



March 11, 2021

Chairman Ruby and members of the House Transportation Committee,

Enterprise rent-A-Car Company of MT/WY, LLC ("Enterprise") is an on-site rental car service provider at each of the six (6) largest airports in North Dakota. We operate the Alamo Rent A Car, Enterprise Rent-A-Car and National Car Rental brands.

Enterprise values its relationships with our airport partners and we have entered into formal operating agreements at each airport whereby we pay substantial airport-mandated fees for access to the facilities and the traveling public. Such access fees are generally standard practice for car rental companies as well as other providers of airport ground transportation services.

Transportation Network Companies ("TNC's") however currently service the airports without contributing any access fees due to current State legislation. This not only results in an uneven playing field relative to our company and other ground transportation providers but also unfairly precludes airport authorities from collecting reasonable fees necessary to support the infrastructure they provide to TNC companies and their customers. Enterprise supports proposed Senate Bill 2149 that would allow airports to regulate TNC operators and charge appropriate fees for their ability to access customers at the respective airports in the State. Airport operators should be able to determine the business terms applicable to TNC operators just as they do with virtually all other modes of ground transportation.

While we fully support the intent of Senate Bill 2149, it is important to ensure that the Bill is specific to TNC operators and does not directly or indirectly address the operation of Peer-to-Peer ("P2P") vehicle rental operators. Both TNC's and P2P operators are relatively new modes of airport ground transportation yet are distinctly different. TNCs are ride hailing companies and so should pay access fees per trip similar to like services such as taxi. However, P2P car rental is car rental, and therefore must not be treated any differently in terms of access fees than other types of car rental at airports.

Testimony prepared by:

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Enterprise RAC Company of MT/WY, LLC