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February 15, 2022

City of Charlottetown Councillors
Charlottetown City Hall
199 Queen Street, Charlottetown, PE
C1A 4B7

Delivered via Email

Re: Enterprise Fleet Management Agreement

Mayor Brown and Charlottetown City Councillors;

On behalf of the Greater Charlottetown Area Chamber of Commerce, I write to you in supporting the efforts of the PEI Automobile Dealers Association (PEIADA) regarding the City's recently announced agreement with Enterprise Fleet Management to lease all City vehicles from them moving forward.

As pointed out by the PEIADA, the City Council's decision causes concern for local auto dealers and represents a complete contradiction of the notion of supporting local.

Auto dealers within Charlottetown are contributors to our local economy, provide local jobs and pay property tax to the City of Charlottetown every year. Like many businesses across the province, they continue to feel the impacts of the pandemic, such as supply chain disruptions and labour shortages. The City could have used this as an opportunity to infuse these dealerships by negotiating a fair fleet management agreement with any of the thirteen members of the PEIADA located within the City and showed leadership by supporting the local economy.

While the City has continued to say that the agreement will save taxpayers more in the long run, our members question the process and see this as an appropriate time for our elected officials to look to support businesses in their own backyard. Ensuring a strong local procurement policy

is one avenue for supporting the Island's economic recovery, and we encourage the City to consider this at this time.

The Chamber stands with the PEI Automobile Dealers Association and supports its advocacy efforts on this matter.

Sincerely,

A handwritten signature in blue ink, appearing to read 'R. Godfrey', with a stylized flourish at the end.

Robert Godfrey

Chief Executive Officer

CC: Lisa-Doyle MacBain, Executive Director of the PEI Automobile Dealers Association; GCACC Board of Directors