



SANTA CRUZ METROPOLITAN TRANSIT DISTRICT (METRO) CAPITAL PROJECTS STANDING COMMITTEE MEETING AGENDA

APRIL 9, 2021 – 10:30AM

**DUE TO COVID-19, THE APRIL 9, 2021 SANTA CRUZ METRO
CAPITAL PROJECTS STANDING COMMITTEE MEETING WILL BE CONDUCTED
AS A TELECONFERENCE PURSUANT TO THE PROVISIONS OF THE
GOVERNOR’S EXECUTIVE ORDERS N-25-20 AND N-29-20, WHICH SUSPEND
CERTAIN REQUIREMENTS OF THE RALPH M. BROWN ACT**

MEMBERS OF THE PUBLIC MAY NOT ATTEND THIS MEETING IN PERSON.

Directors, staff and the public may participate remotely via Zoom [at this link](#) and entering the passcode 537576 or by calling 1-669-900-9128 Meeting ID 846 2621 3614

Public comment may be submitted via email to boardinquiries@scmttd.com. Please indicate in your email the agenda item to which your comment applies. Comments submitted before the meeting will be provided to the Directors before or during the meeting. Comments submitted after the meeting is called to order will be included in the Board’s weekly correspondence that is posted online at board meeting packet link.

The Capital Projects Standing Committee Meeting Agenda Packet can be found online at www.SCMTD.com.

The Committee may take action on each item on the agenda. The action may consist of the recommended action, a related action or no action. Staff recommendations are subject to action and/or change by the Board of Directors.

COMMITTEE ROSTER

Director Bruce McPherson
Director Donna Meyers
Director Larry Pageler

County of Santa Cruz
City of Santa Cruz
County of Santa Cruz

Alex Clifford
Julie Sherman

METRO CEO/General Manager
METRO General Counsel

MEETING TIME: 10:30AM

NOTE: THE COMMITTEE CHAIR MAY TAKE ITEMS OUT OF ORDER

1. CALL TO ORDER

2. **ROLL CALL**
3. **ADDITIONS/DELETIONS FROM AGENDA/ADDITIONAL DOCUMENTATION TO SUPPORT EXISTING AGENDA ITEMS**
4. **ORAL AND WRITTEN COMMUNICATIONS TO THE CAPITAL PROJECTS STANDING COMMITTEE**
This time is set aside for Directors and members of the public to address any item not on the Agenda, but which is within the matter jurisdiction of the Committee. If you wish to address the Committee, please follow the directions at the top of the agenda. If you have anything that you wish distributed to the Committee and included for the official record, please include it in your email. Comments that require a response may be deferred for staff reply.
5. **CAPITAL PLANNING UPDATE**
Chuck Farmer, CFO
6. **RECEIVE AN UPDATE ON FY22 APPROPRIATIONS AND SURFACE TRANSPORTATION REAUTHORIZATION EARMARK REQUESTS**
Wondimu Mengistu, Grants and Legislative Analyst
7. **CONSIDERATION OF AUTHORIZING THE CEO TO USE THE CALIFORNIA ASSOCIATION FOR COORDINATED TRANSPORTATION (CALACT) / MORONGO BASIN TRANSIT AUTHORITY (MBTA) PURCHASING COOPERATIVE CONTRACT FOR THE PURCHASE OF TWO CNG BUSES FROM GILLIG, LLC**
Eddie Benson, Maintenance Manager
8. **ADJOURNMENT**

Accessibility for Individuals with Disabilities

This document has been created with accessibility in mind. With the exception of certain 3rd party and other attachments, it passes the Adobe Acrobat XI Accessibility Full Check. If you have any questions about the accessibility of this document, please email your inquiry to accessibility@scmtd.com. Upon request, Santa Cruz METRO will provide for written agenda materials in appropriate alternative formats, or disability-related modification or accommodation, including auxiliary aids or services, to enable individuals with disabilities to participate in and provide comments at/related to public meetings. Please submit a request, including your name, phone number and/or email address, and a description of the modification, accommodation, auxiliary aid, service or alternative format requested at least two days before the meeting. Requests should be emailed to boardinquiries@scmtd.com or submitted by phone to the Executive Assistant at 831.426.6080. Requests made by mail (sent to the Executive Assistant, Santa Cruz METRO, 110 Vernon Street, Santa Cruz, CA 95060) must be received at least two days before the meeting. Requests will be granted whenever possible and resolved in favor of accessibility.

Public Comment

If you wish to address the Board, please follow the directions at the top of the agenda. If you have anything that you wish distributed to the Board and included in the official report, please include it in your email. Comments that require a response may be deferred for staff reply.



Capital Planning Update

Capital Projects Standing Committee

April 9, 2021

Chuck Farmer, Chief Financial Officer

Capital Planning

- Current Process:
 - Review full list of funded projects
 - Review total funding to be spent on projects
 - Bring to the Board for full approval (budget)
 - Report monthly on spending compared to budget
- Purpose of Additional Schedule:
 - To provide a better understanding of true project spend and how that compares to budget
 - The current schedule above does not break down timing of spend but rather just the full project cost
 - Project Managers will need to think more granular around the full project scope, process and spend timing

Capital Planning - Changes

- Process will consist of two schedules:
 - Capital Portfolio – The listing of all funded projects and total amount to be spent on the project until completion. Time is not a factor
 - Capital Budget – The listing of all funded projects but ONLY the current year spending is used for the budget year
- Under both Capital Portfolio and Capital Budget, the Board will have final approval
- Under the Capital Budget, the Board will approve any changes to Budget Year spending
- Both schedules will be presented at the Committee meeting

Example of Capital Portfolio Schedule

#	Project #	Description	Amount	Funding Source
1	19-0001	New METRO Owned Paracruz Facility-FY20 LPP	\$2,285,539	5339(b) plus grant match
2	19-0002	Pacific Station/Metro Center Redevelopment w/ City of SC	2,000,000	Measure D
3	19-0006	Maint Yard-Security Hardening/Expanded Parking	923,832	FTA
4	19-0024	Replace Six (6) CNG Buses	4,136,017	PTMISEA
5	21-0002	Drivers Barriers	526,060	Operating/Capital Reserve
6+		Remaining Projects	17,757,172	Multiple
Total Capital Portfolio			\$27,628,620	

- Example of the Capital Portfolio for FY22
- Total Capital Portfolio spend of \$27.6M with funding sources
- Timing of spend not indicated

Example of Capital Budget Schedule

#	Project #	Description	FY 2022	FY2023	FY2024	Total Capital
1	19-0001	New METRO Owned Paracruz Facility-FY20 LPP	\$100,000	\$2,185,539	\$0	\$2,285,539
2	19-0002	Pacific Station/Metro Center Redevelopment w/ City of SC	2,000,000	0	0	2,000,000
3	19-0006	Maint Yard-Security Hardening/Expanded Parking	450,000	473,832	0	923,832
4	19-0024	Replace Six (6) CNG Buses	0	0	4,136,017	4,136,017
5	21-0002	Drivers Barriers	526,060	0	0	526,060
6+		Remaining Projects	3,000,000	10,000,000	4,757,172	17,757,172
		Total Capital Portfolio	\$6,076,060	\$12,659,371	\$8,893,189	\$27,628,620

- Example of the Capital Budget for FY22
- The Capital Budget for FY22 is \$6.1M
- Timing of the project and spending is critical

Example of Capital Budget Analysis

#	Project #	Description	YTD February 2022			Variance
			Actual	Budget	Variance	
1	19-0001	New METRO Owned Paracruz Facility-FY20 LPP	\$75,000	\$100,000	(\$25,000)	Delayed Start due to Contract
2	19-0002	Pacific Station/Metro Center Redevelopment w/ City of SC	0	0	\$0	Expected to start in May
3	19-0006	Maint Yard-Security Hardening/Expanded Parking	450,000	450,000	\$0	Completed
4	19-0024	Replace Six (6) CNG Buses	0	0	\$0	Project Spending in FY2024
5	21-0002	Drivers Barriers	350,000	250,000	\$100,000	Purchase Price higher than Budget
Total Capital Portfolio			\$875,000	\$800,000	\$75,000	

- Example of Monthly Analysis
- Total project spend is \$75k higher than budget with explanations for each project
- In the case of number 5, driver barriers, the Project Manager will need to discuss the reasons for the higher purchase price and where the additional funding will come from

Capital Budget Summary

- The Board will approve the following:
 - Capital Portfolio
 - Capital Budget (Spending in Current FY)
 - Changes to the Capital Portfolio and Budget
- Reporting against the Capital Budget is more timely and provides better visibility into project pacing
- Budgeting by month pushes more ownership and accountability to the department and Project Manager

Questions?



DATE: April 9, 2021
TO: Capital Projects Standing Committee
FROM: Wondimu Mengistu, Grants and Legislative Analyst
**SUBJECT: RECEIVE AN UPDATE ON FY22 APPROPRIATIONS AND SURFACE
TRANSPORTATION REAUTHORIZATION EARMARK REQUESTS**

I. RECOMMENDED ACTION

That the Capital Projects Standing Committee receive an update on Santa Cruz Metropolitan Transit District's (METRO) FY22 Appropriations and Surface Transportation Reauthorization Earmark requests

II. SUMMARY

- In February 2021, Congressional lawmakers announced the reinstatement of the earmark process for local governments and nonprofits after a decade-long ban, ushering in the return of congressionally directed spending through a reformed process dubbed "Community Project Funding" (CPF). The U.S. House of Representatives will accept Congress member requests for CPF in appropriations bills for FY2022.
- The House Transportation and Infrastructure (T&I) Committee also announced that it will accept Congress member requests for the expected reauthorization of federal highway and transit programs in the Fixing America's Surface Transportation Act (FAST Act).
- The Santa Cruz Metropolitan Transit District (METRO) has submitted requests for \$2.9 million in the FY2022 transportation appropriations bill for the Bus Replacement Plan.
- In the coming weeks staff will also submit project requests for the members of Congress representing the Santa Cruz area to advocate for the inclusion of earmarks for METRO capital projects as part of the FAST Act.

III. DISCUSSION/BACKGROUND

Community Project Funding

In the 117th Congress, lawmakers will reinstate the process of earmarking for local governments and nonprofits after a decade-long ban, ushering in the return of congressionally directed spending through a reformed process dubbed "Community Project Funding" (CPF) with added oversight mechanisms.

The House will accept Member requests for CPF in appropriations bills for FY2022. Members will be allowed to request funding to support specific community projects as part of the annual appropriations process to fund the federal government. Eligible projects include transit capital projects included on a Statewide Transportation Improvement Plan (STIP) or Transportation Improvement Plan (TIP).

In order to maintain its rolling stock – over 25% of which is beyond its useful life - in a state of good repair, METRO has submitted a request to Rep. Jimmy Panetta's office for an earmark of \$505,750 - \$1.8 million in the FY2022 transportation appropriations bill for the Bus Replacement Project:

- CNG Bus Replacements:
 - \$1.84 million of a \$2.3 million capital request to replace one diesel articulated bus and two 1998 diesel-fueled buses with new CNG buses, with METRO funding the required 20% (\$460,000) local match. These CNG vehicles, powered by recycled methane from landfills, will provide a clean fuel bridge as METRO transitions to 100% zero-emission vehicles by 2040.
- Paratransit Vehicle Replacement:
 - An important but secondary ask would include \$505,750 to replace seven equivalent 2011 gasoline fueled paratransit vans supported by a local match of \$89,250. These vehicles are important to ensuring METRO's paratransit service for customers with disabilities is maintained in a state of good repair.

Staff also submitted a funding request for CPF to Rep. Anna G. Eshoo in the FY22 Appropriations Request.

- \$1,105,000 of a \$1.3 million capital request to replace a 2010 40-foot CNG coach with one, 45-foot over-the-road ZEB to operate on METRO's Highway 17 Express, with METRO funding the required 15% (\$195,000) local match.

Surface Transportation Reauthorization Earmark requests

The House T&I Committee also announced that it will accept Congress member requests for the expected reauthorization of the FAST Act. Member designated projects funded through the surface transportation authorization will receive multi-year contract authority from the highway trust fund. These projects will receive dedicated obligation limitation under the overall provision of obligation limitation provided through the appropriations process, and will not require further Congressional action.

Federal highway and public transportation programs are funded through multi-year surface transportation authorization acts. The current surface transportation program authorization expires on September 30, 2021.

Eligible transit capital projects include constructing or rehabilitating a transit station or transit equipment; purchasing rolling stock, including zero-emission vehicles; transit-related intelligent transportation systems; project expenses related to a capital project including design and engineering; and, associated transit improvements including bus shelters. The federal share allowable under the transit program is typically 80 percent of the project cost.

In order to maintain its fleets and facilities in a state of good repair, METRO will be requesting:

- 21 Replacement Fixed-Route and Commuter Buses:
 - If METRO purchases CNG buses, the total cost would be \$12 million
 - If METRO purchases Zero Emission Buses (electric), the cost would be \$22 million
- New Paratransit Operating Facility: \$5 million
- Rebuild Pacific Station Bus Terminal: \$10 million

METRO needs an average of \$20 million a year over the next five years to bring its fleet and facilities/equipment into a state of good repair. METRO’s combined funding needs to bring its fleets and facilities/equipment into state of good repair are shown below.

Fiscal	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027
TBC “Ask” (in billions)	\$1.24 - \$2.3	\$1.27 - \$2.3	\$1.31 - \$2.37	\$1.35 - \$2.41	\$1.39 - \$2.45	\$1.43 - \$2.49
METRO “Needs”	\$10.8m	\$19m	\$3m	\$9.8m	\$72m	\$2m

IV. STRATEGIC PLAN PRIORITIES ALIGNMENT

The actions taken in this report tie to METRO’s Financial Stability, Stewardship and Accountability, Service Quality and Delivery, and State of Good Repair Strategic Priorities.

V. FINANCIAL CONSIDERATIONS/IMPACT

If awarded, infrastructure grants from federal earmarks would provide capital revenue necessary to maintain METRO fleet, equipment and facilities in a state of good repair with 20% local match available in the Bus Replacement Fund and operating and capital reserve fund. Staff will request a Capital Budget amendment if the grant is awarded.

VI. ALTERNATIVES CONSIDERED

Do not submit requests for the members of Congress representing the Santa Cruz area to advocate for part of the FY22 Appropriations and the surface transportation (FAST Act) reauthorization. The current federal earmarks present an opportunity to acquire buses and modernize facilities and infrastructure with a 20% local share. Foregoing this opportunity will postpone METRO's return to a state of good repair and is therefore not recommended.

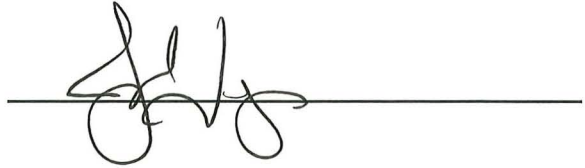
VII. ATTACHMENTS

None

Prepared by: Wondimu Mengistu, Grants/Legislative Analyst

IX. APPROVALS

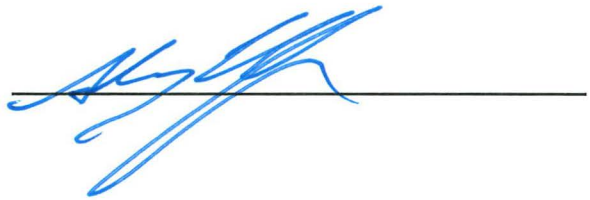
John Urgo, Planning and Development
Director



Approved as to fiscal impact:
Chuck Farmer, CFO



Alex Clifford, CEO/General Manager



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DATE: April 9, 2021
TO: Capital Projects Standing Committee
FROM: Eddie Benson, Maintenance Manager
SUBJECT: **CONSIDERATION OF AUTHORIZING THE CEO TO USE THE CALIFORNIA ASSOCIATION FOR COORDINATED TRANSPORTATION (CALACT) / MORONGO BASIN TRANSIT AUTHORITY (MBTA) PURCHASING COOPERATIVE CONTRACT FOR THE PURCHASE OF TWO CNG BUSES FROM GILLIG, LLC**

I. RECOMMENDED ACTION

That the Board of Directors:

- 1) Authorize the CEO to obtain and exercise two purchase options from the California Association for Coordinated Transportation (CALACT) / Morongo Basin Transit Authority (MBTA) Purchasing Cooperative Contract to purchase two Gillig buses; and,**
- 2) Authorize the CEO to execute a contract with Gillig, LLC in an amount not to exceed \$1,447,700.56**

II. SUMMARY

- The Santa Cruz Metropolitan Transit District (METRO) has budgeted for the purchase of two Compressed Natural Gas (CNG) Bus Rapid Transit (BRT) Plus low floor buses (35') to replace vehicles that have reached their useful life in METRO's fleet.
- On October 23, 2020, the Board of Directors (Board) approved the allocation of \$3,958,985 from the Public Transportation Modernization Improvement (PTMISEA) to purchase six CNG buses.
- Staff previously notified the Board of the intent to purchase two CNG buses utilizing the Bus Replacement Fund and leftover PTMISEA funds in the Long-Range Bus Replacement Plan Report dated March 26, 2021.
- METRO staff located purchase options from the California Association for Coordinated Transportation (CALACT) Morongo Basin Transit Authority (MBTA) Purchasing Cooperative Contract.
- Staff is requesting authorization to proceed with the purchase of two CNG buses from Gillig, LLC (Gillig) using the MBTA Contract as the most cost effective method to make the purchase.

III. DISCUSSION/BACKGROUND

METRO needs to purchase two CNG BRT Plus Low Floor buses to replace aging vehicles in its fixed route fleet. METRO's Transit Asset Management Plan (TAM) establishes the useful life of a bus as 14 years. METRO currently has 21 buses with an average of 19.7 years and over 750,000 miles that need to be replaced as soon as possible. Twelve of these are 20-year old diesels averaging 790,259 miles, two of which would be replaced by this purchase.

On October 23, 2020, the Board approved the allocation of \$3,958,985 from the PTMISEA to purchase six CNG buses. To maintain commitment to the Bus Replacement Plan, at the March 26, 2021 Board meeting, staff notified the Board of the intent to purchase two CNG buses utilizing the Bus Replacement Fund: one funded from FY19 State of Good Repair (SGR) funds that were originally programed to have been spent on a pandemic-delayed project and are due to expire, and another from leftover PTMISEA funds with the difference covered by FY20 SGR funds.

Utilizing cooperative purchasing agreements streamlines the procurement process and allows for better pricing than METRO would normally obtain due to the greater quantities requested. The CALACT Cooperative charges a contract usage fee of 1.5% based on the purchase order total before tax and any offered cash discounts.

Staff recommends that the Board award a contract to Gillig, LLC for the purchase of two CNG BRT Plus Low Floor buses in an amount not to exceed \$1,447,700.59, and that the Board also authorize the CEO to execute the contract with Gillig, LLC utilizing the CALACT/MBTA Cooperative Purchasing Contract to obtain and exercise the two bus purchase options.

IV. STRATEGIC PLAN PRIORITIES ALIGNMENT

METRO replacing two buses beyond their useful life is in alignment with the following strategic priorities:

- Service Quality and Delivery
- State of Good Repair

V. FINANCIAL CONSIDERATIONS/IMPACT

Gillig LLC two CNG BRT Plus low 35' floor buses – at a cost of \$658,045.71 per vehicle; plus 10% contingency of \$131,609.17 totaling \$1,447,700.59.

Funds to support this procurement are available in the FY19 State of Good Repair (GSR) grant in the amount of \$687,360, PTMISEA funds in the amount of

\$400,000 and FY20 State of Good Repair (GSR) \$360,340.56. The table below outlines the matrix for grant funding allocations.

Project	FY19 State of Good Repair	PTMISEA FUNDS	FY 20 State of Good Repair	Total Cost
Two CNG Buses	\$687,360	\$400,000	\$360,340.56	\$1,447,700.59*

*Includes 10% contingency of \$131,609.17, totaling \$1,447,700.59

VI. ALTERNATIVES CONSIDERED

The Board could direct the Purchasing Manager to conduct a standalone procurement for these Gillig CNG buses. This is not recommend as it would take approximately six months and would likely result in higher priced vehicles due to the small quantity that METRO would purchase.

VII. ATTACHMENTS

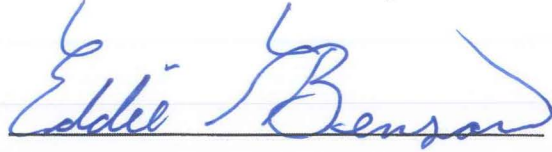
Attachment A: Gillig CNG Bus Quote Sheet

Attachment B: Price Variance

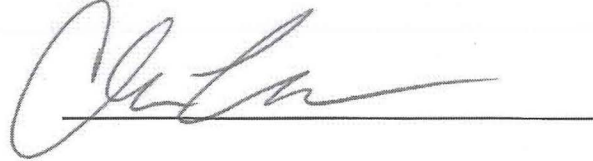
Prepared by: Margo Ross, Chief Operations Officer
Wondimu Mengistu, Grants/Legislative Analyst

VIII. APPROVALS

Eddie Benson, Maintenance Manager



Approved as to fiscal impact:
Chuck Farmer, CFO



Alex Clifford, CEO/General Manager





March 3, 2021

Mr. Eddie Benson
Maintenance Manager
Santa Cruz Metropolitan Transit District (METRO)
110 Vernon Street
Santa Cruz, CA 95060

RE: PRICE QUOTE FOR TWO (2) 35' CNG BRT PLUS LOW FLOOR BUSES

Dear Mr. Benson,

Thank you for your interest to purchase two (2) 35' CNG BRT PLUS Low Floor Buses using options off the CalACT Consortium Contract (MBTA RFP #18-01).

Attached you will find the Price Variance that would pertain to your next order. GILLIG is pleased to quote the following:

TWO (2) 35'X102" CNG BRT PLUS LOW FLOOR BUS \$658,045.71 EA

These prices are valid for 30 days. Prices include registration and license fees, CA Sales Tax (9.25%) and a 1% Spares Budget. The production of your buses can be scheduled within 12-15 months from receipt of purchase order. To maintain this production schedule, we will require a firm purchase order within 30 days.

We thank you for this opportunity and appreciate your interest in GILLIG and our products. We certainly look forward to working with METRO again and in so doing, continuing to build our long-term partnership. Should you have any questions, please do not hesitate to contact me.

Sincerely,

Sean Solis

Sean Solis
Regional Sales Manager

cc: William F. Fay, Jr.
Javier Hernandez, Jr.

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Attachment B

PRICE VARIANCE

3/31/2021

**SANTA CRUZ, CA OFF CalACT CONSORTIUM CONTRACT
(2) 35' BRT+ CNG LOW FLOOR BUSES, SN: TBD**

ITEM	CalACT	SANTA CRUZ	VARIANCE
BRT+ STYLING	NOT INCLUDED	REQUIRED	20,147.00
ENGINE (CNG)	CUMMINS L9N, 280 HP W/(5) TYPE IV TANKS	CUMMINS L9N, 280 HP W/(5) TYPE IV TANKS	-
AUXILIARY ENGINE OIL FILTER	NOT INCLUDED	NOT REQUIRED	-
COOLANT FILTER (FOR NON-HYBRIDS)	STD FLEETGUARD	STD FLEETGUARD	-
AIR RESTRICTION INDICATOR	DONALDSON INFORMER RBX00-2277	DONALDSON INFORMER RBX00-2277	-
RADIATOR	EMP GEN IV MH4 (ELECTRIC)	EMP GEN IV MH4 (ELECTRIC)	-
E-COAT RAD/CAC	NOT INCLUDED	NOT REQUIRED	-
RADIATOR TANK GUARD	NOT INCLUDED	NOT REQUIRED	-
ALTERNATOR	EMP P450 (450 AMP)	NIEHOFF C803 (525 AMP)	-
NIEHOFF SMART VOLTAGE REGULATOR	NOT INCLUDED	REQUIRED	689.00
ENGINE OIL EXTRACTOR PORT	NOT INCLUDED	TITAN PROBLYZER	47.00
TRANSMISSION	ALLISON B400R	ALLISON B400R	-
ALLISON FUEL SENSE SOFTWARE	INCLUDED	REQUIRED	-
TRANSMISSION OIL EXTRACTOR PORT	NOT INCLUDED	TITAN PROBLYZER	47.00
BRAKES	DRUM, W/S-CAM	DRUM, W/S-CAM	-
AXLE HUB SEALS	C/R OIL SEALS	C/R OIL SEALS	-
WHEEL MOUNTING	HUB PILOTED	HUB PILOTED	-
HUBODOMETER	STEMCO 610	NOT REQUIRED	(50.00)
AUTO TRACTION CONTRO (ATC)	NOT INCLUDED	NOT REQUIRED	-
WHEELS	(7) STEEL	(7) FULL POLISHED ALUMINUM WHEELS	2,354.00
DURA-BRIGHT COATING ON (7) WHEELS	NOT INCLUDED	REQUIRED	1,162.00
DURA-FLANGE COATING ON (7) WHEELS	NOT INCLUDED	REQUIRED	1,379.00
TIRES	(7) GOOD YEAR B305/85R22.5 METRO MILER	(7) MICHELIN 305/85R22.5, X INCITY	924.00
ELECTRIC STEERING ASSIST	NOT INCLUDED	NOT REQUIRED	-
CNG FUEL GAUGE	NOT INCLUDED	NOT REQUIRED	-
OIL PRESSURE & COOLANT TEMP GAUGES LOCATED IN ENGINE COMP'T	ELECTRICAL	ELECTRICAL	-
REAR HAND THROTTLE	NOT INCLUDED	REQUIRED	153.00
AIR DRYER	SKF HCT-2000, HEATED	SKF HCT-2000, HEATED	-
AUTO AIR DRAIN VALVE AT PING TANK	KINGSTON	KINGSTON	-
BRAKE VALVE	BENDIX E-8P	BENDIX E-8P	-
ELECTRICAL TOW CONNECTION	NOT INCLUDED	COLE HERSEY 7-WAY	179.00
EXTENDED REAR TOW EYES	NOT INCLUDED	NOT REQUIRED	-
ENGINE SKID PROTECTION	NOT INCLUDED	NOT REQUIRED	-
A-POST SKID PLATES	NOT INCLUDED	REQUIRED	144.00
INSULATION PACKAGE	LEVEL 2	LEVEL 2	-
BATTERIES	(2) DEKA 8D	(2) GROUP 31 ODYSSEY AGM	905.00
KBI KPOWER SUPERCAPACITOR STARTING SYSTEM	NOT INCLUDED	REQUIRED	3,818.00
FRONT JUMP START CONNECTOR	NOT INCLUDED	ANDERSON 350	178.00
REAR JUMP START CONNECTOR	NOT INCLUDED	ANDERSON 350	178.00
WHEELCHAIR RAMP	LIFT-U, LU-18 (6:1)	LIFT-U, LU-18 (6:1)	-
HVAC MOTORS (THERMO KING T14)	EBM BRUSHLESS	EBM BRUSHLESS	-
HVAC COMPRESSOR (THERMO KING)	X430	X430	-
REFRIGERANT	R407C	R407C	-
REFRIGERANT PRESSURE DISPLAY	NOT INCLUDED	REQUIRED	356.00
CLIMATE COMFORT TECHNOLOGIES CCT 24V-1 ELECTRONIC AIR CLEANER	NOT INCLUDED	REQUIRED	2,250.00

Attachment B

PRICE VARIANCE

3/31/2021

**SANTA CRUZ, CA OFF CalACT CONSORTIUM CONTRACT
(2) 35' BRT+ CNG LOW FLOOR BUSES, SN: TBD**

ITEM	CalACT	SANTA CRUZ	VARIANCE
FRESH AIR MAKE-UP	NOT INCLUDED	REQUIRED	428.00
DRIVERS HEATER MOTORS	MCC BRUSH TYPE	MCC BRUSHLESS	387.00
AUXILIARY COOLANT HEATER	NOT INCLUDED	NOT REQUIRED	-
FRONT DOOR STEP HEATER	NOT INCLUDED	NOT REQUIRED	-
REAR DOOR STEP HEATER	NOT INCLUDED	NOT REQUIRED	-
STREETSIDE UNDERSEAT HEATER	NOT INCLUDED	NOT REQUIRED	-
REAR DOOR WARM WELCOME MAT	NOT INCLUDED	NOT REQUIRED	-
DASH MOUNTED DRIVERS FAN	NOT INCLUDED	(2) REQUIRED	190.00
FRONT & REAR DOOR OPERATION	AIR POWERED	AIR POWERED	-
FRONT DOOR (VAPOR)	40" SLIDE-GLIDE	40" SLIDE-GLIDE	-
REAR DOOR (VAPOR)	34" SWING OPEN	34" SWING OPEN	-
REAR DOOR CONTROLS	FULL DRIVER CONTROL	VAPOR "CLASS" SYSTEM	5,859.00
SENSITIVE EDGE	NOT INCLUDED	REQUIRED	650.00
EXTERIOR FRONT DOOR VALVE	NOT INCLUDED	NOT REQUIRED	-
ELECTRICAL EQUIPMENT CABINET	44" TALL, W/2 COOLING FANS	44" TALL, W/2 COOLING FANS	-
INTERIOR AD FRAMES	NOT INCLUDED	NOT REQUIRED	-
EXTERIOR AD FRAMES	NOT INCLUDED	NOT REQUIRED	-
PASSENGER SEATS & WHEELCHAIR RESTRAINTS	USSC CITISEAT, W/ V-PRO'S, & STD Q'STRAIT BELTS & RETRACTORS	USSC GEMINI, W/ (2) Q'PODS	11,008.00
RAISED REAR SEAT PLATFORM	NOT INCLUDED	NOT REQUIRED	-
DRIVERS SEAT	RECARO ERGO METRO, W/OUT HEADREST, W/LAP BELT & DOCKET 90A	RECARO ERGO METRO, W/HEADREST & LAP BELT	-
HEADREST FOR DRIVERS SEAT	NOT INCLUDED	REQUIRED	119.00
DRIVERS SEAT CUSHION ALARM	NOT INCLUDED	NOT REQUIRED	-
ARROW DRIVER'S BARRIER W/EXTENDED GLASS (MV3080-0139)	NOT INCLUDED	REQUIRED	5,240.00
PASSENGER SIGNALS	PULL CORDS	PULL CORDS	-
REAR DOOR STOP REQUEST SWITCH	NOT INCLUDED	REQUIRED	67.00
SCHEDULE RACKS	NOT INCLUDED	NOT REQUIRED	-
SCHEDULE HOLDER SLOTS IN SIDE OF DRIVER'S BARRIER	NOT INCLUDED	REQUIRED	64.00
STANCHIONS	SSTL	YELLOW POWDER COATED	400.00
OVERHEAD GRABRAILS	SSTL	SSTL	-
NYLON GRAB STRAPS	NOT INCLUDED	(6) REQUIRED	126.00
PASSENGER WINDOWS	STD FRAME/FULL FIXED	BONDED FRAME/UPPER TRANSOM	6,566.00
3M SCOTCH GUARD FILM TO PASSENGER WINDOWS	NOT INCLUDED	REQUIRED	2,876.00
PASSENGER INFO STATION	NOT INCLUDED	OBIC 19/23 2DP 1T SANTA CRUZ	435.00
HEADLAMPS	(4) PETERSON LED	(4) PETERSON LED	-
CORNERING LAMPS	NOT INCLUDED	(3) REQUIRED	969.00
REAR YIELD SIGN	NOT INCLUDED	REQUIRED	673.00
INTERIOR LIGHTS	LED	LED	-
PASSENGER READING LAMPS	NOT INCLUDED	REQUIRED	743.00
PLEASURE RADIO & ANTENNA	NOT INCLUDED	NOT REQUIRED	-
2-WAY RADIO	NOT INCLUDED	NOT REQUIRED	-
2-WAY RADIO ANTENNA	NOT INCLUDED	REQUIRED	175.00
DRIVERS SPEAKER	NOT INCLUDED	NOT REQUIRED	-
HAND MICROPHONE FOR P/A	NOT INCLUDED	REQUIRED	65.00
DESTINATION SIGNS (FRONT)	HANOVER, AMBER LED	LUMINATOR, COLOR LED	5,875.00
DESTINATION SIGNS (CURBSIDE)	HANOVER, AMBER LED	LUMINATOR, AMBER LED	304.00

Attachment B

PRICE VARIANCE

3/31/2021

**SANTA CRUZ, CA OFF CalACT CONSORTIUM CONTRACT
(2) 35' BRT+ CNG LOW FLOOR BUSES, SN: TBD**

ITEM	CalACT	SANTA CRUZ	VARIANCE
DESTINATION SIGN (STREETSIDE)	NOT INCLUDED	NOT REQUIRED	-
REAR RUN SIGN	NOT INCLUDED	LUMINATOR, AMBER LED	1,480.00
DASH MOUNTED FRONT RUN SIGN	NOT INCLUDED	NOT REQUIRED	-
HEATED FRONT DESTINATION SIGN GLAZING	NOT INCLUDED	NOT REQUIRED	-
FAREBOX PREWIRE, STANCHION & LIGHT	NOT INCLUDED	REQUIRED	300.00
TRANSFER CUTTER	NOT INCLUDED	NOT REQUIRED	-
MECHANICAL PASSENGER COUNTER	NOT INCLUDED	NOT REQUIRED	-
FLOORING MATERIAL	ALTRO	ALTRO	-
FLOOR EDGING	VINYL	SSTL	473.00
ROOF HATCH	(1) MANUAL OPEN/CLOSE	(2) MANUAL OPEN/CLOSE	300.00
EXTERIOR MIRRORS	SAFE FLEET, 8X15, 2-PC, HEATED W/REMOTE	SAFE FLEET, 8X18, CLASS A, HEATED W/REMOTE	693.00
FIRE SUPPRESSION SYSTEM	FOGMAKER	AMEREX V-25	329.00
GAS DETECTION SYSTEM (CNG)	INCLUDED	REQUIRED	-
TRAFFIC LIGHT PREEMPTION	NOT INCLUDED	NOT REQUIRED	-
VIDEO SURVEILLANCE SYSTEM	NOT INCLUDED	LUMINATOR TECHNOLOGY 10-CAMERA SYSTEM, W/ ROADRUNNER HDR4K12 DVR, 10" MONITOR, WIFI, POWER LOSS DATA PROTECTOR & (2) MOTION DETECTORS	15,577.00
PASSENGER INFO VIDEO MONITOR	NOT INCLUDED	NOT REQUIRED	-
PROTRAN SAFE TURN ALERT SYSTEM	NOT INCLUDED	NOT REQUIRED	-
SPORTWORKS BIKE RACK	NOT INCLUDED	MOUNTING BRKTS & PIVOT PLATE	391.00
BIKE RACK LAMP	NOT INCLUDED	REQUIRED	32.00
BILE RACK MIRROR	NOT INCLUDED	REQUIRED	30.00
FIRE EXTINGUISHER	5 LB, ABC RATED	5 LB, ABC RATED	-
SAFETY TRIANGLE KIT	INCLUDED	REQUIRED	-
MEDICAL AID KIT	NOT INCLUDED	REQUIRED	75.00
BLOODBORN PATHOGEN KIT	NOT INCLUDED	NOT REQUIRED	-
DASH GAUGES	SPEEDOMETER AND AIR GAUGE	SPEEDOMETER AND AIR GAUGE	-
TOE SWITCHES	STD PLATFORM	TRANSTECH INNOVATIONS ELECTRONIC FOOT SWITCH ASSEMBLY	486.00
ADJUSTABLE PEDALS	NOT INCLUDED	KONGSBERG	925.00
MULTIPLEX SYSTEM	I/O CONTROLS G4	I/O CONTROLS G4	-
DRIVERS CUP HOLDER	NOT INCLUDED	BIG GULP	37.00
WASTE BASKET & HOLDER	NOT INCLUDED	REQUIRED	81.00
ITS SYSTEM	NOT INCLUDED	SYNCHROMATICS SYSTEM, W/OPEN MDT 1100 (W/OUT CELLULAR MODEM), GPS/CELLULAR ANTENNA, VEHICLE GATEWAY (W/4G MODEM), AUTOMATIC VOICE ANNOUNCEMENT, INTERIOR SIGN, DESTINATION SIGN INTERFACE, FAREBOX INTERFACE & IRMA APC PREWIRE (NO SENSORS)	23,634.00
EXTERIOR PAINT	1-COLOR	4-COLOR	6,450.00
CLEAR COAT	NOT INCLUDED	NOT REQUIRED	-
EXTERIOR GRAPHICS	NOT INCLUDED	SANTA CRUZ, CA CUSTOM GRAPHICS (SAME AS LAST ORDER)	3,284.00
ROOF NUMBERS	NOT INCLUDED	REQUIRED	133.00

Attachment B

PRICE VARIANCE
3/31/2021
SANTA CRUZ, CA OFF CalACT CONSORTIUM CONTRACT
(2) 35' BRT+ CNG LOW FLOOR BUSES, SN: TBD

ITEM	CalACT	SANTA CRUZ	VARIANCE
WARRANTY (BASIC BUS)	12 MONTHS / 50,000 MILES	12 MONTHS / 50,000 MILES	-
WARRANTY (BODY STRUCTURE)	36 MONTHS / 150,000 MILES	36 MONTHS / 150,000 MILES	-
WARRANTY (STRUCTURAL INTEGRITY DUE TO CORROSION)	144 MONTHS / 500,000 MILES	144 MONTHS / 500,000 MILES	-
WARRANTY (ENGINE L9N)	24 MONTHS / UNLIMITED MILES	60 MONTHS / 300,000 MILES	7,600.00
WARRANTY (EMISSION SYSTEM)	60 MONTHS / 100,000 MILES	60 MONTHS / 100,000 MILES	-
WARRANTY (ALTERNATOR)	24 MONTHS / UNL MILES	24 MONTHS / UNL MILES	-
WARRANTY (AIR COMPRESSOR)	24 MONTHS / UNL MILES	24 MONTHS / UNL MILES	-
WARRANTY (RADIATOR/CAC ASSEMBLY)	36 MONTHS / UNL MILES	36 MONTHS / UNL MILES	-
WARRANTY (TRANSMISSION B400R)	24 MONTHS / UNL MILES	60 MONTHS / 300,000 MILES	2,815.00
WARRANTY (AXLES)	60 MONTHS / 300,000 MILES	60 MONTHS / 300,000 MILES	-
	24 MONTHS / 100,000 MILES	24 MONTHS / 100,000 MILES	-
WARRANTY (WHEELCHAIR RAMP)	24 MONTHS / UNL MILES	24 MONTHS / UNL MILES	-
WARRANTY (HVAC)	24 MONTHS / UNL MILES	24 MONTHS / UNL MILES	-
WARRANTY (DESTINATION SIGNS)	144 MONTHS / UNL MILES	144 MONTHS / UNL MILES	-
WARRANTY (SUBFLOOR)	144 MONTHS / 500,000 MILES	144 MONTHS / 500,000 MILES	-
TRAINING	NOT INCLUDED	NOT REQUIRED	-

TOTAL SANTA CRUZ, CA VARIANCES 143,204.00

CURRENT BUS PRICE CALCULATIONS

TOTAL SANTA CRUZ, CA VARIANCES	143,204.00
CALACT CONSORTIUM 35' CNG LOW FLOOR BASE UNIT PRICE	449,973.00
SANTA CRUZ, CA 35' CNG BRT+ BASE UNIT PRICE	<u>593,177.00</u>
SPARES & TOOLING BUDGET	5,932.00
DELIVERY COST (ZONE 3)	643.00
CURRENT SANTA CRUZ, CA 35' CNG BRT+ BASE UNIT PRICE, W/ DELIVERY	<u>599,752.00</u>
1% CALACT FEE (UP TO MAX \$20,000.00 PER TRANSACTION)	5,998.00
SANTA CRUZ, CA 35' CNG BRT+ UNIT PRICE, W/ DELIVERY, SPARES & CALACT FEE (2/26/2021)	<u>605,750.00</u>

NON-TAXABLE ITEMS CALCULATIONS

CALACT BASE NON-TAXABLE ADA EQUIPMENT	20,868.00
CHANGE WHEEL CHAIR RESTRAINTS TO Q'STRAIT Q'PODS	8,465.00
EXTENDED WARRANTY COVERAGE	10,415.00
DELIVERY COST (ZONE 3)	643.00
SANTA CRUZ, CA NON-TAXABLE ITEMS	<u>40,391.00</u>

CURRENT BUS PRICE CALCULATIONS INCLUDING CA SALES TAX

CURRENT SANTA CRUZ, CA 35' LOW FLOOR UNIT PRICE, W/ DELIVERY, SPARES & CALACT FEE	605,750.00
SANTA CRUZ, CA NON-TAXABLE ITEMS	<u>(40,391.00)</u>
CURRENT SANTA CRUZ 35' TAXABLE LOW FLOOR UNIT PRICE	565,359.00
ADD CALIFORNIA SALES TAX - SANTA CRUZ (9.25%)	52,295.71
SANTA CRUZ, CA NON-TAXABLE ITEMS	40,391.00
GILLIG TO REGISTER VEHICLES AT DMV	-
SANTA CRUZ, CA 40' LOW FLOOR CURRENT UNIT PRICE, W/ CA SALES TAX (3/31/2021)	<u><u>658,045.71</u></u>

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