

**BKA, Inc. Additional Supporting Comments**

We are currently operating the JBLM route at a monetary loss for several reasons. Our passenger count there continues to decline each month for basically two reasons. First, is the frequency of our daily runs each day (nine daily runs spaced every 2 1/2 hours) and the heightened base security requirements which also limit the number of eligible passengers. In addition, each of our JBLM drivers are CDL licensed and operate three runs each day at JBLM. This then means that the nine daily runs there are serviced by three CDL licensed drivers who depart and return to Port Orchard with BKA owned vans. This also means that there are three daily dead-headed round trips each day that produce no revenue!

Our plans for the future at JBLM are to lease a building on the base for vehicle storage and to serve as an on- base headquarters for the driver's needs. A contract has already been signed for this arrangement. Next we plan to hire non-CDL licensed operators there and preferably JBLM service members or members of their family who would operate vehicles stored at a Building adjacent to the Hobby Shop and Car Wash which has already been designated by JBLM. This feature removes the necessity for three deadhead trips from Port Orchard each day and allows the addition of four additional runs there to thirteen daily trips. These trips will be scheduled at one and a half hour intervals and will hopefully draw additional passenger usage.

Moreover JBLM has agreed to advertise for BKA, consolidate and designate on base service locations with reserved parking for our customers, coordination with on-base bus service and other necessities in the contract already signed.

BKA Plans also include for the additional service location outside the McChord main gate in Lakewood (Holiday Inn Express). Lakewood is where many JBLM employees and service members reside off base. This Holiday Inn Express also serves as an overflow for guests at both the Rainier and Evergreen Lodges at JBLM which are both operated by the Holiday Inn Express. It is hoped that this additional service location will allow for more family members of JBLM members to utilize BKA services without the necessity of entering a security area. In addition since this location is situated

between JBLM and SEATAC it allows for service to customers before and after the secure confines of JBLM. BKA fares at this location will be \$20.00 per adult which is considerably less than competing carriers including UBER and LYFT. Future plans call for yet another service location in the vicinity of DuPont where another large number of JBLM military personnel and civilian employees reside.

It is highly recommended that the authority for this service location be swiftly granted. Approval may hopefully coincide with other holiday activities planned at JBLM.