



February 8, 2017

Representative Ken Helm
Chair, House Committee on Energy and Environment
Oregon State Legislature
900 Court St. NE, H-285
Salem, Oregon 97301

RE: House Bill 2704

Dear Chair Helm, and Members of the Committee:

Uber Technologies is pleased to support House Bill 2704.

Uber is a ridesharing app that connects passengers with drivers at the push of a button. This technology has enabled Uber to improve urban mobility and the quality of life for residents of the over 500 cities in which we now operate around the world. By providing people with an attractive alternative to driving, Uber is helping to drive a fundamental shift from the prevailing paradigm of private car ownership to one of shared car usage. This future of shared car usage is a future with far less congestion, less carbon emissions from vehicles, and less traffic accidents.

Today, and in the future, it is also a system of mobility that gives millions of people around the world, including tens of thousands of Oregonians, the opportunity to earn extra money transporting riders using their personal vehicle. When you drive for Uber you are your own boss. You drive whenever you want as often as you want. In fact, over 60% of Uber Driver Partners in the Portland area drive less than 10 hours a week.

This growing network of over 320,000 active riders and over 6,000 active drivers in the Portland metro area also provides Oregon with one of the biggest opportunities to expand electric vehicle ownership in the next few years. Passage of HB 2704 is essential to Oregon realizing that opportunity.

By helping get more people in fewer cars, transportation network companies like Uber and Lyft are already helping reduce congestion, reduce emissions, and improve the quality of the air we breathe. Ride sharing offers an alternative to personal car use and ownership, and there is already significant evidence that Uber is driving a shift toward using personal cars less, or forgoing car ownership altogether. Research recently out of MIT found that services like UberPool, where riders share trips for lower fares, can reduce congestion by up to 70% in large cities like New York.

In Oregon, we now also see an opportunity to provide a major jump start to electric vehicle ownership.

In the Portland metro area we see a steadily growing number of Uber driver partners choosing to drive on the platform with an electric vehicle. Through research, interviews, and focus groups with Uber EV drivers, we have learned that Uber electric vehicle drivers:

- Are more active than the average driver, consistently driving 15 or more hours a week.
- Receive consistently strong ratings from riders as drivers value the experience of riding in an electric vehicle.
- Report a strongly positive driver experience because they have higher earnings due to lower fuel and maintenance costs, and they receive consistently strong positive feedback from riders.

We also found that the most significant barrier to increasing the number of Uber driver partners choosing to go electric is the perceived high cost of purchasing or leasing an electric vehicle. For many, the real or perceived high cost outweighs the increased earnings they will see driving with Uber over the long term.

In the next few months Uber will be announcing an initiative to help drivers make the switch to electric vehicles. Working with partners like Drive Oregon, auto manufacturers, and electric utilities like PGE, we are exploring ways we can better support drivers who choose to go electric on the Uber platform. We are also exploring ways we can help prospective drivers overcome the perceived and real barriers to owning an electric vehicle if that is an option they want to consider. We believe our pro-active efforts in support of drivers can significantly increase the number of electric vehicles driven by Uber driver partners in the next few years. In

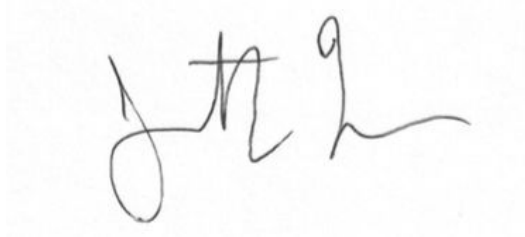
addition to the helping drivers, more electric vehicles on the Uber platform will give a personal EV experience to hundreds of thousands of riders - most for the very first time.

House Bill 2704, by creating an electric vehicle rebate of up to \$2,500, will help accelerate and expand private sector efforts that Uber and other companies who care about our environment already have underway.

We already know from research, and from Uber driver partners themselves, that the best way to jump start electric vehicle ownership is by reducing the upfront cost.

We strongly urge the committee to make the State a partner in the growing effort to increase EV ownership in Oregon. As transportation network companies and ridesharing continue to grow you will help accelerate the transition to the shared, clean transportation system of the future.

Best regards,

A handwritten signature in black ink, appearing to read "Jon Isaacs", is centered on the page. The signature is fluid and cursive, with a large initial "J" and a long horizontal stroke at the end.

Jon Isaacs
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