



I want to add limousines to my fleet

Do I need approval from the Board to add limousines to my fleet?

Your terms and conditions of licence state a maximum fleet size. They may also state a maximum number of specialty vehicles, such as sedan limousines, that you may operate.

You need approval from the Passenger Transportation Board (Board) if you want to **increase**

- your maximum fleet size or
- your maximum number of specialty vehicles.

How do I put together an Application Package?

You start by collecting information to put in your application package. An application package must be complete. Incomplete application packages delay the processing of your application. Both the Passenger Transportation Branch (Branch) and Board have application requirements.

Note *If you are also applying to change your terms and conditions of licence, you should refer to Guide 6: [I want to change my limousine licence](#).*

Send your application to the:

Passenger Transportation Branch
Ministry of Transportation and Infrastructure
313 – 1500 Woolridge Street, Coquitlam BC V3K 0B8
Phone: 604-527-2198
Fax: 604-527-2205
Toll Free: Call the Enquiry BC number at 1-800-663-7867
Email: passengertransportationbr@gov.bc.ca

The Branch reviews your application to confirm it is complete. If your application is complete, the Branch sends it to the Board. If your application is incomplete, the Branch will ask to you to supply missing documents. Once you have supplied these, the Branch will send your application to the Board. If you do not supply the missing documents in the time set by the Branch, it will send your incomplete application to the Board. The Board may, after giving you notice, dismiss your application if you do not provide the required documents.

What do I need to put in an application package?

Use this checklist to make sure your application package is complete.

1. Required Forms

- Special Authorization Licence Application Package** [Branch SA Forms PTR 5010](#)
- PDV Vehicle Proposal** [PDV Forms](#) (Form 1) – if you are changing vehicle type
- Disclosure of Unlawful Activity & Bankruptcy** [PDV Forms](#) (Form 5)
- Public Explanation of Application** [PDV Forms](#)(Form 6)
- Declaration** [PDV Forms](#) (Form 17)

2. Required Materials

- Business Plan Update, including** Reference [Sheet 2.1](#)
 - Financial Information** Reference [Sheet 4](#)
 - Public Need Indicators** (as outlined in this application guide)

3. Optional Forms

- Condensed Operating Plan** [Optional Forms](#) (Form 9)
- Operational Data Spreadsheets** [Limousine Data SSB](#) (as outlined in this application guide)

Is my information kept confidential?

Your application is public. The Board is required to publish notice of applications. An exception is if the Board is satisfied that there is an “urgent public need” for the proposed service. Then the application is not published. (See [Reference Sheet 5](#))

The Board publishes application summaries every Wednesday in its “[Weekly Bulletin](#)”. This Bulletin is posted on the Board’s website and is available to the public. People may make submissions on your applications. (See [Reference Sheet 8](#))

The Board keeps the following types of information confidential:

- private financial information (e.g. personal net worth statements)
- private business details (e.g. customer account information)

Other information submitted with an application may be made public. Business plans are not confidential. However, the Board does not routinely release them. Board decisions are public. If your application goes to a hearing, these are open to the public. Most exhibits entered at a public hearing are public documents.

The *Freedom of Information and Protection of Privacy Act* may apply to information in your application package. See [Operational Policy II.7](#) for information on requests made under FIPPA.

What does the Board consider when it reviews my application?

The Board will review your application and consider the following three questions:

1. Is there a public need for a new limousine service?
2. Are you a fit and proper person and capable of providing a limousine service?
3. Would approving the application promote sound economic conditions in the transportation industry?

If the Board answers “yes” to all three questions, your application will be approved.

It is up to you to give the Board the information it needs to answer these questions. You should consider the type, location and scope of the service you wish to provide. This Application Guide outlines the type of information that the Board is looking for. If you

submit too little information or information that is too general, your application may be refused.

In this guide, each of the questions above is considered separately. However, you should remember that the Board member will review your whole application. The information in your package should be consistent. You should not say one thing in one section that is contradicted by something in another section. If information in your package seems contradictory, you should explain the reason for this.

Is there a public need for more limousines in your operating area?

The Board expects you to show that there is a public need for more limousines in your fleet. You must show why your current fleet is not large enough to handle more trips.

You should also tell the Board why you need a specific number of additional vehicles. The Board is looking for a logical connection between the number of vehicles requested and public need. Your information must be reliable, relevant and probative, i.e. capable of proving a fact.

You should give the Board factual information that supports your request for more limousines. Your information or evidence must be reliable, relevant and probative, i.e. capable of proving a fact.

It is up to you to determine the type and amount of public need indicators that may be relevant to your application.

However, the Board expects limousine companies to include operational data for trips provided in the past. The Board looks for summary reports and documentation that substantiates the summary report. The Board has produced two [limousine data spreadsheets](#). Applicants may use them to summarize their operational data. Both are optional.

The first spreadsheet summarizes the number of trips your company provided each month. Operational data you provide should include at least two years of data in order to show year-over-year changes in your operation.

The second spreadsheet is a tool that summarizes daily trip totals. You can use it to calculate monthly totals you report in Spreadsheet 1. You may also submit this spreadsheet to identify busy periods in your operation.

The limousine data spreadsheets are one type of public need indicator that applicants provide to demonstrate public need for additional vehicles. Whether or not you use the Board spreadsheets, your application materials should combine operational data and other indicators of need. Examples of other public need indicators are outlined below.

Excerpt from a Board Decision

I placed significant weight regarding ... the farm-out information concerning the need and use of stretch limousines. I also accorded weight to the booking information and revenue/earning increases for sedan limousines as well as the use of sedans to serve the needs of the a specific client. Collectively, the evidence indicates a public need that exceeds the applicant's current capacity.

- **Fleet Utilization Data** This includes information about your current fleet and utilization of your vehicles. Is your fleet is operating at, or near, capacity, especially at peak times? Are you regularly “farming out” work to other operators? Do you have data to support your claims? Are your claims supported by the financial information you provided?
- **Booking Request Trends** Is your customer base increasing? Are you turning away clients? Do you have data to show any trends? The Board may give more weight to detailed information than general inquiries of the number of website “hits”.
- **Signed Contracts** or agreements to enter into a contract to provide limousine service
- **Information about other limousine services in the area**
- **Information on Population Trends, Community Plans and the Economy** The source and date of this information must be included. You should explain why this information shows a need for additional limousines.
- **User Support Statements** These are documents such as letters or e-mails written by people who either use the limousine service themselves or who would refer the service to others or book the service for passengers. User support statements should have the following:
 - why, when and how often the writer needs the new limousine service in the area or areas you want to serve
 - whether the writer uses any other limousine services now and, if so, how often
 - why the writer would use your company instead of other limousine companies that are available

- the writer's name, signature and contact information

Note *You should tell people that their letter or e-mail may be treated as a public document as part of the Passenger Transportation Board's licence application process.*

- **Surveys** The focus of the survey should be on public need (as opposed to preference) for your services. The Board is also interested in why, when and how often respondents use the type of service for which you are applying. The Board will want to know the survey is reliable. You should tell the Board
 - how the survey was developed
 - who conducted the survey and
 - when, where and how the survey was conducted.

You should also provide a summary of the survey results.

- **Social Media** This evidence must be meaningful and capable of being tested and verified. Quantity does not necessarily equate to relevancy or reliability.

When social media posts are submitted, you are expected to provide information that enables the Board to authenticate the information. You should provide:

- a complete copy of the original post (in writing or electronically)
- date material was retrieved
- URL for the material
- Identity and contact information for authors of the text, tweet, post or other social media comment
- A copy of notice you provided to authors that their social media comments will be disclosed to the Board as part of its consideration of a specific application and may be treated as public information.

You need to consider how best to present the evidence. Reams of raw data, such as strings of posts, may not be meaningful to the Board. The Board expects applicants to analyze information and demonstrate what it shows or proves. For example, putting raw data into a table or chart may show trends or common responses. A sample of the raw data should also be provided for reference.

For more information, read the Board's [Operational Policy II.5](#), "Submitting Social Media Information".

- **Other Material** You may have other information that indicates public need for more limousines. You may include petitions or form letters. However, the Board may not give as much weight to them as it does to information from individuals who give specific information about their use of limousines.

- **Information from Municipal Councils or Community Organizations** The Board may receive information on limousine services from a town council, tourist board or other community organization. If this information is detailed, the Board may consider it as part of the application materials. The Board would share any negative information with you and you would have a chance to comment on it.

Notes

1. *The above list is not a comprehensive list.*
 2. *If you talk about a website, make sure you include a link to the specific site. You should also tell the Board what is on the site and why it is useful.*
 3. *Applicants should not ask people to contact the Board directly. Generally, the Board does not accept letters or e-mails of support sent directly to the Board. Applicants are responsible for collecting this information and putting it in their application package.*
 4. *The Board's [Operational Policy II.7](#) provides information on submitting social media information.*
-
- **Information on Population Trends, Community Plans and the Economy** You should explain how this information shows a need for more limousines. The Board may consider population statistics when reviewing public need. Other factors, such as size of an area, public transportation options, existence of transportation hubs and vehicle usage, may be relevant to the issue of public need. You should include the source and date of any references or statistics you put in your application.

Notes

1. *The above list is not a comprehensive list.*
2. *If you talk about a website, make sure you include a link to the specific site or webpage. You should also tell the Board what is on the site and why it is useful. If the link is to a document, tell the Board what pages of the document you want the Board to refer to.*
3. *Applicants should not ask people to contact the Board directly. Generally, the Board does not accept letters, e-mails of support or tweets or social media posts sent directly to the Board. Applicants are responsible for collecting this information and putting it in their application package.*

Are you a fit and proper person? Are you capable of providing an expanded limousine service?

The Board reviews fitness in two parts:

- (i) Are you a “fit and proper person” to provide the proposed service?
- (ii) Are you capable of providing that service?

What is a fit and proper person?

The term “fit and proper” reflects the idea that a licensee has a responsibility to exercise the powers conferred by the granting of a licence with regard to proper standards of conduct. Fit and proper persons conduct themselves and their business lawfully. They uphold the integrity of the industry and promote public confidence in the industry.

The Board considers fitness in the context and circumstances of an application. The Board may look at such things as your conduct and its potential of harm to the public or to the integrity of the industry.

You must complete a [Disclosure of Unlawful Activity and Bankruptcy](#) form as part of the application process. This information will be used by the Board as part of its assessment of your fitness. In reviewing your answers, the Board may consider such things as:

- The circumstances around any criminal charges, convictions or findings of guilt
- Bankruptcy and insolvency history
- Past behaviour and whether it indicates a pattern of poor conduct and character, lack of financial integrity or a threat to the public

The Board inputs the names people who sign the [Disclosure of Unlawful Activity and Bankruptcy](#) into [Court Services Online](#), a provincial court registry that provides the public with 24/7 access to information from Provincial traffic and criminal court files in British Columbia.

The Registrar will include information on administrative penalties that have been imposed against you.

Excerpt from a Board decision

The applicant has been providing a service with one vehicle for the past five years. He has provided a detailed business plan, including a financial history and projections, marketing strategies and management practices. I note that the business plan provided is exceptional in its attention to detail and thoroughness in all aspects.

The applicant appears well-equipped, both financially and from a management perspective, to handle the increase in business contemplated by the addition of one vehicle.

The Board may also consider other information that it learns about you when reviewing an application file. This could be information in your National Safety Code profile, allegations of illegal operations or information from submitters.

You will have an opportunity to comment on any information that may have a harmful effect on your application.

What is meant by “capable” of providing a service?

The Board reviewed “capability” when it approved the initial licence. With this application you need to submit a business plan update that focuses on the changes you are applying for and how they will affect your business and operations. You need to satisfy the Board that you are capable of providing an expanded service.

The update should include information on your proposed changes and how they. It should provide information on how the expanded service will be integrated into the existing operations. You should advise the Board of any key operational changes since your initial application. You should include information on the knowledge, skills and abilities of key directors or management who have joined the organization since your last application. This might include information about yourself if you have recently acquired the business.

Information that shows you have the financing to operate the expanded service is important. A personal net worth statement or proof of financing may be required for the

Board to assess whether you are capable of providing the service. The Board will also review your current financial information and financial projections and the assumptions on which they were based. The Board may, at any time after a licence is issued, conduct a fitness review of a licensee. For information on fitness reviews, see [Reference Sheet 15](#).

Would approving more vehicles promote sound economic conditions in the transportation industry?

The Board looks at the state of limousine services in the area where you are applying to operate. The Board considers how more limousines in an area could affect service. The Board looks at the overall health and quality of limousine services. The Board will consider how your requested amendments will affect other providers.

Your application should show that you understand the existing local transportation service. You need to show the Board that the local transportation service is not meeting the needs of the community. This must be done with factual information. Some of the information you collected for public need may be relevant. Information on competing services is available on the Board's website at: www.ptboard.bc.ca/operators.htm. The Board may refer to this information when reviewing your application.

The Board may consider such things as:

- The potential impact of additional vehicles on the market place
- The growth of your operations
- The availability of other providers in the market
- The type of service you provide
- Transportation options for the public
- Any submissions received

Excerpts from Decision

The applicant is providing a unique limousine service with specialty vehicles. The service is aimed at a niche market for luxury limousine patrons, particularly wedding parties. It is providing a discretionary transportation option.

There were no submitters to this application.

The 2 additional vehicles will supplement and complement the existing luxury limousine service. It should promote sound economic conditions within the limousine industry in the applicant's service area.

How does the Board make decisions on applications?

Board members make decisions on applications. Staff do not make decisions. Members make their decisions based on the information that the Board received during the application process. This information may include:

- information you submit with your application
- written submissions from other people
- your replies to the submissions
- follow-up information that the Board gets from you, submitters or another person. (You will be able to see information from submitters or another person, unless it is confidential business information. If it is confidential business information, you will receive a summary of the information)
- information already available to the public (e.g. information on an applicant's website, previous Board decisions and information on the Board website)
- compliance information received from the Registrar of Passenger Transportation
- investigation reports from the Registrar and any comments received from you
- information from a public hearing

Other Information Available to the Board

The Board also has "*Operational Guidelines*" and "*Rules of Practice and Procedure*". These are posted on the Board's website. A policy or rule may apply to your application.

Board decisions are posted on its website. The Board decides each case on its own merits. It is not required to follow its previous decisions. However, the Board seeks to have consistency in its decisions.

How are the Board's decisions issued?

The Board issues written decisions. The decisions include the reasons why the Board reached its decision. If an application is approved, the decision will set terms and conditions of licence. Decisions are sent to the applicant and the Registrar of Passenger Transportation. Decisions are published in the [*Weekly Bulletin*](#) and posted on the Board website. The Board process usually ends when the decision is made and published.

Can my decision be appealed?

There is no right of appeal of Board decisions. The Board may reconsider, vary or rescind a decision in two cases:

- (a) information has become available that was not available at the time the decision was made, or
- (b) there has been an error in procedure.

There must be a legal basis for reconsideration. Your decision cannot be reconsidered just because you disagree with it. For more information, see [Reference Sheet 14](#).