



February 23, 2021

Chairman Dereck Davis  
Maryland General Assembly  
Economic Matters Committee  
Room 231 – House Office Building  
Annapolis, Maryland 21401

Re: House Bill 1304 - State Airports – Commercial Activity – Rental Vehicles and Peer-to-Peer Car Sharing

Dear Chairman Davis, Delegate Fraser-Hidalgo and Committee Members,

Avail is a peer-to-peer car sharing company that is backed by Allstate. Car sharing allows Maryland car owners to share their cars with drivers in need of convenient, affordable transit options while also allowing car owners to earn extra income by sharing their vehicle. This extra source of income is especially critical today as it allows car owners to utilize an asset that for many has been sitting in their driveway for months as we endure the lasting impact of the COVID-19 pandemic. Car sharing also gives Marylanders a new solution to longstanding mobility needs, including offering transportation where public transit and other alternatives are not an option.

We write today in opposition to House Bill 1304 (HB1304) which would contradict Maryland's existing peer-to-peer car sharing law by unfairly trying to equate car sharing and car rental regulation and taxation at airports – *something no other state has done*. In 2018, Maryland became the first state in the country to regulate modern peer-to-peer car sharing as its own distinct industry. This innovative law has now become the model law that is passing across the country. Numerous other states and airports have relied on the Maryland law as the basis to regulate and assess fees upon peer-to-peer car sharing according to its unique business model and use of airport facilities.

Maryland airports, including BWI, should be free to follow the same model other airports across the country have utilized to create unique permit classes for peer-to-peer car sharing and unique fee structures that work for the airport. These permits acknowledge the major operational distinctions between rental car companies, which often own large lots for their standing fleets, and peer-to-peer, which do not own the vehicles and involve a temporary and rotating supply of peer vehicles. The peer-to-peer model creates less externalities at the airport and the airport should be free to assess fees fairly in accordance with this lesser use. Just as the airport assesses less fees for off airport rental car companies compared to on airport rental car companies.

We appreciate the work the General Assembly has done to promote peer-to-peer car sharing but urge the committee to preserve the airport and executive branch's power to regulate by rejecting this unfair proposal. Thank you for considering our comments.

Sincerely,

*Jon Van Arsdell*

Jon Van Arsdell  
Head of Government Relations  
Avail

cc: Nick Manis, Manis Canning & Associates  
Tinna Quigley, Allstate