

Good afternoon & thank you for this opportunity.

I am testifying today for the Greater NJ Motorcoach Association as well as an owner of a NJ based woman owned small family business.

Our Association represents over 150 members in and around NJ that all contribute to the economic impact of our state. Briefly described, motorcoach buses differentiate themselves by carrying upward of 56 passengers and include extra amenities such as luggage space, climate control, and restrooms

The entire motorcoach industry has suffered catastrophic losses due to this pandemic. In New Jersey, there are only 67 motorcoach companies currently registered, 47 of which have 10 units or fewer, In December 2019, there were 177. New Jersey has lost an alarming 61% of their motorcoach businesses which has outpaced the national rate of 51%. Sadly, we do not anticipate to return to any form of normal business until 2023. Could you imagine Hurricane Sandy recovery without our 177 companies helping with evacuations and with bringing in military and supplies to those hardest hit? If we don't get help, we won't have the existing 67 around to help in the future.

Motorcoach companies provide critical transportation services for our military, schools, seniors, general public all while being by far, the greenest way to travel.

Motorcoach companies are a major cog in the economic health of our country and particularly our state. In 2019 Motorcoaches directly contributed to over 5000 jobs, over \$330M in wages and over \$610M in revenue to NJ. Beyond these direct contributions, motorcoaches are an essential component of the travel and tourism supply chain. By connecting communities, airlines, and ships **TO** hotels, museums, and casinos, motorcoaches indirectly further impacted NJ's economy; bringing our total to over \$1.5B.

NJ needs the motorcoach industry to survive and for that we need help from NJ. Our private, non-transit operators were not included in the funding provided for NJ Transit. We did not get the large bailouts like the airlines and Amtrak.

Thanks to the partially funded CERTS act, NJ bus companies did receive some assistance but unfortunately, it was over \$500 million short of what it should have been had the CERTS been fully funded. Today we are asking for only 10% of that shortfall equating to \$50M.

Pre-covid, our industry worked on a very slim profit margin partially due to our pre-dominantly low and middle class clientele that we service. We currently struggle with not wanting to overburden those that need us the most, yet, we are falling even further behind in our ability to pay our bills.

Governor, I ask you to please help the remaining motorcoach businesses in NJ to survive. These companies provide invaluable services to our residents and fellow businesses. We are critical to NJ's infrastructure and vital to the rebuilding of NJ Tourism. We are the most affordable and accessible way to travel. With nearly 2/3 of NJ motorcoach companies already out of business, we can't afford to lose any more.

Thank you for your time and your consideration.