion can take place further emphasizes to us the position of Shuttle Express as the Airport's default preferred provider of door to door service, a position they have been provided without any discernable public process. The

delay effectively leaves Shuttle Express with preferential treatment for an indeterminate period as evidenced by the following:

- 1) There is no equality of representation throughout the airport where Shuttle Express is identified on multiple signs and SpeediShuttle is not identified on signage.
- 2) The taxi and black car services both have two physical podiums and counters/offices, in other words, equal representation to Shuttle Express.
- 3) The scheduled route operators at door 00 have identical counters; again they have equal representation to Shuttle Express except that Shuttle Express is allowed to conduct part of its route services (Downtown Airporter) from the Transportation Plaza, again emphasizing the Airport's preferred provider status.

In our opinion, the lack of equal treatment for permitted carriers in the door to door category is obvious to anyone's eye. All we are asking for is a level playing field and comparable cost. We ask you to grant us additional space to lease for the reception desk and understand that the lease of necessity will need to be short-term due to the ongoing study and we accept that. We believe this elimination of de facto preferential treatment for one operator is in the best interest of the Airport since it will increase revenue and provide additional options to the travelling public.

In terms of the volume of business we are managing and the pace of our growth, our seat sales are growing at a faster pace than forecasted. We have entered into multiple wholesale travel agreements including travel companies that have been working with Shuttle Express for over a decade. We have grown our fleet from 6 to 18 shuttles and our volume of prearranged direct business is growing rapidly. And all this in only two months. Just imagine how we will be managing greater volume from our podium; imagine the customer experience. Imagine how professional and efficient we will be able to process high volumes of passengers from a desk that only will be 108 sq. ft. larger than the existing 12 sq. ft.

Equal physical representation including signage and physical reception space is necessary and we would hope you will now approve enlarging our space by a very small area which will create an equal representation in SEATAC's door to door category and for our growing ridership.

Thank you,



Jack Roemer
Chief Financial Officer
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www.speedishuttleseattle.com | JackR@speedishuttleseattle.com



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From: Hoevet, Jeff [<mailto:Hoevet.J@portseattle.org>]
Sent: Wednesday, July 01, 2015 5:13 PM
To: J Roemer
Cc: Ausbun, Vicky
Subject: RE: SpeediShuttle Airport Facilities

Jack,

Thank you for your email and interest in securing additional space in the Ground Transportation (GT) Plaza at Sea-Tac.

Dave Soike forwarded your email to me so that we maintain our communication protocol while ensuring a consistent response to our operators.

As I have mentioned previously, Vicky Ausbun is your primary contact for Ground Transportation issues.

We appreciate your desire to improve service to our door-to-door customers, and congratulate you on completing your 2nd month of operation.

Port of Seattle Commissioners and executive staff at Sea-Tac Airport are also focused on improved customer experience for all of our ground transportation customers.

As such, they tasked the Landside Operations and Business Development staff at Sea-Tac to conduct a comprehensive review of commercial ground transportation operations.

This review is just beginning and we anticipate recommendations on how best to operate the ground transportation system at the airport while considering a variety of factors. We welcome Speedi Shuttle's participation in providing feedback to improve the system as part of the process.

These recommendations are to reflect the Port's objectives for GT operating areas and services including, but not limited to; safe and varied transportation options, high quality service, adequate capacity to meet demand, promotion of small business, and support of regional environmental goals.

With the review planning underway, we are not considering changes to GT services or operating conditions until completion. Future consideration for adjustments to operating conditions and services will be evaluated and directed by Commission and executive staff.

We anticipate this review may take up to a year to complete, during which time we expect to be working diligently to support the effort.

We appreciate your eagerness to provide service to SeaTac's door-to-door customers. Your commitment to serving this segment of the market is important and compliments the variety of GT services available at Sea-Tac.

Regards,

Jeff Hoevet
Sr. Manager, Airport Operations
(206) 787-4073

From: Jack Roemer [<mailto:jackr@speedishuttleseattle.com>]
Sent: Tuesday, June 30, 2015 1:30 PM
To: Soike, Dave
Cc: CecilS Morton
Subject: SpeediShuttle Airport Facilities

Hello David,

We were referred to you as the person we should speak with regarding securing space in the Ground Transportation Plaza at Sea-Tac to better serve the guests arriving at the airport. We have had a number of meeting with Ground Transportation staff, who have been cordial and professional but we have been unable to make any progress towards a permanent solution. We have submitted a proposal to the staff (attached) that replicates the existing Shuttle Express desk but are told that no decision will be made until a complete review of Ground Transportation is completed at some future, undetermined date.

Our desire is to provide the traveling public with a high quality, efficient alternative that we believe would improve the service provided to guests at the airport, some of whom now wait over an hour for a shuttle downtown. We believe improved service can only benefit the Airport through improved customer experiences. We are not seeking any advantage over other providers of door to door shared ride service – only a level playing field. We are perfectly happy entering into a long term lease of the space with the Port of Seattle and making the other commitments that are required of other door to door shared ride providers.

We respectfully request the opportunity to meet with you at the Ground Transportation Plaza to review our proposal and walk the area so that you have a first-hand view of what we are proposing. We are available at any time that works with your schedule. Please let us know if you have any questions, comments or concerns. You can reach me on my cell at 206-456-6787 or by return email.

Thank you,

<image001.jpg>

Jack Roemer
Chief Financial Officer
SpeediShuttle Washington, LLC
1237 S. Director St.
Seattle, WA 98108

Tel: 206-693-7110 | Cell: 206-456-6787 | Fax: 206-566-5982

www.speedishuttleseattle.com | JackR@speedishuttleseattle.com

<image002.jpg>

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Seattle's premier airport shuttle service, airport greeting service and black car & limousine service.

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Elisheva Simon

From: Ausbun, Vicky
Sent: Thursday, April 21, 2016 9:38 PM
To: Ausbun, Vicky
Subject: FW: SpeediShuttle SEA

Vicky Ausbun
Manager, Airport Operations - Landside
Seattle-Tacoma International Airport
P: 206-787-4072
C: 206-390-7714
F: 206-787-7499
E: ausbun.v@portseattle.org



Where a sustainable world is headed.



From: Cecil Morton [<mailto:csn@speedishuttle.com>]
Sent: Thursday, April 23, 2015 5:27 PM
To: Ausbun, Vicky
Cc: Jack Roemer; Hoevet, Jeff; Fletcher, Tonia; Anderson, Jeannette; Warfield, Deborah
Subject: Re: SpeediShuttle SEA

Hi Vicky - I just left you a telephone message on you direct line.

We appreciate your email response including plans to get together (Wednesday 4/29 will work just fine). I feel there must be a misunderstanding about some facts and would appreciate clarification by a return call.

I can be reached any time by calling me direct at 808-870-2287.

Cecil Morton
President & CEO
SpeediShuttle and Arthur's Limousine
[1132 Bishop Street, Suite 2312](#)
[Honolulu, Hawaii, 96813](#)
Tel: [808-772-5700](tel:808-772-5700) ext 118 | Fax: [808-772-5699](tel:808-772-5699)

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On Apr 23, 2015, at 5:09 PM, Ausbun, Vicky <Ausbun.V@portseattle.org> wrote:

Cecil / Jack – Your business is different from any other operator group that we have so we had to consider not how – but if - your business fits into our operations. We've considered the impact a new entrant would have on existing operators and on our already constrained operating area. At our April 3 meeting, we agreed that we would have a follow up meeting with you but we did not discuss, nor did we agree to, a May 1 start date. While the WUTC granted you the authority to operate a door to door service in King County, that does not grant you the authority to operate at SeaTac Airport.

With that being said, we would like to have a follow up meeting with you next week. We would like to discuss operating area, rates and charges, and your forecasted activity.

The times our group is available to meet are:

- Wednesday, April 29 from 2:00-3:30
- Thursday, April 30 from 2:00-3:30

Please let me know which date you'd prefer and I'll send you the meeting invite. Thank you, Vicky

Vicky Ausbun
Manager, Airport Operations - Landside
Seattle-Tacoma International Airport
P: 206-787-4072
C: 206-390-7714
F: 206-787-7499
E: ausbun.v@portseattle.org



Where a sustainable world is headed.

<image006.png>

From: Cecil Morton [<mailto:csm@speedishuttle.com>]
Sent: Wednesday, April 22, 2015 11:51 AM
To: Ausbun, Vicky
Cc: Hoevet, Jeff; Fletcher, Tonia; Anderson, Jeannette; Jack Roemer; Warfield, Deborah
Subject: Re: SpeediShuttle SEA

Hi Vicky and thank you for your email.

We certainly understand that you need to design a logistics plan to coordinate and elevate the visitors experience by working towards a plan to fit our service into the ground side of the airport.

As you know, we have our authority to operate from the WUTC. Based on the aforementioned, we have informed our clientele that our service to and from the airport will begin on May 1. We have over 300 reservations in May, commencing on May 1 and growing daily.

Please understand our predicament and the arriving and departing visitors and residents that are expecting Speedishuttle to service them. With that in mind, we will require permits to enter the airport and are processing the application to do so. The application will be submitted later this week.

To be frank, we clearly were not under the impression when we met with you three weeks ago that there would be any delay issuing us the authority to enter the airport. If that were the case, we would not have hired over 40 teams members to commence service on May 1 and accepted reservations.

May I respectfully suggest we set up a face to face meeting as soon as your calendar permits to ultimately work out a plan to have our service enter the airport commencing May 1.

Cecil Morton
President & CEO
SpeediShuttle and Arthur's Limousine
[1132 Bishop Street, Suite 2312](#)
[Honolulu, Hawaii, 96813](#)
Tel: [808-772-5700 ext 118](#) | Fax: [808-772-5699](#)

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On Apr 22, 2015, at 11:28 AM, Ausbun, Vicky <Ausbun.V@portseattle.org> wrote:

Hello Cecil and Jack – Thank you for your email. We are still reviewing and evaluating all of our Ground Transportation services, contracts, as well as our operating areas. As such, we are not prepared to meet with you at this time. However, do feel free to check in with us periodically. - Vicky

Vicky Ausbun
Manager, Airport Operations - Landside
Seattle-Tacoma International Airport
P: 206-787-4072
C: 206-390-7714
F: 206-787-7499
E: ausbun.v@portseattle.org
<image002.jpg>Where a sustainable world is headed.
<image004.png>

From: Cecil Morton [<mailto:csm@speedishuttle.com>]
Sent: Friday, April 17, 2015 8:52 AM
To: Ausbun, Vicky
Cc: Hoebet, Jeff; Fletcher, Tonia; Anderson, Jeannette; Jack Roemer; Warfield, Deborah
Subject: Re: SpeediShuttle SEA

Good morning - I hope all is well with everyone since we last met.

As a follow up to our recent meeting and Vicky's email below, I am writing to schedule a follow up meeting. Our schedule is yours.

Looking forward to your reply.

Cecil Morton
President & CEO
SpeediShuttle and Arthur's Limousine
[1132 Bishop Street, Suite 2312](#)
[Honolulu, Hawaii, 96813](#)
Tel: [808-772-5700 ext 118](tel:808-772-5700) | Fax: [808-772-5699](tel:808-772-5699)

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On Apr 4, 2015, at 3:40 PM, Ausbun, Vicky <Ausbun.V@portseattle.org> wrote:

Hello Cecil & Jack –

It was a pleasure meeting both of you yesterday and learning about the success you've had in Hawaii and your plans for expansion in the King County area.

We would like to have a follow up meeting with you after we have had the opportunity to have internal discussions and assess how your company might fit within our Ground Transportation operations. Jeff Hoebet will be out of the office next week, so we will be in contact with you after the week of April 13.

Regards,

Vicky Ausbun
Manager, Airport Operations - Landside
Seattle-Tacoma International Airport
P: 206-787-4072
C: 206-390-7714
F: 206-787-7499
E: ausbun.v@portseattle.org

<image002.jpg>Where a sustainable world is headed.

<image003.png>

-----Original Message-----

From: Cecil Morton [<mailto:csn@speedishuttle.com>]
Sent: Saturday, April 04, 2015 5:06 PM
To: Hoevet, Jeff; Ausbun, Vicky; Warfield, Deborah; Anderson, Jeannette; Jack Roemer
Cc: Jack Roemer
Subject: SpeediShuttle SEA

Hi Jeff, Vickie, Deborah and Jeannette

I'm writing to thank you for your time yesterday.

In summary, we are extremely excited about commencing 'prearranged' door to door shared ride shuttle service on May 1 at SEA and working with your team.

We have been providing the highest quality airport shuttle service in Hawaii for 15 years and are looking forward to introducing our service in Seattle.

My investment in SpeediShuttle Seattle is based on our proven operating model that served in excess of 1.3 million customers in 2014. We have invested in the highest quality operating platform in our domain and are recruiting the most professional staff to welcome visitors and residents to Seattle.

Our mission is to be hosts to Seattle by first greeting every customer at the designated area(s), in the baggage claim that you feel work best for SEA and the customer, followed by directing each and every visitor and returning resident to our shuttle desk (if available), and shuttle station where we will have shuttles standing by with professional drivers in company attire which includes white shirts, black pants and shoes portraying a similar look to commercial pilots with official identification and name tags.

Our standards for hiring include pre-employment criminal background checks and drug screening for all employees. All of our staff are trained to adhere to our policies and procedures including ongoing customer service and safety training including ADA service. All staff are employees.

Our mission is to make the ordinary experience extraordinary and in doing so, we first select the best personalities for customer service and then train them to be the safest drivers, airport receptive service hosts and call center agents.

Our service is known in our industry as the highest quality shared ride and exclusive service as recognized by GO Airport Shuttle (www.goairportshuttle.com), our affiliate organization that collectively serves in excess of 45 million shared ride customers annually.

As the largest fleet operator of Mercedes Benz passenger shuttles in the USA we are proud to continue growing our fleet in Seattle with brand new 11 passenger shuttles, the safest commercial shuttle in the world. While in the cabin passengers enjoy complimentary Wi-Fi, and SpeediShuttle TV, our exclusive programming revealing the many places to visit and the rich history of Seattle and surrounding areas.

Our 'on demand' airport shuttle service is a specialty service that involves a dedicated operations team who truly understand the dynamics of the business and are extremely detailed individuals who understand the required infrastructure to deliver efficient on demand customer service. We would be honored to support SEA with our on demand shuttle service, and with your approval, we have the ability to commence service within 60 days of your notification to us. Our Seattle web site will be launched in the coming days. Please visit it www.speedishuttleseattle.com. A preview is available at <http://speedishuttleseattle-ee.hudsonltd.net/>.

We look forward to working towards a long term solution to manage the 'prearranged' and 'on demand' requirements for shared rides services at SEA.

I hope you feel as confident as we do that working together will build a better experience for the SEA traveler.

Cecil Morton
President & CEO
SpeediShuttle Seattle
1237 South Director Street
Seattle, WA 98108

SpeediShuttle Hawaii
1132 Bishop Street, Suite 2312
Honolulu, Hawaii, 96813
Tel: 808-772-5700 ext 118 | Fax: 808-772-5699

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Elisheva Simon

From: Ausbun, Vicky
Sent: Thursday, April 21, 2016 9:42 PM
To: Ausbun, Vicky
Subject: FW: SpeediShuttle Seattle Transportation Plaza Proposal
Attachments: SEATAC_RECEPTION_PROPOSAL.PDF

Vicky Ausbun
Manager, Airport Operations - Landside
Seattle-Tacoma International Airport
P: 206-787-4072
C: 206-390-7714
F: 206-787-7499
E: ausbun.v@portseattle.org



Where a sustainable world is headed.



From: Jack Roemer [mailto:jackr@speedishuttle.com]
Sent: Tuesday, June 02, 2015 12:10 PM
To: Hoebet, Jeff
Cc: 'Dave Wiley'; Binting, Paul; Ausbun, Vicky; Fletcher, Tonia; Warfield, Deborah; Anderson, Jeannette; Culler, Jolene; CecilS Morton
Subject: SpeediShuttle Seattle Transportation Plaza Proposal

Hello Jeff,

As you are aware, Vickie, her team Jolene, Cecil and I met last Thursday on the third level of the garage near the GT booth to identify a location for our reception desk. We all agreed that the best approach and the shortest time line to initiate our door to door walk up service and to be visible and for arriving passengers to easily access our service is to be in the common area adjacent to Shuttle Express' round reception desk. We were told that immediate approval could be granted to locate a podium in the area identified in the attached executive summary PDF document.

Podium

Attached is our proposal for a temporary podium to serve guests in the Transportation Plaza at Sea-Tac. We believe it is consistent with our discussions last week and we propose to have the podium in place by mid to late next week. We are prepared to execute a lease agreement as outlined by Jolene immediately. We do not have a requirement for power and telephone/internet to initiate service from the podium.

Permanent Reception Desk

The attachment also includes our proposal for a long term facility to serve those same guests. This proposal involves a desk that is substantially identical to the desk currently utilized by Shuttle Express. This proposal would require the property department to administer an approval process which will include the design of the desk, power and telephone/Internet access. Jolene explained this process would include a lease document which she would prepare. We are anxious to begin the process with the goal of having a permanent solution in place in sixty days or less. We have

identified the vendor for the round desk and feel the addition of our permanent desk with the same design will complete and warm up this common area with matching furniture.

In summary, the attached PDF file clearly identifies –

- 1) Podium for immediate move in slated for next week,
- 2) The long term solution Reception Desk which is the identical desk and dimensions as the current round desk of Shuttle Express.

Finally, in order to properly serve all guests equally, we would like to have a parking space on the third level near the Transportation Plaza for one Toyota Sienna minivan equipped with an electric ramp and two wheelchair positions. This would allow us to serve on demand ADA customers on the same terms as non-ADA customers as required by law.

Many thanks in advance and understanding to coordinate this last phase of our door to door service. You and your team have been great to work with to expeditiously set up our service in time for heavy deplanements at SEATAC.

Thank you,



Jack Roemer
SpeediShuttle Hawaii/Seattle
Chief Financial Officer
1132 Bishop Street, Suite 2312
Honolulu, Hawaii, 96813
808-772-5700 x110 (Office)
808-283-0437 (Cell)



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Begin forwarded message:

From: "Hoevet, Jeff" <Hoevet.J@portseattle.org>
Date: May 22, 2015 at 5:34:45 AM HST
To: CecilS Morton <csm@speedishuttleseattle.com>
Cc: Jack Roemer <JackR@speedishuttle.com>, Dave Wiley <dwiley@williamskastner.com>, "Bintinger, Paul" <Bintinger.P@portseattle.org>, "Ausbun, Vicky" <Ausbun.V@portseattle.org>, "Fletcher, Tonia" <Fletcher.T@portseattle.org>, "Warfield, Deborah" <Warfield.D@portseattle.org>, "Anderson, Jeannette" <Anderson.J2@portseattle.org>, "Culler, Jolene" <Culler.J@portseattle.org>
Subject: RE: Our first arrival at SEA

Cecil & Jack,

Thank you for taking time to meet with the Ground Transportation team. We understand that you are busy getting your new location up and running, and we appreciate talking with you.

Your contact in Aviation Properties is Jolene Culler: culler.j@portseattle.org
Jolene will guide the process for space that is available for lease.
She is copied on this message, and you are free to contact her with your space requirements.

As we mentioned in our discussion, the Port's sign package provides wayfinding for a variety of services.

It is our intention to eliminate brand-specific identification for ground transportation services in the main terminal.

Your entry at Sea-Tac came rather quickly and we are working with our sign shop to bring consistency to the door-to-door wayfinding signage.

We're evaluating the more specific sign request of including "SpeediShuttle" on the overhead sign/s near island 2A and will provide you an answer soon.

Your comments about accepting walk-up customers caught us a bit off guard. Other than your stated concern that you don't have a fixed position to conduct the transaction, your current arrangement allows both pre-arranged and on-demand services.

With the busy summer season quickly approaching, we're happy to have your service available to customers at Sea-Tac.

As usual, please contact me or any of the Ground Transportation staff for assistance.

Thank you,

Jeff Hoebet

From: Cecil Morton [csm@speedishuttleseattle.com]
Sent: Thursday, May 21, 2015 5:13 PM
To: Hoebet, Jeff
Cc: Jack Roemer; Dave Wiley; Binting, Paul
Subject: Re: Our first arrival at SEA

Hi Jeff - Nice seeing you and the rest of your team on Tuesday.

Just a short note to follow up and summarize our discussion which includes receiving a call or alternatively a contact name from the ports property department to initiate discussions to lease counter space as outlined in our summary operating plan you asked us to prepare for you which we submitted on Tuesday at our meeting.

Additionally, and as outlined in the plan, we mentioned the requirement to be identified on common area signage throughout the airport with identity branding or generic service type branding as currently displayed directing people to Downtown Airporter and Shuttle Express.

Lastly, we will want to commence selling walk up transfers immediately which is consistent with every operator who have desks/stands located at the double zero doors and including Stila, Yellow Cab, Shuttle Express and Downtown Airporter.

Thank you for recognizing how important it is to move this plan forward taking into account that the heavy deplanements season at SEATAC is approaching and our mutual desire to expeditiously service SEATAC arrivals.

Cecil Morton
President & CEO
SpeediShuttle Seattle
1237 South Director Street
Seattle, WA 98108

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<https://www.speedishuttleseattle.com>

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(Sent by my iPhone. Pardon any typographical errors).

On May 1, 2015, at 11:39 AM, Hoebet, Jeff
<Hoebet.J@portseattle.org<<mailto:Hoebet.J@portseattle.org>>> wrote:

Congratulations!

Jeff Hoebet
Sr. Manager, Airport Operations
(206) 787-4073

From: Cecil Morton [<mailto:csm@speedishuttleseattle.com>]
Sent: Friday, May 01, 2015 11:06 AM
To: Hoebet, Jeff; Jack Roemer; Dave Wiley; Binting, Paul
Subject: Our first arrival at SEA

The picture below is Chris, our shuttle driver on the left and myself on the right beside Mr Hope, our first arriving customer holding a gift from SpeediShuttle Seattle.

We look forward to a symbiotic relationship with the SEA team welcoming visitors and returning residents to Seattle.

<image001.jpg>

Have a great day!

Cecil Morton
President & CEO
SpeediShuttle Seattle
1237 South Director Street
Seattle, WA 98108

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<https://www.speedishuttleseattle.com>

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Elisheva Simon

From: Ausbun, Vicky
Sent: Thursday, April 21, 2016 8:48 PM
To: Ausbun, Vicky
Subject: FW: Speedishuttle Seattle Door-To-Door Walk Ups
Attachments: SPEEDISHUTTLE_PROPOSAL.PDF

From: Jack Roemer [mailto:jackr@speedishuttleseattle.com]
Sent: Friday, June 12, 2015 9:53 AM
To: Ausbun, Vicky; Hoebet, Jeff
Cc: CecilS Morton; 'Dave Wiley'; Binting, Paul; Culler, Jolene; Fletcher, Tonia; Warfield, Deborah; Anderson, Jeannette
Subject: Speedishuttle Seattle Door-To-Door Walk Ups

Jeff, Vicky and Team,

First, we want to thank you for your efforts getting us set up on an interim basis to offer another option for walk-up shared-ride service for guests at Sea-Tac International Airport. We have our receptive team on site today at our temporary podium.

We understand that a number of steps had to be aligned and we appreciate everything you did to get it done in a timely manner. Acknowledging that the podium lease is temporary and the plan to action is to create a level playing field by entering into the permanent reception desk lease, we are also want to confirm what, if anything, you need from us in connection with our long-term proposal (attached) and what date you expect the permanent desk lease will be prepared for our signature so we all can plan for this date.

We would also like to know which parking stall is allocated to us for our ADA shuttle, since this is an important requirement to providing ADA compliant service to the public.

Finally, we hope you are in a position to address the status of airport signage including whether you have determined that our name will be added to airport signage where Shuttle Express is identified and, if so, when.

In summary, we are very appreciative of the accommodations you have made for our shuttle stop at 2A and the interim podium lease and would like to plan for the permanent reception desk lease, the common area signage and one parking stall for the ADA shuttle.

Thank you,



Jack Roemer
Chief Financial Officer
SpeediShuttle Washington, LLC
1237 S. Director St.
Seattle, WA 98108
Tel: 206-693-7110 | Cell: 206-456-6787 | Fax: 206-566-5982
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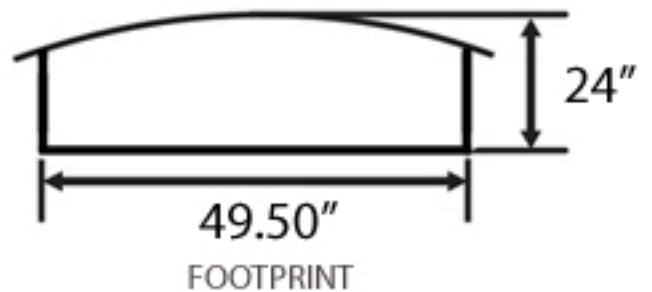
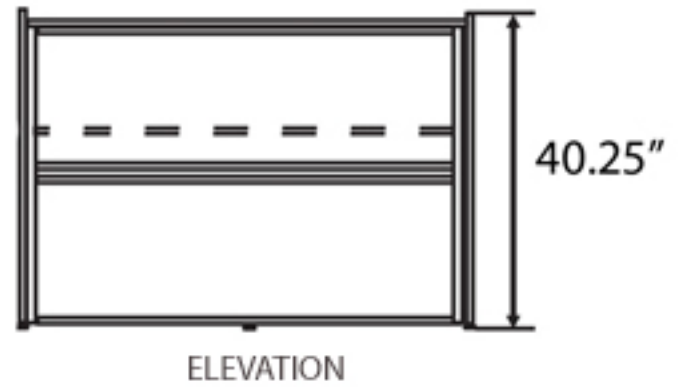
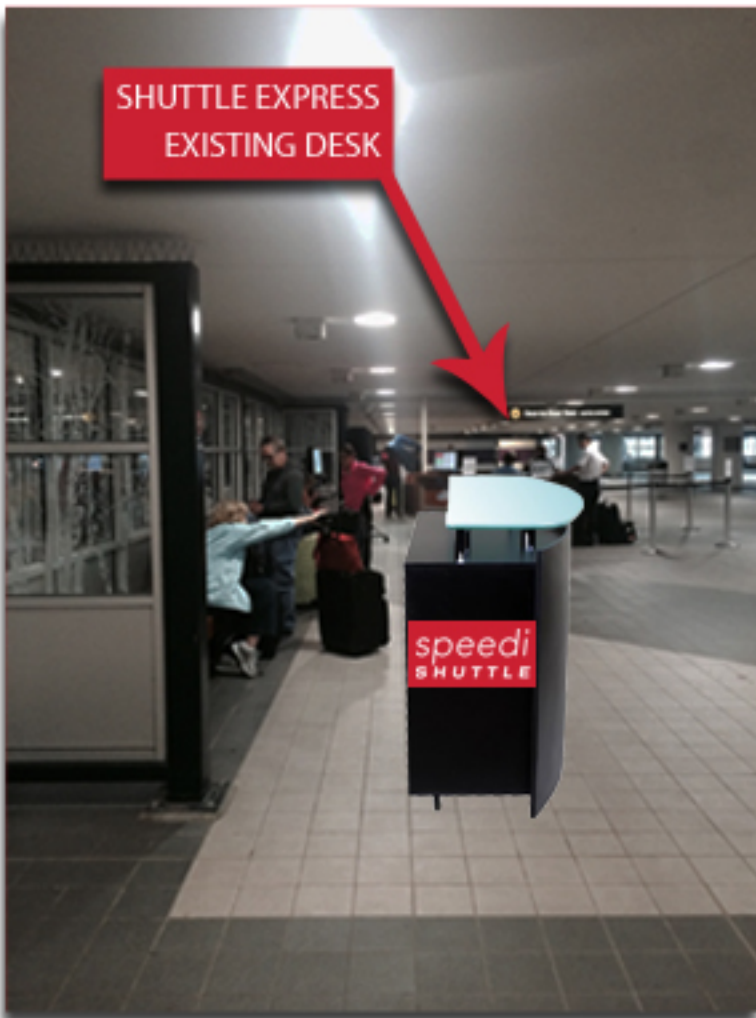
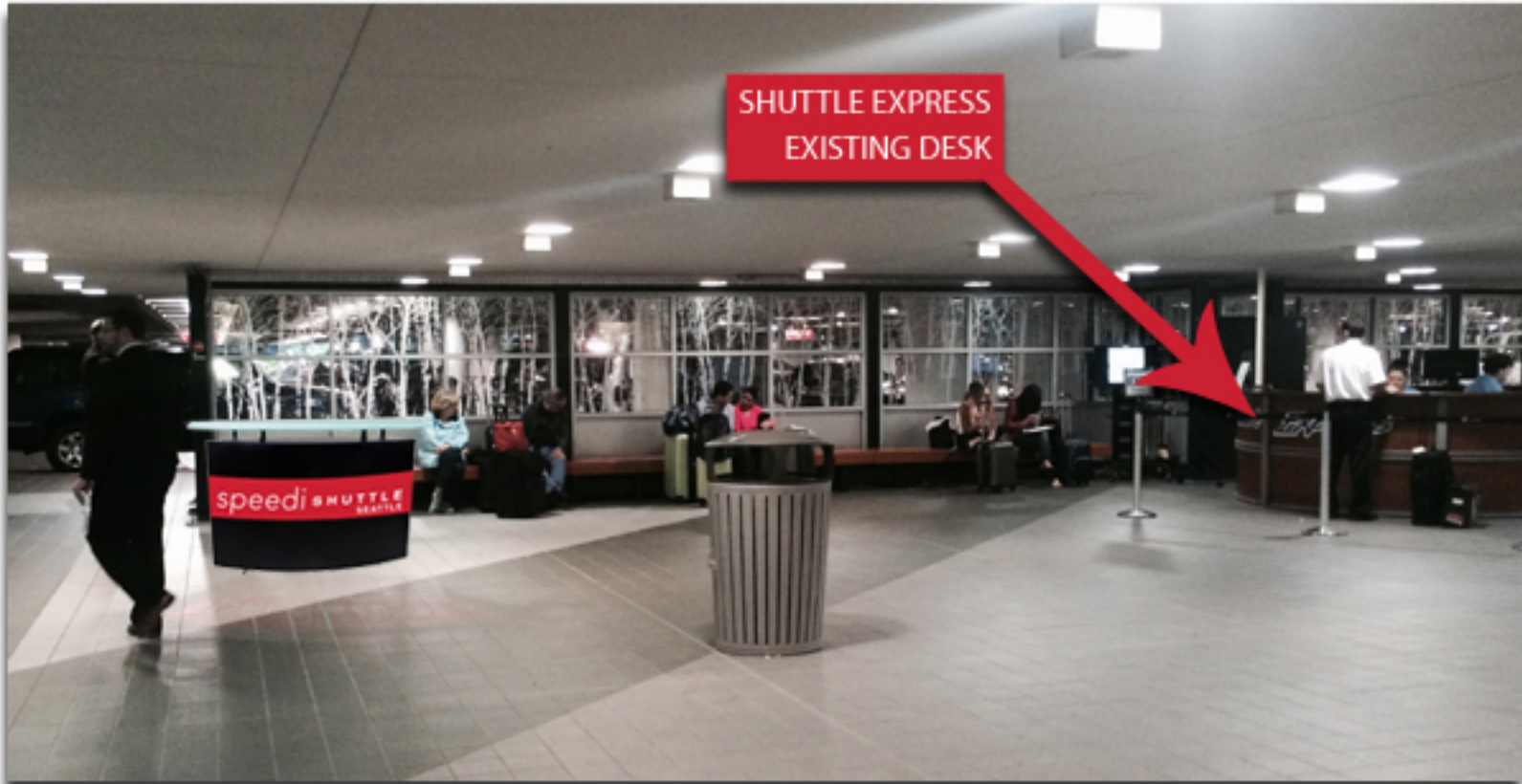
speedi SHUTTLE SEATTLE



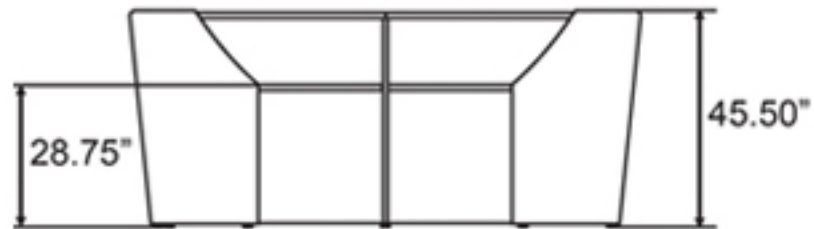
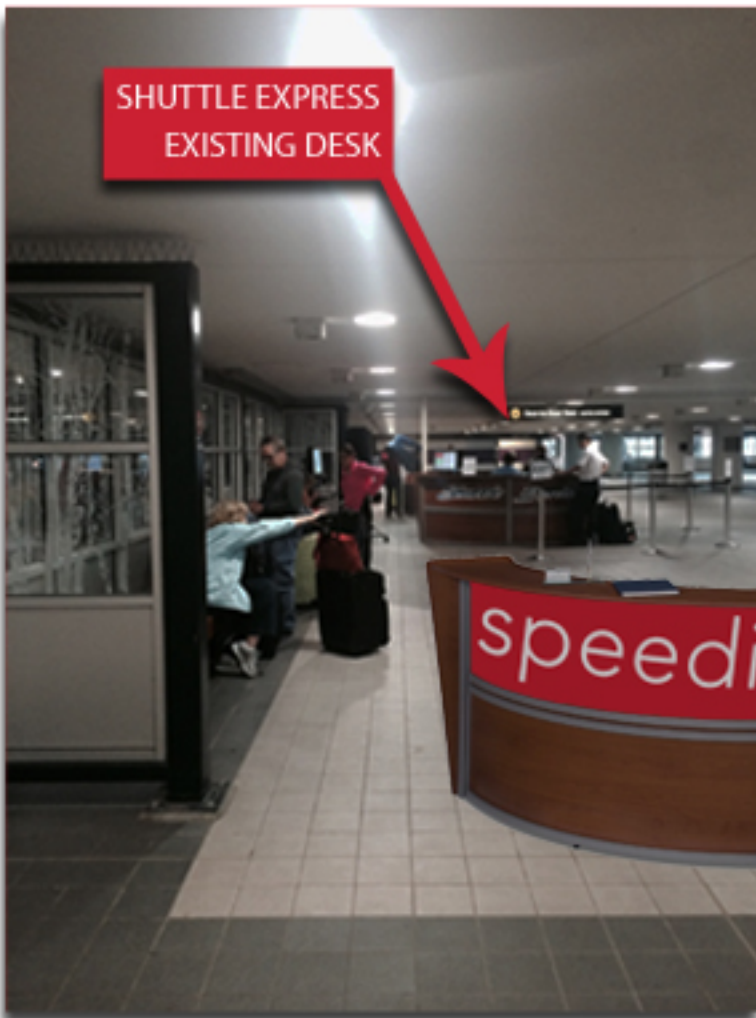
Door to Door Temporary
Podium and Long Term
Reception Station



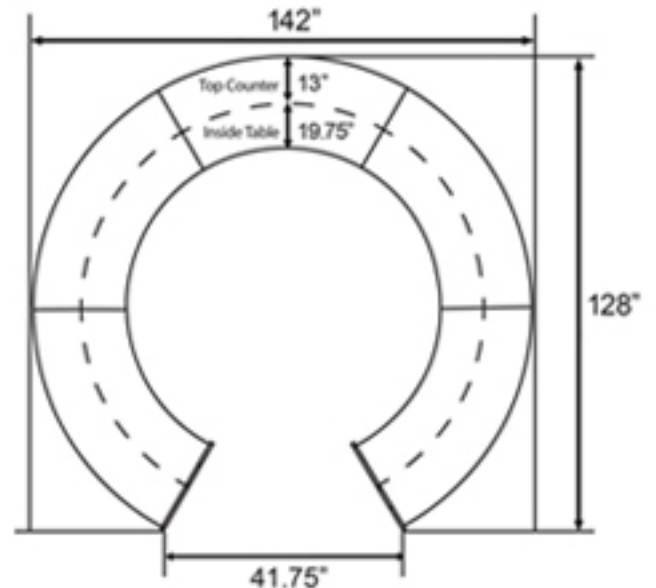
PROPOSED DOOR-TO-DOOR TEMPORARY PODIUM



PROPOSED DOOR-TO-DOOR PERMANENT RECEPTION STATION

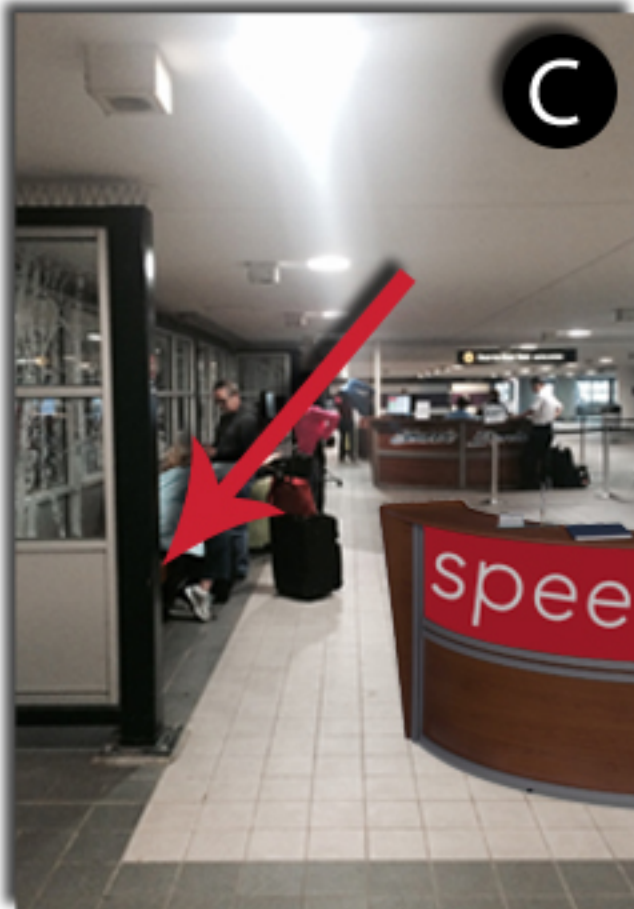


ELEVATION



FOOTPRINT

PROPOSED DOOR-TO-DOOR PERMANENT RECEPTION STATION



A POWER UTILIZATION
ID# - P-P2-3F-3 CKT 6

B NETWORK UTILIZATION
ID# - D45

C NETWORK & POWER
UTILITY LOCATION

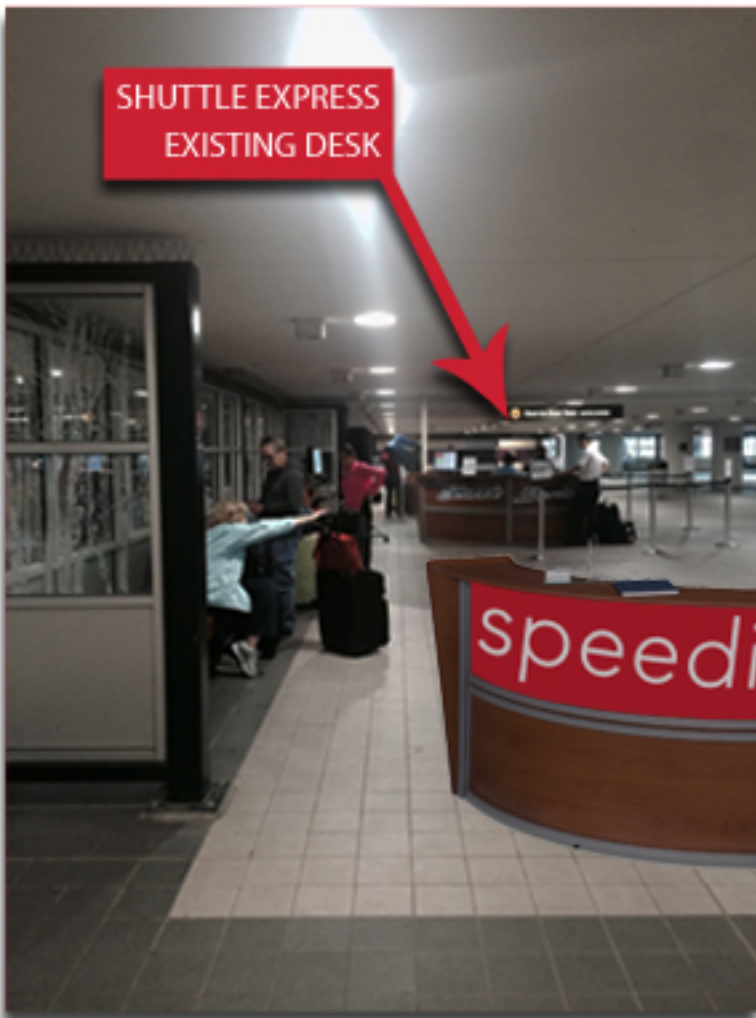
speedi SHUTTLE SEATTLE



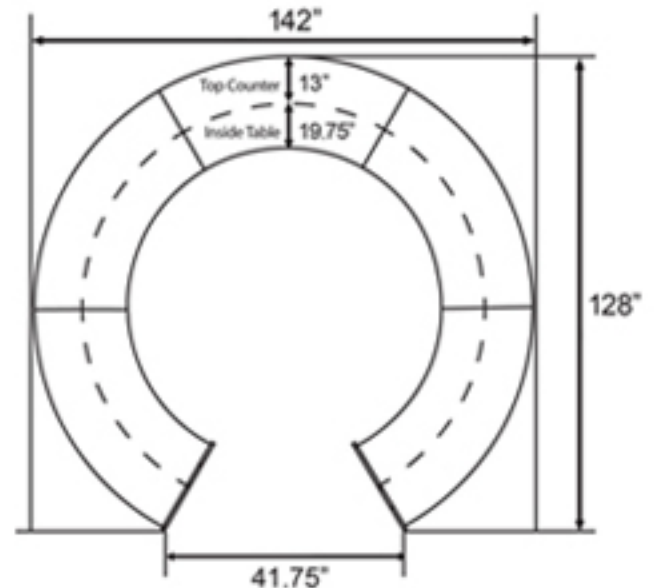
Door to Door Temporary
Podium and Long Term
Reception Station



PROPOSED DOOR-TO-DOOR PERMANENT RECEPTION STATION

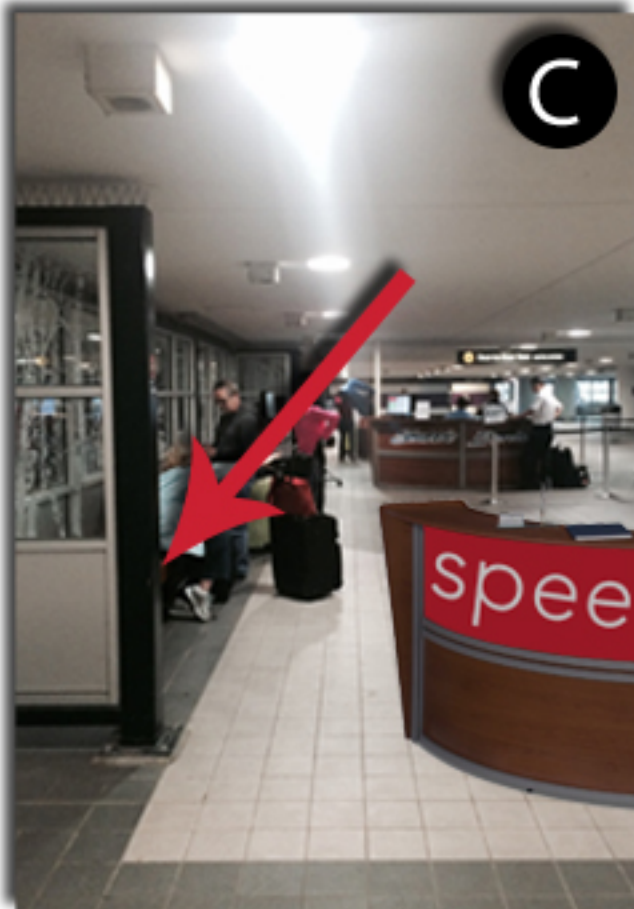


ELEVATION



FOOTPRINT

PROPOSED DOOR-TO-DOOR PERMANENT RECEPTION STATION



A POWER UTILIZATION
ID# - P-P2-3F-3 CKT 6

B NETWORK UTILIZATION
ID# - D45

C NETWORK & POWER
UTILITY LOCATION

PROPOSED DOOR-TO-DOOR TEMPORARY PODIUM

