

Good Afternoon Chair and Members:

First thank you for having me here today. My name is Lisa Allen and I'm the Operations Manager at my family motor coach business, Amador Stage Lines, here in Sacramento. It's an honor to represent the California Bus Association; the motorcoach companies who make up "the ground transportation engine of California tourism".

Many don't know that most of the California motorcoach companies are family owned and operated. Amador Stage Lines was founded in 1852 as a Stage Coach Company carrying miners from the Sacramento area to the gold country. My grandparents started a charter & school bus service in 1947 and then purchased Amador in 1966 and the wheels have been rolling ever since or should I say, until NOW.

People ask, "how long have you been in the bus business?" and I used to laugh and say, "womb to tomb". My parents met at a motorcoach convention and I have been surrounded by the bus world ever since I was born. Now instead of womb to tomb, I'm worried it's womb to the year 2020. Currently the charter bus industries business has come to a complete halt. We went from 90 moves a day to 2. And we only have the two because we have a small contract to move troops of our armed forces. In fact another California bus company moved troops to the US Mercy in Long Beach when called in March.

When COVID hit and the Governor declared an emergency, we started getting cancellation after cancellation for trips for March until present. We refunded our customers prepayments.

Although the charters have stopped coming in, there are still bills that need to be paid. Our businesses have loan payments on new CARB compliant buses. In fact, we were one of the first companies to convert our fleet before the CARB rule. We have building payments, insurance payments, health care payments, DMV registration payments, and more.

Speaking of DMV registration fees for our buses. How would you like to pay roughly \$152,000.00 in bus registration vehicle fees and not be able to use your vehicles? Our story is the same story in a different version for all CBA. Overall, this is a fairness issue. We are completely shut down as a business because of the Governor's stay at home order.

Now, our industry is simply asking for a credit for 2020 DMV registration fees that we can use towards 2021.

It's not fair to charge companies these DMV vehicle bus registration fees if we really can't operate until the Governor declares a "Stage 4".

Before we know it, February 2021 will be here, our DMV renewal of registration fees will be due. For many companies this will be the straw that breaks the camel's back. There is no income. Everything each family business has fought for could be thrown out the window in a blink of an eye.

Today we've heard from the President of Visit California talk about our wonderful tourism market. From the beaches, to the redwoods, to the many wine countries all over the state; everyone can find something to enjoy in California. During this time tourism has also come to a halt. When tourism comes to a halt, bus trips come to a halt. In the past we would do 40 trips to Disneyland per weekend in May for Grad Nights, Wine country trips, weddings, Yosemite trips, Coastal tours, Casino trips, sporting events, school events, and more.

Without help, it is predicted that 80-90% of bus companies will be out of business. Who will move California tourists to all of our beautiful spots?

We went from 110 employees to currently 10 employees.

Instead of keeping employees on furlough we recently had to let go many employees that have worked for us for 20-30 years. These people are not just employees, they are family. They have watched my family grow and we have watched theirs. To think we had to let them go is devastating, but it is the only way we can survive. We are not alone. Before COVID hit there were 460,000 employees employed by motorcoach companies nationwide- from drivers/office staff/to mechanics. In the recent weeks 308,000 have been laid off or furloughed. This news is hard to hear. It not only hurts us but hurts our extended families and the overall economy.

The motorcoach industry as a whole is on the brink of no return. Without any help, many companies will no longer be in business. Who will bring the groups into the Monterey Bay Aquarium? Who will take the tourists to Pier 39 for a day of shopping and fun?

The U.S. motorcoach industry provides nearly 600 million passenger trips per year; the airlines provide 700 million domestic trips. Even though we are so close in passenger travel, they have received 25 billion and we have received 0.

The motorcoach industry is taken for granted, but we're there to take your child to her first overnight field trip. We're there to get thousands of people out of a natural disaster and there for your best friend's wedding. And we're there as a designated driver for a night on the town.

We're there to take 55 cars off the road at a time to help better the air quality and do our part to help combat climate change, plus much more. As a whole the motorcoach industry brings in \$237 billion in tourism and jobs nationwide. Without us, there will be a big difference in the overall economy. We're always here to help, now we need your help.

We need your help and your voices. We hope that we can receive a credit for our DMV registration fees for next year. If this burden is lifted, there is still hope companies can stay afloat. We want to be there when you call. We want to be there for the best times of travel and for the necessary moments of survival. I want my children to have the joy of sharing their motorcoach industry stories and be proud of continuing a legacy. I know I speak for myself and many others today. We love what we do, and we do it for the people. The motorcoach industry needs to be saved and we need your help. Our slogan is "we're going places", I hope we and others are able to continue that motto for years to come. Thank you for your time today, I hope I made an impact on how important the motorcoach industry is, not only to myself, but to California, our economy, our employees, tourism, and business owners. Let's not look back and say, "you don't know what you've got until it's gone", let's make a difference today and keep our motorcoach industry in business.