

APTA Business Member Board of Governors
Annual Meeting
January 24-27, 2017
Opal Sands Resort
Clearwater, FL

ANNUAL MEETING AGENDA

Tuesday, January 24

Afternoon arrivals and check in

4:30 p.m. – 5:30 p.m. Registration – Sunset Salon Foyer

5 p.m. – 6:30 p.m. Joint Legislative/Procurement Committee – Sea Salon
Freddie Fuller & Natalie Cornell, Chair

Wednesday, January 25

7 a.m. – 12 p.m. Registration – Sunset Salon Foyer

7 a.m. – 8 a.m. Programs Committee – Sea Salon (*Breakfast included*)
Raquel Olivier, Chair

8 a.m. – 9 a.m. Small Business Committee – Sea Salon
Eve Williams, Chair

9 a.m. Guests' breakfast hosted by Suzi Wharton (Dutch treat) – Location TBD

9 a.m. – 10 a.m. Workforce Development Committee – Sea Salon
Michael Loehr, Chair

10 a.m. – 11 a.m. Business Development Committee – Sea Salon
Buddy Coleman, Chair

11 a.m. Lunch will be served for all BMBG meeting attendees – Sea Salon

11:30 a.m. Transportation to Bayou Club

12 p.m. Afternoon events:
Golf outing at Bayou Club. Sign up by January 8 required.

Optional hotel activities- sign up at: TBD

6 p.m. Reception and dinner – Event Lawn

8 p.m. Hospitality Suite Opens

Thursday, January 26

- 7 a.m. – 7:45 a.m. Breakfast – Sea Salon
- 7:30 a.m. – 2 p.m. Registration – Sunset Salon Foyer
- 7:45 a.m. – 8:30 a.m. FY17 Business Member Activity Fund Review (Open Meeting) – Opal Sand & Sea Janet Rogers
- 8:30 a.m. BMBG Annual Meeting - Opal Sand & Sea
Call to Order
Welcome, introductions, opening remarks and agenda review

Anti-trust statement (Hugh Harrison)

The cardinal rule in keeping an association's operations within anti-trust laws is that there should be no agreements – express or implied – which restrain the member's freedom to make independent decisions in matters that affect competition. Each member must be completely independent to set prices, establish production and sales levels, choose the markets in which he or she will operate and select his or her customers and suppliers.

- 8:45 a.m. – 9:30 a.m. Welcome to Clearwater – **Brad Miller**, CEO, Pinellas Suncoast Transit Authority
Chair's Remarks – **Doran Barnes**, Chair, APTA
President's Remarks – **Richard White**, President and CEO, APTA, Washington, DC
Report of the Chair – **Jeff Wharton**, Chair APTA BMBG
Approval of the Minutes from September 2016 BMBG Meeting **Att. 1**
Approval of the 2017 BMBG Nominating Committee **Att. 2**
- 9:30 a.m. APTA Finance Report – Kim Green
- 9:45 a.m. Revenue Task Force Update – Kim Green
- 10:15 a.m. Break
- 10:30 a.m. APTA Chair Report
Governance Bylaws Discussion – Doran Barnes
CEO Search Task Force Listening Session – Doran Barnes
- 12 - 1 p.m. Working Lunch
EXPO 2017 Update – Joe Gibson
Leadership APTA Class of 2018 Recruitment – Angela Iannuzziello
- 1 p.m. – 2:15 p.m. Business Member Committee Reports and Two Year Work Programs:

Business Development Committee (**Coleman**) **Att. 3**
Workforce Development Committee (**Loehr**) **Att. 4**
Legislative Committee (**Fuller**) **Att. 5**
Procurement Committee (**Cornell**) **Att. 6**

Programs Committee (**Olivier**) **Att. 7**
Small Business Committee (**Williams**) **Att. 8**
Proposed 2018 Business Member Activity Fund Budget (**Rogers**) **Att. 9**

2:15 p.m. Break
2:30 p.m. High Speed Rail ROI Study Report – Art Guzzetti
3 p.m. Economics of APTA Conference Planning – Randy Clarke
4 p.m. Adjournment
6 p.m. - 8 p.m. Reception and dinner – Event Lawn
8 p.m. Hospitality Suite Opens

Friday, January 27

7 a.m. - 7:45 a.m. Breakfast – Sea Salon
7:30 a.m. – 12 p.m. Registration – Sunset Salon Foyer
8 a.m. Business Meeting Continues – Opal Sand & Sea

Session: ***CEO/Transit Board Member Roundtable***

Moderator: **Jeff Wharton, Chair, BMBG**

Speakers: **Brad Miller, CEO, Pinellas Suncoast Transit Authority**
Katharine Eagan, CEO, Hillsborough Area Regional Transit Authority
Cleveland Ferguson, VP of Administration, Jacksonville Transportation Authority
Dave Stackrow, Chairman, Capital District Transportation Authority
Valarie J. McCall, Member, Board of Trustees, Greater Cleveland Regional Transit Authority

9:30 a.m. Break
9:45 a.m. Session: ***New Administration & APTA's Infrastructure Proposal***
Speaker: **Andrew Brady, APTA**
11 a.m. Session: ***Transit Safety & Standards Briefing***
Speaker: **Randy Clarke, APTA**
12 p.m. Adjournment

*2017 APTA Membership Report **Att. 10**

Business Member Board of Governors

September 11, 2016

General Meeting and Election

Minutes

Present at the meeting were BMBG members John Bartosiewicz, Margareth Bonds, Christopher Boylan, Ulisses Camilo, Buddy Coleman, Frank DiGiacomo, Freddie Fuller, II, Robert Gallant, Kim Green, Sharon Greene, Huelon Harrison, Angela Iannuzziello, Michael Loehr, Mark Magaldi, III, Reba Malone, Raquel Olivier, Joe Policarpio, Nicholas Promponas, Janet Rogers, Patrick Scully, Richard Simonetta, Paul Skoutelas, James Srygley, Kevin Sudano, William Thomsen, David Turney, Jeffrey Wharton, Eve Williams, Charles Wochele, and Alan Wulkan. Other attendees were J. Barry Barker, Blake Kozol, Valarie McCall, Emmanuelle Toussaint, Natalie Cornell, Joe Bustamante, Jack Martinson, Bill Brunet, Brian Tynan, Karen Honeysett, Judy Dennis, Jack Forbes, Mario Peloquin, Emily Guill, Mort Downey, Anil Verma, Dale Hill, Deborah Wathen Finn, Laura Chasse, L Engel, James Morrell, Jannet Walker Ford, Bob Lamanna, Jim McLaughlin, Scott Wilkinson, Janna Starcic, Dan Pearsall, Jamie Cressman, Ray Melleady, Lee Kemp, Lou Quaglia, Renee Brand, Madeline Janis, Michele James, Ron Kilcoyne, Tony Kellen, Bill Umbenhaur, Teri Fisher, Lolalisa King, James Blue, Merlin Maley, Mark Walbrun, Aaron Johnson, Matt Stanton, Charles Di Maggio, Joe Gibson, and John Kardos.

BMBG Chair Patrick Scully welcomed attendees and opened the meeting. He asked for a moment of silence in observance of the anniversary of the September 11, 2001 terrorist attacks. He then asked for the report of the BMBG Nominations Committee and presentation of the recommended slate of officers and board member nominations for 2017. The slate was presented by Angela Iannuzziello:

Nominees for two-year terms as officers of the BMBG expiring in October 2018:

Chair: Jeffrey Wharton	IMPulse NC LLC
First Vice Chair: Huelon Harrison	Legacy Resource Group
Second Vice Chair: Eve Williams	Dikita Engineering
Immediate Past Chair: Pat Scully	Motor Coach Industries

Nominees for two-year terms as members of the BMBG expiring in October 2018:

Mike Allegra	KivAllegra Consulting
John Bartosiewicz	McDonald Transit Associates, Inc.
Charles Di Maggio	Greystone Management Solutions
Frank DiGiacomo	Metro Magazine
Jack Martinson	ALSTOM Transportation Inc.
Ray Melleady	USSC Group/4ONE/FMNA
Janet Rogers	Stacy and Witbeck, Inc.
Rick Simonetta	Burns Engineering Inc.
Paul Skoutelas	WSP Parsons Brinckerhoff
Paul Smith	New Flyer
Jim Srygley	S & A Systems, Inc.

Nominees for one-year terms as members of the BMBG expiring October 2017:

Ulisses Camilo
Mark Magaldi

Faiveley Transport North America
TransMark

Angela Iannuzziello moved that that the slate be accepted as presented. The chair called for the vote and the slate was unanimously approved.

The General Meeting and Election was adjourned and the Business Member Board of Governors (BMBG) Meeting was opened.

Business Member Board of Governors Meeting

Minutes

Upon starting the meeting, chair Pat Scully informed the committee that Stephanie Pinson, Delon Hampton, and Claude Robinson were in poor health and asked that the committee keep them in their thoughts. The chair asked that those attending the BMBG meeting for the first time to introduce themselves.

Jeff Wharton read the anti-trust statement.

The chair introduced special guests Doran Barnes, Carolyn Flowers, Patrick LeClerc, Alain Flausch, Valarie McCall, Nat Ford, and Dick White. They all offered brief remarks. The notes from the June BMBG meeting were then approved. The chair's report was provided to the group, highlighting progress since the June meeting. The Chair focused on key work of the Association and the BMBG including: Task Forces on Revenue, Bylaws, Member Consensus and CEO Search. Detail was also provided regarding APTA's activities at the Democratic and Republican National Conventions where APTA was active in ensuring that both parties were critically aware of the issues surrounding public transportation in relation to the upcoming elections. The Chair also provided insight into the APTA Nominations process. The chair outlined the succession process for the incoming chair, Jeff Wharton. The Chair provided detail into the APTA Cuba Study Mission at the end of September. Concluding the report, the chair thanked the committee and APTA staff for their support over the past two years.

The chair asked Barry Barker to report on the Task Force on Member Consensus. The task force has met a few times over the past year; March, April, and June. There was discussion in the Legislative Committee meeting earlier that day regarding proposed changes to the bylaws for that committee and will be acted on at the Legislative Committee meeting in December. In addition to perceived gaps in the bylaws, it was realized that the Legislative Committee must be more transparent and inclusive in how they do business. There was also discussion on how differences can be settled internally before carrying the APTA message externally; it is important that APTA project a unified position. It was reinforced that each chapter member gets one vote at the Legislative Committee meetings. Also, there are 5 modal CEOs that comprise the Legislative Steering Committee and there was no need to discuss changes to that. APTA needs to be in a position, when asked, to address needs such as state of good repair and full funding under the FAST Act. The task force will conclude in December with developing a position for solutions on federal funding. Sharon Greene asked if the task force findings will be distributed to the various designated committees for action. Barry Barker confirmed that this will happen to the extent that the task force can. However, the process will not be as formal, but all committees will be kept in the loop.

Kim Green reported on the Revenue Task Force. The task force has meet 3 times; May, June, and August. An RFP went out for a consultant in late July, resulting in 4 responses. The 35 members of the task force were divided into five working groups. Each group has met at least once.

- Membership revenue group – will review dues structure, including sponsorships, etc. This group will work closely with the meeting & conference group.
- Meeting & conference group – will review registration pricing for APTA conferences.

- New revenue sources group – will come up with new ways to generate revenue for APTA. Business member participation is strongly encouraged.
- Joint membership group – will look at partnership opportunities with other organizations.
- Advertising group – will look at advertising technologies that could result in revenue for APTA.

There is money in the APTA budget for a consultant to assist with this mission, projected to start by early October. The work is scheduled to be completed by mid-2017. Kim Green encouraged the BMBG to make suggestions if constructive ideas exist. Dave Turney asked that a report be given to the BMBG on the status of this task force at the annual meeting in January 2017. Kim Green reported that APTA concluded the last fiscal year with a deficit. The resignation of the APTA president and CEO contributed to that, as well as a once-every-ten-year occurrence here APTA has not maintained a steady level of member retention. Alan Wulkan asked if business members are getting a proper return on investment from tradeshow appearances. Kim Green responded that the task force will address this issue. Kim Green cites flaws in the dues structure that have contributed to waning participation from transit agencies.

Chuck Wochele reported on the Governance Task Force. They are currently reviewing the governance bylaws, given the different directions that leadership positions have taken since the last amendment to the bylaws. The task force has met in May and June. The task force has surveyed the APTA Board of Directors, as well as the designated committee chairs for feedback on bylaws amendments. The task force plans to break out into three subgroups to discuss the size of the board of directors, inclusion, and executive committee powers. The task force also plans to deliver a presentation to the executive committee at their retreat in October and the board of directors meeting in December. Sharon proposed that an update on governance be added to the agenda for the BMBG annual meeting in January. Frank DiGiacomo asked if reform is needed to address business member involvement in the executive committee, citing difficulties achieving that in the past. Chuck Wochele responded that now is not the right time to push business members for APTA leadership roles and that it would work against them. Alan Wulkan commented that neither the bylaws nor the business member roles are reasons for the hardships that APTA is currently facing. Alan Wulkan criticized the site selection for the 2016 Executive Committee Retreat. He opined that the optics are not great when an organization hosts a high-level meeting in a city where that city's transit agency has walked away from APTA. Dave Turney would like to see a detailed APTA financial report delivered at the BMBG annual meeting in January. Tom Waldron asked if any lessons were learned as a result of the APTA CEO's resignation and if there should be any performance indicators that task forces should establish during the search for a new CEO. Patrick Scully answered that engagement of legacy systems was an issue during the last CEO's hire. Tom Waldron asked if APTA is in a good position to give clear guidance to the new CEO. Angela Iannuzziello answered that there is a lot of work left to do in that regard. There were criteria developed by the APTA Board of Directors, with significant input from the BMBG, upon which the previous APTA CEO was hired. There was also policy developed and approved by the APTA Board of Directors on how the CEO was to be compensated. There also exists policies and procedures that describe how to evaluate the APTA CEO's performance. It was acknowledged that these measures were not followed to the letter. Patrick Scully answered that APTA is not prepared to guide the CEO as of yet.

Jeff Wharton reported on the CEO Selection Task Force. The first meeting had not taken place at the time of this meeting and was to take place the following day. It is projected that the new APTA CEO will be selected within the next year. By a show of hands, there were 9 members of the BMBG present that serve

on this task force. Paul Skoutelas inquired if popular opinion dictates that business members were responsible for the hardships APTA is facing. Alan Wulkan clarified that multiple unconfirmed sources cited that business member-backed bylaws changes contributed to the current state of APTA. Moving forward, the BMBG should work to dispel these rumors.

Joe Gibson delivered a report on the 2017 APTA EXPO. There is a site visit taking place that business members are encouraged to attend at the end of November in Atlanta, GA, the host of the 2017 EXPO. At the time of this meeting, there has been 243,200 net square feet sold, 4% more than where sales were a year out from the 2014 EXPO. The goal is 275,200 net square feet. 433 companies comprise that figure. DBE sales are at 5,100 net square feet, 40% of the goal with 22 companies exhibiting. The EXPO committee has a community outreach program in mind to donate business suits to individuals who are at a financial disadvantage, but who need clothes for job interviews. The committee is also exploring volunteer opportunities at soup kitchens, etc. The committee is working with MARTA to promote the EXPO at local colleges to draw a younger crowd. A business to business meeting is planned for the EXPO and all business members are welcome. Eve Williams expressed displeasure with stalled progress of signing DBEs to EXPO, given that sales were on track at the last report. Joe Gibson answered that the host committee is engaging local Atlanta businesses to increase DBE participation.

Scott Wilkinson from AlphaVu gave a presentation on The Future Demand for Transportation Products & Services. At the conclusion of the presentation, Dave Turney suggested a development of a business member-focused strategic plan and recommended using the presentation as the cornerstone. Natalie Cornell opined that she failed to see the relevance to non-manufacturers. Scott Wilkinson answered that consumer preference drives all business, not just manufacturers. Sharon Greene does not believe that consumer preference focus is solely a business member interest.

Members of the Leadership APTA graduating class delivered a presentation, titled Riding the Wave of Social Change to Transform the Transit Industry.

Due to time constraints, the business member committee reports were not verbally delivered, however the chair reminded the committee that these reports are in the agenda packets.

Jeff Wharton promoted the BMBG annual meeting in Clearwater, FL. On behalf of the BMBG, Jeff Wharton thanked Patrick Scully for his service as BMBG chair and presented his gift.

The meeting was adjourned.



AMERICAN
PUBLIC
TRANSPORTATION
ASSOCIATION

EXECUTIVE COMMITTEE

CHAIR

Doran J. Barnes

VICE CHAIR

Nathaniel P. Ford, Sr.

SECRETARY-TREASURER

Kim R. Green

IMMEDIATE PAST CHAIR

Valarie J. McCall

Dorval R. Carter, Jr.

Nuria I. Fernandez

Freddie C. Fuller II

Donna P. McNamee

Jennifer Mitchell

Jeffrey A. Nelson

Greg Percy

Michael A. Sanders

Patrick J. Scully

Carl G. Sedoryk

Beverly S. Silas

David M. Stackrow, Sr.

Jeffrey Wharton

Charles R. Wochele

ACTING

PRESIDENT & CEO

Richard A. White

TO: Business Member Board of Governors

FROM: Jeff Wharton *JWharton*

DATE: January 6, 2017

SUBJECT: **BMBG NOMINATIONS COMMITTEE**

In accordance with the BMBG Bylaws, I am pleased to submit to you my list of appointees to serve on the nominations committee for the year 2017. They are:

John Bartosiewicz

Janet Rogers

Rick Simonetta

Paul Skoutelas

Patrick Scully will serve as Chair of the nominations committee in accordance with the BMBG's bylaws.

This year the committee will nominate members of the BMBG to fill for two-year terms that end in 2019.

Your approval of my nominees to serve as members of the nominating committee is requested at our January meeting.

JW/am

**Business Member Board of Governors
Summary Report**

Business Member Business Development Committee

Committee Work Program updates

1) International Speaker Support Program

Accomplishments:

- International Speakers have participated at the APTA Bus, Rail and Annual Meetings

Anticipated Actions:

- Continue to promote & identify International Speakers for all APTA conferences, including participation at EXPO.

2) Increase U.S. Presence at International Public Transportation Events

Accomplishments:

- Creation of North American Pavilion at UITP conference
- Continue to promote and support U.S. companies at international trade shows and study missions
- 2017 APTA Safety and Security Study Mission to Asia including 4 Business Members

Anticipated Actions:

- Seeking business member interest to arrange for a U.S. Pavilion at both InnoTrans in Berlin in September 2018 and UITP in Stockholm in May 2019. APTA staff will be attending both shows and will coordinate with U.S. companies planning to attend.

3) Update Investment Brochure & Reach out to Financial Community

Accomplishments:

- 2016 edition has been published

Anticipated Actions:

- Working on 2017 edition for release by 2017 Legislative Conference.

4) Increase Business Member Participation in the APTA Sustainability Program

Accomplishments:

- Created Brochure outlining in detail the business case for becoming an APTA Sustainability Program Signatory

Anticipated Actions:

- Continue to promote the importance of sustainability through workshops and presentations at APTA conferences and events.

Other Committee Issues and Updates

- A. Continue to work with the P3 committee to uncover opportunities for Business members in upcoming P3 projects.

**Business Member Board of Governors
Summary Report**

Business Member Workforce Development Committee

Committee Work Program updates

The Committee has taken action to conform to the desired committee structure. William Thompsen has agreed to become vice chair of the full committee, and Mark F. Magaldi has agreed to chair the pREES subcommittee.

We will hopefully fill the committee secretary position at the annual meeting.

- 1) APTA Youth Summit - The goal is to build the next generation of transportation professionals by helping students to learn about the public transit industry. The Summit opens the door for 50 young people to discover careers and the benefits of the public transportation and make a positive impact in their communities and the public transportation industry today.

Accomplishments:

- There was support by the business members in the 2016 Youth Summit.
- More support opportunities exist for Business Members to become involved.

Anticipated Actions:

- Complete planning for the 2017 summit.
- Work to increase participation of Business Members who will talk about careers and success in their jobs.

- 2) Passenger Railroad Engineering Education Symposium (pREES) -

Accomplishments:

- Have kicked off preparation of the schedule grid with several meetings in Q3/4 of 2016.
- Have identified instructors for most major items, with numerous backups that are willing to assist.
- Confirmed that NuRail is interested in support the effort, however their DOT funding was not renewed so we will need to work on some financial arrangements for their participation.

Anticipated Actions:

- Finalize a west coast location and dates in 2017 to avoid conflicts between pREES other APTA and industry events. Q1 2017
- Prepare a 'hold the date' mailing for early Q1 2017.
- Work with presenters and the APTA HR committee and staff to place pREES materials on the APTA website. Q1 2016

Other Committee Issues and Updates

- Budgeting has changed somewhat, but the general arrangement is;
 - 2016/17 Budgetary funds will be used for the annual Youth Summit and accrued for the biennial pREES.
 - Budget for the annual Youth Summit was inserted in the 2016 budget.
 - Budget placeholder for 100% of the biennial pREES budget was inserted into the 2017 budget.

**Business Member Board of Governors
Summary Report**

Business Members Legislative Committee

Committee Work Program updates

1) Advocate for industry investment needs

Accomplishments:

- Supported receptions at both the RNC in Cleveland and the DNC in Philadelphia by providing funding for each. These opportunities were highly successful and allowed APTA to take lead roles among the partnership that facilitated these events.
- Advocacy Associates has submitted a proposal to support Business Member Hill visits during the 2017 APTA Legislative Conference. Contract execution is anticipated in the immediate future.

Anticipated Actions:

- The Subcommittee will begin planning for a business member fly-in in 2017 to provide the opportunity for business members to engage and educate new Members of Congress and the new administration on our issues and set the foundation for the next authorization in 5 years.
- The Subcommittee is also planning to take advocacy action for any unexpected actions that may occur during the upcoming year. As we know, there have been responses required on our behalf, in the past, that were not anticipated (i.e. all of the Buy America engagement just prior to authorization of the FAST Act)
- Continue efforts to encourage Business Member advocacy outreach, such as local facility site visits and district based outreach, aimed as continuing to build relationships with more Members of Congress.
- Continue to support business member education on FAST Act, new Congress and new administration. The Trump administration is an unknown quantity and will likely bring about many changes that will require business members be educated on new key stakeholders, opportunities and challenges. The Subcommittee will seek to develop webinars to keep business members informed and educated.

2) Advocate for Business Members' Policy Priorities

Accomplishments:

- The Subcommittee worked with the APTA staff to identify and respond to Policy/Legislation/Regulation affecting Business Members. Among the issues addressed were:
 - Buy America – The Subcommittee and the BMBG worked to fight back and limit the impact of efforts in Congress to increase domestic content requirements for rolling stock. Work prevented enactment of more onerous proposals, and secured language on iron and steel content and helpful waiver language.
 - Bus axle weight – Subcommittee tracked efforts in California (state/local situation) having impact on bus axle weight despite Federal exemption. Previously members had engaged to develop research on the issue.
 - Local Hire – Subcommittee tracked and weighed in on Appropriations provision initiating efforts by USDOT to allow geographic hiring preferences. The Subcommittee and BMBG weighed in within APTA to impact APTA comments to the docket on the NPRM. The Subcommittee continued to track provision throughout FY2016 Appropriations process. Members worked with APTA staff to support inclusion of Senate Appropriations legislative language limiting the impact of the provision.
 - Procurement Generally – The subcommittee tracked and discussed efforts to improve bus procurement. Members of the Subcommittee worked with APTA staff to provide input to the Congressional Committees, ultimately leading to the inclusion of legislative language comprehensively addressing vehicle procurements.

Anticipated Actions:

- Continue to work with the APTA staff to engage in the process of FAST Act Implementation.
- Continue to facilitate discussion around Buy America legislative changes, and contribute to efforts to generate additional research on the issue.

3) Serve as a sounding board for research ideas and policy questions

Accomplishments:

- The Subcommittee served as a venue for discussion of important policy issues and contributed to research and data collection on these issues.
- The Subcommittee provided input into the research project plans funded by the BMBG Activity Fund including the development of the 2016 Free Congress

Foundation report entitled “The Role of Public Transportation in the Conservative Pro-Growth Agenda”

Anticipated Actions:

- The Subcommittee will continue to provide input into research plans supported by BMBG Activity Fund dollars and encourage a more robust dialogue on proposed research topics during the BMBG annual meeting prior to finalizing the BMBG annual budget.
 - The Subcommittee will continue to host joint meetings with the BMBG Procurement Committee when deemed necessary due to overlapping legislative topics.
- 4) Committee leadership as an advocate with peers on information/data collection and general involvement

Accomplishments:

- Maintenance and data collection undertaken and supported for the Industry Footprint Tool including updates after the 2016 elections.

Anticipated Actions:

- Additional maintenance and data collection will be undertaken and supported for the Industry Footprint Tool as changes occur with APTA members and elected officials.
- Subcommittee will continue to market the benefits of utilizing the “Industry Footprint Tool” to APTA members and ensure that it is utilized to provide data to support advocacy including Hill visits and fly-ins.

Other Committee Issues and Updates

None.

**Business Member Board of Governors
Summary Report**

Business Member Procurement Committee

2017 Committee Work Program updates

Note: Because so many procurement issues are also legislative issues, the two committees have met jointly for the last year. This means APTA staff don't have to report on the same things twice and that members of both committees stay updated on progress (or lack thereof). We anticipate the two committees will continue to meet jointly for the short term.

1) Monitor and React to Changes to US Content Requirements

Accomplishments:

- Meetings with FTA and comments received by them from the industry meant the final rule picked one specific date for the calculation of US content
- Blanket waivers also issued for projects where selection of rolling stock supplier happened between the start of the fiscal year (Oct 1) and the issuance of the rule (so increased content was NOT retroactive)

Anticipated Actions:

- Monitor any new direction from Congress and/or the new Administration that could show up in authorizing or appropriations bills for 2017

2) Local Hire and other procurement initiatives

Accomplishments:

- Two research studies underway to provide data for on-going discussions
- Session at Annual Meeting moderated by Beverly Scott

Anticipated Actions:

- Publish results of research studies: create sessions at Rail, Bus, CEO and Board member meetings to share results; possible webinar topics
- Continue outreach to CEOs and Board members on how best to manage procurements that benefit the whole country's manufacturing base
- Monitor any new direction from Congress and/or new Administration that could show up in authorizing or appropriations bills for 2017

3) A&E Contract Ts & Cs and other contracting issues (risk sharing)

Accomplishments:

- Re-invigorated this sub-committee
- Issued identified:

- **Indemnification Clauses:** transfer of risk and responsibility to AE without any ability to accept that risk and protect the owner
- **Liability Insurance:** Limits and types of coverage that are either not based upon a proper risk evaluation or that assign limits that are not commercially available
- **Capped Rated contracts:** violate cost plus principles in FAR
- **Actual Cost Overhead** requirements under capped rated contracts – assignment of project costs to overhead and erosion of limited profit margins
- **Profit Margin targets:** limiting profit allocations without the understanding of final reconciled profit amounts including consideration of payment timing, interest and risk factors in execution of the contracts
- **Non Brooks Act procurements** for services which require A-E services - violate the essence of Brooks with federally funded contracts
- **Retainage requirements:** AE service agreement should not require retainage because the professional product is a continuous service that is owned by the agency upon delivery, and represents the standard of care provided in the profession. Retainage clauses are for construction contracts that use the retainage as leverage to obtain the final quality specified of the intended product.
- **Slow Payment:** Slow payment (more than 30 days) of invoices by owners cost A-E's many \$ in interest payments which are not allowable under overhead audits, and result in reduced profitability. Most federal contracts require interest to be paid to the A-E for slow payments.

Anticipated Actions:

- Consider sessions at upcoming APTA conference
- Possible session at the Legal Affairs conference or meeting
- Adding this to the NTI procurement training course to develop training for grantees

4) Procurement Sessions at Conferences

Accomplishments:

- Bus Conference sessions: Cooperative Procurements; Lowering the Cost and Minimizing the Complications of Your Next Bus Procurement;
- Rail Conference sessions: Can we Build Better Partnerships?; O&M Service Contracts
- Annual Meeting: Procurement Supersession; Update on the Federal DBE Program

Anticipated Actions:

- Continue to work with APTA staff to keep procurement issues on the programs
- Expo: Procurement Series?

**Business Member Board of Governors
Summary Report**

Business Member Programs Committee

Committee Work Program updates

- 1) Plan and deliver program sessions at the bus and rail conferences that present discussions of key business member issues

Accomplishments:

- Planning for all program sessions is continuing to follow APTA Planning Committee efforts. This method is integrative, systematic, and comprehensive to the overall APTA agenda. Complimentary registration raffle seems to be a successful endeavor. Since this is an EXPO year, there is no guest speaker for the meeting in Atlanta.

Anticipated Actions:

- Discussion will be held at the September committee meeting for programs for 2017. Efforts to promote the complimentary registration raffle sessions will be considered. Decide if Business Member outreach brochure will be printed for distribution at Annual Meeting in Atlanta.

- 2) Support the use of high profile guest speakers who can bring a business message to APTA's conferences and seminars

Accomplishments:

- Since this is an EXPO year, there is no keynote speaker for the meeting in Houston. The Committee will begin working early to identify a potential guest speaker for the 2018 Annual Meeting.

Anticipated Actions:

- Discussions will be underway to work with Staff and Committee members in contacting leads and schedule commitments with the hopes of an early decision.

- 3) Look for opportunities to present key business member issues at the transit board seminar and the transit CEO seminar that focus on industry business issues.

Accomplishments:

- Discussions to be held with committee members on interest to pursue this effort. If interested, plans will be derived to meet with Transit Board Members Program Planning Committee and/or CEO Seminar Planning Committee

Anticipated Actions:

- Staffing for Business Member booth at EXPO to be considered.

**Business Member Board of Governors
Summary Report**

Business Member Small Business Committee

Committee Work Program updates

1. **First Work Program** Objective: Create opportunities for APTA small and disadvantaged business members to establish meaningful business relationships with clients and other potential partners.

Accomplishments:

SB2SB: Conducted the two SB2SB Networking Reception (LOCAL COMTO AND APTA members) first one during the bus conference in Fort Worth Texas in May 2015 and second one at rail in Phoenix. Very successful attendance wise, but needs a plan for follow-up to promote and encourage continued future networking. Also, we need to promote APTA better or have a plan that allows them to “sample” APTA. We will continue to have networking events with COMTO members in transit. The objective is to find national synergy among small firms in various locales.

Resource Room/Techbar: In North Carolina and the Bus conference, we brought in students from NC A&T who were dynamic. The idea was to assist people with their smartphone applications, while introducing the students to APTA. The introduction of the students to APTA was a bigger success than the interest of smartphone assistance among the members. This should be elevated to either better market it or just have a student awareness program. Great idea, but may be more for the Workforce Development Committee.

The same concept could be developed for new small businesses instead.

BREAKFAST: We will utilize the program as we have in the past. Having 2 breakfasts a year – at rail and at bus. 2 different audiences. May discuss having a 3rd during annual. Typically, agenda is too busy, but worth an evaluation.

COMTO: Although we are not involved, there is typically a session that is hosted by APTA-COMTO at APTA conferences and one at COMTO conferences. we should become more involved with them. We will continue to have networking events with COMTO members in transit. The objective is to find national synergy among small firms in various locales.

2. **Second Work Program** Objective: Develop programs for small and disadvantaged business members to maximize the value of their APTA membership.

Accomplishments:

WEBINARS: During last 3 years, we conducted several successful webinars. These webinars should be posted on the website. The last one was “How to win work with public agencies” where we featured the director over small and minority business from Sound Transit. Webinars should continue, but it lacks a leader. We should continue to host the webinars this year and develop better ways to reach different audiences. However, we should limit them to 2 per year at best.

:

RECOGNITION: We are looking for avenues to recognize large APTA business (and perhaps public members) who do business with small business members. We intend to look for ways to educate new member about being involved. This is the only one of our initiatives we have not worked on. It should be the major initiative this year, especially as we look for ways to increase our value proposition and retain members.

3. **Third Work Program** Objective: Assist in the understanding in the federal, state, and local policy changes that affect small and disadvantaged business members, such as certification, prompt payment, and sustainability issues.

Accomplishments:

PROGRAMS: We only managed to have one workshop during Fort Worth bus conference on the new personal network statement for the DBE certification. Attendance could have been better had it not been on the last day and better publicized to local community (non-APTA members)

We should explore topics which DBEs are interested in and develop a means of delivering and educating the membership as well as those who are not members, whether the tools are webinars, program tracks at conferences, articles in PT, local newsletters etc.

ATTACHMENT 9

PROPOSED 2018 BUSINESS MEMBER ACTIVITY FUND BUDGET

FORTHCOMING

TO: Business Member Board of Governors
FROM: Helene M. Brett
DATE: January 13, 2017
SUBJECT: **MEMBERSHIP REPORTS**

I am pleased to provide you with the following reports that provide information on APTA's membership with particular emphasis on the business member category. As of January 13, 2017:

- Current membership stands at 1519
- 76 new members have joined this fiscal year to date
- 57 members have dropped (more pending suspension action)

The APTA staff and Member Services Committee remain focused on four key areas in their work plan, the **4Rs**, which include: Membership **R**ecruitment, Membership **R**etention, **R**eclamation of former members as well as a concentrated effort to **R**e-energize/grow the committee to include new members representing broader diversity.

Several members of the committee are serving on one or more of the work groups formed to support the work of the Revenue Task Force. The RTF, led by Kim Green, APTA's Secretary/Treasurer, is focused on APTA's revenue streams, membership categories and dues, conferences & workshops, as well as other key programs that form the components of APTA's member value proposition. The work of the Revenue Task Force is expected to be completed and formal recommendations presented to APTA's Board by the start of the next fiscal year.

The committee and staff remain committed to represent and serve the APTA membership in the year ahead.

Respectfully,

Helene M. Brett
Sr. Director - Membership

NEW MEMBERS JOINED
January 1, 2016 – December 31, 2016

TRANSIT SYSTEM CATEGORY:

AirTran JFK, Jamaica, NY
Bis-Man Transit Board, Bismarck, ND
City of Palo Alto, Palo Alto, CA
Durham County ACCESS, Durham, NC
Grande Prairie Transit, Grand Prairie, AB, Canada
Greater Portland Transit District, Portland, ME
Green Bay Metro Transit, Green Bay, WI
HARTransit, Danbury, CT
Monroe County Transportation Authority, Scotrun, PA
Prairie View A&M University Transportation Services, Prairie View, TX
University of California San Francisco, San Francisco, CA
University of North Carolina, Charlotte, NC

NEW TRANSIT ENTERPRISE CATEGORY:

All Aboard Florida, Coral Gables, FL
Kansas City Streetcar Authority, Kansas City, MO
TransEd Partners, Edmonton, AB, Canada

TRANSIT MANAGEMENT COMPANY CATEGORY:

Crosslinx Transit Solutions Maintenance CP, Toronto, ON, Canada
Portland Streetcar, Inc., Portland, OR

MANUFACTURER AND SUPPLIER CATEGORY:

AMF-Bruns of America, Hudson, OH
Astronics Test Systems, Orlando, FL
Axiomtek, City of Industry, CA
BeaconInsight, Danville, CA
BEC Technologies, Inc., Richardson, TX
Blue Bird Corporation, Fort Valley, GA
Canadus Power Systems, Twinsburg, OH
CAPTRON Electronic GmbH, Olching, Germany
Cardtek USA Inc., Irvine, CA
CDX, Burlington, MA
Chariot Motors Corp., Sofia, Bulgaria
Circle Graphics, Longmont, CO
Collins Bus Corporation, South Hutchinson, KS
Cratex Container Corporation, Earth City, MO
CRRC Times Electric USA, LLC, Naperville, IL
Cyalume Technologies, Inc., Ft. Lauderdale, FL
Dahua Technology USA Inc., Irvine, CA
Danella Rental Systems, Plymouth Meeting, PA

Datwyler Sealing Technologies Deutschland GmbH, Basking Ridge, NJ
Delta Manufacturing, Escanaba, MI
DEUTA America Corporation, Richmond, VA
Door Engineering & Manufacturing LLC, Kasota, MN
Ericsson Inc., Plano, TX
Fall Protection Systems, Florissant, MO
Feig Electronics, Inc., Duluth, GA
Fujitsu Network Communications, Inc., Richardson, TX
Gallo Business Media, Skokie, IL
Global Contact Services, LLC, Salisbury, NC
Global Display Solutions, Inc. (GDS), Rockford, IL
Goyal Industries, Inc., Mansfield, OH
Groeneveld Lubrication Solutions Inc., Brunswick, OH
Hall Signs, Inc., Bloomington, IN
Hanwha Techwin America, Ridgefield Park, NJ
Harrington Signal Inc., Moline, IL
Herzog Technologies, Inc., St. Joseph, MO
Hopthru, Inc., Santa Clara, CA
I S Technology Solutions, Chicago, IL
Infax, Inc., Duluth, GA
Integrated Video Solutions, LLC, Chester, NJ
International Electronic Machines (IEM), Troy, NY
Jiangsu Tiemo Glass Company Ltd., Jiangsu, China
KICTeam, Inc., Auburn, ME
Liquid Spring LLC, Lafayette, IN
Lyft, Inc., San Francisco, CA
M-C North America, Inc., Minneapolis, MN
Metrom Rail, Crystal Lake, IL
Microvast Power Solutions, Inc., Stafford, TX
Momentum Dynamics Corporation. Malvern, PA
Mozio, San Francisco, CA
Nanov Display Inc., Miami, FL
Nathan Airchime Micro Precision, LLC., South Windham, CT
Nevada Railroad Materials, Inc., Ogden, UT
Oktal S.A.S., Toulouse, France
Opentext, Waterloo, ON, Canada
Optibus, Ltd., Netanya, Israel
Palram Americas, Kutztown, PA
Polystar Containment, Stow, OH
Quintiq, Radnor, PA
Reach Media Network, Inc., Eden Prairie, MN
Reborn Global Holdings, Inc., Fullerton, CA
RelySupply, LLC, Cincinnati, OH
RFID Canada Inc., Markham, ON, Canada
Rocore Holdings LLC, Omaha, NE
Samsung SDS, Ridgefield Park, NJ

Schaltbau North America, Hauppauge, NY
Seisenbacher Rail Interiors Inc., Rochester, NY
Selex ES, Inc., Brewster, NY
Simulator Systems International, Tulsa, OK
SKODA Transportation USA LLC, Baltimore, MD
Sportex Apparel of Arizona, Inc., Tempe, AZ
TEB Technology Development Co. Ltd., Markham, ON, Canada
Telephonics Corporation, Farmingdale, NY
TrakItNow, Inc., Fort Worth, TX
Transit Training Solutions (TTS), Ann Arbor, MI
TransitWorks, Richfield, OH
Transoft Solutions, Inc., Richmond, BC, Canada
Trek/B-Cycle, Waterloo, WI
Uber Technologies, Inc., Washington, DC
United Rail, Inc., Jacksonville, FL
Vicinity/Alliance Bus Group, College Park, GA
Vidsys, Vienna, VA
Waltz, New York, NY
Xpan Interactive Ltd., Calgary, AB, Canada
Zonar Systems, Inc., Seattle, WA

CONSULTANT CATEGORY:

A Customer's Point of View, Inc., McDonough, GA
Anderson & Krieger LLP, Cambridge, MA
AZTEC Engineering Group, Inc., Santa Ana, CA
BAP Acoustics Ltd., Port Moody, BC, Canada
Battelle Memorial Institute, Columbus, OH
Birdi & Associates, Inc., Los Angeles, CA
BRT Planning International, LLC, Brooklyn, NY
Burns & McDonnell, Dallas, TX
cjm risk solutions, LLC, Collinsville, IL
CSched USA, Chicago, IL
DAVID Corporation, Wakefield, MA
Delta Services Group, Inc., Newtown, PA
Economic Development Research Group, Inc., Boston, MA
Egis Rail, Lyon, France
eIntelligent Global Payment Solutions, Toronto, ON, Canada
Griffus & Partners, LLC, Olympia, WA
Hatch Corporation, Calgary, AB, Canada
Initech Industrial LLC, Clifton, NJ
JFC & Associates, Boston, MA
John Laing (USA) Ltd., New York, NY
Larson Design Group, Williamsport, PA
Lost Art Communications, LLC, Loveland, OH
MSF&W Consulting, Inc., Springfield, IL
North Highland, New York, NY

Omni Strategy, LLC., Clarkesville, MD
Pulsar Advertising, Los Angeles, CA
Shelter Island Risk Services, Shelter Island, NY
Siebert Brandford Shank & Co., L.L.C., New York, NY
SNCF – DPF Solutions, Saint-Denis Laplaine, France
Spruce Technology, Inc., Clifton, NJ
Straight Line Management LLC, San Antonio, TX
Swiftly, Inc., San Francisco, CA
TSC2 Group, Las Vegas, NV
Wight & Company, Chicago, IL

CONTRACTORS CATEGORY:

Sacyr Construction USA, Washington, DC
Sun Valley Light Rail, Tucson, AZ

Non-Operating State DOT's CATEGORY:

Department of Transportation and Public Works, San Juan, PR

SINGLE PROFESSIONAL CONSULTANT CATEGORY:

Joel S. Abraman, New Haven, CT
Richard Brandman Consulting, Portland, OR
Ron Kilcoyne, Walnut Creek, CA
KivAllegra Consulting, Salt Lake City, UT
Opus Tertium LLC, Dallas, TX
Pirooz Communications, Irvine, CA
Rail-IT, LLC, Golden Valley, MN
Railliance, Inc., Greencastle, PA
Shared Mobility Strategies, LLC, Washington, DC
SRBtransit, LLC, Phoenix, AZ
Michael Townes, Hampton, VA
Transit Project Strategies LLC, McLean VA
Simon Zweighaft, Cambridge, NY

METROPOLITAN PLANNING ORGANIZATION CATEGORY:

Charleston Area Transportation Study, North Charleston, SC
North Central Pennsylvania Regional Planning and Development Commission, Ridgway, PA

GOVERNMENT AGENCY CATEGORY:

Central Florida Expressway Authority, Orlando, FL
Central Oregon Intergovernmental Council, Bend, OR
City of Miami Beach, Miami Beach, FL
Rock Island Rail Corridor Authority, Kansas City, MO

TRANSPORTATION MANAGEMENT ASSOCIATIONS CATEGORY:

Central Maryland Regional Transit (CMRT), Laurel, MD

STATE ASSOCIATIONS CATEGORY:

Missouri Rural Health Association, Jefferson City, MO

PUBLIC INTEREST GROUP CATEGORY:

Communication Workers of America, Dayton, OH

The Museum of Bus Transportation, Hershey, PA

Vermont Energy Investment Corporation, Burlington, VT

VANPOOL/CARPOOL PROVIDERS CATEGORY:

Motivate, Brooklyn, NY

RETIREES CATEGORY:

Linda Bohlinger, La Quinta, CA

John F Calnan, Romansville, PA

John Catoe, Santa Monica, CA

Douglas Kerr, Annapolis, MD

Lynne Morsen, Arlington, VA

Dennis Vierra, Arlington, VA

William Volk, Urbana, IL

GRAND TOTAL: 170

Membership Losses

January 1, 2016 – December 31, 2016

Please refer to these codes which denote reasons for resignation:

1. Factors beyond APTA's control i.e., company out of business, budget shortfall, consolidation, merger, business focus changed, bankruptcy, contact left, contact death (total: 64)
2. Dues delinquent, non-payment of dues (total: 96)
3. Membership not useful (total: 14)
4. Dues too high (total: 9)
5. No specific reasons cited (total: 13)

Regular US Transit Systems:

AppalCART, Boone, NC (1)

Charleston Area Regional Transportation Authority, Charleston, SC (2)

City of DeRidder/Beauregard Transit, DeRidder, LA (2)

City of Everett Transportation Services/Everett Transit, Everett, WA (4)

City of Jackson Department of Planning and Development, Jackson, MS (1)

City of Tucson, Tucson, AZ (1)

Detroit Department of Transportation, Detroit, MI (2)

Greater Lynchburg Transit Company, Lynchburg, VA (4)

Marin Transit, San Rafael, CA (1)

Mid-Ohio Valley Transit Authority, Parkersburg, WV (3)

Morrow County Transportation, Mt. Gilead, OH (2)

Mountain Rides Transportation Authority, Ketchum, ID (3)

Rhode Island Public Transit Authority, Providence, RI (2)

StarMetro, Tallahassee, FL (1)

University of Wyoming Transit & Parking Services, Laramie, WY (1)

Valley Regional Transit, Meridian, ID (1)

International Transit Systems:

Office of Rail Regulation, London, UK (1)

Sistema de Transporte Colectivo, Mexico City, Mexico (2)

SMRT Corporation Ltd, SINGAPORE (2)

Transit Management Companies:

Horizon Coach Lines, Golden, CO (2)

Merced Transportation Company, Merced, CA (1)

Manufacturers and Suppliers:

4D Security Solutions, South Plainfield, NJ (2)
Acquia, Inc., Boston, MA (3)
AllTrain, Montreal, QC, Canada (2)
Amsted RPS, Mattituck, NY (1)
ANGI Energy Systems, Janesville, WI (4)
Autodesk, Inc., San Francisco, CA (2)
Barry Controls, Hopkinton, MA (3)
Black Diamond Engineered Products, Inc, Kingston, ON, Canada (2)
Boyce Technologies, Inc. New York, NY (3)
Cengage Learning, Clifton Park, NY (2)
Citilabs, Lafayette, CA (2)
Cleaning Systems, Inc. De Pere, WI (1)
Dedicated Micros, Inc., Chantilly, VA (2)
Diligent, Inc, New York, NY (1)
Duo-Gard Industries Inc., Canton, MI (4)
Everbridge, Glendale, CA (2)
Evonik Cyro LLC, Sanford, ME (1)
Extrutech Plastics, Inc., Manitowoc, WI (2)
Feeney Wireless, LLC, Eugene, OR (5)
Flame Enterprises, Incorporated, Frederick, MD (3)
Garavelli Enterprises, Inc., Cordova, TN (2)
General Electric Company, Grain Valley, MO (1)
General Steel Products, Co., Inc., Everett, MA (2)
GKN Land Systems, Auburn Hills, MI (2)
Global Integrated Supply, Staten Island, NY (2)
GMV Innovating Solutions, Inc., Rockville, MD (1)
Gould Wash Service LLC, Ann Arbor, MI (2)
Graffiti Guards, Inc., Ontario, CA (2)
Harlow's Bus Sales, Inc., Bismarck, ND (2)
HeartSine Technologies, Inc, Newtown, PA (1)
Honeywell International, Golden Valley, MN (1)
IEC Holden Corp., Plattsburgh, NY (2)
Impact Recovery Systems Inc., San Antonio, TX (1)
Interflon Rail USA, Essex Falls, NJ (2)
Jessup Manufacturing Co., McHenry, IL (2)
Kiel N.A. L.L.C., Elkhart, IN (2)
Knoedler Manufacturers Canada Ltd., St. Hubert, QC, Canada (1)
Korea Smart Card Co., Ltd., Seoul, South Korea (2)
Let's Bus It Publications Inc., Naramata, BC, Canada (2)

Lightning Hybrids, Loveland, CO (5)
MACTac, Stow, OH (1)
Magnetic Ticket & Label Corporation, Dallas, TX (2)
Marsh USA, Inc., Dallas, TX (1)
MCI Customer Solutions, Des Plaines, IL (1)
Meridium, Inc., Roanoke, VA (2)
Mobilitat, Green River, WY (1)
The Okonite Company, Oriental, NC (3)
OMNOVA Solutions, Beachwood, OH (1)
Powerbox USA, Indian Hills, CO (1)
Productive Plastics, Inc., Mt. Laurel, NJ (2)
Pro-Tac Industries, Inc., Saint-Celestin, QC, Canada (3)
Qual-Tran Products Company, LLC, Hatfield, PA (2)
Questica Inc., Burlington, ON, Canada (2)
Railhead Corporation, Alsip, IL (1)
RMP Powertrain Solutions, Pennsauken, NJ (2)
ROSCO, Inc., Jamaica, NY (2)
SAIRA/Far Systems Americas, Wexford, PA (2)
Shanghai Toncom Municipal Facility Technology Co., Ltd., Shanghai, China (2)
Shure-Step Safety Step Stools, Houston, TX (2)
Sioux Logena, Center Valley, PA (1)
Smartmaps, Inc., Knoxville, TN (2)
Souriau USA, Inc., York, PA (2)
Stallion Bus/American Double Decker, Huntington, NY (2)
Streetlight Data, Inc., San Francisco, CA (2)
Submission Exchange, A subsidiary of Textura Corporation, West Des Moines, IA (5)
T2 Systems, Indianapolis, IN (1)
TATSA, Inc., Miami, FL (2)
Telco Sensors Inc., Charlotte, NC (1)
Teledyne VariSystems, Inc., Calgary, AB, Canada (1)
TextSpeak Design, Westport, CT (5)
Transit Auto Parts LLC, Chicago, IL (2)
Unwire, Copenhagen, Denmark (5)
US Hybrid Corporation, Torrance, CA (2)
US Railcar Company, LLC, Columbus, OH (1)
Valeo Compressors, Dallas, TX (2)
Vericom Computers, Inc., Rogers, MN (2)
Vidcie, Inc., Sunnyvale, CA (1)
Virginia Controls, Inc., Richmond, VA (2)
Vision Critical, Toronto, ON, Canada (5)

Vossloh Espana S.A., Valencia, Spain (1)
WAVE (Wireless Advanced Vehicle Electrification), Salt Lake City, UT (2)
Wells Fargo Securities, Inc., New York, NY (1)
Winnebago Industries, Inc., Forest City, IA (2)
XL Hybrids, Inc., Boston, MA (2)
Zenitel USA, Kansas City, MO (2)
Zhengzhou Newbase Auto Electronics Co. Ltd., Zhengzhou, China (1)

Consultants:

A. Ontiveros & Associates, LLC, Silver Spring, MD (3)
Abt SRBI, Inc. New York, NY (1)
Acentech Incorporated, Westlake Village, CA (5)
Alfred Benesch & Company, Chicago, IL (1)
Arup, New York, NY (1)
AssetFuture, Ltd., Toronto, ON, Canada (2)
Bank of America Merrill Lynch, New York, NY (1)
Bartlett & West, Topeka, KS (1)
Bridj, Boston, MA (2)
Bureau Blank, New York, NY (2)
Capitol Government Contract Specialists, Inc., Irvine, CA (1)
CareerSMITH, Inc., Newport Beach, CA (2)
Computer Sciences Corporation, Falls Church, VA (2)
Davis & Floyd, Inc., Charleston, SC (2)
Encada, LLC, West Grove, PA (2)
enGenius Consulting Group, Inc., Suwanee, GA (2)
EPV Group, LLC, El Paso, TX (4)
First Data Government Solutions, LP, Atlanta, GA (1)
First Environment, Boonton, NJ (3)
GAI Consultants, Inc., Homestead, PA (5)
Generator Group, LLC, Portland, OR (1)
Kellner Consulting, Houston, TX (2)
Leigh Fisher, Burlingame, CA (1)
LS Gallegos & Associates Inc., Centennial, CO (4)
MacKay & Company, Lombard, IL (2)
Mike Sims Consulting, Terrell, TX (4)
MMM Group Ltd., Thornhill, ON, Canada (1)
A.Ontiveros & Associates, LLC, Silver Spring, MD (3)
Multimodal Solutions, La Jolla, CA (5)
Paragon Project Resources, Inc, Dallas, TX (2)
R&R Partners, Inc., Salt Lake City, UT (2)

SENER Engineering and Systems, Inc., San Francisco, CA (4)
Skidata, Inc., Hillsborough, NJ (2)
Spartan Solutions, LLC, Washington, DC (5)
Spectrum Consulting Group LLC, Lee's Summit, MO (2)
Spy Pond Partners, LLC, Arlington, MA (1)
StarTech, Inc., Camas, WA (2)
Sun Edison, Inc., San Francisco, CA (1)
System One Holdings, LLC, Pittsburgh, PA (2)
Systems Consulting, LLC, Tacoma, WA (2)
Szymtek, LLC, Boca Raton, FL (4)
Tecolote Research, Inc., Lakewood, CO (2)
thingtech LLC, Atlanta, GA (2)
VIA Analytics, Berkeley, CA (2)

Single Professional Consultants:

200consult, Rockville, MD (5)
Bourne Transit Consulting, LLC, Ames, IA (3)
D.K. Gupta, P.E., Latham, NY (1)
ecologyIT, Carlsbad, CA (2)
Joe Boscia Resources, Beaver, PA (2)
Kathryn Coffel Consulting, LLC, Portland, OR (2)
Kerr Consulting, LLC, Annapolis, MD (1)
Martelly & Associates, LC, Murray, UT (1)
McGlothin Davis, Inc., Denver, CO (1)
Nina Babiarz Consulting, La Mesa, CA (1)
SJ Consulting, Orinda, CA (1)
t-alternatives, inc., Miami Lakes, FL (2)
Vergarastudio, LLC, Ridgefield, CT (1)
YADARI Enterprises, Fairfield, CA (2)

Universities:

Georgia Piedmont Technical College, Clarkston, GA (2)
University of California, Office of the President, Oakland CA (5)
University of Southern California, Los Angeles, CA (1)

Metropolitan Planning Organizations:

Broward Metropolitan Planning Organization, Fort Lauderdale, FL (3)
Maricopa Association of Governments, Phoenix, AZ (3)
Ozarks Transportation Organization, Springfield, MO (2)

Government Agencies:

San Benito Economic Development Corporation, San Benito, TX (2)

Washington County Regional Railroad Authority, Stillwater, MN (2)

DC Based Legislative Representatives:

Dean & Dean Consulting, LLC, Alexandria, VA (1)

Transportation Management Associations:

Seaport Transportation Management Association, Boston, MA (1)

Publications:

Trains Magazine, Waukesha, WI (1)

Associated Railroads:

Great Lakes Central Railroad, Owosso, MI (2)

Public Interest Groups:

Alaska Mobility Coalition, Anchorage, AK (2)

California Transit Indemnity Pool, Sacramento, CA (2)

Diverse Manufacturing Supply Chain Alliance (DMSCA), Rockville, MD (2)

Easter Seals Transportation Group, Washington, DC (2)

Greater Baltimore Committee, Baltimore, MD (5)

International Association of Sheet Metal, Air, Rail & Transportation Workers,
Washington, DC (1)

Jobs to Move America, Los Angeles, CA (1)

Midwest High Speed Rail Association, Chicago, IL (1)

Mobility Management of South Central New York, New York, NY (1)

National RTAP, Washington, DC (2)

Partnership for Southern Equity, Atlanta, GA (2)

Propane Education & Research Council, Oak Hill, VA (2)

New Transit Enterprises:

Tampa Bay Area Regional Transportation Authority, Tampa, FL (2)

Retirees:

E.J. Dowling, Mississauga, ON, Canada (1)

Barry E. Frank, Cincinnati, OH (2)

Kenneth P. Hamm, Liberty Lake, WA (2)

Dale Madison, Buffalo, NY (1)

Michael Sickenius, Ft. Pierce, FL (2)

Paul Yonge, Syracuse, NY (2)

Grand Total: 186

**AMERICAN PUBLIC
TRANSPORTATION ASSOCIATION
Fiscal Year 2016 Year End
Business Members by Dues Range**

Business Members paying on the dues schedule below include Manufacturers, Suppliers, Consulting Companies, and Contractors:

Annual Gross Transit Sales/Billings	Rate	# Mbrs paying @ level
Up to \$100,000	\$1,335	250
\$100,001 to \$500,000	\$2,737	156
\$500,001 to \$1,000,000	\$5,466	44
\$1,000,001 to \$2,500,000	\$6,738	71
\$2,500,001 to \$4,000,000	\$8,404	28
\$4,000,001 to \$6,000,000	\$10,940	20
\$6,000,001 to \$10,000,000	\$14,263	23
\$10,000,001 to \$15,000,000	\$16,797	13
\$15,000,001 to \$20,000,000	\$19,339	10
\$20,000,001 to \$25,000,000	\$23,439	2
\$25,000,001 to \$30,000,000	\$25,981	8
\$30,000,001 to \$35,000,000	\$28,516	4
\$35,000,001 to \$40,000,000	\$32,625	2
\$40,000,001 to \$45,000,000	\$35,167	4
\$45,000,001 to \$50,000,000	\$37,701	6
Over \$50,000,000	\$41,808	32
Total:		673

113 Single Professional Consultants pay a flat \$644

16 Management Company Members pay dues based on the number of systems managed

8 D.C. Based Legislative Representatives pay a flat \$644

11 Publications pay a flat \$644

Grand Total all business members: 821

**APTA BUSINESS MEMBERS
FY'00 – FY'16 COMPARISONS***

Member Type	FY16	FY15	FY14	FY13	FY12	FY11	FY10	FY 09	FY08	FY07	FY06	FY05	FY04	FY03	FY02	FY01	FY00
Management Company	17	17	17	18	17	17	17	18	18	21	21	21	21	22	25	28	26
Manufacturer/Supplier	500	475	441	472	464	438	420	420	424	473	453	434	427	423	415	387	357
Consultant	252	264	279	292	294	291	284	296	285	265	271	277	281	282	268	242	233
Contractor	5	5	6	8	5	5	5	5	6	6	5	4	4	2	4	2	2
Single Professional Consultant	118	110	116	117	122	120	109	116	109	119	136	130	115	103	89	76	72
Publication	12	13	12	15	12	14	13	14	14	14	15	15	16	16	16	16	14
Total Business:	904	884	871	922	914	885	848	869	856	898	901	881	864	848	817	751	704
Total Members:	1539	1517	1492	1556	1561	1542	1500	1,525	1,504	1,543	1,566	1,531	1,506	1,459	1,409	1,307	1,234
Business % of total:	59%	58%	58%	59%	58%	57%	57%	57%	57%	58%	58%	58%	57%	58%	58%	57%	57%

*Time span reflects July fiscal year start.