

**From:** CLK Council Info  
**Sent:** Tuesday, March 31, 2015 7:10 PM  
**Subject:** Budget Speaker Registration/Testimony  
**Attachments:** 20150331190940\_EAN - Testimony for Bill 10 CD1 Relating to Car Sharing -Budget Committee 4.1.15.pdf

## Speaker Registration/Testimony

All fields marked "\*" are required and must be completed in order for this form to be valid.  
Note: Registrations are not accepted prior to the agendas being posted.

**Name(\*)** Joslyn Bantilan  
**Phone (\*)** 8085546754  
**Email (\*)** mito@awlaw.com  
**Meeting Date (\*)** 2015-04-01  
**Council/PH Committee (\*)** Budget  
**Agenda Item (\*)** Bill 10 CD1  
**Your position on the matter (\*)** Oppose  
**Representing (\*)** Organization  
**Organization** EAN Holdings  
**Do you wish to speak at the hearing? (\*)** Yes

### Written Testimony

**Testimony Attachment** 20150331190940\_EAN - Testimony for Bill 10 CD1 Relating to Car Sharing -Budget Committee 4.1.15.pdf

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**Testimony of  
Joslyn Bantilan for  
Enterprise Holdings, LLC**

DATE: March 31, 2015

TO: Councilmember Ann Kobayashi, Chair  
Committee on Budget  
City and County of Honolulu

RE: **Bill 10 CD1 – Relating to Car Sharing**  
**Hearing Date: Wednesday, April 1, 2015 at 9:00 am**

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Dear Chair Kobayashi and Members of the Committee on Budget:

I am Joslyn Bantilan, sales executive for the car sharing division of EAN Holdings, LLC, operating Enterprise Rent-A-Car, Alamo Rent A Car, National Car Rental, Enterprise CarShare and Enterprise RideShare (Van Pool) (collectively referred to as “Enterprise”).

Enterprise initiated the car sharing concept in Hawaii through its program at the University of Hawaii. The Enterprise car sharing program enables members of the program to have access to a car by the hour for an hourly rate instead of having to rent a car at a daily rate when they only need it for a short time.

Enterprise opposes Bill 10 CD1, and prefers the original bill which charges the same fee of \$2,500 for the two car share models. Rather than being equitable, the CD1 allows for reserved stalls to be rented at \$2,500, and for parking decals for free floating cars to be issued for \$750. While the two car sharing models differ, they appeal to the same basic customer. Therefore, if one company has a significant cost advantage over the other, that company will get the lion’s share of the business.

The CD1 also raises questions regarding the free floating model, and whether a fee based upon usage of the stalls 20% of the time in Section 13(e) is reasonable. We have several concerns with how the City would adequately monitor the program, including: 1) whether the car share vehicles would be allowed to remain in the stalls overnight, 2) where the car share organization would park its fleet the other 80% of the time and 3) how the City would monitor the 20% use because the current scheme relies on self reporting by the car share companies. Another concern is whether car share vehicles would be taking parking spaces (either City stalls or residential parking) from residents as they return home from work.

Enterprise is an established business in the community with over 1000 employees in Hawaii. Enterprise has initiated its car sharing business on its own and has not asked for any subsidies. It is patently unfair, if not illegal, for the City to be proposing a cost schedule that so significantly favors one competitor over another.

Regardless of the slight variations of their respective models, the fact is that the companies involved in car sharing are competitors. Therefore, if the fee for one model is significantly less than the fee for the other, which is the case in the CD1, the company with the lower fee has a distinct advantage over the company with the higher fee. Enterprise strongly believes that such a difference would be unfair.

Thank you for the opportunity to submit testimony on this measure.