

**Business Member Board of Governors
Summary Report
Business Member Small Business Committee**

The Small Business Committee met October 2, 2010 in conjunction with the APTA Annual meeting. The next meeting is scheduled for January 12, 2011 in conjunction with the BMBG annual business meeting.

Action Items for the BMBG Consideration

- Continued funding for networking events at the bus and rail conferences and business member resource rooms at the bus, rail and annual conferences
- Funding support for DBE participation in EXPO
- Getting primes to provide a summary of areas where DBE opportunities exist

Information Items for BMBG Review

- Results of survey of networking event participants (attached)

Summary of Other Committee Projects in Progress

- Consideration of DBE booth sharing for next EXPO
- Development of training for DBEs and small businesses on networking and maximizing their investment in APTA
- Working to increase DBE and small business participation on APTA committees both as members and as chair
- Increasing DBE participation on conference panels

List of the Meetings Held Since the Previous BMBG Meeting

- January 12, 2011 meeting in conjunction with the BMBG annual business meeting

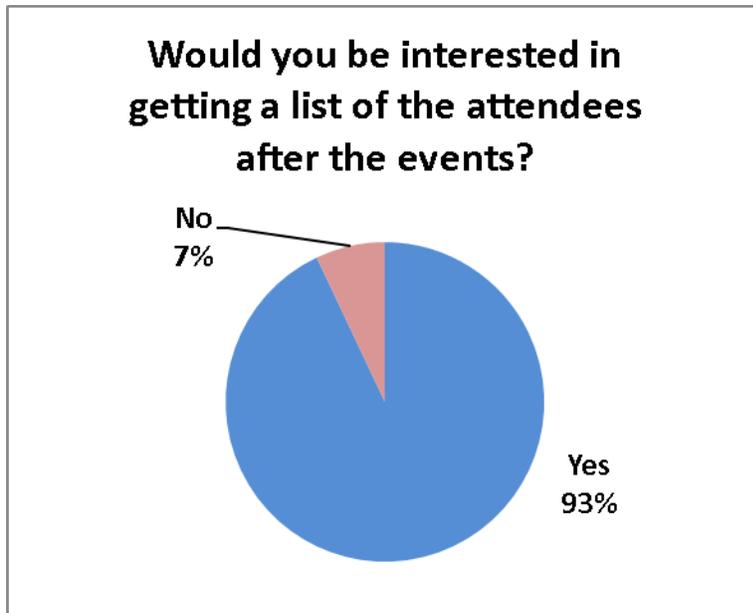
Upcoming Committee Meetings

- Sunday, March 13, 2011 in conjunction with the APTA Legislative Conference.

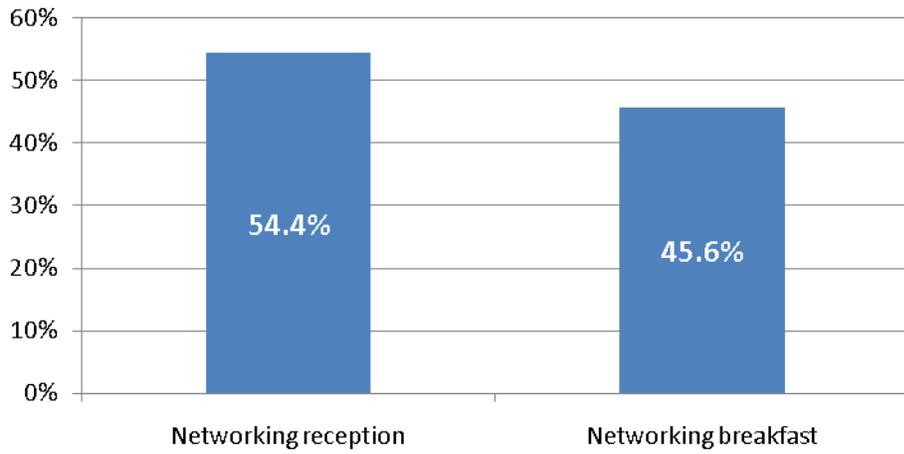
APTA Networking Events Survey

57 total respondents

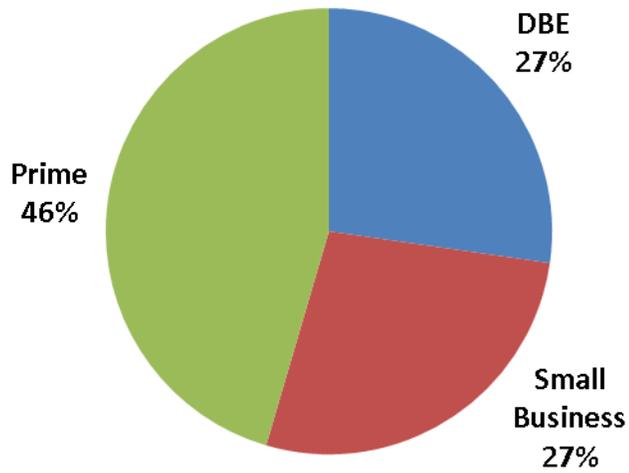
	Bus Conference Networking Breakfast	Rail Conference Networking Breakfast	Annual Meeting DBE Reception
Did you participate in this event?	21 (37%)	34 (60%)	36 (63%)
Of those who attended each:			
Did you meet new contacts?	15 (71%)	17 (50%)	21 (58%)
Have you had discussions about working with these contacts?	11 (52%)	19 (56%)	19 (53%)
Have you gotten new work/partners?	6 (29%)	10 (29%)	8 (22%)
Should APTA continue to hold this event?	18 (86%)	30 (88%)	30 (83%)
Of all Respondents:			
Should APTA continue to hold this event?	31 (54%)	34 (60%)	32 (56%)



Which type of event do you prefer?



Did you participate as:



What suggestions do you have to help us improve these events or any other general comments?

- There have grown into substantial, "must attend" events. Job well done. I think the breakfast has worked better than the reception. I don't really know why, but they have very different "vibes" and I much prefer the breakfast.
- ensure that there is time for participants to talk with each other as opposed to listening to a speaker
- Better signage identifying attendees at each table.
- Survey immediately after the event so it is easier to remember (also reminds me to contact people I met). The table number at the annual event did not make sense nor were the tables numbered consistently.
- As a prime, it would be nice to have a list of DBE's, small businesses, before the event and have that list at the event, along with a listing of the primes (if you already do that, I don't remember seeing it). It would also be nice to know which small businesses, DBE's would like to talk to my firm in advance, so our attendance could be a little more structured (otherwise, sometimes we sit around with no one to talk to). I realize that that takes a lot of pre-organization that might not be possible. Also, it would be good to have signs for each prime corporation that would better describe the firm (e.g., engineering, planning, construction mgt., etc.)
- Make a webportal available ahead of time to pre-schedule meetings for primes and subs
- I would like to see more structure. It was difficult to identify the primes from the DBE. Maybe a handout with the DBE information/type of service would be useful. I did like the introductions, but it seemed very unstructured.
- Publish a list of DBE participants and their locations and services.
- Have specific contracting opportunities available to discuss
- Keep the event in the morning; that is why attendance is so good. No competing events.
- Events are disorganized. Primes need to be categorized by type of work, so that Small Buss/DBEs can walk up to the primes in their field. There should be a map (names and broken down by categories) of all primes represented, and this map should be shared w/ Small Buss/DBEs ahead of and at event. Be glad to help out next year.
- For the one I was at the room was far too small and this made actual networking very difficult
- Key contacts and decision makers in design - and purchase of new bus and rail equipment
- Great event it is great for meeting folks in a relaxed setting. I like this better than the breakfast, as more people participate @ the reception.
- Keep doing what you're doing
- Try to make certain that more DBE's and Prime's attend.
- Some form of pre-seating as making contacts becomes more of a pot luck scenario. Maybe ask attendees to provide preferences of who they want to sit and meet with.
- I feel that using a room as we did at the rail conference in Vancouver really was much more relaxed and easier to speak to folks without rushing.

- Make sure the prime contractors who attend are serious in using DBE companies, not there for show.
- Each event was an hour well spent, with introductions to prospects and productive discussions. Thank you for all your hard work to make these successful.
- A preliminary list before the events.
- Specific contract information and match making. Mentor/Protégée situations
- I am happy to assist and promote the session. I have heard of success stories, unfortunately, not from my company
- No speakers! Businesses know what to do. Make attendees RSVP and distribute list before event. One year tables were assigned to companies and they had their names on table. Helpful! Many attend for the free food and drink. Would have a separate charge (\$10) for event.
- These types of events are what make organizations like APTA work well for its members. The breakfast provides an organized forum for networking and business development. It is an effective idea that should be retained.