

**Testimony of
Sami Naim, Lyft Senior Public Policy Manager, before the
Pennsylvania House of Representatives, Consumer Affairs Committee
Re: Act 164
June 7, 2018**

Chair Godshall, Democratic Chair Caltagirone, and members of the Consumer Affairs Committee, thank you for allowing me to testify today. My name is Sami Naim, Senior Public Policy Manager for Lyft. I am here to issue a positive report on Act 164.

I want to thank Chair Godshall for his leadership on this issue. After nearly four years of discussion and negotiation between lawmakers and stakeholders, it was Chair Godshall who helped secure a unanimous vote in the House to permit Transportation Network Companies (TNCs), such as Lyft, to operate legally throughout the Commonwealth of Pennsylvania.

Like any significant piece of legislation, Act 164 represents a reasonable compromise. Not everybody got everything they wanted. Numerous concessions were made on all sides to ensure this was good legislation that worked for everybody. Nevertheless, we have a strong law in place that includes:

- A multi-state, multi-jurisdictional criminal background check for all TNC drivers;
- A US DOJ sex offender database check for all TNC drivers;
- A vehicle inspection regime that is one of the most rigorous in the country;
- Insurance policies that cover each and every stage of TNC operations;
- Audit provisions that allow regulators to hold companies accountable;
- Accessibility provisions, including provisions that require that TNCs be accessible to passengers who are blind, visually impaired, deaf, or hard-of-hearing, and provide a wheelchair accessible vehicles on an industry-wide basis; and
- A revenue stream that provides funds to our regulators, the School District of Philadelphia for trips in the city, and Delaware County for trips at the airport.

And I am happy to report that the law has been working well. Regulatory stability has yielded results. Indeed, since this Legislature established the conditions necessary to invest in the Keystone State, we at Lyft have done just that.

- Our full-time staff has increased 600%. We have expanded our Philadelphia team and are now looking for office space for our growing team. In addition, we now have a dedicated Market Manager for Pittsburgh, and we look forward to having more announcements later this year about our growth and expansion here in Pennsylvania.
- Our trip volume has increased 300%. Since the TNC law was enacted, we have also dramatically increased our footprint here in Pennsylvania, increasing our coverage from roughly a third of the state to now a 100% coverage area here. That means more passengers, in more places, now have an affordable transportation option at the ready. In fact, in Philadelphia, almost 70% of our trips start or end in a low-income, traditionally underserved area. Also, more trips also equal less DUIs. Studies have shown that TNCs like Lyft help reduce incidents of DUIs by up to 51%.¹

¹ Dills, Angela K. and Mulholland, Sean E., Ride-Sharing, Fatal Crashes, and Crime (May 31, 2016). Available at SSRN: <http://ssrn.com/abstract=2783797>

- Our passengers have contributed over \$60 million to the local economy. In Philadelphia, our passengers contributed \$51 million in additional spending to the local economy. In Pittsburgh, \$16 million. This is in addition to the millions of dollars earned by our drivers across the state, supplemental income that is used to pay for rent, groceries, or medical bills.

In summary, I want to thank the Committee for the opportunity to testify today and to personally thank the Chair and the entire committee for their role in establishing Act 164. Thank you and I look forward to answering any questions you may have.