



April 4, 2023

Oregon Joint Committee on Transportation  
Oregon State Capitol  
900 Court Street NE, Room  
Salem, Oregon 97301

Dear Members of the Joint Committee on Transportation,

My name is Nathan Trail, and I am the Senior Director of International, State and Local Policy at Supernal, which is a part of Hyundai Motor Group. Thank you for the opportunity to provide testimony in support of HB 2834.

At Supernal, we are focused on developing human-centered, multimodal mobility solutions to create a better, more accessible model of transportation within the U.S. We are developing an electric vertical takeoff and landing (eVTOL) aircraft and the associated infrastructure for the Advanced Air Mobility (AAM) industry.

AAM which will leverage under-utilized aerial transportation routes to reduce congestion, improve equity of access, promote green energy, boost job growth and economic development, and increase connectivity.

The AAM industry is often visualized as “The Jetsons”, and in many ways it is. Our technology is more of an aerial taxi or transit service, but we won’t each be able to pilot our own vehicles wherever we would like to go. These operations will have set and agreed upon routes, similar to a metro system, and will substantially increase connectivity, and lower congestion and carbon emissions.

Supernal plans on entering into service by 2028 and in preparation we are working closely with government and communities to ensure that the necessary policies and regulations are put in place at all levels of government so that we can operate safely and in a manner that better services local communities.

While many of the policies and regulations that determine airspace operations will be determined at the federal level by the FAA, the majority of the enabling authorities for our industry are at the state and local level. The placement of vertiports—the infrastructure where these aircraft takeoff, land, and charge from—is the jurisdiction of state and local governments, and we are committed to working with those stakeholders to ensure that our industry scales in a way that is competitive and ultimately beneficial to the individuals living in the communities which we aim to serve.



Supernal supports HB 2834 because it would prohibit the monopolization of vertiports before the AAM industry has the chance to develop. Without this bill, as we have seen in other states, developers and VC-backed companies would be able to buy up advantageous vertiport locations where they believe they can drive the most future revenue from and enter into exclusive operating deals to determine who can and cannot operate, and where these operations do and do not take place.

This would mean that vertiport owners and operators could decide that they only want to operate in wealthy suburbs, downtown, or at airports where they can charge the highest price per-ticket, as opposed to operating in underserved or rural communities. It would also shrink the utilization of this impactful, green new technology because one company or operator would completely own the rights to entire geographies.

Of course, a first mover should be rewarded, however not at the expense of the community. We believe no one should be allowed to monopolize infrastructure, not Supernal, or anyone else. AAM is a new industry, and we have the opportunity to right many of the historical wrongs of the tech and transportation industry by doing things right and equitable from the start.

Passing HB 2834 would not only guarantee a more competitive and thriving market for AAM throughout the state but would ensure that more people have access to this new form of mobility.

It's also important to note what this bill does not do. Nothing in this bill prevents jurisdictions from regulating the use of vertical takeoff and landing aircrafts (eVTOLs), so long as it falls within the responsibilities of the jurisdiction. Additionally, nothing in the bill prevents private entities from developing and regulating their own private vertiports. House Bill 2834 just prevents a jurisdiction from the granting a monopoly on the development and operation of public vertiports to a single company.

For these reasons, I respectfully ask the Committee to support HB 2834 and would be happy to answer any questions.

Thank you,

*Nathan Trail*

Nathan Trail  
Senior Director of International, State and Local Policy  
Supernal