

From: [Wiley, Dave](#)
To: Binting, Paul
Subject: FW: Followup to My Voicemail This Afternoon Renewing Request for Meeting
Date: Wednesday, June 10, 2015 1:23:35 PM

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
601 Union Street, Suite 4100
Seattle, WA 98101-2380
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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; Binting, 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, Hoevet, Jeff <Hoevet.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 Hoevet
Sr. Manager, Airport Operations
(206) 787-4073

From: Jack Roemer [<mailto:jackr@speedishuttle.com>]

Sent: Tuesday, June 02, 2015 12:10 PM

To: Hoevet, 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: "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>, "Ausburn, Vicky" <Ausburn.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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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:csn@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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