



**Testimony by Dane Grey**  
**President and CEO of Elite Parking Services of America**  
**U.S. House of Representatives Small Business Committee Field Hearing**  
**Jacksonville, Florida**  
**March 12, 2018**

Thank you, Congressman Al Lawson, Congressman James Comer and the U.S House of Representatives Committee on Small Business for coordinating this field hearing and for inviting me to be here today. I would also like to thank the Jacksonville Chamber of Commerce for hosting this hearing and for its continued leadership in supporting the business community here in Northeast Florida.

I am the President and Chief Executive Officer of Elite Parking Services of America. Along with our subsidiary, Elite Transportation Services, we specialize in transportation and parking management services for municipalities, downtown urban markets, airports and hospitals across the United States.

Our company, which I founded in 2010, is known for its focus on innovation in parking and transportation services. Started as a part-time project from my dormitory room while a student at Jacksonville University, we are now a national company with over 400 employees.

We recently announced the expansion into the autonomous vehicle industry by becoming the exclusive provider of operational support for Olli, an autonomous self-driving shuttle developed and owned by Local Motors of Arizona. Local Motors developed Olli in 2016 as a self-driving shuttle designed for sites using low-speed mass transit, such as airports, campuses, hospitals and municipalities. The shuttles which will be operated by Elite Transportation Services— have a maximum speed of 25 mph and include speech recognition capabilities that



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allow the vehicles to talk to passengers. From airports to university campuses, the future of autonomous vehicles will transform the way we think about mass transportation. Our company is preparing to offer expertise in transportation support and technology, making it easier for organizations and local communities to own and operate their own fleets of autonomous shuttles.

We obviously look forward to continuing to develop our technology and transportation offerings such as autonomous vehicle operations throughout Florida including here in Jacksonville as well as Miami, Tampa and Orlando. We are also looking to expand into other areas around the country that are embracing this technology. Cities such as Jacksonville, San Jose, Ann Arbor, Boston, Pittsburgh and Austin have been identified as areas that are embracing new transportation technologies in the field of transportation such as autonomous vehicles. In addition to those cities, we as a company are looking at expansion into additional places such as Kansas City, Akron, Cleveland, Atlanta, Savannah, Montgomery, Nashville and Southern Kentucky.

We have been blessed that as our company continues to grow, we have great partners such as Signet, a global private investment firm that provided us with capital investment. As a small business which is growing, without the access to capital, our economic footprint in this sector would not be where it is today. While our company has seen success in accessing the much-needed capital investment, there are many stories of companies that have stalled or closed due to a lack of investment. While government at times can focus on assisting large businesses which is important, ensuring that foundations are laid so smaller business can succeed are also equally as important.

Thank you again to the Jacksonville Chamber of Commerce for being such a great regional partner to businesses here in Northeast Florida and thank you Congressmen Lawson and Comer again for providing this opportunity today. I look forward to answering any questions you may have.



## Elite Parking Services of America

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