



February 4, 2019

**CERTIFIED MAIL
RETURN RECEIPT REQUESTED**

Andre Haddad
Turo, Inc.
667 Mission Street
San Francisco, CA 94105-4103

**Re: CEASE AND DESIST
Notice of Non-Permitted Operation**

Dear Mr. Haddad,

It has come to the attention of the Metropolitan Nashville Airport Authority (MNAА) that your company Turo, Inc. may be operating at the Nashville International Airport without a permit.

Any commercial operator who wishes to do business at the airport must have a valid MNAА issued permit prior to engaging in any operations on our property.

Therefore, this is notice to cease and desist operations at the airport until you have a MNAА issued permit. Further operation at Nashville International Airport without a permit will result in Turo, Inc. drivers being cited for trespass.

In order to begin the permitting process, MNAА will need copies of the following documents:

1. Completed application
2. County Business Tax License
3. Certificate of Existence
4. Transportation Licensing Commission's Certificate of Public Convenience and Necessity
5. Certificate of Liability Insurance

Step by step instructions can be found at <https://www.flynashville.com/ground-transportation/Pages/Permits.aspx>

MNAА's full Commercial Ground Transportation Policy can be found at, <https://www.flynashville.com/ground-transportation/Pages/default.aspx>, and minimum insurance requirements and the application are included in the document.

BOARD OF COMMISSIONERS

A. Dexter Samuels Ph.D., Chair
Aubrey B. Harwell III, Vice Chair
Amanda Farnsworth, Secretary
C. David Briley, Mayor

John E. Doerge
Bill Freeman
James W. Granbery

Robert J. Joslin
Christy Smith
Nancy Sullivan, PE

PRESIDENT AND CEO
Douglas E. Kreulen

Please submit your required documents to groundtransportation@nashintl.com and direct any questions or concerns to (615) 275-1944.

Sincerely,



Page Lauterbach
Business Development Specialist

cc: Robert Ramsey
Margaret Martin
Steve Ross
Carrie Logan
Chris Saunders
Jennifer Swallows
Scott Harding



February 19, 2019

Page Lauterbach
Business Development Specialist
Metropolitan Nashville Airport Authority
One Terminal Drive, Suite 501
Nashville, TN 37214-4114

Dear Ms. Lauterbach,

I am in receipt of your February 4th letter to Turo's CEO, Andre Haddad, and appreciative of the opportunity to clear up any misunderstanding about Turo and how our company operates. I also willing to answer any questions the Metropolitan Nashville Airport Authority may have about Turo and peer-to-peer car sharing.

Turo is located in San Francisco, California, and operates an online marketplace where car owners and travelers or neighbors can meet and arrange to share a car. This benefits local car owners, who can recoup the cost of owning a car as well as travelers who can easily find a car that fits their needs and price requirements. It is worth noting that Turo does not operate a ground transportation business, a rental car business, transportation network company or conduct any other commercial activity at Nashville International Airport. To be clear, Turo does not own any cars, have any drivers (as referenced in your letter), or maintain any operations, business, facilities, shuttles, offices or staff at Nashville International Airport. Turo is not a rental car company.

I am grateful for you sharing the link in your letter to the Airport Ground Transportation Policy. In reviewing the policy, there is not a permitting structure in place for new, innovative, and distinctly different mobility services. Since peer-to-peer car sharing does not fit into the existing permitting structure of the airport, would the Nashville International Airport be open to discuss the creation of a new permitting scheme – one that reflects the new peer-to-peer car sharing industry? Knowing the great track record of Nashville International Airport in being innovative, supportive of local residents, and a national leader in creating access for new mobility services for travelers, would you be open to having a discussion on the creation of a new peer-to-peer car sharing permit?

Would you be available to meet in person or on the phone to discuss creating a new peer-to-peer car sharing permit? I look forward to hearing from you.


Michelle Peacock
V.P Head of Government Relations
Michelle.Peacock@turo.com