REFERENCES/PAST PROJECTS

Listed below please find client references with discussion of the relevant project(s) for each. We have listed these in chronological order starting with the most recent projects completed or substantially completed.

For each client following, the following discussion areas (addressing all information required are provided in a table at the end of the section.:

- Client Contact & Key Project Information;
- Schedule Adherence;
- Proposed Suppliers History for Similar Equipment;
- Reliability of Bus & Key Systems;
- Quality;
- Change Orders;
- Contract Deliverables/Acceptance; and
- Manuals & Training Delivery/Acceptance.

CLIENT REFERENCE 1: AVTA (LANCASTER, CA)

KEY INFORMATION

Name & Location of Agency:

Antelope Valley Transit Authority, Lancaster, California.

Quantity Procured:

2 deployed, 1 tested, 22 on order, 63 more planned to order.

Configuration of Equipment:

- **Deployed**: 2 40-ft. low-floor K9Ms;
- **Tested**: 1 60-ft. low-floor articulated K11M;
- **Ordered**: 10 K11Ms and 12 45-ft. C10M commuter coaches;
- **Planned**: Up to 36 more K9Ms, 23 more C10Ms, and 4 more K11Ms.

Year Deployed:

- **Bought**: 2014;
- **Tested**: 2015;
- **Ordered**: 2016, for deployment by 2017;
- **Planned**: 2017-2020 builds, for full deployment by 2021.
ADDITIONAL PROJECT DESCRIPTION

Previously, AVTA purchased two (2) of BYD’s 40-foot K9M transit buses, as part of a pilot program testing the use of fully electric vehicles, with the intention of reducing air pollution and greenhouse gases. AVTA also demonstrated our 60-foot K11M articulated bus, the first and only such bus of its kind in the world.

AVTA loved both models, and recently announced its selection of BYD as its partner to help meet its goal of being the first all-electric fleet in the nation, “100% Green in 2018.” AVTA plans to replace its entire fleet with up to 85 BYD Zero-Emissions fully battery-electric buses, over the next five (5) years. As listed above, AVTA plans to purchase, from BYD, 36 more 40-foot K9Ms, up to 35 45-foot C10Ms, and up to 14 60-foot K11Ms, as well as associated charging equipment.

In a December 3, 2015 press release announcing the then-upcoming release of an RFP for this procurement, AVTA’s Executive Director said, “Not only are we ‘Leading the Way,’ with zero emission vehicles, but we are also on the cutting edge of wireless charging technology which will enable the bus’ batteries to last a full service day.”

CONTACT INFORMATION

The following is contact information for AVTA:

- **Contact:** Len Engel
- **Title:** Executive Director
- **Email:** lengel@avta.com
- **Phone:** (661) 729-2206
- **Address:** 42210 6th St. W., Lancaster, CA 93534

*Figure: California Governor Jerry Brown presents AVTA with a key honoring AVTA for participating in "Power On" by purchasing its first two battery-electric buses from BYD.*
CLIENT REFERENCE 2: STANFORD UNIVERSITY/FACEBOOK (STANFORD/MENLO PARK, CA)

KEY INFORMATION

A: Name & Location of Agency:
Stanford University, Stanford, California.

B: Quantity Procured:
13 initial, 10 subsequent.

C: Configuration of Equipment:
13 40-ft. low-floor K9Ms, 10 30-ft. K7Ms.

D: Year Deployed:
2014 initial, 2016 subsequent.

ADDITIONAL PROJECT DESCRIPTION

Stanford University is another repeat customer. Having already deployed thirteen (13) 40-foot K9M transit buses, they came back for another ten (10) 30-foot K7M transit buses.

Because financial information isn’t included in Package 1, we won’t tell you here how much money in fuel costs alone Ward Thomas calculates he is saving by purchasing our buses instead of a hybrid, but you can find it yourself in the publicly available PDF presentation, which can be found online at http://cahigheredusustainability.org/documents/ThomasWard_Jun173113Adams4.15pm_000.pdf.

Ward Thomas has since moved to Facebook, and has ordered 15 shuttle buses for them. Three 23-foot buses are now in service, and another 10 are on order plus two 30-foot buses. You can reach him using the information below to discuss both projects.

CONTACT INFORMATION

The following is contact information for Ward Thomas, formerly of Stanford and now of Facebook:

- **Contact:** Ward Thomas
- **Title:** Currently in charge of transportation operations at Facebook
- **Email:** ward@fb.com
- **Phone:** (650) 785-6117 (work); (808) 278-7153 (cell)
- **Address:** 1 Hacker Way, Menlo Park, CA 94025
CLIENT REFERENCE 3: COMO CONNECT (COLUMBIA, MO)

KEY INFORMATION

A: Name & Location of Agency:
  COMO Connect, Columbia, MO.

B: Quantity Procured:
  1 tested, 1 bought, 3 ordered.

C: Configuration of Equipment:
  1 40-ft. low-floor K9M tested, another bought, 3 30-ft. K7Ms ordered.

D: Year Deployed:
  2014 for test & initial, 2016 for ordered.

ADDITIONAL PROJECT DESCRIPTION

COMO Connect and the City of Columbia, Missouri are extremely excited to have joined the Zero-Emissions electric bus revolution. In a press release, City Manager Mike Matthes said, “This is a historic moment for both the city of Columbia and the state of Missouri. This decision by the City of Columbia and COMO Connect is yet another example of the forward-thinking attitude toward technology and transportation that contributes to making Columbia great. I could not be more proud.” Multi-Modal Manager Drew Brooks added, “Our decision to go electric extends far beyond cleaner air and doing the right thing. These buses are incredibly quiet and will drastically reduce noise pollution along the routes. Additionally, they will save Columbia [see http://ngtnews.com/como-connect-orders-quartet-of-electric-buses/#.Vc5q3_lVhBc for his dollar estimate] in fuel and maintenance costs, and enable us to begin other improvements to our system even sooner.”

CONTACT INFORMATION

The following is contact information for COMO Connect:

- **Contact:** Drew Brooks
- **Title:** Multi-Modal Manager
- **Email:** tabrooks@gocolumbiamo.org
- **Phone:** (573) 874-7281
- **Address:** 701 E. Broadway, Columbia, MO 65205
CLIENT REFERENCE 4: SUNLINE TRANSIT AGENCY (PALM SPRINGS, CA)

KEY INFORMATION

A: Name & Location of Agency:
SunLine Transit Agency, Palm Springs, CA.

B: Quantity Procured:
1 tested, 3 deployed.

C: Configuration of Equipment:
1 40-ft. C9M tested, 3 40-ft. low-floor K9Ms bought.

D: Year Deployed:
2015 tested & bought.

ADDITIONAL PROJECT DESCRIPTION

The Palm Desert area is a challenging transit environment, combining urban and suburban valley streets with rural mountain roads, and long commutes to metropolitan areas, plus temperature extremes. Only AVTA, or Utah Transit Authority, who tested and loved our 60-foot K11M articulated bus proposed for the other VTA procurement, offer similar extreme climate and/or topographic variations.

SunLine tested our 40-foot C9M transit bus on its two-hour Coachella Valley-to-downtown-Riverside commuter route. Our bus ran easily despite the heat—July is the area’s hottest month, with afternoon highs averaging 108°F. The test was a resounding success: the bus ran well and was popular with riders. Said one, La Quinta resident Mike Mason, in an article on KESQ-TV’s website, “It’s comfortable to ride in, and it’s beautiful. Everyone should ride this bus to see what the future looks like.” Based on this, SunLine recently took delivery of three (3) of our 40-foot K9M buses for high-volume transit routes.

CONTACT INFORMATION

The following is contact information for SunLine:

- **Contact:** Tommy Edwards
- **Title:** Deputy Chief Performance Officer
- **Email:** tedwards@sunline.org
- **Phone:** (760) 343-3456 ext. 463/ Cell: (760) 250-9595
- **Address:** 32-505 Harry Oliver Trail, Thousand Palms, CA 92276
CLIENT REFERENCE 5: GTRANS (GARDENA, CA)

KEY INFORMATION
A: Name & Location of Agency:
   GTRANS (Gardena Transit),
   Gardena, CA.

B: Quantity Procured:
   1 deployed.

C: Configuration of Equipment:
   1 40-ft. K9M.

D: Year Deployed:
   2015.

ADDITIONAL PROJECT DESCRIPTION
In 2015, Gardena Transit rebranded as GTrans, with a new, modern sleek-look green-and-silver bus wrap to coincide with rolling out new modern, green buses. GTrans paraded its new all-electric BYD for the general public at the Dr. Martin Luther King Jr. 42nd Annual Celebration Parade on January 17, and subsequently launched it into service.

GTrans has so far deployed one (1) of our 40-foot K9M buses, but hopes to add more to its fleet. In a recent email, GTRANS noted: “We are delighted with the performance to date. Our Operator and customers love the bus and how quiet it is. With over 85% availability the bus is out-performing other new buses we has placed in service historically. Currently, the bus is assigned to a 78-mile route for its initial test period. I am looking forward to hopefully operating more BYD K9s in the future.”

CONTACT INFORMATION
The following is contact information for GTRANS:

- **Contact:** Anthony Cohen
- **Title:** Fleet & Facilities Maintenance Manager
- **Email:** acohen@gardenabus.com
- **Phone:** (310) 965-8866
- **Address:** 13999 S. Western Ave., Gardena, CA 90249
CLIENT REFERENCE 6: ANAHEIM RESORT TRANSPORTATION (ART) (ANAHEIM, CA)

KEY INFORMATION

A: Name & Location of Agency:

Anaheim Transportation Network (Anaheim Resort Transportation/ART), Anaheim, CA.

B: Quantity Procured:

3 deployed, 1 on order.

C: Configuration of Equipment:

4 40-ft. K9M.

D: Year Deployed:

2016.

ADDITIONAL PROJECT DESCRIPTION

Anaheim Resort Transportation (ART) is a public transportation system in the Anaheim Resort District and surrounding areas, providing 22 lines of hop-on/hop-off service to over 9 million residents, visitors and employees each year to theme parks and other high-traffic destinations. It is managed by the Anaheim Transportation Network, which provides various public transportation services in the Anaheim/Orange County area. ART is proud to offer green transportation to its global riders.

After demonstrating our 40-foot K9M in 2014 with no plans to buy, ART was so impressed, they came to us to acquire four (4) of them in the 2015/2016 year, with an option for up to 10 more. Three (3) are already in service, and the last one (1) of the base order is currently being completed.

The buses, which ART says, “... will provide passengers with the latest in technology and comfort,” are being spotlighted, as first to incorporate ART’s new themed design, “The ART of Connecting the Dots,” which uses vibrant colors and graphic icons to depict key destinations, with “characters” that guests might see on their journey drawn “sitting on the bus,” through the ART bus windows.

CONTACT INFORMATION

The following is contact information for Anaheim Transportation Network:

- **Contact**: Diana Kotler
- **Title**: Executive Director, Anaheim Resort Transportation
- **Email**: artinfo@atnetwork.org
- **Phone**: (714) 563-5287
- **Address**: 1354 South Anaheim Blvd., Anaheim, CA 92805