Fiscal Year 2018: Disadvantage Business Enterprise Goal Methodology

Due Date: October 25, 2017

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DATE: October 25, 2017

Office of Small and Disadvantaged Business Utilization
U.S. Department of Transportation
1200 New Jersey Ave. SE
W56-485
Washington, DC 20590
United States

SUBJECT: DISADVANTAGE BUSINESS ENTERPRISE (DBE) GOAL METHODOLOGY FOR FISCAL YEAR 2018
(OCTOBER 1, 2017 TO SEPTEMBER 30, 2018) REVISIONS

Dear Sir or Madam,

Attached please find BYD Coach and Bus LLC. a division of BYD Motors, Inc. DBE goal revisions for Federal fiscal year 2018 pursuant to the U.S. Department of Transportation’s (DOT) DBE regulation, 49 CFR 26. Our DBE annual overall percentage goal for the Federal fiscal year 2018 is 7.0%. The details of our calculations and methodologies used for setting our goal are included for review.

BYD Coach and Bus LLC is an electric bus manufacturer located in Lancaster, CA. BYD Coach and Bus is a division of BYD Motors, Inc. We anticipate competing in more federally funded projects within the coming fiscal year. We welcome any feedback to ensure that we are in compliance with supporting this important legislation.

Sincerely,

Greg Davis, DBELO
BYD Coach & Bus LLC.
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DISPARITY STUDIES UTILIZED

Basurto, A. (2016). *Do race-neutral measures have a positive effect on Disadvantaged Business Enterprise (DBE) utilization in the number of BART federally funded professional services agreements and has there been an increase in the number of agreements and total dollar amou.* San Jose: Mineta Transportation Insitute San Jose State University.


SUPPLIER DEVELOPMENT

BYD Coach and Bus, LLC (BYD) exercises four methodologies to facilitate its’ Disadvantage Business Enterprise (DBE) participation in federally funded contracts:

- Supplier/Sub Contractor Selection
- Continuous DBE Education with Existing Supplier/Sub-Contractors
- Technical Specification Equivalent

Below are the procedures, which BYD uses to support and encourage DBE participation.

SUPPLIER/SUB CONTRACTOR SELECTION

BYD ensures that its’ final products will be supported in operation for minimum of 12 year; therefore it is critical to establish and maintain mutually beneficial long-term relationships with its suppliers and sub-contractors. Its’ supplier and sub-contractor process includes parameters beyond simply price and availability. BYD Coach and Bus, LLC takes into account the following factors: product quality, adherence to detailed specs, future support, meeting delivery schedules and end user satisfaction.

BYD manufactures a truly unique product. Most of its’ major components and systems are proprietary and manufactured internally (such as inverters, in-wheel traction motors, converter, etc.). This also means that BYD has fewer supplier based products to produce and it can thoroughly bet its’ suppliers to ensure they can assist BYD meeting and surpassing its’ DBE goal.

BYD Coach and Bus, LLC shall utilize the following sources when identifying new suppliers and sub-contractors: State DBE registries, local and state business registries, NAICS codes, transit trade shows, customers, industry publications, M/WBE Expos, its’ current supplier base, and various search engines on the internet. These sources are extremely valuable when seeking new partners for procurement. As a transit vehicle manufacturer in the US, BYD frequently receives direct inquiries from potential suppliers.

When identifying potential qualified DBE firms, BYD will reach out through various means including attending APTA sponsored events, providing qualified DBE firms and Small Businesses adequate information and time to reply to bid request, negotiating with responsive DBE firms, following up with qualified DBE firms that contact BYD, and searching for DBE suppliers within its’ defined geographic areas. Additionally, its DBE Goal will be posted on BYD Motors’, Inc. website once it is approved.

The BYD purchasing team has an established process for selecting and approving suppliers. BYD Coach and Bus LLC., vets all candidates both DBE and non-DBE with the aforementioned information and then parses the list based on its’ established criteria. Beyond its’ purchasing criteria, BYD also involves the engineering and quality assurance departments to weigh in on all supplier-sourced products. Whenever possible BYD attempts to visits its’ vendors to further qualify their capabilities. This process is applied to all candidates to ensure that BYD establishes a level playing field for DBE firms. BYD preserves all electronic and physical correspondence form potential suppliers and sub-contractors for internal review.
BYD will make sure that it appropriately monitors its’ efforts pursuant to its’ overall DBE program and goal.

**CONTINUOUS DBE EDUCATION WITH EXISTING SUPPLIERS/SUB-CONTRACTORS**

BYD recognizes an important opportunity to work with its’ existing vendors in order to educate them about the federal DBE program. BYD will assist its’ vendors in implementing their own DBE programs within their business model. BYD will work with its’ vendors in order to help them identify opportunities to source sub-components of their products from DBE firms. BYD will not only track the efforts and measures that it is taking internally to ensure that it is supporting the criteria spelled out in 49 CFR 26, but BYD will track its’ external communication and its effectiveness.

**TECHNICAL SPECIFICATION EQUIVALENT**

BYD identifies opportunities to partner with DBE firms in procuring goods and services that meet the prerequisite of a technical specification equivalent. BYD Coach and Bus LLC’s, procurement team communicates both the technical and commercial requirements of each component that requires sourcing. If a performance based specification is provided, BYD explores the opportunity of working with potential DBE firms.

As part of BYD Coach and Bus’, LLC. DBE program, BYD contacts National Minority and Small Business Advocacy Organization such as: Minority Business Development Association and Diverse Manufacturing Supply Chain Alliance. BYD will further use DBE registries to identify new DBE suppliers as part of its effort to meet its’ goal. BYD plans to comply with the requirements and meet its’ goal includes, but is not limited to the following:

- Attending minority business conferences and trade shows
- Conducting supplier trade shows for DBE/SBE businesses at BYD’s Los Angeles headquarters and Lancaster manufacturing facilities
- Formulating a list of business development organizations that can assist with introducing BYD to local DBE and SBE firms
- Creating ads in trade publications and newspapers specific to DBE business opportunities with BYD
- Tracking DBE and SBE participation in its’ Supplier/Sub-Contractors for future reference of products and services offered

**GEOGRAPHIC MARKET AREA**

BYD’s defined Geographical Market Area (GMA) as the location of potential DBE firms and suppliers that will not only be able to provide services while also minimizing the overall distance from BYD manufacturing facility to DBE firms. BYD has selected the following districts within the State of California as its GMA, 5, 6, 7, 8, 11, and 12. As seen in the diagram below, each of these districts offer the most cost effect area for potential DBE Firms.
In order to find the relative DBE firms available BYD used UCP databases from California DOT to determine the availability of DBE firms for its specified NAICS code (see Table for specific codes). In Table 2, it gives a detailed list of state UCP databases the BYD used. Based on these databases, BYD was able to determine all of the applicable DBE firms currently certified in its’ GMA.

Table 1: Databases Utilized

<table>
<thead>
<tr>
<th>Name</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>California DBE Database</td>
<td><a href="https://ucp.dot.ca.gov/GetLicenseForm.do">https://ucp.dot.ca.gov/GetLicenseForm.do</a></td>
</tr>
<tr>
<td>US Census Bureau</td>
<td><a href="https://factfinder.census.gov">https://factfinder.census.gov</a></td>
</tr>
</tbody>
</table>

Table 3 offers a breakdown of relatively available DBE firms that correspond with the NAICS code in its’ GMA, which BYD has the opportunity of coordinating cooperative measures in procuring final production material(s). Table 3 supplies the relative availability of DBE firms by NAICS codes versus the

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1 These districts are based on California UCP Directory. (Opportunity)
2 We have included a full excel spreadsheet of our US Census Bureau Data.
total quantity of suppliers of each NAISC code as noted with the US Census Bureau. BYD will monitor these UCP databases to ensure that DBE suppliers and sub-contractors maintain their DBE status and will document and log the most current certifications.

Table 2: Relative Available DBE’s

<table>
<thead>
<tr>
<th>Item</th>
<th>NAICS Code</th>
<th>NAICS Code Description</th>
<th>Number of DBE Firms</th>
<th>All Firms Available Firms</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>326199</td>
<td>All other plastics product manufacturing</td>
<td>6</td>
<td>538</td>
</tr>
<tr>
<td>2</td>
<td>326220</td>
<td>Rubber and plastics hoses and belting manufacturing</td>
<td>4</td>
<td>12</td>
</tr>
<tr>
<td>3</td>
<td>423710</td>
<td>Hardware Merchant Wholesalers</td>
<td>19</td>
<td>822</td>
</tr>
<tr>
<td>4</td>
<td>423840</td>
<td>Industrial Supplies Merchant Wholesalers</td>
<td>29</td>
<td>680</td>
</tr>
<tr>
<td>5</td>
<td>425120</td>
<td>Wholesale Trade Agents and Brokers</td>
<td>159</td>
<td>4783</td>
</tr>
<tr>
<td>6</td>
<td>423130</td>
<td>Tire and Tube Merchant Wholesalers</td>
<td>2</td>
<td>188</td>
</tr>
<tr>
<td>7</td>
<td>441320</td>
<td>Tire Dealers</td>
<td>3</td>
<td>1437</td>
</tr>
<tr>
<td>8</td>
<td>335931</td>
<td>Current-Carrying Wiring Devices</td>
<td>4</td>
<td>32</td>
</tr>
<tr>
<td>9</td>
<td>335999</td>
<td>All other miscellaneous electrical equipment and component manufacturing</td>
<td>4</td>
<td>163</td>
</tr>
<tr>
<td>10</td>
<td>444130</td>
<td>Hardware Stores</td>
<td>3</td>
<td>673</td>
</tr>
<tr>
<td>11</td>
<td>334419</td>
<td>Other Electrical Component Manufacturing</td>
<td>9</td>
<td>196</td>
</tr>
<tr>
<td></td>
<td>Combined Totals</td>
<td></td>
<td>242</td>
<td>9524</td>
</tr>
<tr>
<td></td>
<td>Non- Weighted Relative Available DBE Firms</td>
<td></td>
<td>3%</td>
<td></td>
</tr>
</tbody>
</table>

GOAL METHODOLOGY

BYD Coach and Bus LLC proposes a DBE Goal for Fiscal Year 2018 of 7%. This proposed goal is based on BYD’s review of the availability of DBE firms that are ready, willing and able to participate on DOT-assisted contracts pursuant to 46 CFR 26.45(b). This proposed goal reflects the true level of expected DBE participation. The formulation below is similar to the one used in previous years to attain the overall DBE Goal.

**STEP 1: BASE FIGURE**

Base Figure for Relative Availability of DBEs:
BYD’s methodology for calculating its’ annual 2018 DBE participation goal is derived from the following Step 1 evaluation:

\[ A = \left( \frac{\sum_{i=1}^{16} (D_i)}{\sum_{i=1}^{16} (N_i)} \right) \times 100 \]

Thus,

\[ A = \left( \frac{242}{9524} \right) \times 100 = 3\% \]
Where; $A$ is Relative Availability of DBE Firms, $D$ is Total DBE Firms all industries, $N$ is total firms in all industries, $i$ is industry based on NAICS code.\(^3\)

Based on this formula above, BYD’s relative availability of DBE firms at 3.0% in its’ GMA. A detailed breakdown is contained in Table 1.

**STEP 2: ADJUSTMENTS**

In order to achieve our ultimate DBE Goal of 7%, a Step 2 Adjustment is needed. BYD bases our step 2 measures on the overall DBE usage from our previous year’s expenditure. We base our numbers on the projected number of projects BYD expects to have in the next fiscal year.

In order to obtain our DBE Goal of 7%, we did additional weighted adjustments on the available DBE firms within our GMA. These numbers are based on the projected expenditure per NAICS code for the total amount of projects. We are able to determine these percentages based on a total of 100% of our expenditures on DBE firms falling within the NAICS code reported in Table 2 above.

Below we have provided both the relative expenditures from Table 2 with their weighted step two adjustments:

\(^3\) (Program, 2010)
### Table 3: Step 2: Weighted Adjustments

<table>
<thead>
<tr>
<th>Item</th>
<th>NAICS Code</th>
<th>NAICS Code Description</th>
<th>Number of DBE Firms</th>
<th>All Firms Available Firms</th>
<th>Weighted Based on Expenditures</th>
<th>Step 2: Adjustment for Weighted Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>326199</td>
<td>All other plastics product manufacturing</td>
<td>6</td>
<td>538</td>
<td>25%</td>
<td>0.003</td>
</tr>
<tr>
<td>2</td>
<td>326220</td>
<td>Rubber and plastics hoses and belting manufacturing</td>
<td>4</td>
<td>12</td>
<td>10%</td>
<td>0.033</td>
</tr>
<tr>
<td>3</td>
<td>423710</td>
<td>Hardware Merchant Wholesalers</td>
<td>19</td>
<td>822</td>
<td>5%</td>
<td>0.001</td>
</tr>
<tr>
<td>4</td>
<td>423840</td>
<td>Industrial Supplies Merchant Wholesalers</td>
<td>29</td>
<td>680</td>
<td>5%</td>
<td>0.002</td>
</tr>
<tr>
<td>5</td>
<td>425120</td>
<td>Wholesale Trade Agents and Brokers</td>
<td>159</td>
<td>4783</td>
<td>5%</td>
<td>0.002</td>
</tr>
<tr>
<td>6</td>
<td>423130</td>
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<td>2</td>
<td>188</td>
<td>5%</td>
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<tr>
<td>7</td>
<td>441320</td>
<td>Tire Dealers</td>
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<td>0.000</td>
</tr>
<tr>
<td>8</td>
<td>335931</td>
<td>Current-Carrying Wiring Devices</td>
<td>4</td>
<td>32</td>
<td>20%</td>
<td>0.025</td>
</tr>
<tr>
<td>9</td>
<td>335999</td>
<td>All other miscellaneous electrical equipment and component manufacturing</td>
<td>4</td>
<td>163</td>
<td>5%</td>
<td>0.001</td>
</tr>
<tr>
<td>10</td>
<td>444130</td>
<td>Hardware Stores</td>
<td>3</td>
<td>673</td>
<td>10%</td>
<td>0.000</td>
</tr>
<tr>
<td>11</td>
<td>334419</td>
<td>Other Electrical Component Manufacturing</td>
<td>9</td>
<td>196</td>
<td>5%</td>
<td>0.002</td>
</tr>
</tbody>
</table>

**Combined Totals** | 242 | 9524 | 3% | 7% |

**FURTHER STEP 2: EXPLANATIONS**

In order to provide additional information on our expected amount of expenditures during FY18, we have offered below an estimated breakdown of how each dollar amount will be spent.

**Projected Base Expenditure** - The baseline includes both the projected spending for both production and after-market sales for FTA assisted programs and are adjusted for work performed outside the United States.
Projected DBE Spending - This target is established based on reviewing the contracts scheduled for our 2018 production, and projecting the spending with our current approved DBE’s, projecting a spend with DBE’s to be added to our supply base, and projecting DBE spending to occur through sub-contractors.

DBE Spend Percentage - Projected DBE spend divided by Projected baseline spend

Table 4: 2018 Step 2 Adjustment

<table>
<thead>
<tr>
<th>2018 Projected Budgeted Expenditures</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Projected Number of Projects</strong></td>
<td>250</td>
</tr>
<tr>
<td><strong>Total Projected Expenditures Based on Projects</strong></td>
<td>$162,500,000.00</td>
</tr>
<tr>
<td><strong>Adjustment for work performed outside the United States</strong></td>
<td>$40,625,000.00</td>
</tr>
<tr>
<td><strong>Projected base expenditure figure</strong></td>
<td>$121,875,000.00</td>
</tr>
<tr>
<td><strong>Step 1- Base Figure</strong></td>
<td>$3,656,250.00</td>
</tr>
<tr>
<td><strong>Step 2- Adjustment (Previous Spend w/ DBE Firms)</strong></td>
<td>$3,375,000.00</td>
</tr>
<tr>
<td><strong>Projected Expenditure from Business Development Process (New DBE Firms)</strong></td>
<td>$1,500,000.00</td>
</tr>
<tr>
<td><strong>Net Expenditure applicable for DBE Calculation</strong></td>
<td>$8,531,250.00</td>
</tr>
<tr>
<td><strong>DBE Goal 2018</strong></td>
<td>7.00%</td>
</tr>
</tbody>
</table>

FURTHER ANALYSIS OF STEP 2: ADJUSTMENTS

For the previous year spend, BYD dedicated actual contract dollar amounts to DBE firms with our GMA that have been contractually signed. In this we presented our current customers with a local DBE firm that meets their technical specifications, and were able to meet the delivery deadlines without any issues or concerns. For instance, with our contract with City of Los Angeles, BYD set a goal of 10% S/DBE use for their contract, so we made a contractual commitment to DBE firms. We have also expanded that to each of our contracts. Attached is an example of our vendor contract agreements.

In terms of Business Development Process, we have built relationships throughout our GMA with local M/S/WBE advocacy organizations. Within that process, we have helped a number of firms understand how the DBE process works, as well as how they can go about becoming certified. As each of these companies become certified, BYD will begin to have new contracts created with those firms.

Disparity Study Review

We reviewed multiple disparity studies from Agencies within our GMA as well as outside of our expected GMA. In general the disparity studies produced provide minimal insight on how our DBE program can benefit from the measures presented within the studies. The reason for that is transit agencies as a whole have additional avenues to reach their DBE Goals every year, such as construction services.

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4 BYD bases this number on the current projects in our queue of bus production as well as the current sales either under current contract or forecasted for FY18 that will begin and complete production.
However, while for the most part we see disparity studies as not providing detailed beneficial information, there are items that BYD is able to incorporate to meet DBE goals moving forward. Each of these we will use to meet our FY18 DBE goal of 7%. The study done by Basurto, “determined that existing and current race-neutral measures (e.g., networking sessions, unbundling of contracts, etc.) have been very effective in DBE utilization resulting in an increase trend in the number of awarded BART federally funded professional services agreements and the total dollar amount received by DBEs.” (Basurto, 2016). For our DBE use BYD will begin to incorporate networking sessions in to our normal process of creating a fair and balanced chance for DBE firms to further participate in each of our contracts.

Furthermore, the Minority Business Development Agency found, there are significant barriers for Minority Business Enterprises that limit the opportunity for Minority businesses from participating in contracts. They believed that there needed to be further policies that enhances the opportunity for D/MBE firms to be major players in the market place (Premier Quantitative Consulting, 2016). BYD will as a company create an internal policy for each of the contracts that we are bidding on as well as have been awarded where we present our customers/clients with a competitive DBE Equivalent firm to a major vendor as an approved equal. We will do this in two ways, one during the bidding process ask for approved equals to includes a DBE firm as a BYD preferred vendor and two present the DBE firm at any contract negotiations. We believe by doing this we can not only break down barriers to entry for DBE firms in the Transit space but also increase our overall DBE participation each year.

In order to meet our DBE participation goal within our Step 2 Adjustment of 7%, BYD will do the following over the next year:

1. Social Networking Events:
   a. BYD will put a full DBE workshop as well as vendor development workshop at its factory in spring 2018. At this event, we will invite all local business development agencies as well as D/S/M/WBE firms to participate. This will give each of the groups in attendance a better understanding of what BYD is looking for within a vendor.
   b. We will also set up a campaign on our Social networking platforms that will be geared towards marketing to DBE firms. Given the new age of modern technology, it will allow firms the opportunity to see each level where BYD is seeking DBE Firms.

2. Present DBE Firms as a valued approved equals to customers:
   a. We will do this in an attempt to remove barriers of entry. This will put DBE firms at the forefront of all of our contract negotiations and Bidding processes.

3. Create Request for Quotes and Qualifications
   a. BYD will release a request for Quotes and Qualifications every quarter that will have DBE firms compete with non-DBE firms for Contracts with DBE. This will allow us to Vet all firms both DBE and non that seek to participate in contracts in a shorter time.

Each of these measures have been learned from Disparity Studies reviewed, and will be utilized over the next fiscal year as measure to meet our 7% DBE Goal.
RACE/GENDER-CONSCIOUS AND RACE/GENDER-NEUTRAL

The FTA regulations require that feasible portion of the Overall DBE Goal be met by using race-neutral methods. Following the overall annual DBE Goal proposed, the DBELO and Procurement Team will analyze and project the maximum portion of that goal that can be accomplished by using race-neutral methods.

BYD projects that 7% of its overall DBE Goal will be used in race-neutral evaluations. This 7% will account for approximately 100% of its’ Net DBE expenditures for fiscal year 2018, which is found in Table 1. In order to maintain an even playing field, the following is a review of a methods that BYD will use in obtaining its DBE Goal through race-neutral methods including but not limited to:

- DBE participation as Tier-1 supplier on FTA funded contracts;
- DBE participation on projects where there are not established DBE Goals;
- DBE participation on FTA funded contracts exceeding DBE Goals;
- DBE participation on projects as non-committal sub-contractors.
- BYD will attend minority trade shows and expos;
- BYD will put on DBE Outreach in collaboration with local minority chambers of commerce
- BYD will actively publish and promote its DBE Goals in specific minority focus news outlets

According to a report done by San Jose State University, they found that the best way for BART (Bay Area Regional Transit), utilized race-neutral efforts such as networking sessions and unbundling contracts was an effective way of increasing the overall DBE utilization and participation. 5 BYD will take into account their finding and utilize these conduct further race-neutral analysis once major FTA funded projects are open for bids and/or have been awarded to BYD.

GOOD FAITH EFFORTS

BYD throughout the year will continue to expand its efforts of growing its DBE supplier base. In order to continually demonstrate that BYD is acting in good faith, BYD will do the following (these actions are not limited to only these measures):

- BYD will participate in APTA’s conference from October 8-11, 2017 that will be held in Atlanta, GA, where BYD engaged potential DBE and SBE Firms. BYD will continue to attend these conferences in order to broaden its supplier base.
- BYD has participated in minority and SBE expo events. The previous year BYD joined the Conference of Minority Transportation Officials.
- BYD will have its initial DBE/SBE outreach program this fall. This event allowed BYD to show DBE firms that it had set up as current vendors as well as demonstrate the possibility of future outreach to other DBE firms.
- BYD will continue to promote its’ DBE Outreach program throughout its GMA.

5 (Basurto, 2016)
BUSINESS DEVELOPMENT PROGRAM

BYD will work with local Minority and Small Business Advocates to coordinate a business development program. This program will be geared to assisting those firms that currently do not have DBE certification to work towards attaining this certification. This will allow BYD to expand its existing DBE vendor base.

BYD has begun working directly with the City of Los Angeles, Minority and Business Development Department, to locate additional Small Business Firms that may be eligible for the DBE Program. BYD believes that one of the major barriers to increasing the overall DBE usage for Transit Vehicle Manufacturers is the difficulties in finding suitable DBE’s that are able to meet manufactures needs. Therefore, we continue to expand footprint within our regions by establishing meaningful relationships with local minority business advocates who have a vested interest in seeing both S/M/WBE firms given an opportunity to participate in contracts. In a report done by US Department of Commerce, they found that although there are often many available MBE firms in the market place they are often not utilized within procurements needs.\(^6\)

BYD with further implementation of this program looks to help dissolve those barriers and open up further communications with Minority Businesses, with the desire to present an understanding of the Federal DBE Program.

CURRENT BIDS

BYD has listed in Appendix 1, its current contracts, which are subject to FTA regulations.

PAYMENTS

BYD will closely monitor all invoices payable to DBEs to ensure that there are no delinquent payments. The responsibility to monitor DBE payments is coordinated by the Purchasing Team, the Accounts Payable Team, Project Team and the DBELO.

PUBLICATIONS

BYD has published its DBE Goal on its website under “About BYD”. Furthermore, we have included within Appendix 2 official print screen location of our D/W/MBE Fiscal Year 2018 Goal. Once approval of concurrence is granted by the FTA, BYD will publish its goal methodology on its website for firms to review.\(^7\)

DBE CONSULTATION

BYD Coach and Bus LLC., in accordance with Federal Transportation Authority, has participated in meaningful consultation with minority, general business, or trade organizations. The main purpose of this consultation was to further gain understanding of the DBE program as well as possible methods of

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\(^6\) (Premier Quantitative Consulting, 2016)

increasing BYD Coach and Bus LLC. DBE outreach participation. In order to gain more knowledge BYD reached out to the following organizations via phone and e-mail within Appendix 3.

Following each of the phone consultations, BYD provided a copy of its FY2018 DBE Goals to gain further feedback on the steps, which BYD should take to further expand its DBE Outreach Program. Per these consultations, BYD has been able to meet several DBE’s that have direct association with these agencies. All of the recommended DBE firms have been added to BYD’s vendor database for future projects.

Based on these consultations, BYD received the following recommendations to improve its DBE Outreach program:

1. Work with local Chambers of Commerce to set up Supplier Diversity Networking events
2. Create open houses demonstrating possible RFP Bids that BYD Coach and Bus LLC. will be participating in order to give DBE/SBE firms a chance to understand manufacturing buses
3. Continue to connect with local and national Minority and Women agencies to find more suitable DBE firms
4. Build a Business Development Program that works with Local businesses and Minority and Small Business advocacy groups.

In conjunction with phone consultation, BYD had email consultation with each of these sources open the initial lines of communications. Following each of these emails, BYD reached out via phone conferences to gain an understanding of how BYD could be better with its future goals in the following years.
SUPPLEMENTAL DOCUMENTS

United States Census Bureau Dataset.
# APPENDIX 1: CURRENT BIDS

Table 5: Current Projects

<table>
<thead>
<tr>
<th>City</th>
<th>State</th>
<th>Transit Authority</th>
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<tbody>
<tr>
<td>Albuquerque</td>
<td>New Mexico</td>
<td>ABQ Ride</td>
</tr>
<tr>
<td>Lancaster</td>
<td>California</td>
<td>Antelope Valley Transportation Authority</td>
</tr>
<tr>
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<td>Missouri</td>
<td>Kansas City Airport</td>
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<tr>
<td>Wenatchee</td>
<td>Washington</td>
<td>Link Transit</td>
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<tr>
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<td>Tennessee</td>
<td>CARTA</td>
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<td>Georgia</td>
<td>Hartsfield-Jackson Airport</td>
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<td>California</td>
<td>Monterey-Salinas Transit</td>
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<td>Martha’s Vineyard</td>
<td>Massachusetts</td>
<td>Vineyard Transit Authority</td>
</tr>
<tr>
<td>St. Petersburg</td>
<td>Florida</td>
<td>Pinellas Suncoast Transit Authority</td>
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<tr>
<td>Indianapolis</td>
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<td>IndyGo</td>
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<td>Sunline Transit</td>
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<td>Fresno Transit</td>
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<td>COMO Connect</td>
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<td>Oregon</td>
<td>Lane Transit District</td>
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<td>Los Angeles</td>
<td>California</td>
<td>Los Angeles Metro</td>
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<tr>
<td>Walla Walla</td>
<td>Washington</td>
<td>Walla Walla Valley Transit Public Transportation</td>
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APPENDIX 2: PUBLICATIONS

Figure 2: DBE Goal Publication

DBE & MWBE

BYD Coach & Bus LLC (BYD) is proud to provide Disadvantaged Business Enterprises (DBE) and Minority Women Business and Enterprises (MWBE) the opportunity to participate in state and local procurements for the sourcing of components and materials in the manufacturing of BYD’s World Class All-Electric Buses and Coaches. BYD’s objectives of the DBE and MWBE program are:

- To ensure that small DBE and MWBE firms can compete fairly for federally funded transportation-related projects.
- To ensure that only eligible firms participate as DBEs and MWBEs.
- To assist DBE and MWBE firms in competing outside the DBE and MWBE programs.

BYD Coach & Bus LLC 2018 DBE Goal

BYD Coach & Bus LLC announces its proposed 2018 DBE Goal of 7% for Federal fiscal year (Oct 1, 2017 to Sep 30, 2018).

The proposed DBE goal is applicable to all contracts assisted by the Federal Transit Administration and it has been developed in response to U.S. Department of Transportation’s Disadvantaged Business Enterprise (DBE) Program for Transit Vehicle Manufacturers, published under Title 49 CFR, Part 26. Interested parties can submit their comments to: Greg Davis, DBE Liaison Officer, BYD Coach & Bus LLC, 1800 South Figueroa Street, Los Angeles, CA 90015 or send to greg.davis@byd.com.
## APPENDIX 3: CONSULTATION

*Table 6: DBE Consultation*

<table>
<thead>
<tr>
<th>Business of Contact</th>
<th>Contact Person</th>
<th>Position</th>
<th>Phone Number</th>
<th>Email</th>
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<tbody>
<tr>
<td>MBDA Business Center-City of Los Angeles</td>
<td>Ronald Lowe</td>
<td>Senior Director-Finance</td>
<td>213-978-1533</td>
<td><a href="mailto:ron.lowe@lacity.org">ron.lowe@lacity.org</a></td>
</tr>
<tr>
<td>Diverse Manufacturing Supply Chain Alliance</td>
<td>David Burton</td>
<td>Founder/President</td>
<td>803-318-0250</td>
<td><a href="mailto:dburton@dmsca.us">dburton@dmsca.us</a></td>
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<tr>
<td>Los Angeles Metropolitan Transportation</td>
<td>Marco Garcia</td>
<td>Contract Compliance Officer</td>
<td>213-922-3629</td>
<td><a href="mailto:garciamarco@metro.net">garciamarco@metro.net</a></td>
</tr>
<tr>
<td>Authority: Diversity &amp; Economic Opportunity</td>
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<td></td>
<td></td>
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<tr>
<td>Department</td>
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