

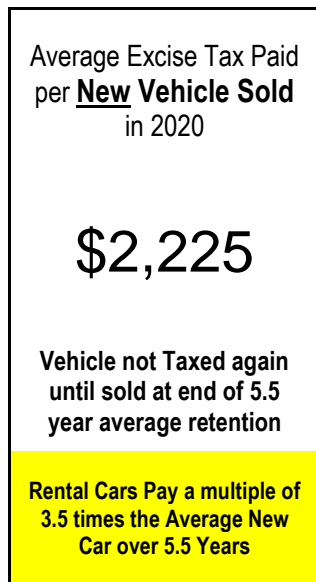
My Name is Michael DeLorenzo. I am President of the Maryland Business, NextCar Rental and Leasing, headquartered in Laurel Lakes.

NextCar was founded in Maryland by Maryland residents and has 120 employees working in 17 retail stores in the Baltimore-Washington-Annapolis-Frederick Market place.

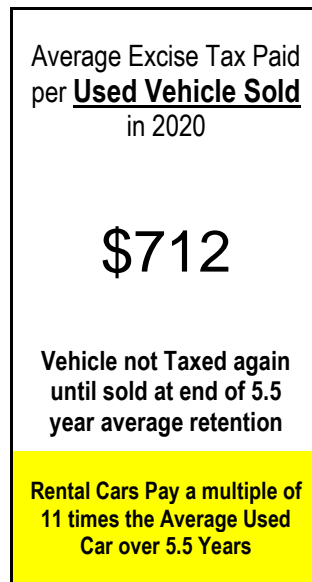
I am blessed because I love the business I have been in for the last 52 Years.

You have probably heard about all the recent claims that Car Rental companies are not paying Excise Taxes. I have prepared this little chart to show you about the Car Rental Taxes my industry pays instead of excise tax. As you can see rental cars pay a multiple of 6.6 times the average excise tax amount (see item C & D).

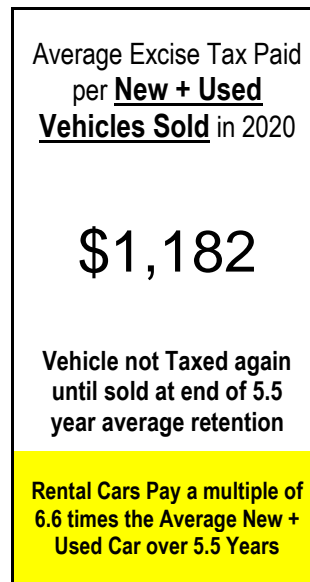
A



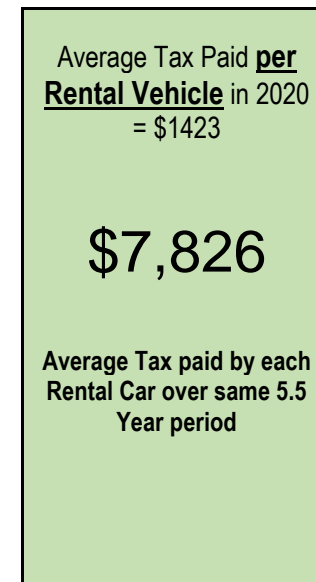
B



C



D



Bill SB705 simply brings peer-to-peer car rental web sites into compliance with all the same regulations and rules that each car rental firm is required to comply with by the State of Maryland.

The California Superior Court and Massachusetts Supreme Court have already ruled that the peer-to-peer car sharing websites being run by California big tech companies are in fact car rental companies.

SB705 will simply give the administration the specific authority to treat peer-to-peer car rentals exactly the same as it treats traditional car rental companies. Without the expense of going to court.

This simple bill would bring to an end the attempts by some peer-to-peer website operators to do an end run around the very same regulations that I have been required to comply with over the last 52 years of renting cars here in Maryland.

There is a vacant facility at BWI Airport that is available by competitive bidding for any company that wants to do business there. That would include a peer-to-peer car rental operator.

They should be required to follow the same procedures as I was required to follow to obtain access to BWI's consumers.

Please no special treatment for out of state big tech. It just would not be fair!

Vote Favorable of SB705