

**American Public Transportation Association
Business Member Business Development Committee
Sunday March 12, 2017 – 8:30-9:30am
JW Marriott Washington DC**

Agenda

1. Introductions – **Buddy Coleman**

2. APTA Anti-trust statement:

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.

3. Meeting Notes from January Meeting

Attachment 1

4. Chair's Report

Buddy Coleman

5. Subcommittee Updates

1. International Program

Petra Mollet

- APTA International Study Mission Petra Mollet
- EXPO 2017 recruitment efforts
- North American Pavilion plus North America Day
at 2017 UITP
- Latin American transit system presence at
2017 Rail Conference

2. Sustainability

Lolalisa King

6. Committee Work Program Updates

- Annual Investment Brochure update Darnell Grisby

7. New Business

8. Adjourn

2017 Business Member Board of Governors Meetings:

-Bus & Paratransit Conference, Sunday, May 7, Reno, NV

-APTA Annual Conference & EXPO, Sunday, October 8, Atlanta, GA

All Business members are invited to attend and participate in BMBG meetings

Business Member Business Development Committee

January 25, 2017

Minutes

Chair Buddy Coleman called the meeting to order. Introductions were made. The anti-trust statement was read.

The meeting was attended by John Andreas, DeLois Babiker, Natalie Cornell, Hugh Harrison, Fran Hooper, Tony Kellen, Lee Kemp, Kevin Kirk, Raquel Olivier, Rick Simonetta, Jim Srygley, Dave Turney, Bobby Hill, Eugene de Ribeaux, Brian Ley, Margareth Bonds, Joe Gibson, Matt Maxwell, Mike Allegra, Janet Rogers, Stephone Montgomery, Jim Weinstein, Steve Banta, Bob Gallant, Gregory Yates, Mark Magaldi, Dale Hill, Lolalisa King, Eve Williams, Mike Hennessey. Guests in attendance were Dick White and Randy Clarke of APTA staff and APTA Chair Doran Barnes. Darnell Grisby and Petra Mollet participated via conference phone.

The minutes from the September committee meeting were approved.

Buddy Coleman announced that Lolalisa King will be taking the committee meeting minutes until she succeeds him as chair of this committee. The international business development subcommittee has been dissolved. Instead, APTA staff will be reporting directly to this committee on international business opportunities.

Buddy Coleman reviewed the committee work plan. It is broken into three areas, a working relationship with the P3 Committee, the sustainability initiative, and international opportunities. He then highlighted the biggest production of the committee, the Annual Investment Brochure.

Petra Mollet updated the committee on international programs. APTA works diligently to ensure that international opportunities make their way to business members through partnerships with other international organizations. She started with an update on the APTA Study Mission to Asia, taking place March 29-April 7. 21 members have signed up, 6 of whom are business members. Petra then recapped APTA's involvement at Innotrans in Berlin in Fall of 2016. It was APTA's first delegation to Innotrans. Dick White would like to increase APTA's exposure at Innotrans and sees it as an opportunity to stay abreast of best practices abroad. Randy Clarke touched on the International Security Exchange, taking place in February 2017. He asked the committee to contact him for more information.

Buddy Coleman expressed appreciation to Doran Barnes for being present at the meeting.

Petra Mollet discussed the delegation attending the upcoming APTA Rail Conference. APTA is partners with the Latin American Rail Association and they are working together to bring a delegation from Latin America to the conference to take part in a rail summit. There is also heavy focus on the APTA EXPO in Atlanta in October 2017. The international brochure is now available on the EXPO website. APTA is working hard to draw delegations and there will be an international reception. There are plans to have an international showcase, highlighting infrastructure projects from around the world.

APTA is supporting the UITP Global Public Transportation Summit, taking place in May 2017. It will be the first time the UITP is holds this event in North America since 1999. There are opportunities to available to exhibit at the North American pavilion at the summit. There will be a North America Day at the summit,

focusing exclusively on North American projects and topics. Buddy Coleman encourages participation, complimenting the summit's great program.

Lolalisa King updated the committee on current sustainability projects. The business member sustainability subcommittee is working on simplifying the APTA sustainability commitment signatory application process, and is currently beta testing it. The goal is to also give clear direction on how signatories can move up in commitment level. Lolalisa encouraged participation by those who have not already signed up to be a signatory.

Darnell Grisby updated the committee on the status Annual Investment Brochure. Per the September meeting minutes, the new topic is on TEA-21 Funding Guarantees. He cited the success of the previous brochure and the current one will be complete by the APTA Legislative Conference. The new brochure will take the shape of a trifold, complete with facts, per the committee's request. David Turney requested an electronic version of the brochure, as well as hard copy. He would like for live links to references be embedded in the electronic version of the brochure.

The meeting was opened to new business. Buddy Coleman introduced the opportunity for business members to sponsor content in a special section within Passenger Transport. Randy Clarke mentioned APTA hosting its first Rail Infrastructure Maintenance Summit and will consist of public sector members.

The meeting was adjourned.