



## EHI SUPPORT SB 705

Enterprise Holdings, Inc (EHI) is a family-owned and operated business with 100,000 employees companywide, operating in 100 countries. Enterprise, Alamo and National car rental brands hire more college students each year than any other employer in the US. **In Maryland alone, Enterprise has more than 150 retail locations and two corporate offices in Linthicum and Rockville with nearly 2,000 employees statewide.** On behalf of Enterprise Holdings, we ask this committee to **SUPPORT SB 705.**

Peer-to-Peer car sharing platforms continue to offer vehicle rentals at BWI without a concession contract. These companies compete for the same customers as traditional rental companies. The state should not grant new entrants into the marketplace with more favorable operating terms, fee arrangements and sales tax rates when compared to the rental car businesses that have been and continue to be conducting legal commercial activity at the airport and across Maryland.

The chart below addresses the discrepancy in fees and taxes associated with renting a vehicle from businesses operating legally at BWI and those seeking the same short-term use of a vehicle from a Peer-to-Peer car sharing company. SB 705 ensures equal operating treatment of industry participants, reflects the intent behind 2017 legislation that attempted to resolve this exact issue, and acknowledges the longstanding reasons why BWI wanted rental activity to take place away from the terminal. Therefore, we respectfully request a favorable report on SB 705.

<b>BWI TRADITIONAL RENTAL VEHICLE**</b>		
<b>TAXES &amp; FEES</b>	• BASE RATE: Time & Distance 3 Day(s) @ \$ 40.00 / Day	\$ 120.00
	• CONCESSION FEE to MAA (11.11%)	\$ 14.43
	• CFC to MAA – CONRAC Bldg \$3.75/DAY	\$ 11.25
	• TFC- Shuttle Bus Cost \$2.90DAY	\$ 8.70
	• MARYLAND SALES TAX (11.5%)	\$ 17.75
<b>RENTAL CAR CUSTOMER PAYS</b>		<b>\$ 172.13</b>

Total MAA Revenue:	\$25.68	State Sales Tax Revenue:	\$17.75
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<b>BWI P2P RENTAL VEHICLE**</b>		
<b>TAXES &amp; FEES</b>	• BASE RATE: Time & Distance 3 Day(s) @ \$ 40.00 / Day	\$ 120.00
	• CONCESSION FEE to MAA (0%)	\$ 0.00
	• CFC to MAA – CONRAC Bldg \$0/day	\$ 0.00
	• TFC- Shuttle Bus Cost \$0/day	\$ 0.00
	• MARYLAND SALES TAX (8.0%)	\$ 9.60
<b>P2P RENTAL CAR CUSTOMER PAYS</b>		<b>\$ 129.60</b>

Total MAA Revenue:	\$0.00	State Sales Tax Revenue:	\$9.60
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### **THE CURRENT TREATMENT IS UNFAIR TO RENTAL OPERATORS AND COSTS THE STATE REVENUE:**

1. CUSTOMER PAYS \$42.53 MORE (33% increase)
2. MAA LOSES \$25.68 per transaction
3. STATE SALES TAX LOSES \$8.15 per transaction

\*\*Based off same daily base rate.