

SPECIAL MEETING
AGENDA
Tulare County Regional Transit Agency

May 25, 2022, 6:00 p.m.

Tulare County Regional Transit Agency
210 N. Church Street
Visalia, CA 93291

ADDENDUM

NOTE: This meeting will allow Board Members and the public to participate in the meeting via Teleconference, pursuant to Assembly Bill 361, available at:

https://leginfo.legislature.ca.gov/faces/billNavClient.xhtml?bill_id=202120220AB361

Zoom Meeting | Direct Link: <https://bit.ly/2Zt4BQY>

Toll Free Call in: (888) 475-4499 | **Meeting ID:** 744 710 0343 | **Passcode:** 82243742

Call in only instructions: Enter your meeting ID followed by #, Enter # for participant ID, Enter the passcode followed by #.

In compliance with the Americans with Disabilities Act and the California Ralph M. Brown Act, if you need special assistance to participate in this meeting, including auxiliary aids, translation requests, or other accommodations, or to be able to access this agenda and documents in the agenda packet, please contact the Tulare County Association of Governments ("TCAG") office at 559-623-0450 at least 3 days prior to the meeting. Any staff reports and supporting materials provided to the Board after the distribution of the agenda packet are available for public inspection at the TCAG office.

VIII. ACTION AND INFORMATION ITEMS:

- A. Action: REVISED Authorization to Award a Contract for Transit Operations Services to Transdev Services, Inc. (Pages 01 - 51)

ADJOURN:

The next scheduled Tulare County Regional Transit Agency (TCRTA) Board meeting date will be **June 27, 2022 and will take place at 6:00 p.m.** at the Tulare County Regional Transit Agency (TCRTA), 210 N. Church Street, Suite B, Sequoia Conference Room, Visalia, CA 93291.

TULARE COUNTY REGIONAL TRANSIT AGENCY

BOARD OF DIRECTORS

ALTERNATE

AGENCY

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EX OFFICIO MEMBERS

Georgina Landecho, CalVans

TCRTA STAFF

OFFICE INFORMATION

Rich Tree, Executive Director

*The TCTRA is temporarily receiving support from the Tulare County Association of Governments and County of Tulare

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Tulare County Regional Transit Agency

AGENDA ITEM VIII-A

May 25, 2022

Prepared by Richard Tree, TCRTA Staff

SUBJECT:

Action: REVISED Authorization to Award a Contract for Transit Operations Services to Transdev Services, Inc.

BACKGROUND:

The Transition Plan to form the Tulare County Regional Transit Agency (TCRTA) laid out a process for the award of a single operating contract to consolidate services that were for the County of Tulare and the Cities of Dinuba, Porterville, Tulare, and Woodlake through four vendor contracts. The consolidation of services to one vendor was seen as an opportunity to introduce efficiencies, a central call center, and new service modes into the operation of TCRTA.

The process to select a new single vendor to consolidate all service operations was initiated. A Request for Proposal (RFP) was issued on December 15, 2021. The RFP document and processes were structured to follow the TCRTA Procurement Manual which was established according to FTA procurement guidelines and requirements. The RFP initially called for submission of proposals on February 17, 2022. After the release of the RFP, several Addenda were issued. They are specified below:

Addendum #1: Issued on January 4, 2022, this addendum provided projected revenue service hours and miles, and the number of vehicles by service type.

Addendum #2: Issued on January 27, 2022, this addendum extended the proposal submittal date from February 17, 2022, to March 10, 2022, and provided the required Collective Bargaining Agreements and Labor Code 1070 information, and the updated scope of work for the Central Call Center and Vehicle Maintenance.

Addendum #3: Issued on February 4, 2022, this addendum provided the 2022 service map and schedules, updated RFP packing and submission instructions, and provided responses to questions submitted by prospective proposers.

Addendum #4: Issued on February 17, 2022, this addendum provided the TCRTA ITS standards, updated projected revenue hours and miles, TCRTA bus stop and shelter inventory, updated Tool List, updated vehicle location and assignments, and provided responses to questions submitted by prospective proposers.

Addendum #5: Issued on February 18, 2022, this addendum extended the proposal submittal date from March 10, 2022, to March 17, 2022, and provided responses to questions submitted by prospective proposers.

Addendum #6: Issued on February 25, 2022, this addendum provided an updated TCRTA bus stop inventory, updated projected revenue hours and miles, TCRTA asset values, updated employee benefits, and updated Disadvantaged Business Enterprise (DBE) information.

Addendum #7: Issued on March 3, 2022, this addendum provided updated projected revenue hours and miles, and the average ADA paratransit trips.

Addendum #8: Issued on March 7, 2022, this addendum provided updated Collective Bargaining Agreements through June 30, 2026.

Proposals were due by 5:00 p.m. PST on March 17, 2022. A total of four proposals were received from the following firms:

- MV Transportation
- National Express
- First Transit
- Transdev Services, Inc.

All four proposals were received prior to the deadline. The proposals were not opened publicly.

DISCUSSION:

Procurement Overview

The primary desire of TCRTA for this procurement is to ensure an award will be made based on the highest quality of service proposed that best matches TCRTA's requirements using the Federal Transit Administration's approved Third-Party Contracting Guidance (FTA C 4220.1F) "Best Value" methodology.

Evaluation Process

The four qualifying proposals were evaluated based upon the process and criteria specified in Section 3 – Evaluation and Selection Process of the RFP which are included in this staff report as Attachment 1. Section 3, Part 3 specifies that an evaluation committee will be established, and the committee will make all decisions regarding the evaluations, determination of responsible proposers and the competitive range, and the selection of the proposer that may be awarded the contract. A four-person evaluation committee was formed and consisted of qualified transit professionals internal and external to TCRTA. The Executive Director was not a member of the evaluation committee, but participated in interviews, presentations, negotiations, and the selection of the proposer.

Proposal Selection Process

Section 3, Part 4 of the RFP specifies the process by which proposals will be evaluated and a selection made for a potential award. Selection of a responsive and responsible proposer was made through the consideration of the following:

- Determination of Responsiveness – Determine whether the proposal is in compliance with the terms and conditions set forth in the RFP.
- Determination of Responsible Proposers – Determine (Pass/Fail) whether the proposal follows the evaluation criteria listed below:
 1. Affordability
 2. Unacceptable exceptions, conditions, reservations, and understanding
 3. Integrity and satisfactory performance
 4. Sufficient financial strength
 5. Compliance with federal requirements of the RFP.
- Proposal Evaluation Criteria – Determination of “Best Value” and not a low-bid procurement, proposals were evaluated based on the following points:
 1. Background and experience (40 points)
 2. Qualifications and approach (40 points)
 3. Creative/innovative solutions for maximizing service and efficiency (20 points).

An award will be made to a responsive and responsible proposer for a proposal which is found to be in TCRTA’s best interest and best value.

The evaluation committee reviewed the four proposals and found all to be responsive and responsible proposals. Thus, each of the four qualifying proposals moved forward to the evaluation criteria (points). Evaluation criteria were reviewed and scored by the members of the evaluation committee.

Interviews with the four qualifying proposers were held on April 6, 2022, through April 8, 2022. Each firm was allotted the same amount of time for the interviews and presentation. The following list of items were considered the most critical elements of each interview:

1. Local Management Team
2. Proposed Hiring and Retention of Employees
3. Improving Quality of Service
4. Improving Safety of Operations
5. Improving the Customer Experience
6. Zero-Emission Bus Experience

Proposal Scoring Process

Scoring sheets for the scoring process were prepared for use by each member of the evaluation committee. These were designed to precisely follow the scoring criteria identified in the RFP. A thorough review of all materials was conducted by each member and the review took into consideration interviews and presentation of each vendor.

The scores are summarized below:

	Reviewer #1	Reviewer #2	Reviewer #3	Reviewer #4	Total
Transdev	94	95	90	90	369
First Transit	83	75	86	82	326
National Express	70	90	83	74	317
MV Transportation	80	70	87	68	305

Per California Labor Code Section 1070, each of the four proposals declared as part of their proposal to retain the employees of the prior contractor for a period of not less than ninety (90) days and therefore each proposal received the ten percent (10%) preference pursuant to California Labor Code Section 1070 subdivision (a).

Transdev Services, Inc. received the highest evaluation criteria scoring based substantially upon the qualification and experience of its management team and corporate support team, the ability to partner with TCRTA to create a sustainable transportation system that will improve the quality of service, safety of the operations, and the customer experience, and the creativity and innovation for maximizing service and efficiencies.

Transdev Services, Inc's proposal showed exceptional attention to detail and an understanding regarding the history of public transportation in Tulare County, present situation, and future aspirations. Transdev's proposal also showed an investment in local businesses and willingness to work with Disadvantaged Business Enterprise (DBEs).

Transdev Services, Inc. is part of one of the largest transportation conglomerates in the world, with over 200 contract operations in the United States, including many in California. Most recently Stanislaus Regional Transit Authority (StanRTA), a JPA formed the same time as TCRTA, selected Transdev for their transit operations. Finally, Transdev's regional management and support team is well regarded in the area and has committed to fully support the TCRTA operation through ongoing structured oversight and frequent communication with TCRTA staff.

TCRTA is an agency in transition. Starting in 2022, TCRTA will be expanding its award-winning on-demand service and developing a new brand that includes new passenger information materials and consolidated website. TCRTA's innovative and equitable approach to public transportation will present the agency with new challenges and TCRTA must be ready to meet them as they come. To that end, TCRTA not only needs a contractor, but a partner to meet those challenges. Therefore, the evaluation committee unanimously agreed that Transdev is TCRTA's best partner.

Proposal Documents

Documents associated with this procurement are not public record until such time as the TCRTA Board of Directors awards the contract. When an Agreement is awarded by TCRTA, all proposals submitted in response to this RFP shall become a matter of public record and shall be regarded as public record, except for those elements of each proposal marked as trade secret, confidential, proprietary, and any questionnaires and/or financial statements that are not open to public inspection pursuant to California Public Utilities Code 6254.7(d) and 99154.

Financial Analysis

The base term of the contract resulting from this procurement will be five years. The agreement is structured in this way, so the term of the agreement coincides with TCRTA's fiscal year (July 1 – June 30). Thus, the contract term commences on July 1, 2022, and ends on June 30, 2027.

TCRTA, at its sole discretion, may exercise three additional periods of one year each (from July 1, 2027, through June 30, 2028; from July 1, 2028, through June 30, 2029; and from July 1, 2029, through June 30, 2030), which Transdev Services, Inc has provided pricing in their proposal.

To determine Transdev Services, Inc's price reasonableness, staff compared the total cost plus any options of each year in the base term to an Independent Cost Estimate (ICE) that was prepared by SBLB, TCRTA's transit consultant. The final five-year projected cost compared to the ICE is shown in the table below:

	Independent Cost Estimate (ICE)	Transdev Price	% Difference
Year 1	\$14,545,606	\$14,233,755	-2.17%
Year 2	\$14,738,233	\$14,610,466	-.87%
Year 3	\$15,464,749	\$15,274,729	-1.24%
Year 4	\$16,062,972	\$15,915,683	-.92%
Year 5	\$16,689,090	\$16,737,321	-.29%
5-Year Total	\$77,500,649	\$76,771,955	-.94%

Additionally, it is worth noting that the following factors have led to an increase in cost compared to previous years:

1. The Collective Bargaining Agreements (CBAs) were negotiated during the end of the procurement process, without the knowledge of TCRTA. The renewed CBA's increased wages for all employees that are effective July 1, 2022, through June 30, 2026. The total increase in wages for the base five-years is estimated at \$1,956,888.
2. TCRTA requested that the vendors provide new technology that will improve the quality of service, rider experience, and data collection. Currently, the City of Porterville and the County of Tulare are the only member agencies with a history of providing technology. The cost of adding technology across TCRTA services for the base five-years is estimated at \$1,371,765.
3. TCRTA will be deploying a regional fare collection system during this project. To maintain the equipment in a state of good repair, TCRTA required that the vendor maintain the fare collection system. The cost of maintaining the fare collection system for the base five-years is estimated at \$1,356,320.

To control costs, and after Transdev gains a better sense of the costs of running the transit operations, TCRTA and Transdev will meet after nine months of each contract year to review service, staffing levels, and data, and negotiate the rates for the following contract year.

RECOMMENDATION:

That the Tulare County Regional Transit Agency Board of Directors:

1. Consider adopting the draft resolution to award a contract to Transdev Services, Inc. for the Transit Operations Services beginning July 1, 2022, in an amount not to exceed \$76,771,955 for a five-year base term ending June 30, 2027; and
2. Authorize the Executive Director to make minor modifications to and execute the contract at the variable rates and fixed costs contained in Transdev's pricing proposal, pending the California Department of Transportation (Caltrans) approval and subject to legal counsel approval as to form.

FISCAL IMPACT:

All activities associated with the Transit Operations Services contract will be included in the annual transit budget.

ATTACHMENT:

1. Excerpt from RFP 2021-01: Evaluation Process
2. Draft Agreement
3. Price Proposal Sheets
4. Draft Resolution
5. Presentation

Section 3 – Evaluation and Selection Process

1. Overview

Proposals must conform to the service specifications described in the RFP and Contract documents. Proposals that do not comply with these instructions and do not include the required information may be rejected as non-responsive or as not within the competitive range. TCRTA reserves the right to, but is not obligated to, request a Proposer to provide any missing information and to make corrections. Submittal of a proposal will signify that the Proposer has accepted all the contract documents and the whole package of contract requirements, except such conditions, exceptions, reservations or understanding explicitly, fully, and separately stated on the forms and according to the instructions of “Form for Proposal Deviation”. Any such conditions, exceptions, reservations, or understandings, which do not result in the rejection of the entire proposal, are subject to evaluation under the “Proposal Evaluation Criteria”. Incomplete submissions may be disqualified from consideration.

The primary desire of TCRTA for this procurement is to ensure an award will be made based on the highest quality of service proposed that best matches TCRTA’s requirements using the Federal Transit Administration’s (FTA) approved Third-Party Contracting Guidance (FTA C 4220.1F) “Best Value” methodology. Per FTA’s Third-Party Contracting Guidance, Best Practices Procurement Manual, “Best Value” is defined as follows:

“Best Value” is a selection process in which proposals contain both price and qualitative components, and award is based upon a combination of price and qualitative considerations. Qualitative considerations may include experience of the management team, creativity of proposal, quality and comprehensiveness of required Plans. The award selection is based upon consideration of a combination of technical and price factors to determine the offer deemed most advantageous and the greatest value of the TCRTA.”

TCRTA reserves the right to reject any or all proposals for any reason, to undertake discussions with one or more Proposers, and to accept that proposal or modified proposal which, in its judgment, will be most advantageous to TCRTA regarding price and other criteria considered.

TCRTA reserves the right to consider any specific proposal which is conditional or not prepared in accordance with the instructions and requirements of this RFP to be noncompetitive. TCRTA may reject a proposal that includes unacceptable deviations as provided in “Conditions, Exceptions, Reservations or Understandings”. The TCRTA reserves the right to waive any defects, or minor informalities or irregularities in any proposal which do not materially affect the proposal or prejudice other Proposers.

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If there is any evidence indicating that two or more Proposers are in collusion to restrict competition or otherwise engage in anti-competitive practices, the proposals of all such Proposer(s) shall be rejected and such evidence may be a cause for disqualification of the participants in any future solicitations undertaken by the TCRTA.

The Evaluation Committee will make a recommendation to award to the Board of Directors, based upon the Evaluation Committee's determination of the responsible Proposer whose proposal is most advantageous to TCRTA. TCRTA may award this contract on a combination of technical and price factors. Accordingly, the Evaluation Committee may not necessarily make a recommendation to award to the Proposer with the highest ranking or make a recommendation to award to the Proposer with the lowest Price Proposal, if doing so would not be in the overall best interest of TCRTA.

Proposals will be evaluated, negotiated, selected and any award made in accordance with the criteria and procedures describe below. The approach and procedures are those which are applicable to a competitive, negotiated procurement whereby proposals are evaluated to determine which proposals are within a competitive range. Discussions and negotiations may be carried out with Proposers within the competitive range, after which Best and Final Offers (BAFOs) may be requested. However, TCRTA may select a proposal for award without any discussions or negotiations or request for any BAFO(s). Subject to the TCRTA's right to reject any or all proposals, the Proposer whose proposal is found to be most advantageous to the TCRTA, will be selected.

Selection for Award will be based on the following process:

- Determine responsiveness of Proposers
- Determine responsible Proposers
- Determine ranking based on evaluation matrix points rated by the evaluation committee.
- Identify the proposals that fall within the competitive range, which would be those proposals that are responsive, responsible, and whose total points from the evaluation matrix are clear leaders amongst the proposers.
- Conduct interviews, as necessary, with the Proposers within the competitive range.
- Request Best and Final Offers, as necessary, of those within the competitive range.
- Recommend an award on Best Value of those within the competitive range.

If a proposal, which has been included in the competitive range contains conditions, exceptions, reservations, or understandings to any Contract requirements as Provided in "Form for Proposal Deviation", said conditions, exceptions, reservations or understandings may be negotiated.

Proposers will not be told of their rankings among the other Proposers.

This procurement is subject to the availability of funding. TCRTA's obligation hereunder is contingent upon the availability of appropriated funds from which payment for the Contract purposes can be made. No legal liability on the part of TCRTA for any payment shall arise until funds are made available for this Contract. Any award of Contract hereunder will be conditioned upon said continued availability of funds for the Contract. TCRTA also reserves the right to cancel the procurement for any reason whatsoever, at any time, before the Contract is fully executed and approved.

2. Opening of Proposals and Confidentiality of Proposals

Proposals will not be publicly opened. All proposals and evaluations will be kept strictly confidential throughout the evaluation, negotiation, and selection process. Only the members of the Selection Committee and Evaluation Team and other TCRTA officials, employees and agents having a legitimate interest will be provided access to the proposals and evaluation results during this period.

Access to public records is governed by the California Public Records Act (Government Code section 6250 et seq.). Except as otherwise required by law, the TCRTA will exempt from disclosure proprietary information, trade secrets and confidential commercial and financial information submitted in the proposal. Any such proprietary information, trade secrets or confidential commercial and financial information which a Proposer believes should be exempted from disclosure shall be specifically identified and marked as such. Blanket-type identification by designating whole pages or sections as containing proprietary information, trade secrets or confidential commercial and financial information will not assure confidentiality. The specific proprietary information, trade secrets or confidential commercial and financial information must be clearly identified as such. TCRTA shall have the right to reject all such conditions and/or exceptions and instruct the Proposer to amend its proposal and remove said conditions and/or exceptions; and any Proposer failings to do so may cause the TCRTA to find such proposal to be outside the competitive range. No information, financial or otherwise, will be provided to any Proposer about any of the proposals from other Proposers. Proposers will not be given a specific price or specific financial requirements they must meet to gain further consideration, except those proposed prices may be too high with respect to the marketplace or unacceptable.

The Proposer may submit proprietary information, trade secrets or confidential commercial and financial information, which a Proposer believes should be exempted from disclosure, in a separate volume specifically identified and marked as such as an appendix to the proposal.

TCRTA shall employ sound business practices no less diligent than those used by TCRTA for its own confidential information to protect the confidence of all licensed technology, software, documentation, drawings, schematics, manuals, data and other information and material provided by Proposers pursuant to the Contract which contain confidential commercial or financial information, trade secrets or proprietary information as defined in or pursuant to the laws of the State of California against disclosure of such information and material to third parties except as permitted by the Contract. The Proposer shall be responsible for ensuring that confidential commercial or financial information, trade secrets or proprietary information, with such determinations to be made by the TCRTA in its sole discretion, bears appropriate notices relating to its confidential character.

3. Evaluation Committee

An Evaluation Committee will be established. The Committee will make all decisions regarding the evaluations, determination of responsible Proposers and the competitive range, negotiations, and the selection of the Proposer, if any, that may be awarded the Contract. The Evaluation Committee will include no less than the officers, employees, and agents of TCRTA and may include other qualified transit professionals internal and/or external to the Agency. The Evaluation Committee will carry out the detailed evaluations and report all its findings to the Executive Director for final approval. The Executive Director will not be a member of the Evaluation Committee, but will participate in interviews, presentations, negotiations, and the selection of the Proposer.

4. Proposal Selection Process

The following describes the process by which proposals will be evaluated and a selection made for a potential award. Selection of a proposal from a responsive and responsible Proposer shall be made through the consideration of the following: "Determination of Responsiveness", "Determination of Responsible Proposers", and "Proposal Evaluation Criteria". An award, if made, will be to a responsible Proposer for a proposal which is found to be in the TCRTA's best interest and best value.

5. Determination of Responsiveness

TCRTA will consider all the Proposers materials to determine whether the Proposers proposal is in compliance with the terms and conditions set forth in this RFP. Proposers must submit all required information in the manner described, unless otherwise waived by TCRTA, for the proposal to be considered responsive.

6. Determination of Responsible Proposers

This section contains proposal evaluation criteria, listed by their respective degree of importance, by which proposals from responsible Proposers will be evaluated and ranked for the purpose of determining any competitive range and to make any selection of a proposal for a potential award. Any exceptions, conditions, reservations, or understandings explicitly, fully, and separately stated on the “Form for Proposal Deviation”, which do not cause the TCRTA to consider a proposal to be outside the competitive range, will be evaluated according to the respective evaluation criteria and/or sub-criteria which they affect.

The criteria are listed numerically by their relative order of importance. However, certain criteria may have sub-criteria that are listed by their relative order of importance within the specific criterion they comprise. Also, certain sub-criteria may have sub-criteria that are listed by their relative degree of importance within the specific sub-criterion they comprise. Non-price factors when combined are more significant than the price alone.

1. (Pass/Fail) Affordability

The price proposals, which are expected to be in line with pricing paid by agencies comparable to TCRTA and delivering similar services, will be assessed for affordability as defined by TCRTA’s available financial resources and budget for operations. TCRTA will not make an award for any proposal which proposes prices that would render the procurement unfeasible.

2. (Pass/Fail) Unacceptable Exceptions, Conditions, Reservations and Understandings.

Any exceptions, conditions, reservations, or understandings that are explicitly stated on the required form “Form for Proposal Deviation” will be evaluated for their acceptability. Each exception and/or condition made in a proposal will be evaluated and the TCRTA will determine their individual acceptability. An unacceptable exception, condition, reservation or understanding, if not withdrawn by the Proposer upon the request by TCRTA, would be cause for the proposal to be rejected. For the purposes of determining the competitive range, a proposal containing unacceptable exceptions, conditions, reservations, or understandings may be included on the basis that the proposal is capable of being made acceptable provided that the Proposer withdraw or modify the unacceptable exceptions, conditions, reservations, or understandings. Any exceptions, conditions, reservations, or understandings which do not cause TCRTA to consider the proposal to be outside the competitive range, will be evaluated according to the respective evaluation criteria and/or sub-criteria which they affect.

3. (Pass/Fail) Integrity and Satisfactory Performance

Evidence of satisfactory performance, a spirit of cooperation, integrity, and ethical business practices on similar contracts is required. The Proposer must have a satisfactory performance record demonstrated by positive, constructive feedback from references from past and current contracting agencies delivering services like that of TCRTA.

4. (Pass/Fail) Sufficient Financial Strength

Evaluation of the Proposer’s financial resources and capability to finance the work to be performed and complete the Contract in a satisfactory manner. The following must be received and will be considered in evaluating financial strength:

- a. Compliance with financial requirements: Ability to obtain required insurance (and bonding) with coverage values that meet minimum requirements evidenced by a letter from an

underwriter confirming that the Proposer can be insured for the required amount.

- b. Certified Public Accountant (CPA) prepared financial statements for the past three years.

5. (Pass/Fail) Compliance with Federal Requirements of this RFP

Required certifications, specified in this RFP, must be received and proposal must demonstrate current compliance or ability to comply if Proposer becomes the eventual successful Proposer.

Proposals will be evaluated against the pass/fail criteria numbers 1 through 5 above, and if Proposer passes these criteria, it will be deemed to be responsible. However, any proposal which fails one or more of these criteria but is susceptible of being made to meet such failed criteria will also be considered responsible. Under any other circumstances, a proposal may not be responsible.

7. Proposal Evaluation Criteria (By Total Points)

This is a “Best Value” procurement. It is **NOT** a low-bid procurement and price is only a consideration in the evaluation process. The following criteria will be used to further evaluate proposals. This set of criteria must be addressed and are not listed by any order of importance. The Proposer of any proposal that the Evaluation Committee finds not to have addressed the criteria, may be determined by the Evaluation Committee as not qualified and its proposal rejected. The criteria are as follows:

- **Background and Experience (40 Points)**

The following will be considered:

- Breadth of company’s industry experience with similar transit contracts,
- Level of prior public transportation experience and expertise of the management team,
- Sufficiency of staffing and other resources (i.e., training, mentorship, etc.) for demonstrating the ability to perform per the contract and service delivery terms,
- Safety record,
- Reference from other governmental agencies with transit operations.

- **Qualifications and Approach (40 points)**

Each of the required plans must demonstrate the Proposers understanding of the RFP and describe how Proposer will work with TCRTA in delivering the services. The combination of these plans should demonstrate a Proposer who desires to work for TCRTA and provide high quality services.

- **Creative/Innovative Solutions for Maximizing Service and Efficiency (20 points)**

TCRTA is seeking creative and innovative solutions (CAD, AVL, CRM, etc.) to minimize operating costs while maximizing quality of service. Proposed pricing for transit services will be considered in conjunction with creative/innovative methods and/or technology for achieving cost-efficiency while delivering high quality and potentially enhanced services.

8. Award Process

1. Best and Final Offers (BAFO)

After all interviews have been completed, each of the Proposers in the competitive range may be afforded the opportunity to amend its proposal and make its BAFO. The request for BAFOs shall include:

Notice that discussions/negotiations are concluded:

- Notice that this is the opportunity for submission of a BAFO.
- A common date and time for submission of written BAFOs, allowing a reasonable opportunity for preparation of the written BAFOs.
- Notice that if any modification to a BAFO is submitted, it must be received by the date and time specified for the receipt of BAFOs and is subject to the late submissions, modifications, and withdrawals of proposals provision of the RFP.
- Notice that if Proposers do not submit a BAFO or a notice of withdrawal, their immediate previous Offer will be construed as their BAFO.
- Any modifications to the initial proposals made by a Proposer in its BAFO shall be identified in its BAFO. BAFOs will be evaluated by

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TCRTA according to the same requirements and criteria as the initial proposals “Proposed Selection Process”. The TCRTA will make appropriate adjustments to the initial scores for any sub-criteria and criteria which have been affected by any proposal modifications made by a BAFO.

- TCRTA will choose that proposal which it finds to be most advantageous and best value. The results of the evaluations and the selection of a proposal for any award will be documented in a report.
- TCRTA reserves the right to make an award to any Proposer whose proposal it judges to be most advantageous and best value, without conducting any written or oral discussions with any Proposers or solicitation of any BAFO.

2. Award to Other Than Evaluation Committee Recommended Vendor

This transit services contract will be partially funded through FTA financial assistance. As such, TCRTA must maintain compliance with FTA procurement requirements as detailed within FTA Procurement Circular 4220.1F. Each member of the Board making an award, with FTA financial assistance, to a Proposer other than that recommended by the Evaluation Committee, becomes the defector “procurement evaluation committee” and will be required to submit a signed Declaration Concerning Conflict of Interest and Confidential Information to be retained within the procurement files. In the event the TCRTA Board elects to award a federally financially assisted contract to other than the vendor recommended through the predefined and executed selection committee process, FTA Circular 4220.1F, Chapter III, 3, D. (1) (c), requires that “government recipients must state its reasons for Proposer selection or rejection”.

To maintain compliance with FTA Circular 4220.1F, Chapter III, 3, d. (1) (c), the Board is required to submit a Selection Decision Memorandum setting forth the reason for making the selection. This written Selection Decision Memorandum must be based on the evaluation criteria as set forth in this RFP; there cannot be an introduction of new selection criteria.

**SERVICE AGREEMENT BY AND BETWEEN
TULARE COUNTY REGIONAL TRANSIT AGENCY
AND
TRANSDEV SERVICES, INC.**

THIS SERVICES AGREEMENT ("Services Agreement") is made and entered into this _____ day of May 2022 by and between the **Tulare County Regional Transit Agency**, a California joint powers public agency ("TCRTA" or "Agency") and **Transdev Services, Inc.**, a Maryland corporation ("Transdev" or "Contractor"). TCRTA and Transdev are each a "Party" and together are the "Parties" to this Services Agreement, which is made with reference to the following:

WHEREAS, TCRTA needs to acquire certain Transit Operations Services hereinafter as fully described in and set forth in TCRTA's "Request for Proposals No. 2021-01" and modified by "Addenda #1 through #8" thereto, and all "Questions and Answers" promulgated by TCRTA with respect to said RFP and Addenda, which documents are collectively referred to herein as the "RFP", which is attached hereto and incorporated as Exhibit A. The services sought by the RFP are sometimes referred to in the RFP as the "Project"; and

WHEREAS, pursuant to the RFP Transdev submitted its "Proposal," which is attached hereto and incorporated herein as Exhibit B; and

WHEREAS, TCRTA hereby accepts Transdev's Proposal and desires to contract with Transdev for performance of said Transit Operations Services in accordance with said Proposal and the terms and conditions of this Services Agreement, and at the prices and rates (the "Price Pages") attached hereto and incorporated as Exhibit C;

NOW THEREFORE, the Parties agree as follows:

1. THE CONTRACT

1.1 Transdev shall perform those services described in the RFP (Exhibit A) in accordance with its Proposal (Exhibit B) and the terms and conditions of this Services Agreement, and at the prices and rates contained in the Price Pages (Exhibit C). Exhibit D contains the TCRTA Vehicle Fleet Listing. This Services Agreement and all Exhibits thereto are collectively referred to as the "Contract."

1.2 The Contract represents the entire and integrated agreement between the Parties with respect to said Transit Operations Services and supersedes all prior negotiations, representations, or agreements, whether written or oral.

1.3 Order of Precedence. Contract documents consist of: (i) this Services Agreement; (ii) the RFP; (iii) the Proposal; (iv) the Price Pages and (v) the Vehicle Fleet Listing. The order of precedence shall be (First) this Services Agreement, including Exhibits E, F, and G; (Second) the Proposal; (Third) the Price

Pages; (Fourth) the RFP; and (Fifth) the Vehicle Fleet Listing. In the event of any conflict between the terms and conditions contained in any of the contract documents, the conflict shall be resolved by application of this order of precedence.

1.4 This Contract may be modified or amended only by a writing signed by both Parties. All amendments to this Services Agreement must be approved by the governing board of TCRTA in order to become effective. Written amendments signed by both Parties will take precedence over the documents listed above.

2. THE TERM

2.1 The term of this Contract is for a period of five (5) years commencing on July 1, 2022, and ending on June 30, 2027, unless the term is extended or earlier terminated as provided for herein.

2.2 Upon mutual agreement of the Parties, the term of this Contract may be extended for three (3) additional periods of one (1) year each (from July 1, 2027 through June 30, 2028; from July 1, 2028 through June 30, 2029; and from July 1, 2029 through June 30, 2030).

3. COMPENSATION AND METHOD OF PAYMENT

3.1 The total value of this Contract is \$76,771,955. TCRTA shall pay Transdev the prices and rates for the various services performed in accordance with the Price Pages found in Exhibit C.

3.2 Progress Payments. TCRTA shall pay Transdev by bi-monthly progress payments on the first and fifteenth days of each month (or as near thereto as possible in the event such days fall on a weekend or holiday) calculated at follows: Each bi-monthly payment will amount to 2.08% of the total annual contract value (fifty percent (50%) of the annual contract amount divided by twenty-four (24) payments). Each bi-monthly payment shall compensate Transdev for its fixed costs and expected "Revenue Hours" (defined below) for the month based on the Price Pages (Exhibit C). A "true-up" comparing expected Revenue Hours and actual Revenue Hours performed during the previous month shall occur at the end of each month and a reconciliation payment shall be made to Transdev for any remaining amounts due, made no more than fourteen (14) calendar days after the last day of each month.

3.3 Revenue Hours. For purposes of this Contract, Revenue Hours shall be defined as follows:

For ADA Complementary Paratransit Service: All travel and waiting time from the point of the first passenger pickup to the last passenger drop off (regardless of whether the passenger is a no-show), but excluding deadhead time (i.e., travel time from the yard to the first pickup and travel time from the last drop off to the yard).

For Commuter and Fixed Route Service: All travel and waiting time from the first stop to the last stop, including delays beyond the Contractor's control, such as excessive traffic, weather, and vehicular incidents/and accidents not involving the Contractor, but excluding deadhead time (i.e., travel time from the yard to the first stop and travel time from the last stop to the yard).

For On-Demand Service: All travel and waiting time from departure of the yard to return to the yard (Gate to Gate).

3.4 Annual Rate Negotiations. The Contractor and TCRTA will meet in the last three (3) months of each contract year to review service levels and data and negotiate the rates for the following contract year. At any point in the Contract term, the Parties may mutually agree to establish rates for a multi-year period of the Contract term.

4. VEHICLES

4.1 TCRTA Vehicle Fleet. In accordance with the RFP and the Proposal, TCRTA shall provide to Transdev and Transdev shall utilize TCRTA's vehicle fleet described in Exhibit D to provide services hereunder, together with such additional and replacement vehicles as TCRTA may provide during the term of this Contract.

4.2 Major Component Replacements. TCRTA shall reimburse Transdev for the actual costs of replacement of engines, transmissions, and differential overhauls of said fleet vehicles. Transdev shall ensure that engine and transmission replacements and differential overhauls are performed by factory-authorized repair shop, approved by TCRTA in advance of any such work, and that only OEM parts are used, and OEM minimum overhauls standards are adhered to. TCRTA shall not be responsible for the cost of such work if TCRTA determines, after consultation with Transdev, that such work resulted from poor maintenance performance, failure to monitor overhaul criteria, neglect, or abuse by Transdev. At the time of performing any engine or transmission replacement or differential overhaul, Transdev shall replace and be responsible for the cost of all ancillary parts, including all cooling hoses, engine and transmission mounts, drive belts, and the cost of rebuild or replacement of the radiator.

4.3 Parts costing over Five Hundred Dollars (\$500). TCRTA shall reimburse Transdev for the actual cost of all parts for said fleet vehicles costing over \$500. Transdev will, with its invoice, submit a monthly report showing each part purchased the previous month exceeding \$500 in individual cost. Transdev will include the total cost of all parts exceeding \$500 dollars purchased the previous month as a separate line item on the second bi-monthly invoice.

4.4 Vehicle Fleet Transition Inspection. TCRTA will, prior to the commencement of this Contract, hire a third-party inspector to inspect the vehicle fleet. The inspection will identify all maintenance defects and instances of deferred maintenance that were not performed by the previous contractor or other entity responsible for maintaining the vehicles. Upon receipt of the inspection reports, Transdev will promptly endeavor to make all identified repairs and perform all deferred maintenance using its own employees or using the services of third-party maintenance vendors and/or technicians. Transdev shall be paid an hourly labor rate of \$85.00 per hour for such services performed by Transdev employees. TCRTA will reimburse Transdev on a pass-through basis for the cost of all parts purchased to complete any such repairs and deferred maintenance and for the actual cost, including all taxes and fees, of using third-party vendors and technicians to complete any such repairs and deferred maintenance. Transdev will include the cost for all such parts and labor and third-party vendor/technician costs as a separate line item on each second bi-monthly invoice, with supporting work orders and invoices for all work performed, until all such repairs and maintenance have been completed.

5. CHANGES

5.1 Changes within the General Scope. TCRTA may, at any time, by written order make changes in the work within the general scope of the Contract, including changes: (1) in the method of performance of the work; or (2) in the TCRTA-furnished property or services under the Contract. If any such change would cause an increase in Transdev's cost of, or the time required for, the performance of any part of the work under this Contract, then TCRTA shall make an equitable adjustment in the compensation to be paid to Transdev and/or in the time allowed hereunder for Transdev's performance of the affected work and amend the Contract in writing accordingly. Transdev must assert its right to such an equitable adjustment within sixty (60) days after receipt of a written change order by submitting to TCRTA a written statement describing the general nature and amount of the proposed equitable adjustments, unless this period is extended by TCRTA.

5.2 Service Changes. The Parties acknowledge and agree that as TCRTA is a newly-created agency that was created to empower eight (8) member agencies with full power and authority to own, operate, and administer a combined and coherent public transportation system. As such, the actual Revenue Hours and miles that the system will operate for each of the transit services at the start of the Contract, based on historical operational data, is difficult to ascertain. The Parties agree to review the actual Revenue Hours and miles operated by each of the transit services during the first six (6) months of the Contract Term. In the event actual number of Revenue Hours and/or miles operated by any of the transit services deviate by ten percent (10%) or more from the anticipated Revenue Hours and/or miles upon which Transdev's pricing was based, prorated for the first six (6) months of the Contract Term, then a new baseline for Revenue Hours and/or miles ("New Baselines") will be established and TCRTA shall make an equitable adjustment to the compensation to be paid to Transdev and/or in the time allowed hereunder for Transdev's performance of the affected work and amend the Contract in writing accordingly. Thereafter, TCRTA may request changes to any of the transit services by providing Transdev at least sixty (60) days advance written notice. If at any time, the cumulative anticipated effect of such changes would result in a decrease of fifteen percent (15%) or more from the New Baselines, TCRTA shall make an equitable adjustment to the compensation to be paid to Transdev and/or in the time allowed hereunder for Transdev's performance of the affected work and amend the Contract in writing accordingly, with the new rates to be applied upon implementation of the change in service.

5.3 Vehicle Replacement. TCRTA acknowledges and agrees that it is in the process of developing a vehicle replacement schedule and that Transdev has relied on this representation in preparing its pricing. If after the first twenty-four (24) months of the Contract Term TCRTA has not purchased and replaced a minimum of twenty percent (20%) of the vehicles assigned to the Central Yard at the start of the Contract, as identified in Exhibit D, then Transdev shall provide new pricing to account for the continued maintenance of an aging fleet and TCRTA shall make an equitable adjustment to the compensation to be paid to Transdev and amend the Contract in writing accordingly.

5.4 Changes in Laws. In the event any Federal, State, or Local law, rule, regulation or ordinance becomes operative or in effect during the term of this Contract that has the effect of increasing Transdev's cost of performance of the Contract, to include, but not limited to, laws, rules, regulations, or ordinances pertaining to environmental protection or climate change, such as carbon credits, or new taxes imposed based on energy consumption, changes in the Americans with Disabilities Act, or government-mandated

increases to employee wages and/or benefits, to include health care benefits, TCRTA and Transdev shall meet to determine the financial impact of any such change and TCRTA shall make an equitable adjustment to the compensation to be paid to Transdev and/or in the time allowed hereunder for Transdev's performance of the affected work and amend the Contract in writing.

6. DEDUCTIONS AND INCENTIVES

The RFP calls for TCRTA to impose certain deductions to the compensation to be paid to Transdev for substandard performance provided hereunder and to pay incentives to Transdev for meeting or exceeding certain performance metrics. In light of the facts that Transdev and TCRTA both are new to providing comprehensive Transit Operations Services to TCRTA's member agencies and that certain adjustments to the services, performance measures, and metrics may be necessary after some experience hereunder, the Parties agree that no deductions (liquidated damages) will be assessed against Transdev for substandard performance hereunder for the first six (6) months of the Contract Term, the "LD Grace Period." During the LD Grace Period the Parties will monitor Transdev's performance and meet to discuss and negotiate in good faith any necessary adjustments in the types and amounts of deductions (liquidated damages) that TCRTA may assess during the remainder of the Contract Term, and the Contract shall be amended to reflect any such agreed upon changes to the deductions (liquidated damages). Similarly, no incentives will be awarded during this time frame as well. Actual targets for both deductions (liquidated damages) and incentives will be established after the LD Grace Period and added to the Contract through written Contract amendment going forward.

7. DISPUTES

Any dispute between TCRTA and Transdev arising during the Term of this Contract shall be resolved in accordance with this Section. The Parties shall first attempt to resolve the dispute informally in meetings or communications between Transdev and TCRTA's Executive Director, or his/her designee. If the dispute remains unresolved for a period exceeding thirty (30) calendar days after the first meeting or first communication providing notice of the dispute, Transdev may request a written decision from TCRTA's Executive Director. Upon such request, TCRTA's Executive Director shall render a written decision within ten (10) calendar days of Transdev's request. In the event of an adverse decision, Transdev may appeal to the TCRTA Board of Directors which shall consider the matter within thirty (30) calendar days of the Executive Director's decision. In connection with any such appeal, Transdev shall be afforded the opportunity to be heard and offer evidence in its behalf. The Board shall render its final decision within ten (10) calendar days of Transdev's appeal hearing. Thereafter, in the event of an adverse decision, the Parties may agree to mediation and possible litigation in accordance with Section 5, Paragraph 16 of the RFP, or in the alternative, in Transdev's sole discretion, Transdev may terminate the Contract for matters of convenience, without penalty, upon one hundred and twenty (120) days advance written notice. Transdev shall at all times proceed diligently with performance in accordance with the Contract pending final resolution of a dispute under this Section.

8. INDEMNIFICATION

8.1 TCRTA warrants that to the best of its knowledge all Transit Centers and facilities provided by TCRTA and that Transdev will use and occupy in performance of the Contract have been maintained in accordance with all applicable laws, ordinances, and regulations of Federal, State, and Local governments

and agencies, to include, but not limited to, all applicable environmental laws, ordinances, and regulations. Transdev, at Transdev's sole discretion, may within the first one hundred and eighty (180) days of the term of this Contract perform a Phase I and/or Phase II environmental assessment, or any other environmental testing it deems necessary, at Transdev's sole cost and expense to determine the environmental condition and the presence of any preexisting environmental conditions on or below any of the Transit Centers and/or any facilities from which it will operate in performance of the Contract, which preexisting conditions, if any, are collectively referred to as the "Preexisting Environmental Conditions."

8.2 TCRTA warrants that all vehicles provided by TCRTA for Transdev's and its subcontractor's use in performance of this Contract comply with all applicable laws, ordinances, standards, and regulations of Federal, State, and/or Local governments and agencies, to include, but not limited to all applicable laws, ordinances, and regulations issued by the California Air Resources Board and the California Highway Patrol. The Parties acknowledge and agree that Transdev has not had the opportunity to thoroughly inspect the vehicle fleet prior to the start of the Contract. As such, during the first one hundred and eighty (180) days of the Term of the Contract, Transdev shall conduct a thorough inspection of the vehicle fleet to determine the operability of the vehicles and compliance with all applicable laws, ordinances, standards, and regulations, collectively referred to as the presence of any "Preexisting Vehicle Compliance Condition."

8.3 Excluding any (i) Preexisting Environmental Conditions on or below any of the Transit Centers or any facility provided by TCRTA that Transdev will use and occupy in performance of this Contract; (ii) any Preexisting Vehicle Compliance Condition, and (iii) any and all claims, suits, damages, costs and expenses pertaining to or arising from the Transdev's operation of any vehicle covered under the California Transit Indemnity Pool (CalTip), or (iv) any damages arising out of any claim, suit or action at law arising from any negligent or willful act or omission of TCRTA, its board members, officers, agents, servants, or employees, Transdev agrees to indemnify, defend, and hold harmless TCRTA, its board members, officers, agents, servants and employees from and against any and all liability, costs and expenses, including court costs and reasonable attorney's fees ("Damages") arising out of any claim, suit or action at law, which may be brought against TCRTA and/or any or all of the aforementioned on account of any loss to property or injury to any person or persons (including death) to the extent such Damages result from the negligent or willful acts or omissions of the Contractor, or its subcontractors, and its officers, agents, servants or employees in the performance of this Contract. Notwithstanding the foregoing, in no event shall Transdev be liable to TCRTA for damages for loss of revenue, cost of money or capital, or loss of goodwill. TCRTA will provide Transdev prompt written notice within thirty (30) days of obtaining knowledge of a claim subject to this indemnification and make available all information and assistance that Transdev may reasonably request to defend any such claim, and Transdev shall promptly accept tender of defense any such claim.

8.4 TCRTA agrees to indemnify, defend, and hold harmless Transdev, its board members, officers, agents, servants and employees from and against any and all liability, costs and expenses, including court costs and reasonable attorney's fees ("Damages") arising out of any claim, suit or action at law, which may be brought against Transdev and/or any or all of the aforementioned on account of (i) any Preexisting Environmental Conditions on or below any Transit Center or any facility provided by TCRTA that Transdev will use and occupy in performance of this Contract, or which may later exist on or below any

such premises that was not caused by Transdev, (ii) any Preexisting Vehicle Compliance Condition, (iii) and claims, suits, damages, costs or expenses pertaining to or arising from the operation of any vehicle covered under the California Transit Indemnity Pool (CalTip), or (iv) any Damages arising out of any claim, suit or action at law arising from any negligent or willful act or omission of TCRTA, its board members, officers, agents, servants, or employees. Transdev will provide TCRTA prompt written notice within thirty (30) days of obtaining knowledge of a claim subject to this indemnification and make available all information and assistance that TCRTA may reasonably request to defend any such claim, and TCRTA shall promptly accept tender of defense of any such claim.

8.5 California Transit Indemnity Pool (CalTip). At the start of the Contract, the vehicles identified as the "Porterville" vehicles in Exhibit D are covered under CalTip. During the procurement process, TCRTA indicated in the RFP that it is considering membership in CalTip for liability, vehicle physical damage, and risk control services for the remainder of the vehicle fleet. TCRTA requested that Proposers provide optional pricing should TCRTA elect membership in CalTip. In the event TCRTA joins CalTip at any time during this Contract, the Parties agree that the Contract will be amended to include any optional pricing provided by Transdev, or if no optional pricing was previously provided, Transdev will provide such optional pricing and the Contract will be amended accordingly.

9. FORCE MAJEURE

TCRTA agrees that Transdev shall not be responsible for any delay or failure to perform its obligations under this Contract in the event such nonperformance is due to any force majeure events, including but not limited to, acts of God, war, fire, explosion, epidemics and pandemics, adverse weather conditions, strikes, lockouts, and labor disputes, civil commotions, riots, national emergencies, terrorist acts, failures or interruptions of utilities and/or telecommunications equipment, acts of the government or any government agency, or any other cause beyond Transdev's reasonable control.

10. GENERAL CONTRACTUAL PROVISIONS

The "General Contractual Provisions" shown in the attached Exhibit E are hereby incorporated into and are a part of this Services Agreement.

11. SPECIAL COVID-19 SERVICE REQUIREMENTS

The "Special COVID-19 Service Requirements" shown in the attached Exhibit F are hereby incorporated into and are a part of this Services Agreement.

12. FEDERAL CONTRACT CLAUSES

The "Federal Contract Clauses" shown in the attached Exhibit G are hereby incorporated into and are a part of this Services Agreement.

13. COUNTERPARTS

The Parties may sign this Services Agreement in counterparts, each of which shall be deemed an original and all of which taken together form one and the same agreement. A signed copy or signed counterpart of this Services Agreement delivered by facsimile, email, or other means of electronic transmission shall be

deemed to have the same legal effect as delivery of a signed original or signed copy of this Services Agreement.

14. MANUAL OR ELECTRONIC SIGNATURES

The Parties may sign this Services Agreement by means of manual or electronic signatures. The Parties agree that the electronic signature of a Party, whether digital or encrypted, is intended to authenticate this Services Agreement and to have the same force and effect as a manual signature. For purposes of this Services Agreement, the term “electronic signature” means any electronic sound, symbol, or process attached to or logically associated with this Services Agreement and executed and adopted by a Party with the intent to sign this Services Agreement, including facsimile, portable document format, or email electronic signatures, pursuant to the California Uniform Electronic Transactions Act (Cal. Civ. Code §§ 1633.1 to 1633.17), as it may be amended from time to time.

[THIS SPACE LEFT BLANK INTENTIONALLY; SIGNATURES FOLLOW ON NEXT PAGE]

IN WITNESS WHEREOF, the Parties hereto have caused this Contract to be executed by its duly authorized officer, as of the day and the year first written above, or in the event no such date is provided, on the date of the final signature hereto.

Tulare County Regional Transit Agency

Signature: _____

Printed Name: _____

Title: _____

Date: _____

Transdev Services, Inc.

Signature: _____

Printed Name: _____

Title: _____

Date: _____

Signature: _____

Printed Name: _____

Title: _____

Date: _____

[Pursuant to California Corporations Code section 313, TCRTA policy requires that contracts with a **Corporation** be signed by both (1) the chairman of the Board of Directors, the president or any vice-president (or another officer having general, operational responsibilities), and (2) the secretary, any assistant secretary, the chief financial officer, or any assistant treasurer (or another officer having recordkeeping or financial responsibilities), unless the contract is accompanied by a certified copy of a resolution of the corporation's Board of Directors authorizing the execution of the contract.]

Attached Exhibits:

Exhibit A = RFP

Exhibit B = Transdev Proposal

Exhibit C = Transdev Price Pages

Exhibit D = TCRTA Vehicle Fleet List

Exhibit E = General Contractual Provisions

Exhibit F = Special COVID-19 Service Requirements

Exhibit G = Federal Contract Clauses

jlk/5-23-22/TCRTA-General/1789594

Routes, ADA Paratransit

Cost Elements	Base Years					Optional Years		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Driver Wages	\$ 5,269,922.91	\$ 5,578,335.70	\$ 5,854,182.35	\$ 6,139,178.82	\$ 6,440,474.37	\$ 6,758,584.16	\$ 7,088,461.28	\$ 7,436,370.36
Payroll Taxes	\$ 406,977.75	\$ 414,039.00	\$ 430,214.97	\$ 446,386.12	\$ 522,721.10	\$ 604,448.72	\$ 691,403.48	\$ 784,328.45
Worker's Comp	\$ 175,309.68	\$ 182,028.60	\$ 188,347.84	\$ 194,876.92	\$ 201,664.74	\$ 208,716.02	\$ 216,009.99	\$ 223,587.27
Sick/Vacation/Holiday	\$ 272,149.95	\$ 297,531.95	\$ 314,384.45	\$ 332,377.59	\$ 347,989.77	\$ 364,250.87	\$ 380,820.37	\$ 398,160.33
Health Insurance	\$ 292,460.91	\$ 312,236.37	\$ 333,350.29	\$ 355,911.00	\$ 380,069.15	\$ 405,876.61	\$ 433,487.71	\$ 463,001.39
Uniforms	\$ 31,787.25	\$ 32,740.87	\$ 33,723.09	\$ 34,734.79	\$ 35,776.83	\$ 36,850.13	\$ 37,955.64	\$ 39,094.31
Training	\$ 82,275.12	\$ 89,213.02	\$ 93,050.84	\$ 96,890.78	\$ 100,628.72	\$ 104,520.74	\$ 108,492.31	\$ 112,651.29
Drug Testing and Physicals	\$ 11,112.45	\$ 11,445.82	\$ 11,789.20	\$ 12,142.87	\$ 12,507.16	\$ 12,882.38	\$ 13,268.85	\$ 13,666.91
Total Cost	\$ 6,541,996.01	\$ 6,917,571.33	\$ 7,259,043.03	\$ 7,612,498.89	\$ 8,041,831.84	\$ 8,496,129.63	\$ 8,969,899.63	\$ 9,470,860.32
Overhead	\$ 160,415.39	\$ 170,915.71	\$ 178,599.36	\$ 185,695.66	\$ 195,424.76	\$ 203,999.78	\$ 214,009.36	\$ 223,728.19
Profit	\$ 128,332.31	\$ 136,732.57	\$ 142,879.49	\$ 148,556.52	\$ 156,339.80	\$ 163,199.82	\$ 171,207.49	\$ 178,982.55
Total	\$ 6,830,743.71	\$ 7,225,219.61	\$ 7,580,521.87	\$ 7,946,751.07	\$ 8,393,596.40	\$ 8,863,329.23	\$ 9,355,116.48	\$ 9,873,571.07
Total Estimated Rev Hours	117,505	117,505	117,505	117,505	117,505	117,505	117,505	117,505
Cost per Rev Hour	\$ 58.13	\$ 61.49	\$ 64.51	\$ 67.63	\$ 71.43	\$ 75.43	\$ 79.61	\$ 84.03

LOOP Bus Service

Cost Elements	Base Years					Optional Years		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Driver Wages	\$ 73,059.83	\$ 79,203.95	\$ 82,338.03	\$ 85,386.99	\$ 88,787.64	\$ 92,323.88	\$ 96,002.82	\$ 99,857.93
Payroll Taxes	\$ 8,586.54	\$ 8,428.83	\$ 8,735.36	\$ 9,031.75	\$ 9,361.40	\$ 9,704.17	\$ 10,060.81	\$ 10,435.16
Worker's Comp	\$ 5,745.23	\$ 5,969.69	\$ 6,179.21	\$ 6,388.84	\$ 6,611.87	\$ 6,843.76	\$ 7,085.06	\$ 7,338.43
Sick/Vacation/Holiday	\$ 14,489.17	\$ 15,714.37	\$ 16,339.34	\$ 16,947.34	\$ 17,625.47	\$ 18,330.63	\$ 19,064.25	\$ 19,833.00
Health Insurance	\$ 10,853.11	\$ 11,603.77	\$ 12,412.26	\$ 13,263.66	\$ 14,181.61	\$ 15,163.48	\$ 16,213.99	\$ 17,342.10
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Training	\$ 4,569.00	\$ 5,004.00	\$ 5,221.50	\$ 5,439.00	\$ 5,652.60	\$ 5,874.74	\$ 6,105.77	\$ 6,346.04
Drug Testing and Physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Cost	\$ 117,302.89	\$ 125,924.62	\$ 131,225.70	\$ 136,457.58	\$ 142,220.59	\$ 148,240.66	\$ 154,532.71	\$ 161,152.66
Overhead	\$ 6,173.84	\$ 6,627.61	\$ 6,906.62	\$ 7,181.98	\$ 7,485.29	\$ 7,802.14	\$ 8,133.30	\$ 8,481.72
Profit	\$ 4,887.62	\$ 5,246.86	\$ 5,467.74	\$ 5,685.73	\$ 5,925.86	\$ 6,176.69	\$ 6,438.86	\$ 6,714.69
Total	\$ 128,364.34	\$ 137,799.09	\$ 143,600.05	\$ 149,325.29	\$ 155,631.74	\$ 162,219.50	\$ 169,104.87	\$ 176,349.08
Total Estimated Rev Hours	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400
Cost per Rev Hour	\$ 53.49	\$ 57.42	\$ 59.83	\$ 62.22	\$ 64.85	\$ 67.59	\$ 70.46	\$ 73.48

On Demand (Optional Additional On Demand Services Following 7/1/22 Start)

Cost Elements	Base Years					Optional Years		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Driver Wages	\$ 395,225.03	\$ 446,343.55	\$ 475,189.99	\$ 517,302.90	\$ 537,702.69	\$ 574,203.65	\$ 587,170.57	\$ 627,125.64
Payroll Taxes	\$ 56,077.95	\$ 58,362.51	\$ 61,650.34	\$ 66,860.26	\$ 70,859.07	\$ 81,727.79	\$ 80,610.00	\$ 87,540.78
Worker's Comp	\$ 34,785.54	\$ 36,341.31	\$ 37,667.97	\$ 39,220.09	\$ 40,565.70	\$ 42,267.33	\$ 43,518.64	\$ 45,259.02
Sick/Vacation/Holiday	\$ 32,596.86	\$ 43,732.24	\$ 44,841.82	\$ 52,804.68	\$ 54,212.97	\$ 68,402.22	\$ 62,809.76	\$ 70,588.98
Health Insurance	\$ 91,050.50	\$ 96,953.78	\$ 103,117.03	\$ 109,786.42	\$ 116,781.19	\$ 129,123.46	\$ 126,653.20	\$ 135,297.56
Uniforms	\$ 3,361.05	\$ 3,461.88	\$ 3,565.74	\$ 3,672.71	\$ 3,782.89	\$ 4,250.59	\$ 4,013.27	\$ 4,133.67
Training	\$ 16,623.80	\$ 18,389.55	\$ 19,333.79	\$ 20,454.07	\$ 21,239.10	\$ 22,359.64	\$ 22,987.07	\$ 24,105.46
Drug Testing and Physicals	\$ 9,641.25	\$ 10,100.05	\$ 10,396.27	\$ 10,812.93	\$ 11,079.46	\$ 11,842.91	\$ 11,684.80	\$ 12,119.98
Total Cost	\$ 639,361.99	\$ 713,684.87	\$ 755,762.95	\$ 820,914.06	\$ 856,223.06	\$ 934,177.59	\$ 939,447.31	\$ 1,006,171.09
Overhead	\$ 8,175.98	\$ 9,126.40	\$ 9,664.49	\$ 10,497.62	\$ 10,949.14	\$ 11,946.00	\$ 12,013.39	\$ 12,866.64
Profit	\$ 6,540.79	\$ 7,301.12	\$ 7,731.59	\$ 8,398.10	\$ 8,759.32	\$ 9,556.80	\$ 9,610.71	\$ 10,293.31
Total	\$ 654,078.76	\$ 730,112.40	\$ 773,159.03	\$ 839,809.78	\$ 875,931.52	\$ 955,680.40	\$ 961,071.42	\$ 1,029,331.04
Total Estimated Rev Hours	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000
Cost per Rev Hour	\$ 43.61	\$ 48.67	\$ 51.54	\$ 55.99	\$ 58.40	\$ 63.71	\$ 64.07	\$ 68.62

Fixed Operational Costs

	Base Years					Optional Years		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
GM								
Wages	\$ 125,046.46	\$ 130,071.63	\$ 135,205.25	\$ 140,526.42	\$ 146,126.88	\$ 151,898.84	\$ 157,936.36	\$ 164,190.34
Payroll Taxes	\$ 11,772.00	\$ 11,834.64	\$ 12,292.91	\$ 12,770.27	\$ 13,266.72	\$ 13,782.27	\$ 14,318.82	\$ 14,876.38
Workers Comp	\$ 3,073.32	\$ 3,166.85	\$ 3,263.29	\$ 3,362.72	\$ 3,465.25	\$ 3,570.96	\$ 3,679.97	\$ 3,792.39
Sick/Vacation/Holiday	\$ 14,884.62	\$ 15,480.00	\$ 16,099.20	\$ 16,744.20	\$ 17,415.00	\$ 18,111.60	\$ 18,836.58	\$ 19,589.94
Health Insurance	\$ 16,048.08	\$ 17,065.67	\$ 18,151.47	\$ 19,310.15	\$ 20,546.73	\$ 21,866.56	\$ 23,275.39	\$ 24,779.33
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Drug testing and physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Employee Incentives	\$ 13,386.43	\$ 13,908.02	\$ 14,450.06	\$ 15,014.19	\$ 15,600.44	\$ 16,208.85	\$ 16,841.55	\$ 17,498.57
AGM								
Wages	\$ 91,098.37	\$ 94,742.74	\$ 98,505.08	\$ 102,404.22	\$ 106,488.60	\$ 110,720.40	\$ 115,137.16	\$ 119,713.78
Payroll Taxes	\$ 8,406.00	\$ 8,334.00	\$ 8,652.24	\$ 8,983.21	\$ 9,326.91	\$ 9,684.93	\$ 10,057.27	\$ 10,443.93
Workers Comp	\$ 3,067.92	\$ 3,161.07	\$ 3,257.09	\$ 3,356.08	\$ 3,458.13	\$ 3,563.34	\$ 3,671.81	\$ 3,783.64
Sick/Vacation/Holiday	\$ 12,403.85	\$ 12,900.00	\$ 13,416.00	\$ 13,952.64	\$ 14,509.92	\$ 15,090.42	\$ 15,694.14	\$ 16,321.08
Health Insurance	\$ 16,027.62	\$ 17,044.60	\$ 18,129.77	\$ 19,287.80	\$ 20,523.70	\$ 21,842.85	\$ 23,250.96	\$ 24,754.17
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Drug testing and physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Employee Incentives	\$ 2,745.00	\$ 2,827.35	\$ 2,912.17	\$ 2,999.54	\$ 3,089.52	\$ 3,182.21	\$ 3,277.67	\$ 3,376.00
S&TM								
Wages	\$ 86,524.00	\$ 89,985.37	\$ 93,558.93	\$ 97,269.80	\$ 101,163.70	\$ 105,187.73	\$ 109,377.34	\$ 113,727.03
Payroll Taxes	\$ 8,023.50	\$ 7,936.20	\$ 8,238.53	\$ 8,553.59	\$ 8,881.37	\$ 9,221.89	\$ 9,575.14	\$ 9,942.70
Workers Comp	\$ 3,066.57	\$ 3,159.62	\$ 3,255.54	\$ 3,354.42	\$ 3,456.36	\$ 3,561.44	\$ 3,669.77	\$ 3,781.46
Sick/Vacation/Holiday	\$ 11,783.65	\$ 12,255.00	\$ 12,745.20	\$ 13,256.04	\$ 13,787.52	\$ 14,339.64	\$ 14,912.40	\$ 15,508.38
Health Insurance	\$ 16,027.62	\$ 17,044.60	\$ 18,129.77	\$ 19,287.80	\$ 20,523.70	\$ 21,842.85	\$ 23,250.96	\$ 24,754.17
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Drug testing and physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Employee Incentives	\$ 2,745.00	\$ 2,827.35	\$ 2,912.17	\$ 2,999.54	\$ 3,089.52	\$ 3,182.21	\$ 3,277.67	\$ 3,376.00
Road Sup (#)	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00
Wages	\$ 305,885.89	\$ 328,956.16	\$ 345,057.31	\$ 360,582.62	\$ 374,938.41	\$ 389,736.09	\$ 405,229.83	\$ 421,308.43
Payroll Taxes	\$ 28,625.39	\$ 28,188.67	\$ 29,482.98	\$ 30,733.95	\$ 31,868.61	\$ 33,048.88	\$ 34,277.05	\$ 35,556.53
Workers Comp	\$ 18,895.52	\$ 19,469.13	\$ 20,058.05	\$ 20,664.61	\$ 21,289.06	\$ 21,932.56	\$ 22,595.71	\$ 23,279.14
Sick/Vacation/Holiday	\$ 28,246.44	\$ 30,334.36	\$ 31,825.44	\$ 33,274.46	\$ 34,603.19	\$ 35,985.17	\$ 37,422.87	\$ 38,921.03
Health Insurance	\$ 43,928.16	\$ 46,957.33	\$ 50,197.57	\$ 53,663.60	\$ 57,371.22	\$ 61,337.31	\$ 65,579.94	\$ 70,118.43
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Drug testing and physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Employee Incentives	\$ 4,494.62	\$ 4,302.46	\$ 4,413.54	\$ 4,527.94	\$ 5,127.63	\$ 5,769.31	\$ 6,455.39	\$ 7,188.40
Dispatcher (#)	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Wages	\$ 362,802.22	\$ 391,687.44	\$ 406,345.40	\$ 420,951.38	\$ 437,747.26	\$ 455,139.92	\$ 473,218.65	\$ 491,970.55
Payroll Taxes	\$ 34,750.16	\$ 34,498.92	\$ 35,696.30	\$ 36,893.67	\$ 38,258.68	\$ 39,683.56	\$ 41,156.34	\$ 42,688.98
Workers Comp	\$ 21,610.27	\$ 22,267.29	\$ 22,939.79	\$ 23,632.60	\$ 24,347.00	\$ 25,083.24	\$ 25,841.94	\$ 26,623.85
Sick/Vacation/Holiday	\$ 41,013.00	\$ 44,361.00	\$ 46,035.00	\$ 47,709.00	\$ 49,617.36	\$ 51,609.42	\$ 53,668.44	\$ 55,811.16
Health Insurance	\$ 38,919.18	\$ 41,574.20	\$ 44,413.61	\$ 47,450.27	\$ 50,697.98	\$ 54,171.45	\$ 57,886.46	\$ 61,859.88
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Drug testing and physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Employee Incentives	\$ 13,624.22	\$ 13,639.82	\$ 13,655.89	\$ 13,672.44	\$ 13,990.64	\$ 14,333.39	\$ 14,702.14	\$ 15,098.42
CS Agents (#)	8.00	8.00	8.00	8.00	8.00	8.00	8.00	8.00
Wages	\$ 385,530.05	\$ 401,089.09	\$ 417,007.69	\$ 433,356.94	\$ 450,640.93	\$ 468,459.96	\$ 487,087.25	\$ 506,340.71
Payroll Taxes	\$ 36,153.50	\$ 34,333.72	\$ 35,592.68	\$ 36,892.69	\$ 38,247.44	\$ 39,656.92	\$ 41,121.15	\$ 42,640.11
Workers Comp	\$ 25,430.55	\$ 26,197.84	\$ 26,988.49	\$ 27,803.16	\$ 28,642.64	\$ 29,507.68	\$ 30,399.08	\$ 31,317.65
Sick/Vacation/Holiday	\$ 32,266.67	\$ 33,557.33	\$ 34,906.67	\$ 36,300.00	\$ 37,752.00	\$ 39,262.67	\$ 40,832.00	\$ 42,460.00
Health Insurance	\$ 47,458.14	\$ 50,753.11	\$ 54,278.36	\$ 58,049.99	\$ 62,085.23	\$ 66,402.54	\$ 71,021.65	\$ 75,963.68
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Drug testing and physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Employee Incentives	\$ 1,664.00	\$ 1,713.92	\$ 1,765.34	\$ 1,818.30	\$ 2,836.54	\$ 3,933.34	\$ 5,113.34	\$ 6,381.45
Trainer (#)	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Wages	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Payroll Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Workers Comp	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sick/Vacation/Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Health Insurance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Drug testing and physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Employee Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other								
Other Admin Staff	\$ 698,967.99	\$ 754,954.52	\$ 790,265.87	\$ 826,143.97	\$ 859,296.41	\$ 893,637.23	\$ 929,259.95	\$ 966,397.96
Other Admin Staff Fringe	\$ 315,806.91	\$ 329,487.17	\$ 345,823.44	\$ 362,879.38	\$ 380,588.63	\$ 399,247.11	\$ 418,909.98	\$ 439,676.86
Insurance								
GL	\$ 64,416.15	\$ 68,616.29	\$ 71,689.74	\$ 74,528.26	\$ 78,419.90	\$ 81,849.91	\$ 85,853.74	\$ 89,741.28
Automobile Liability	\$ 239,076.65	\$ 244,271.49	\$ 255,957.25	\$ 268,355.93	\$ 281,295.52	\$ 294,864.53	\$ 309,102.95	\$ 324,189.54
Employee Dishonesty	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Client Property	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Computer Fraud	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Inside & outside premises	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
depositors forgery	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
performance bond	\$ 3,750.00	\$ 3,750.00	\$ 3,750.00	\$ 3,750.00	\$ 3,750.00	\$ 3,750.00	\$ 3,750.00	\$ 3,750.00
covid 19 expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
office supplies	\$ 36,855.11	\$ 37,960.77	\$ 39,099.59	\$ 40,272.58	\$ 41,480.76	\$ 42,725.18	\$ 44,006.93	\$ 45,327.14
other equip - business								
computers/supplies	\$ 38,493.63	\$ 38,493.63	\$ 38,493.63	\$ 10,850.00	\$ 38,493.63	\$ 27,643.63	\$ 27,643.63	\$ -
cad software								
cad software licensing	\$ 128,520.00	\$ 257,040.00	\$ 257,040.00	\$ 257,040.00	\$ 257,040.00	\$ 257,040.00	\$ 257,040.00	\$ 257,040.00
mobile data terminal	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
mounting hardware	\$ 3,701.44	\$ 3,701.44	\$ 3,701.44	\$ -	\$ 3,701.44	\$ 3,701.44	\$ 3,701.44	\$ -
avl software								
avl software licensing	\$ 49,627.60	\$ 52,039.54	\$ 54,572.08	\$ 55,842.44	\$ 58,634.56	\$ 60,393.60	\$ 62,205.41	\$ 64,071.57
avl hardware	\$ 7,407.66	\$ 7,407.66	\$ 7,407.66	\$ -	\$ 7,407.66	\$ 7,407.66	\$ 7,407.66	\$ -
crm software								
software licensing	\$ 8,500.00	\$ 8,755.00	\$ 9,017.65	\$ 9,288.18	\$ 9,566.82	\$ 9,853.83	\$ 10,149.44	\$ 10,453.93
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Shop Equipment	\$ 47,877.43	\$ 47,877.43	\$ 47,877.43	\$ 41,338.50	\$ 47,877.43	\$ 6,538.93	\$ 6,538.93	\$ -
Safety Equipment	\$ 35,316.75	\$ 35,316.75	\$ 35,316.75	\$ 19,855.50	\$ 19,855.50	\$ -	\$ -	\$ -
Support Vehicles	\$ 155,106.81	\$ 157,057.26	\$ 159,066.22	\$ 161,135.45	\$ 163,266.75	\$ 165,462.00	\$ 167,723.10	\$ 170,052.04
Telephone/Internet	\$ 58,103.13	\$ 59,846.22	\$ 61,641.61	\$ 63,490.85	\$ 65,395.58	\$ 67,357.45	\$ 69,378.17	\$ 71,459.51
Advertising/Promotion/Admin	\$ 67,007.64	\$ 69,017.87	\$ 71,088.41	\$ 73,221.06	\$ 75,417.69	\$ 77,680.22	\$ 80,010.63	\$ 82,410.95
startup costs	\$ 543,044.84	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Overhead	\$ 320,830.77	\$ 341,831.43	\$ 357,198.71	\$ 371,391.31	\$ 390,849.51	\$ 407,999.56	\$ 428,018.72	\$ 447,456.38
profit	\$ 256,664.62	\$ 273,465.14	\$ 285,758.97	\$ 297,113.05	\$ 312,679.61	\$ 326,399.65	\$ 342,414.98	\$ 357,965.11
total fixed costs	\$ 4,453,458.27	\$ 4,808,516.11	\$ 4,998,601.19	\$ 5,127,906.70	\$ 5,379,799.20	\$ 5,515,464.32	\$ 5,736,765.87	\$ 5,919,729.96
fixed costs per month	\$ 371,121.52	\$ 400,709.68	\$ 416,550.10	\$ 427,325.56	\$ 448,316.60	\$ 459,622.03	\$ 478,063.82	\$ 493,310.83
Total startup reimbursable	\$ 543,044.84							

Bus Stop Cleaning

Cost Elements	Base Years					Optional Years		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Utility #	2FT+2PT	2FT+2PT	2FT+2PT	2FT+2PT	2FT+2PT	2FT+2PT	2FT+2PT	2FT+2PT
Wages	\$ 109,200.00	\$ 114,660.00	\$ 120,393.00	\$ 126,412.65	\$ 132,733.28	\$ 139,369.95	\$ 146,338.44	\$ 153,655.37
Payroll Taxes	\$ 2,184.00	\$ 2,293.20	\$ 2,407.86	\$ 2,528.25	\$ 2,654.67	\$ 2,787.40	\$ 2,926.77	\$ 3,073.11
Workers Comp	\$ 5,460.00	\$ 5,733.00	\$ 6,019.65	\$ 6,320.63	\$ 6,636.66	\$ 6,968.50	\$ 7,316.92	\$ 7,682.77
Sick/Vacation/Holiday	\$ 9,828.00	\$ 10,319.40	\$ 10,835.37	\$ 11,377.14	\$ 11,946.00	\$ 12,543.30	\$ 13,170.46	\$ 13,828.98
Health Insurance	\$ 6,552.00	\$ 6,879.60	\$ 7,223.58	\$ 7,584.76	\$ 7,964.00	\$ 8,362.20	\$ 8,780.31	\$ 9,219.32
Uniforms	\$ 2,730.00	\$ 2,866.50	\$ 3,009.83	\$ 3,160.32	\$ 3,318.33	\$ 3,484.25	\$ 3,658.46	\$ 3,841.38
Training	\$ 2,730.00	\$ 2,866.50	\$ 3,009.83	\$ 3,160.32	\$ 3,318.33	\$ 3,484.25	\$ 3,658.46	\$ 3,841.38
Drug Testing and Physicals	\$ 1,092.00	\$ 1,146.60	\$ 1,203.93	\$ 1,264.13	\$ 1,327.33	\$ 1,393.70	\$ 1,463.38	\$ 1,536.55
Employee Incentives	\$ 6,552.00	\$ 6,879.60	\$ 7,223.58	\$ 7,584.76	\$ 7,964.00	\$ 8,362.20	\$ 8,780.31	\$ 9,219.32
bus stop cleaning supplies	\$ 55,400.00	\$ 58,170.00	\$ 61,078.50	\$ 64,132.43	\$ 67,339.05	\$ 70,706.00	\$ 74,241.30	\$ 77,953.36
Bus Stop & Shelter Installation Per Emplo	\$ 35.00	\$ 36.75	\$ 38.59	\$ 40.52	\$ 42.54	\$ 44.67	\$ 46.90	\$ 49.25
total fixed costs	\$ 201,728.00	\$ 211,814.40	\$ 222,405.12	\$ 233,525.38	\$ 245,201.64	\$ 257,461.73	\$ 270,334.81	\$ 283,851.55
fixed cost per month	\$ 16,810.67	\$ 17,651.20	\$ 18,533.76	\$ 19,460.45	\$ 20,433.47	\$ 21,455.14	\$ 22,527.90	\$ 23,654.30

Fleet Cleaning

Cost Elements	Base Years					Optional Years			
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	
Utility #	3	3	3	3	3	3	3	3	3
Wages	\$ 61,880.00	\$ 64,974.00	\$ 68,222.70	\$ 71,633.84	\$ 75,215.53	\$ 78,976.30	\$ 82,925.12	\$ 87,071.37	
Payroll Taxes	\$ 1,237.60	\$ 1,299.48	\$ 1,364.45	\$ 1,432.68	\$ 1,504.31	\$ 1,579.53	\$ 1,658.50	\$ 1,741.43	
Workers Comp	\$ 3,094.00	\$ 3,248.70	\$ 3,411.14	\$ 3,581.69	\$ 3,760.78	\$ 3,948.82	\$ 4,146.26	\$ 4,353.57	
Sick/Vacation/Holiday	\$ 5,569.20	\$ 5,847.66	\$ 6,140.04	\$ 6,447.05	\$ 6,769.40	\$ 7,107.87	\$ 7,463.26	\$ 7,836.42	
Health Insurance	\$ 3,712.80	\$ 3,898.44	\$ 4,093.36	\$ 4,298.03	\$ 4,512.93	\$ 4,738.58	\$ 4,975.51	\$ 5,224.28	
Uniforms	\$ 1,547.00	\$ 1,624.35	\$ 1,705.57	\$ 1,790.85	\$ 1,880.39	\$ 1,974.41	\$ 2,073.13	\$ 2,176.78	
Training	\$ 1,547.00	\$ 1,624.35	\$ 1,705.57	\$ 1,790.85	\$ 1,880.39	\$ 1,974.41	\$ 2,073.13	\$ 2,176.78	
Drug Testing and Physicals	\$ 618.80	\$ 649.74	\$ 682.23	\$ 716.34	\$ 752.16	\$ 789.76	\$ 829.25	\$ 870.71	
Employee Incentives	\$ 3,712.80	\$ 3,898.44	\$ 4,093.36	\$ 4,298.03	\$ 4,512.93	\$ 4,738.58	\$ 4,975.51	\$ 5,224.28	
fleet cleaning supplies	\$ 6,000.00	\$ 6,300.00	\$ 6,615.00	\$ 6,945.75	\$ 7,293.04	\$ 7,657.69	\$ 8,040.57	\$ 8,442.60	
total fixed costs	\$ 88,919.20	\$ 93,365.16	\$ 98,033.42	\$ 102,935.09	\$ 108,081.84	\$ 113,485.94	\$ 119,160.23	\$ 125,118.24	
fixed cost per month	\$ 7,409.93	\$ 7,780.43	\$ 8,169.45	\$ 8,577.92	\$ 9,006.82	\$ 9,457.16	\$ 9,930.02	\$ 10,426.52	

Transit Center Cleaning

Cost Elements	Base Years					Optional Years			
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	
Utility #	3	3	3	3	3	3	3	3	3
Wages	\$ 53,040.00	\$ 55,692.00	\$ 58,476.60	\$ 61,400.43	\$ 64,470.45	\$ 67,693.97	\$ 71,078.67	\$ 74,632.61	
Payroll Taxes	\$ 1,060.80	\$ 1,113.84	\$ 1,169.53	\$ 1,228.01	\$ 1,289.41	\$ 1,353.88	\$ 1,421.57	\$ 1,492.65	
Workers Comp	\$ 2,652.00	\$ 2,784.60	\$ 2,923.83	\$ 3,070.02	\$ 3,223.52	\$ 3,384.70	\$ 3,553.93	\$ 3,731.63	
Sick/Vacation/Holiday	\$ 4,773.60	\$ 5,012.28	\$ 5,262.89	\$ 5,526.04	\$ 5,802.34	\$ 6,092.46	\$ 6,397.08	\$ 6,716.93	
Health Insurance	\$ 3,182.40	\$ 3,341.52	\$ 3,508.60	\$ 3,684.03	\$ 3,868.23	\$ 4,061.64	\$ 4,264.72	\$ 4,477.96	
Uniforms	\$ 1,326.00	\$ 1,392.30	\$ 1,461.92	\$ 1,535.01	\$ 1,611.76	\$ 1,692.35	\$ 1,776.97	\$ 1,865.82	
Training	\$ 1,326.00	\$ 1,392.30	\$ 1,461.92	\$ 1,535.01	\$ 1,611.76	\$ 1,692.35	\$ 1,776.97	\$ 1,865.82	
Drug Testing and Physicals	\$ 530.40	\$ 556.92	\$ 584.77	\$ 614.00	\$ 644.70	\$ 676.94	\$ 710.79	\$ 746.33	
Employee Incentives	\$ 3,182.40	\$ 3,341.52	\$ 3,508.60	\$ 3,684.03	\$ 3,868.23	\$ 4,061.64	\$ 4,264.72	\$ 4,477.96	
transit center cleaning supplies	\$ 6,000.00	\$ 6,300.00	\$ 6,615.00	\$ 6,945.75	\$ 7,293.04	\$ 7,657.69	\$ 8,040.57	\$ 8,442.60	
total fixed costs	\$ 77,073.60	\$ 80,927.28	\$ 84,973.64	\$ 89,222.33	\$ 93,683.44	\$ 98,367.61	\$ 103,286.00	\$ 108,450.30	
fixed cost per month	\$ 6,422.80	\$ 6,743.94	\$ 7,081.14	\$ 7,435.19	\$ 7,806.95	\$ 8,197.30	\$ 8,607.17	\$ 9,037.52	

Exeter and Farmersville fixed route and ADA paratransit

Cost Elements	Base Years					Optional Years		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Driver Wages	\$ 418,175.21	\$ 453,433.34	\$ 471,140.19	\$ 488,849.36	\$ 508,328.10	\$ 528,584.18	\$ 549,655.60	\$ 572,273.62
Payroll Taxes	\$ 80,007.29	\$ 83,216.72	\$ 86,330.91	\$ 89,445.56	\$ 92,866.17	\$ 96,423.26	\$ 100,123.62	\$ 110,356.80
Worker's Comp	\$ 32,070.56	\$ 33,642.17	\$ 34,797.87	\$ 35,992.31	\$ 37,242.54	\$ 38,542.14	\$ 39,893.98	\$ 41,757.81
Sick/Vacation/Holiday	\$ 71,910.00	\$ 78,773.58	\$ 81,863.36	\$ 84,953.54	\$ 88,352.51	\$ 91,887.13	\$ 95,564.01	\$ 109,252.77
Health Insurance	\$ 59,666.95	\$ 64,228.86	\$ 68,469.02	\$ 72,998.83	\$ 77,840.38	\$ 83,013.70	\$ 88,542.82	\$ 103,835.48
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Training	\$ 12,184.00	\$ 13,469.99	\$ 14,055.03	\$ 14,640.15	\$ 15,215.33	\$ 15,813.47	\$ 16,435.69	\$ 23,432.30
Drug Testing and Physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Road Sup/Mech	\$ 121,066.24	\$ 128,335.47	\$ 132,383.11	\$ 136,512.15	\$ 141,974.84	\$ 147,644.76	\$ 153,544.80	\$ 159,728.23
Road Sup/Mech Fringe	\$ 48,478.55	\$ 50,673.33	\$ 52,832.24	\$ 55,091.45	\$ 57,699.62	\$ 60,444.44	\$ 63,337.17	\$ 66,401.78
GL Liability	\$ 6,247.21	\$ 6,597.76	\$ 6,862.02	\$ 7,129.85	\$ 7,422.40	\$ 7,723.84	\$ 8,045.20	\$ 8,560.77
Auto Liability	\$ 38,599.69	\$ 40,909.36	\$ 42,930.82	\$ 45,052.17	\$ 47,279.65	\$ 49,617.52	\$ 52,071.92	\$ 54,762.83
Performance Bond	\$ 3,750.00	\$ 3,788.78	\$ 3,790.33	\$ 3,791.90	\$ 3,793.62	\$ 3,795.39	\$ 3,797.28	\$ 3,800.31
Additional Operational Exp	\$ 35,305.82	\$ 39,599.99	\$ 40,559.83	\$ 40,870.10	\$ 41,889.07	\$ 42,144.40	\$ 43,226.03	\$ 46,150.78
Additional Maintenance	\$ 55,343.82	\$ 58,848.25	\$ 61,512.83	\$ 64,772.89	\$ 66,736.89	\$ 68,872.48	\$ 71,431.70	\$ 71,166.44
Additional Startup	\$ 24,127.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
 Total Cost	 \$ 1,006,932.36	 \$ 1,055,517.56	 \$ 1,097,527.55	 \$ 1,140,100.26	 \$ 1,186,641.14	 \$ 1,234,506.70	 \$ 1,285,669.83	 \$ 1,371,479.93
Overhead	\$ 52,996.44	\$ 55,553.56	\$ 57,764.61	\$ 60,005.28	\$ 62,454.80	\$ 64,974.04	\$ 67,666.83	\$ 72,183.15
Profit	\$ 41,955.52	\$ 43,979.90	\$ 45,730.31	\$ 47,504.18	\$ 49,443.38	\$ 51,437.78	\$ 53,569.58	\$ 57,145.00
Total	\$ 1,101,884.32	\$ 1,155,051.02	\$ 1,201,022.47	\$ 1,247,609.71	\$ 1,298,539.32	\$ 1,350,918.51	\$ 1,406,906.24	\$ 1,500,808.09
 total estimated rev hours	 14,200	 14,200	 14,200	 14,200	 14,200	 14,200	 14,200	 14,200
cost per rev hour	\$ 77.60	\$ 81.34	\$ 84.58	\$ 87.86	\$ 91.45	\$ 95.14	\$ 99.08	\$ 105.69

Cost Elements	Base Years					Optional Years		
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Commercial GL	*Please see the insurance section in the Fixed Fee Price Pages (3)							
Commercial Auto liability								
collision and comprehensive coverage								
employee theft/crime								
total cost								
cost per month								

Fleet Maintenance										
Cost Elements	Base Years									
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Optional Years		Year 8	
Maintenance Manager										
Wages	\$ 100,979.19	\$ 104,991.14	\$ 109,147.83	\$ 113,466.25	\$ 117,972.43	\$ 122,636.42	\$ 127,496.64	\$ 132,557.93		
Payroll Taxes	\$ 9,171.00	\$ 9,129.60	\$ 9,479.66	\$ 9,844.05	\$ 10,222.75	\$ 10,615.78	\$ 11,024.72	\$ 11,451.16		
Worker's Comp	\$ 3,411.62	\$ 3,529.24	\$ 3,651.48	\$ 3,778.56	\$ 3,910.70	\$ 4,048.09	\$ 4,191.04	\$ 4,339.88		
Sick/Vacation/Holiday	\$ 13,644.23	\$ 14,190.00	\$ 14,757.60	\$ 15,348.42	\$ 15,962.46	\$ 16,599.72	\$ 17,262.78	\$ 17,954.22		
Health Insurance	\$ 16,027.62	\$ 17,044.60	\$ 18,129.77	\$ 19,287.80	\$ 20,523.70	\$ 21,842.85	\$ 23,250.96	\$ 24,754.17		
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Drug Testing and Physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Mech A #										
Wages	\$ 161,396.46	\$ 169,849.92	\$ 174,121.75	\$ 178,385.18	\$ 185,515.00	\$ 192,899.72	\$ 200,595.40	\$ 208,599.26		
Payroll Taxes	\$ 14,874.90	\$ 14,822.21	\$ 15,173.86	\$ 15,525.52	\$ 16,116.30	\$ 16,729.94	\$ 17,368.19	\$ 18,032.82		
Worker's Comp	\$ 6,804.02	\$ 7,040.05	\$ 7,267.69	\$ 7,502.65	\$ 7,757.02	\$ 8,021.07	\$ 8,295.27	\$ 8,580.14		
Sick/Vacation/Holiday	\$ 16,568.00	\$ 17,440.00	\$ 17,876.00	\$ 18,312.00	\$ 19,044.48	\$ 19,805.30	\$ 20,596.64	\$ 21,420.68		
Health Insurance	\$ 8,740.02	\$ 9,345.05	\$ 9,992.33	\$ 10,684.83	\$ 11,425.71	\$ 12,218.34	\$ 13,066.36	\$ 13,973.63		
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Drug Testing and Physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Employee Incentives	\$ 1,975.41	\$ 2,034.67	\$ 2,095.71	\$ 2,158.59	\$ 2,223.34	\$ 2,290.04	\$ 2,358.75	\$ 2,429.51		
Mech B #										
Wages	\$ 218,693.44	\$ 231,474.50	\$ 237,926.15	\$ 244,366.42	\$ 254,133.50	\$ 264,257.59	\$ 274,786.44	\$ 285,751.13		
Payroll Taxes	\$ 20,202.42	\$ 20,123.38	\$ 20,650.86	\$ 21,178.35	\$ 21,980.12	\$ 22,813.54	\$ 23,678.61	\$ 24,580.61		
Worker's Comp	\$ 10,213.23	\$ 10,567.49	\$ 10,909.17	\$ 11,261.83	\$ 11,639.44	\$ 12,031.19	\$ 12,437.63	\$ 12,859.62		
Sick/Vacation/Holiday	\$ 20,196.00	\$ 21,384.00	\$ 21,978.00	\$ 22,572.00	\$ 23,474.88	\$ 24,413.40	\$ 25,387.56	\$ 26,403.30		
Health Insurance	\$ 13,110.03	\$ 14,017.57	\$ 14,988.50	\$ 16,027.25	\$ 17,138.56	\$ 18,327.51	\$ 19,599.54	\$ 20,960.45		
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Drug Testing and Physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Employee Incentives	\$ 2,963.12	\$ 3,052.01	\$ 3,143.57	\$ 3,237.88	\$ 3,335.02	\$ 3,435.07	\$ 3,538.12	\$ 3,644.26		
Mech C #										
Wages	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Payroll Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Worker's Comp	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Sick/Vacation/Holiday	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Health Insurance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Uniforms	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Training	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Drug Testing and Physicals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Employee Incentives	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Vehicle Lubricants excluding fuel	\$ 8,195.05	\$ 8,440.90	\$ 8,694.12	\$ 8,954.95	\$ 9,223.60	\$ 9,500.30	\$ 9,785.31	\$ 9,826.52		
other maintenance cost excluding lal	\$ 251,730.87	\$ 265,393.31	\$ 277,421.25	\$ 292,116.36	\$ 301,020.44	\$ 310,653.91	\$ 322,238.24	\$ 320,452.85		
other operator cost please specify	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
personnel cost excluding maintenanc	\$ 13,562.21	\$ 13,969.08	\$ 14,388.15	\$ 14,819.79	\$ 15,264.39	\$ 15,722.32	\$ 16,193.99	\$ 16,679.81		
safety expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
training expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
insurance/liability	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Other Maintenance Labor	\$ 38,487.40	\$ 40,193.33	\$ 42,273.73	\$ 44,354.13	\$ 46,122.47	\$ 47,974.02	\$ 49,887.99	\$ 51,885.18		
Other maintenance labor Fringe	\$ 16,650.50	\$ 17,031.65	\$ 17,888.51	\$ 18,772.41	\$ 19,624.67	\$ 20,523.57	\$ 21,467.05	\$ 22,461.26		
other										
Overhead	\$ 160,415.39	\$ 170,915.71	\$ 178,599.36	\$ 185,695.66	\$ 195,424.76	\$ 203,999.78	\$ 214,009.36	\$ 223,728.19		
Profit	\$ 128,332.31	\$ 136,732.57	\$ 142,879.49	\$ 148,556.52	\$ 156,339.80	\$ 163,199.82	\$ 171,207.49	\$ 178,982.55		
total cost	\$ 1,256,344.43	\$ 1,322,711.99	\$ 1,373,434.56	\$ 1,426,207.39	\$ 1,485,395.53	\$ 1,544,559.30	\$ 1,609,724.09	\$ 1,662,309.12		
total estimated revenue miles	1,264,938	1,264,938	1,264,938	1,264,938	1,264,938	1,264,938	1,264,938	1,264,938		
cost per revenue mile	\$ 0.9932	\$ 1.0457	\$ 1.0858	\$ 1.1275	\$ 1.1743	\$ 1.2211	\$ 1.2726	\$ 1.3141		

Tab	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
PP1 Variable	\$ 6,830,743.71	\$ 7,225,219.61	\$ 7,580,521.87	\$ 7,946,751.07	\$ 8,393,596.40	\$ 8,863,329.23	\$ 9,355,116.48	\$ 9,873,571.07
PP1 LOOP	\$ 128,364.34	\$ 137,799.09	\$ 143,600.05	\$ 149,325.29	\$ 155,631.74	\$ 162,219.50	\$ 169,104.87	\$ 176,349.08
PP3 Fixed Fee	\$ 4,453,458.27	\$ 4,808,516.11	\$ 4,998,601.19	\$ 5,127,906.70	\$ 5,379,799.20	\$ 5,515,464.32	\$ 5,736,765.87	\$ 5,919,729.96
PP4 Bus Stop	\$ 201,728.00	\$ 211,814.40	\$ 222,405.12	\$ 233,525.38	\$ 245,201.64	\$ 257,461.73	\$ 270,334.81	\$ 283,851.55
PP5 Fleet	\$ 88,919.20	\$ 93,365.16	\$ 98,033.42	\$ 102,935.09	\$ 108,081.84	\$ 113,485.94	\$ 119,160.23	\$ 125,118.24
PP6 Transit Center	\$ 77,073.60	\$ 80,927.28	\$ 84,973.64	\$ 89,222.33	\$ 93,683.44	\$ 98,367.61	\$ 103,286.00	\$ 108,450.30
PP9 Central Maint	\$ 1,256,344.43	\$ 1,322,711.99	\$ 1,373,434.56	\$ 1,426,207.39	\$ 1,485,395.53	\$ 1,544,559.30	\$ 1,609,724.09	\$ 1,662,309.12
Startup	\$ 543,044.84							
Totals	\$ 13,579,676.39	\$ 13,880,353.64	\$ 14,501,569.85	\$ 15,075,873.25	\$ 15,861,389.81	\$ 16,554,887.61	\$ 17,363,492.34	\$ 18,149,379.32
PP7 Optional Farmersville Exeter	\$ 1,101,884.32	\$ 1,155,051.02	\$ 1,201,022.47	\$ 1,247,609.71	\$ 1,298,539.32	\$ 1,350,918.51	\$ 1,406,906.24	\$ 1,500,808.09
PP2 Optional On Demand	\$ 654,078.76	\$ 730,112.40	\$ 773,159.03	\$ 839,809.78	\$ 875,931.52	\$ 955,680.40	\$ 961,071.42	\$ 1,029,331.04
*Totals for Optional services are based on the revenue hours provided, see Tabs PP2 and Tab PP7 for detail.								

**A RESOLUTION OF THE BOARD OF DIRECTORS
OF THE TULARE COUNTY REGIONAL TRANSIT AGENCY
AWARDING AN AGREEMENT FOR TRANSIT OPERATIONS SERVICES
TO TRANSDEV SERVICES, INC.**

WHEREAS, the Tulare County Regional Transit Agency (TCRTA), is joint powers agency whose members are the County of Tulare and the Cities of Dinuba, Exeter, Farmersville, Lindsay, Porterville, Tulare, and Woodlake; and

WHEREAS, on December 15, 2021, TCRTA issued a Request for Proposals (RFP) to select a single vendor to consolidate all service operations; and

WHEREAS, proposals were submitted by four firms and four proposals were found to have met the submission requirements; and

WHEREAS, the four qualifying proposals were evaluated by an Evaluation Committee based on the process and criteria specified in the RFP; and

WHEREAS, based on the interviews and the criteria against which each proposal was evaluated, Transdev Services, Inc. received the highest score and determined TCRTA's Best Value; and

WHEREAS, based on the criteria scoring, the Evaluation Committee is recommending the TCRTA award an agreement to Transdev Services, Inc. as the consolidated transit operations services vendor.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE TULARE COUNTY REGIONAL TRANSIT AGENCY, does hereby award an agreement to Transdev Services, Inc. for Transit Operations Services, effective July 1, 2022, for a base term of five years, in an amount not to exceed \$76,771,955.

BE IT FURTHER RESOLVED, the Executive Director is authorized to execute the agreement with Transdev Services, Inc. and to make administrative changes to the scope or budget of the executed contract, as needed, to ensure the project is implemented in the most efficient and cost-effective manner possible.

PASSED AND ADOPTED this 25th day of May 2022 by the **Board of Directors of the Tulare County Regional Transit Agency**.

THE FOREGOING RESOLUTION was passed and adopted by the Board of Directors of the Tulare County Regional Transit Agency at a regular meeting thereof held on the 25th day of May 2022.

AYES:

NOES:

ABSTAIN:

ABSENT:

Signed_____

Jose Sigala
Board Chair

ATTEST:

I HEREBY CERTIFY that the foregoing Resolution 2022-____ was duly adopted by the Board of Directors of the Tulare County Regional Transit Agency at a regular meeting thereof held on the 25th day of May 2022.

Signed_____

Richard Tree
Executive Director



Transit Operations Services

Background

- Goal
 - Consolidation of Services to One Vendor
 - Efficiencies, Call Center, Technology
 - New Service Modes
- Issued December 15, 2021
- FTA Compliance
- 8 Addendums
- Due Date March 17, 2022

Tulare County Regional Transit Agency

Request for Proposals No. 2021-01

Transit Operations Services



December 15, 2021

The Tulare County Regional Transit Agency does not discriminate on the basis of race, gender, ethnicity, age, national origin, religion or disability in its employment opportunities, programs, services, contracting opportunities or activities. It is the Agency's policy to ensure compliance with the Title VI of the Civil Rights Act of 1964 in its contracting opportunities.

The project is funded in part by the Federal Transit Administration Catalog of Federal Domestic Assistance (CFDA) 20.500 and 20.507. The Agency reserves the right to reject any or all proposals.

Tulare County Regional Transit Agency
RFP 2021-01 Transit Operations Services

4 Proposals

- MV Transportation
- National Express
- First Transit
- Transdev Services, Inc.



national express. | transit

First Transit





Procurement Overview

“Award will be made based on the highest quality of service proposed that best matches TCRTA’s requirements using BEST VALUE methodology”

Evaluation Process

- Evaluation Committee
 - 4 Members
 - Qualified Transit Professionals
- Executive Director
 - Interviews & Negotiations





Proposal Selection Process

- Responsive
- Responsible
- Technical Criteria (Points)
 - Background & Experience (40)
 - Qualifications & Approach (40)
 - Creative & Innovation (20)



Interview & Presentation

1. Local Management Team
2. Hiring & Retention of Employees
3. Quality of Service
4. Safety of Operations
5. Customer Experience
6. Zero-Emission Bus Experience

Scoring

	Reviewer #1	Reviewer #2	Reviewer #3	Reviewer #4	Total
Transdev	94	95	90	90	369
First Transit	83	75	86	82	326
National Express	70	90	83	74	317
MV Transportation	80	70	87	68	305



Highlights

1. Local Management & Corporate Support Team
2. Attention to Detail
3. Understanding the History of Transit in Tulare County
4. Investment in Local Businesses and DBEs
5. Oversight & Frequent Communication
6. Technology

Public Records



- After Award Is Made
- Excluding
 - Trade Secrets
 - Confidential Information
 - Proprietary Information
 - Financial Statements
- Public Records Request

Financial Analysis

	Independent Cost Estimate (ICE)	Transdev Price	% Difference
Year 1	\$14,545,606	\$14,233,755	-2.17%
Year 2	\$14,738,233	\$14,610,466	-.87%
Year 3	\$15,464,749	\$15,274,729	-1.24%
Year 4	\$16,062,972	\$15,915,683	-.92%
Year 5	\$16,689,090	\$16,737,321	-.29%
5-Year Total	\$77,500,649	\$76,771,955	-.94%

Price Increases





Employee Wages

\$1,956,888

TripShot: Fixed Route & Scheduling

The bedrock of most transit operations, quality and consistent fixed route forms the foundation of rider trust.



Scalable & Flexible



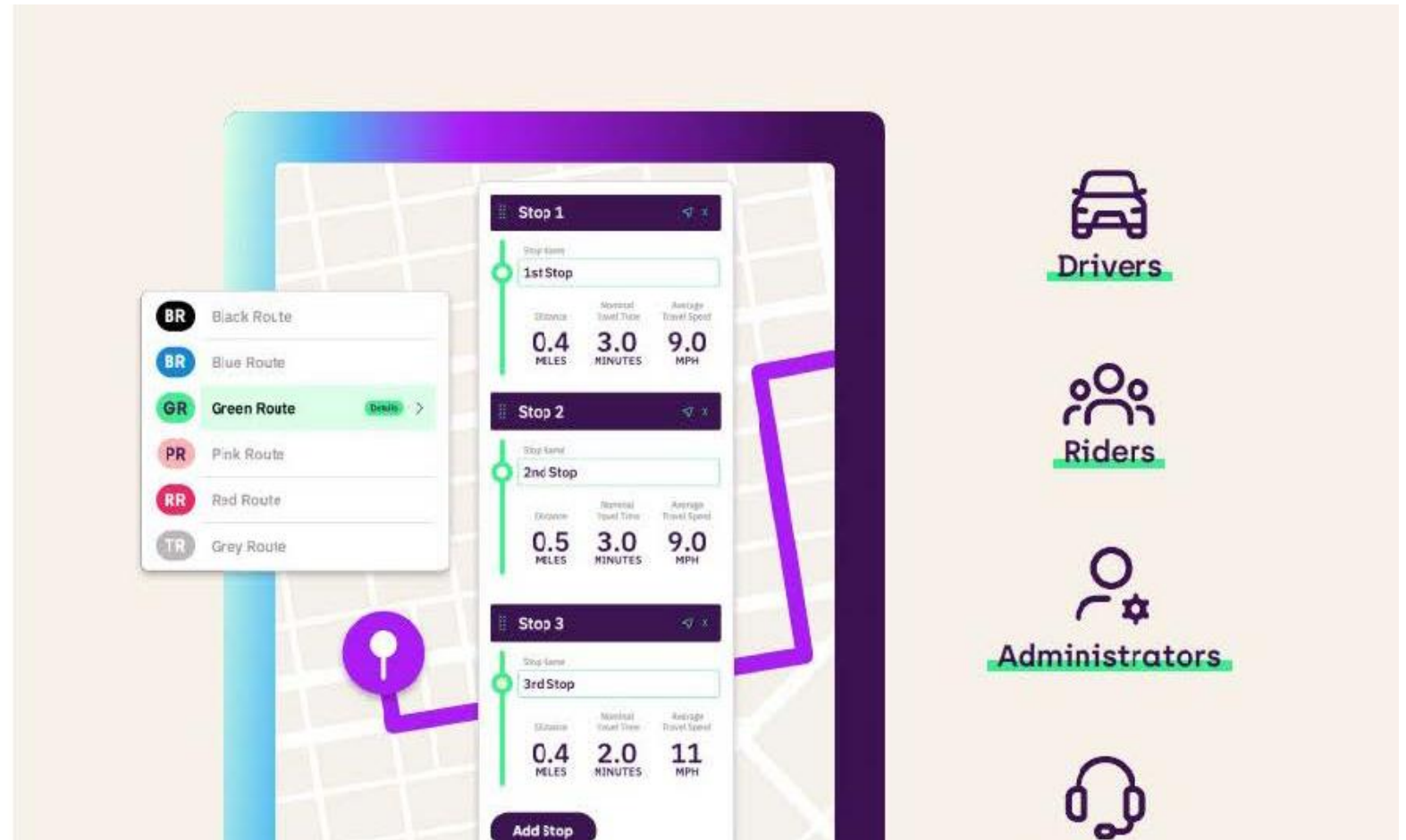
Routing & Scheduling



Real-time Monitoring




GTFS & GTFS-RT Ready



Technology

\$1,371,765

A close-up photograph of a technician wearing a high-visibility yellow and orange safety vest, working on a piece of electronic equipment. The technician's hands are visible, holding a small component or wire. The equipment has a keypad and a small display screen. A red laser light is visible on the equipment. The background is slightly blurred, showing more of the equipment and the technician's head in profile.

Fare Collection System Maintenance

\$1,356,320