



Meeting of the Transportation District Commission of Hampton Roads

Thursday, September 25, 2025, at 1:00 p.m.
3400 Victoria Boulevard, Hampton, VA – In Person - Zoom

A meeting of the Transportation District Commission of Hampton Roads will be held on Thursday, September 25, 2025, at 3400 Victoria Boulevard, Hampton, VA.

The meeting is open to the public and in accordance with the Board's operating procedures, and in compliance with the Virginia Freedom of Information Act, there will be an opportunity for public comment at the beginning of the meeting.

The agenda and supporting materials are included in this package for your review.



Meeting of the Transportation District Commission of Hampton Roads

Thursday, September 25, 2025, 3400 Victoria Boulevard,
Hampton, VA at 1:00 p.m. in Person – Zoom

AGENDA

1. Call to Order & Roll Call
2. Public Comments
3. Approval of August 28, 2025, Meeting Minutes
4. President's Monthly Report - William Harrell
 - A. Board Updates
5. Committee Reports
 - A. Audit & Budget Review Committee - Commissioner White/
Conner Burns, Chief Financial Officer
 - August 2025 Financial Report
 - B. Management/Financial Advisory Committee – Alternate Commissioner Cipriano/
Conner Burns, Chief Financial Officer
 - C. Operations & Oversight Committee - Commissioner Glover/Sonya Luther, Director
of Procurement
 - **Contract No. 25 – 00349 Hastus Enterprise System Upgrade**

Commission Consideration: Award of a contract to GIRO, Inc. to provide an on-premises HASTUS Enterprise System upgrade in the not-to-exceed amount of \$1,427,594.00.
 - **Contract No. 25 -00369 HASTUS Maintenance and Support Services (Renewal)**

Commission Consideration: Award of a contract to GIRO, Inc. to provide HASTUS maintenance and support services in the not-to-exceed amount of \$499,191.00.

- **Contract No. 25 – 00370 Portable Wayside Track Lubrication System**

Commission Consideration: Award of a contract to L.B Foster Rail Technologies, Inc. to furnish a portable wayside lubrication system for HRT in the total amount of \$152,898.00.

- **Contract No. 25 – 00372 Regional Transit Service Bus Expansion**

Commission Consideration: Award of a contract to Gillig to procure two (2) heavy duty 40' low floor electric buses in the total amount of \$2,965,934.00.

- **Contract No. 25 – 00345 Signage Production Services (Renewal)**

Commission Consideration: Award of two (2) contracts for signage production services to Action Graphics and Signs, Inc. and Signmasters, Inc. in the not-to-exceed amount of \$11,200,000.00.

- **Contract No. 25 – 00373 Smart Scale Gloucester Max Service Suburban Buses**

Commission Consideration: Award of a contract to Gillig to procure two (2) heavy duty 40' suburban low floor diesel buses in the total amount of \$1,561,030.00.

- **Contract No. 20 – 00077, Modification No. 11 Vanpool Assistance Program**

Commission Consideration: Award of a modification to increase the Vanpool Assistance Program contract by \$72,000.00, from \$391,905.07 to \$463,905.07.

D. Planning/New Starts Development Committee – Commissioner Ross-Hammond/
Ray Amoruso, Chief Planning & Development Officer

E. External/Legislative Advisory Committee - Commissioner Goodwin/
Alexis Majied, Chief Communications and External Affairs Officer

F. Paratransit Advisory Subcommittee – Chair/Barry Bland, Paratransit Services
Contract Administrator

G. Transit Ridership Advisory Sub-Committee – Rodney Davis, Director of Customer
Relations

6. Old and New Business

- Draft – 2026 Legislative Agenda – Commission Review

7. Comments by Commission Members

8. Closed Session

9. Adjournment

**The next meeting will be held on Thursday, October 23, 2025, at 1:00 p.m.
at 509 E. 18th Street, Norfolk, VA**



Meeting Minutes of the Transportation District Commission of Hampton Roads

Thursday, August 24, 2023, • 1:00 p.m.
509 E. 18th Street, Norfolk, VA in Person – Zoom

Call to Order

A quorum was attained. Chairman Glover called the meeting to order at 1:10 p.m.

Commissioners in attendance:

Chair Glover, Portsmouth
Vice-Chair Harper, Hampton
Past Chair Johnson, Chesapeake
Commissioner Smith, Chesapeake
Commissioner White, Hampton
Commissioner Harris, Newport News
Commissioner Woodbury, Newport News
Commissioner M. Johnson, Norfolk
Commissioner King, Norfolk
Commissioner Goodwin, Portsmouth
Commissioner Ross-Hammond, Virginia Beach
Alt. Commissioner Trogon, VDRPT

Hampton Roads Transit Staff in attendance:

Ray Amoruso, Chief Planning and Development Officer
Jayda Aldegón, Government and Commission Relations Intern
Tammara Askew, Data Analyst II (Zoom)
Marie Balak, Emergency Management Specialist (Zoom)
Monique Battle, Operations Project, and Contract Administrator (Zoom)
Thomas Becher, Communications Manager
Blue Bell, Budget Analyst (Zoom)
Barry Bland, Paratransit Service Cont. Adm. Transit Operations
Malika Blume, Director of Internal Audit (Zoom)
Keisha Branch, Director of Capital Programs (Zoom)
Amy Brazier, Director of Contracted Services and Operational Analytics
David Burton, Williams Mullen, General Counsel
Royall Bryan, Digital Media Specialist
Donna Brumbaugh, Director of Finance (Zoom)
Conner Burns, Chief Financial Officer
Gene Cavazos, Director of Marketing
Dudley Clarke, Contract Budget Analyst (Zoom)
William Collins, Facilities Maintenance Manager
William Copeland, Graphic Designer
Sherri Dawson, Director of Transit Development (Zoom)

Sheri Dixon, Director of Revenue Services (Zoom)
Jennifer Dove, Civil Rights/Grants Program Manager (Zoom)
Katie Fenimore, Marketing Communications Strategist
Ariel Garder, Public Outreach Coordinator
Angela Glass, Director of Budget & Financial Analysis (Zoom)
Angela Gregory, Strategic Communications Specialist
Wayne Groover, Director of Rail Maintenance (Zoom)
William Harrell, President and CEO
Keianna Harris, Special Projects Assistant (Zoom)
Toni Hunter, Staff Auditor (Zoom)
Ashley Johnson, Assistant Director of Budget and Financial Analysis (Zoom)
Cheri Jordan, President, ATU Local 1177
Peter Katranides, Employee Engagement Retention Specialist (Zoom)
Anthony Kramer, Assistant Security Manager
Sonya Luther, Director of Procurement
Alexis Majied, Chief Communications & External Affairs Officer
Lawrence Mason, Emergency Manager
Chris Pfaffinger, Marketing Manager
Sibyl Pappas, Chief Engineering & Facilities Officer
Noelle Pinkard, Organizational Advancement Officer
Michael Price, Chief Information Officer, Chief Technology Officer
John Powell, Telecommunications Specialist
Luis R. Ramos, Senior Executive Administrator/Commission Secretary
Kayla Schmidt, Public Outreach Coordinator
Dawn Sciortino, Chief Safety Officer (Zoom)
Liliana Scott, HR Training Development Specialist (Zoom)
Benjamin Simms, IV, Chief Transit Operations Officer
Caleb Smith, Military Outreach Liaison
Paula Studebaker, HR Executive Assistant
Matthew Stumpf, Budget Analyst (Zoom)
Adrian Tate, Assistant Director of Finance (Zoom)
Robert Travers, HRT Corporate Counsel
Fevrier Valmond, Deputy Director of Procurement (Zoom)
Vanessa Wadsworth, Bus Operator, Vice President ATU Local 1177
Jessica White, Contract Administrator (Zoom)
Keishia Williams, Operations Support Technician (Zoom)
Kimberly Wolcott, Chief Human Resources Officer

Others in attendance via phone/(Zoom)/In-Person:

Annie Ascher, Paratransit Advisory Chair
Patrick Burhop, Access Point Public Affairs (Zoom)
Alt. Commissioner Cipriano, City of Newport News
Jordan Chapman, DRPT (Zoom)
Alt. Commissioner Daughtery, DRPT (Zoom)
Annie Eng, Access Point Public Affairs (Zoom)
Andrew Ennis, DRPT (Zoom)
Megan Gribble, City of Portsmouth

Denise Johnson, Citizen
Andi Kerley, City of Chesapeake
Shelia McAllister, City of Newport News (Zoom)
Jeff Sanchez, Key Performance (Zoom)
Angelique Shenk, City of Hampton
Janice Taylor, League of Women Voters

The TDCHR meeting package was distributed electronically to all Commissioners in advance of the meeting. The meeting package consisted of:

- Agenda
- Meeting Minutes
- President's Report Presentation
- Financial Reports
- Committee Reports

Public Comments

Ms. Tanterium Taylor addressed issues regarding bus service, including problems with wheelchair accessibility, and bus maintenance.

Ms. Lindell Parker requested the restoration of various bus stop locations on Military Highway.

A motion to close public comments was made by Commissioner Ross-Hammond and properly seconded by Commissioner Smith. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Harris, S. Johnson, Woodbury, Smith, Harper, King, White, Harris, M. Johnson, Goodwin, and Trogon.

Nays: None

Abstain: None

Approval of July 24, 2025, Meeting Minutes

A motion to approve July 24, 2025, minutes was made by Commissioner Goodwin and properly seconded by Commissioner Woodbury. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Harris, S. Johnson, Woodbury, Smith, Harper, King, White, Harris, M. Johnson, Goodwin, and Trogon.

Nays: None

Abstain: None

President's Monthly Report

Mr. Harrell welcomed everyone to the meeting and encouraged the Commission to review the complete president's report included in the meeting package.

Audit & Budget Review Committee

Chairman Glover called upon Commissioner White for a report from the Audit & Budget Review Committee.

Commissioner White called on Mr. Conner Burns for an update on July's financial report. Mr. Conner Burns reviewed July's financial report with the Commission.

Management and Financial Advisory Committee (MFAC)

Chairman Glover called upon Alternate Commissioner Cipriano to provide an update for the MFAC Committee. Ms. Cipriano reported that the Committee met on Monday, August 25, 2025, noting that the July Financial Reports were reviewed.

Ms. Cipriano outlined action items for review, including detailed budget analyses and projections, discussed the strategic vs. traditional allocation, with a proposal for a hybrid model and policy refresher, and key financial and operational action items for the next quarter.

Operations and Oversight Committee

Mayor Glover stated that the Committee met on Thursday, August 14, 2025, reporting that there were nine contracts presented that are being brought forth as a motion for Board approval. Commissioner Glover called on Ms. Sonya Luther to present the following contracts.

Contract No. 24-00308R Audit Management System

Commission Consideration: Award of a contract to Onspring Technologies, LLC to provide an Audit Management System in the not-to-exceed amount of \$275,350.00.

Contract No. 25-00341 Custodial Services and Consumables

Commission Consideration: Award of a contract to Aspen Cleaning Services, Inc., to provide custodial services and consumables, in the not-to-exceed amount of \$4,610,229.62.

Contract No. 22-00199 Modification 3 Fare Technology Assessment, Phase 5 – Mobile Fare Collection System Implementation Support

Commission Consideration: Award of a contract to a modification to increase the not-to exceed amount of the Fare Technology Assessment, Phase 5 – Mobile Fare Collection System Implementation Support Contract by \$160,450.00, from \$358,302.23 to \$518,752.23.

Contract No. 25-00356 - Light Rail Systems Training Benches

Commission Consideration: Award of a contract to Diverging Approach, Inc., to provide Light Rail systems training benches, in the not-to-exceed amount of \$278,500.00.

Contract No. 25-00339 - Naval Station Norfolk Base Circulator (Renewal)

Commission Consideration: Award of a contract Easton Coach Company, LLC to provide a Naval Station Norfolk base circulator in the not-to-exceed amount of \$6,772,200.00.

Contract No. 25-00338 - On-Site Vehicle Inspection Services (Renewal)

Commission Consideration: Award of a contract to AmeriTran Service Corporation dba Transit Resource Center Engineering Services, LLC to provide on-site vehicle inspection services in the not-to-exceed amount of \$262,000.00.

Contract No. 25-00340 - Overhead Doors Maintenance and Repair Services

Commission Consideration: Award of a contract to Contract to Doors, Inc. to perform overhead door maintenance and repair services in the not-to-exceed amount of \$704,350.00.

Contract No. 25-00351 - Supervisory Control and Data Acquisition System Hardware and Software Support (Renewal)

Commission Consideration: Award of a contract to B&C Transit, Inc., to provide Supervisory Control and Data Acquisition system hardware and software support services in the not-to-exceed amount of \$926,826.84.

A motion to approve **Contract No. 24-00308R Audit Management System, Contract No. 25-00341 Custodial Services and Consumables, Contract No. 22-00199 Modification 3 Fare Technology Assessment, Phase 5 – Mobile Fare Collection System Implementation Support, Contract No. 25-00356 - Light Rail Systems Training Benches, Contract No. 25-00339 - Naval Station Norfolk Base Circulator (Renewal), Contract No. 25-00338 - On-Site Vehicle Inspection Services (Renewal), Contract No. 25-00340 - Overhead Doors Maintenance and Repair Services, and Contract No. 25-00351 - Supervisory Control and Data Acquisition System Hardware and Software Support (Renewal)** was made by the Operations and Oversight Committee and properly seconded by Commissioner Ross-Hammond. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Harris, S. Johnson, Woodbury, Smith, Harper, King, White, Harris, M. Johnson, Goodwin, and Trogon

Nays: None

Abstain: None

Ms. Sonya Luther present **Contract No. 25-00348 - Federal Legislative Services (Renewal)**

Commission Consideration: Award of a contract to The Ferguson Group, LLC, to provide federal legislative services in the not-to-exceed amount of \$390,000.00.

A motion to approve **Contract No. 25-00348 - Federal Legislative Services (Renewal)** was made by the Operations and Oversight Committee and properly seconded by Commissioner Woodbury. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Harris, S. Johnson, Woodbury, Smith, Harper, King, White, Harris, M. Johnson, and Goodwin.

Nays: None

Abstain: Trogdon

The next Operations & Oversight Committee meeting will be on Thursday, September 11, 2025, in Norfolk.

Planning and New Starts Committee

Chairman Glover called on Commissioner Ross-Hammond to provide an update on the Planning and New Starts Committee.

Commissioner Ross-Hammond provided an update regarding the proposed 2-mile extension of the Norfolk light rail system noting that HRT staff are currently awaiting the City of Norfolk's selection of a developer for the Military Circle Mall site, which is a key component of the project.

Commissioner Ross-Hammond further reported that the Chesapeake High-Capacity Transit Study has been completed noting that Phase 2 of the Chesapeake initiative is scheduled to begin early 2026.

Based on the current status of both projects, Commissioner Ross-Hammond noted that the next Planning and New Starts Committee meeting will be held in January 2026

External Legislative Affairs Committee (ELAC)

Chairman Glover called on Commissioner Goodwin to provide an update on the ELAC.

Commissioner Goodwin stated that the ELAC committee met on Wednesday, August 20, 2025, in the Norfolk board room.

Commissioner Goodwin reported that Squire Patton Boggs provided a federal legislative update reporting that Congress had just 16 legislative days to avoid a government shutdown before the

September 30th federal funding deadline, meaning a short-term continuing resolution (CR) to fund the government is nearly guaranteed.

Mr. Goodwin shared that the Senate confirmed Marc Molinaro as FTA Administrator.

Mr. Goodwin reported that Access Point Public Affairs provided a state legislative update reporting that Governor Youngkin met with the Joint Money Committees on August 14, 2025, to provide information on the Commonwealth's overall fiscal strength. Fiscal Year 2025 has outperformed expectations by nearly \$2.7 billion (\$572 million above the \$2.1 million forecasted in the spring) that created a \$1.7 billion cash cushion going into Fiscal Year 2026

ELAC was provided with a Marketing and Communications update. These updates are included in the board package as part of the president's report.

Mr. Goodwin reported that he and HRT staff hosted Councilman Vernon Tillage of Portsmouth for a ride along this month. Mr. Goodwin encouraged the Commission to invite other city council members to ride a route with ELAC members and staff. These ride-along events provide an opportunity to both showcase HRT services and update participants on key agency initiatives like the Sustainability Study and System Optimization Plan.

The next ELAC meeting is scheduled for Wednesday, September 17th in the Hampton boardroom.

Paratransit Advisory Sub-Committee (PAC)

Chairman Glover called on Amy Braziel, to provide the PAC update. Ms. Braziel reported that PAC did not meet in August. Ms. Braziel announced to the Commission that Ms. Janice Taylor was elected as the new PAC chair. Ms. Braziel thanked Ms. Annie Asher for her work as Interim Chair.

Transit Riders Advisory Sub-Committee (TRAC)

Chairman Glover called on Mr. Rodney Davis to provide an update on the TRAC. Mr. Amoruso, reporting for Mr. Davis, stated that the committee did not meet in the month of August.

The next TRAC meeting will be held on September 3, 2025, in Hampton.

Old and New Business

None.

Closed Session

Commissioner Glover made a motion to convene into closed session for discussions regarding the annual evaluation of the performance of the Chief Executive Officer as provided by paragraph 1 of Virginia Code Section 2.2-3711(A). The motion was properly seconded by Commissioner Harper. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Harris, S. Johnson, Woodbury, Smith, Harper, King, White, Harris, M. Johnson, Goodwin, and Trogdon.

Nays: None

Abstain: None

At the conclusion of the closed session, Chair Glover entertained a motion of certification that the Commissioners of the Transportation District Commission of Hampton Roads certify that, to the best of each member's knowledge:

(i) only public business matters lawfully exempted from open meeting requirements under the Virginia Freedom of Information Act law were discussed in the closed meeting to which this certification resolution applies, and

(ii) only such public business matters as were identified in the motion convening the closed session meeting were heard, discussed, or considered in the closed meeting just concluded.

The motion was made by Commissioner Glover and properly seconded by Commissioner White. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Harris, S. Johnson, Woodbury, Smith, Harper, King, White, Harris, M. Johnson, Goodwin, and Trogdon.

Nays: None

Abstain: None

Commissioner Ross-Hammond moved that William E. Harrell, President & CEO, based upon the evaluation of his performance during FY 2025, receive a 4% wage increase to his base salary retroactive to July 1, 2025, and receive lump sum deferred compensation payment of twenty-thousand dollars and 00/100 (\$20,000.00) in FY2026. The motion was properly seconded by Commissioner M. Johnson. A roll call vote resulted as follows:

Ayes: Commissioners Glover, Harris, S. Johnson, Woodbury, Smith, Harper, King, White, Harris, M. Johnson, and Goodwin.

Nays: None

Abstain: None

Adjournment

With no further business to conduct, the meeting was adjourned at 2:47 p.m.

**TRANSPORTATION DISTRICT COMMISSION
OF HAMPTON ROADS**

Shannon E. Glover
Chair

Luis R. Ramos
Commission Secretary
August 28, 2025



NSU Football Fans Can Ride Free on Game Day

Football season is here, and HRT, the City of Norfolk, and Norfolk State University are teaming up to help fans get to home games. The NSU Spartans are already making headlines and anticipating big crowds following the hiring of a new head coach. With limited parking on campus, we're encouraging fans to take advantage of free rides on the Tide light rail in addition to free parking at our park-and-ride lots. Additional free parking will be available at MacArthur South and North Garages with shuttle service to and from the stadium provided by NSU.



HRT Unveils "Smart Stop" Signs for More Connected Commute

Commissioners, elected officials, community partners, and staff celebrated the installation of more than 2,600 "smart stop" bus signs. The new technology was demonstrated during an event at the Children's Museum of Virginia in Portsmouth. Each sign features a unique QR code, enabling customers to access real-time bus information, view route maps and schedules, report bus stop cleanliness and safety issues, and more. Director of Facilities Scott Demharter explains how the signs give customers a more connected experience in the latest episode of "On the Move."



Helping Students Prepare for School with Free Transit Passes

Public Outreach is helping parents and teens get ready to go back to school. They distributed more than 150 Student Freedom Passes during Student Freedom Pass Palooza earlier this month. Staff visited Hampton High School on the Peninsula and the YMCA on the Southside, signing up students between the ages of 13 and 17. Students had an opportunity to learn how to plan a trip, use the system map, and how to navigate public transit using the latest technology.



New Transfer Center Coming to Norfolk Neighborhood

HRT will soon break ground on a new transfer center in Norfolk. The Evelyn T. Butts Transfer Center will be relocated near the intersection of East Little Creek Road and Chesapeake Boulevard. It will sit on 4.5 acres and feature 12 bus bays. Customers will enjoy off-street boarding and a 100-car park-and-ride lot. The facility will include office space for administrative and security staff and a breakroom. We plan to hold a groundbreaking ceremony this fall, and construction is set to begin next summer.



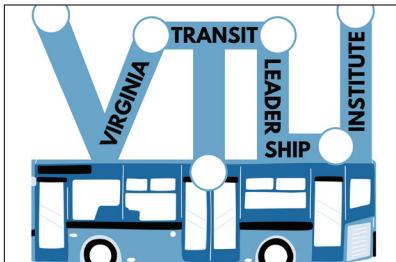
Going Places Podcast Celebrates Anniversary

The Going Places Podcast is celebrating its first anniversary. The transit-focused podcast has been inspiring listeners every month with topics including the free fare debate, transit development, and how young professionals are relying more on public transit than previous generations. Going Places looks at the policies, projects, and people shaping public transit today. Be sure to check out the most recent episode: Getting Social with Hayden Clarkin, where the team talks about making transit content that connects.



Celebrating 30 Years of Commuting Smarter

goCommute, HRT's Traffic Demand Management (TDM) program, is celebrating its 30th anniversary. The program launched in 1995 as TRAFFIX before its rebranding last year to goCommute. For three decades now the program has helped reduce traffic congestion and improve air quality in the region by promoting alternatives to driving alone, including carpooling, vanpooling, public transit, and active transportation like walking and biking.



HRT to Host Transit Leaders from Across the Commonwealth

Hampton Roads Transit will host the first session of the Virginia Transit Leadership Institute class of 2026. Next month, the group of transit leaders from agencies across the Commonwealth will meet in Norfolk where they will hear from our Commissioner and VTA President, Dr. Amelia Ross-Hammond, tour part of the facility, and learn a little about HRT. We're proud to have Strategic Communications Specialist Angela Gregory representing HRT in this year's class.



HRT Sponsors Mobile Transit Tour

The Virginia Chapter of the American Planning Association held its annual conference last month. Members from across the Commonwealth converged on Portsmouth for the four-day event. As part of the conference, HRT sponsored a mobile transit tour, allowing planners to "explore the evolving transit landscape." The tour included a ride on the Elizabeth River Ferry and Tide light rail, and a tour of the Norfolk Tide Facility.



Sustaining the Future of Transit

This month we continue our series on three consequential initiatives that will define our future and make us an even better transit agency.

In this letter I'd like to tell you more about Sustaining the Future of Transit, an extensive campaign to address long-term and sustainable funding for public transportation in Hampton Roads while increasing efficiencies and reducing our costs.

We are reaching out to legislators, city partners, community leaders, business organizations, customer advocates and other stakeholders to tell them how important transit is for our economy and our communities, culminating with the 2026 General Assembly session that convenes in January.

Noelle Pinkard, our Organizational Advancement Officer, has tapped an army of advocates within HRT to help spread our message that we provide vital services for a growing and prosperous region. And just like roads need paving and bridges need repair, public transportation requires ongoing investment to maintain and to expand quality transportation options across six of Virginia's 10 largest cities.

We're doing our part to become as efficient as possible, as described last month, when I told you more about our System Optimization Plan (SOP).

Sustaining the Future of Transit will include an online story map showing the growth of HRT over the years and how we serve population centers and employment clusters, along with supporting material to communicate our position.

Representatives from across HRT will be meeting in the coming months with a wide array of audiences to tell our story of transformation in the face of reduced transit funding and other external factors. This outreach initiative will require scores of meetings, conversations and public forums to help the public understand the economic, social and employment value of transit for Hampton Roads.

We'll be explaining why transit is important in our region, how HRT is adjusting to external challenges, and why continual, sustainable funding for HRT is in the best interest of our economy, job creation and quality of life.

I look forward to keeping you updated as we educate and inform stakeholders and the public about the value of transit and HRT's role in the success of our region.

Sincerely,

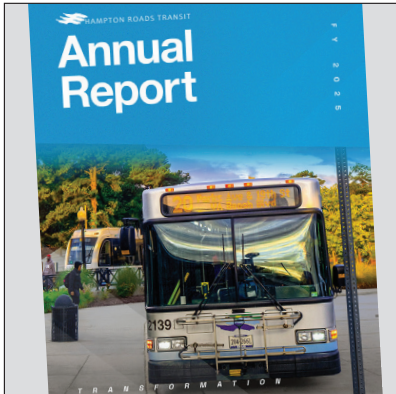
A handwritten signature in black ink, appearing to read "W. Harrell", with a long, sweeping horizontal line extending to the right.

William E. Harrell
President and CEO
Hampton Roads Transit



President's Report

September 2025



HRT 2025 Annual Report is Here!

We're proud to announce the Hampton Roads Transit FY2025 Annual Report here. We can't wait for you to explore a year of transformation. From innovative new technologies designed to enhance the customer experience to revitalized efforts to build a stronger workforce, this report highlights our ongoing commitment to the communities we serve and building a better public transit – together. The Marketing & Strategic Communications team also produced a terrific video to accompany this year's annual report. There's a link to the video in the back of the report.



State of Transit Summit

Mark your calendars! The biennial State of Transit summit is being held on Tuesday, Oct. 21, 2025, at the Hampton Convention Center. Hampton Roads Transit will co-host the event with Williamsburg Area Transit Authority and Suffolk Transit. We'll be focused on sustaining the future of transit. To help guide the conversation, we're excited to announce this year's keynote speaker - the President and CEO of the American Public Transportation Association (APTA), Paul P. Skoutela. We hope you'll join us. Keep an eye on your inbox for more details.



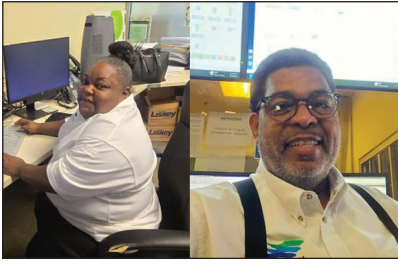
NSU/Tide Partnership

HRT's partnership with the City of Norfolk and Norfolk State University is proving successful. More than 5,500 Spartan fans took the Tide light rail to NSU's first home game of the season. With limited parking on campus, HRT is encouraging fans to take advantage of free rides on the Tide in addition to free parking at park-and-ride lots. On Saturday, Sept. 6, NSU and the Norfolk Tides both hosted home games. That day, the Tide carried more than 7,400 passengers to the games. By comparison, average weekday light rail ridership is about 4,000 passengers.



GoMobile Beta Test

In preparation for full implementation of GoMobile, we conducted a beta test of the application earlier this month. With the help of Customer Service, we recruited about two dozen riders from Route 960 to test the mobile fare card feature for five days. At the conclusion of the beta test, they were asked a series of questions to help provide feedback. Now, we're in the process of reviewing and analyzing that feedback to better inform next steps.



HRT Blog: Fostering Leadership from Within

Bus transportation supervisors play a pivotal role at Hampton Roads Transit. This month, our blog features two supervisors, Brandi Manley and Carl Rodgers, both of whom started as bus operators. Their stories highlight the value of promoting from within and how rewarding it can be to help new operators grow. Head over to the HRT Blog to read how these supervisors are turning lessons learned into career advice and find out if you've got what it takes to be a bus transportation supervisor at HRT. You can find a link to the blog at the top of our home page at gohrt.com.



Going Places Podcast: YWCA South Hampton Roads

Access to reliable transit isn't just about getting from point A to point B. It reduces barriers and strengthens communities. In the latest Going Places episode, we sit down with Cierra Lewis, Gender & Equity Practitioner at YWCA South Hampton Roads to explore how public transit reduces community disparities. From connecting survivors of domestic violence with safe housing and support, to ensuring families can reach jobs, education, and healthcare, transit plays a critical role in creating opportunity and stability.



HAMPTON ROADS
TRANSIT

Draft Financial Statement

AUGUST 2025 FISCAL YEAR 2026 FINANCIAL REPORT

gohrt.com

OPERATING FINANCIAL STATEMENTS

August 2025

FISCAL YEAR 2026	Annual		Month to Date				Year to Date									
	Dollars in Thousands		Budget	Budget	Actual	Variance		Budget	Actual	Variance						
Operating Revenue																
Passenger Revenue	\$	9,058.7	\$	778.5	\$	819.9	\$	41.4	5.3 %	\$	1,557.0	\$	1,570.0	\$	13.0	0.8 %
Passenger Revenue - RTS		994.8		82.9		75.6		(7.3)	(8.7) %		165.8		146.7		(19.1)	(11.5) %
Passenger Revenue - Other		181.2		15.1		15.8		0.7	4.8 %		30.2		31.0		0.8	2.5 %
Advertising Revenue		880.0		73.3		57.9		(15.5)	(21.1) %		146.7		149.8		3.1	2.1 %
Other Transportation Revenue		3,129.8		260.8		241.9		(18.9)	(7.2) %		521.6		477.5		(44.1)	(8.5) %
Non-Transportation Revenue		120.0		10.0		74.8		64.8	648.3 %		20.0		125.7		105.7	528.4 %
Total Operating Revenue		14,364.4		1,220.6		1,286.0		65.4	5.4 %		2,441.3		2,500.7		59.4	2.4 %
Non-Operating Revenue																
Federal Funding (5307/5337)		45,097.1		4,074.5		5,687.8		1,613.3	39.6 %		8,160.3		11,542.0		3,381.7	41.4 %
HRRTF Funding		11,980.5		998.4		759.4		(238.9)	(23.9) %		1,996.8		1,461.0		(535.7)	(26.8) %
State Funding		24,837.3		2,069.8		-		(2,069.8)	(100.0) %		4,139.5		-		(4,139.5)	(100.0) %
Local Funding		52,871.8		4,406.0		4,406.0		-	- %		8,812.0		8,812.0		-	- %
Total Non-Operating Revenue		134,786.7		11,548.7		10,853.2		(695.4)	(6.0) %		23,108.6		21,815.0		(1,293.6)	(5.6) %
TOTAL REVENUE	\$	149,151.1	\$	12,769.3	\$	12,139.2	\$	(630.1)		\$	25,549.8	\$	24,315.7	\$	(1,234.2)	
Personnel Services		91,867.9		7,932.2		7,642.4	\$	289.8	3.7 %	\$	15,864.4	\$	15,209.3	\$	655.1	4.1 %
Contract Services		14,672.4		1,207.6		782.4		425.2	35.2 %		2,415.2		1,584.1		831.0	34.4 %
Materials & Supplies		5,529.1		475.9		584.4		(108.5)	(22.8) %		951.7		1,274.6		(322.9)	(33.9) %
Gas & Diesel		5,560.4		521.2		482.3		38.9	7.5 %		1,053.6		937.6		116.0	11.0 %
Contractor's Fuel Usage		1,073.4		93.9		69.1		24.7	26.4 %		187.7		151.3		36.3	19.4 %
Utilities		1,575.3		131.9		118.6		13.2	10.0 %		263.7		252.4		11.4	4.3 %
Casualties & Liabilities		5,879.2		489.9		407.4		82.5	16.8 %		979.9		842.2		137.7	14.1 %
Purchased Transportation		21,179.9		1,765.0		1,806.6		(41.6)	(2.4) %		3,530.0		3,542.6		(12.6)	(0.4) %
Other Miscellaneous Expenses		1,813.4		151.9		135.9		16.0	10.5 %		303.6		307.1		(3.5)	(1.2) %
TOTAL EXPENSE	\$	149,151.1	\$	12,769.3	\$	12,029.0	\$	740.3		\$	25,549.8	\$	24,101.3	\$	1,448.5	
SURPLUS (DEFICIT)					\$	110.2						\$	214.4			

- Line of Credit balance as of September 18, 2025, is \$10,809,301.88.
- Line of Credit Average Daily balance for August 2025 was \$14,076,600.24.
- Federal Funding-In lieu of Deferred State Revenue (\$10,374.0), the Agency utilized additional Federal ARPA Discretionary funds to cover eligible expenses.
- Budget Stability Fund Interest: Total Interest to Date \$64,912.77.

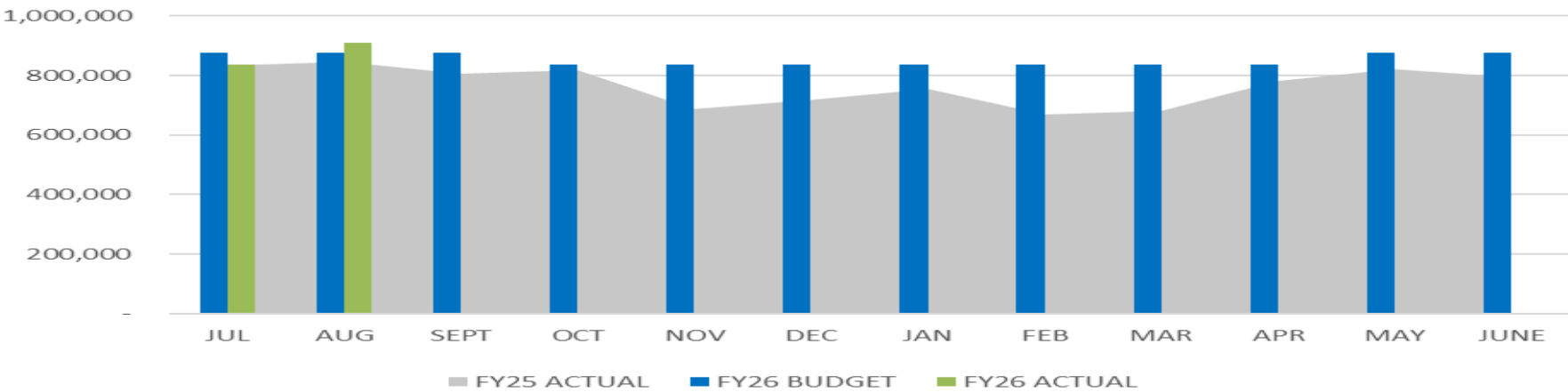
OPERATING FINANCIAL STATEMENTS

August 2025

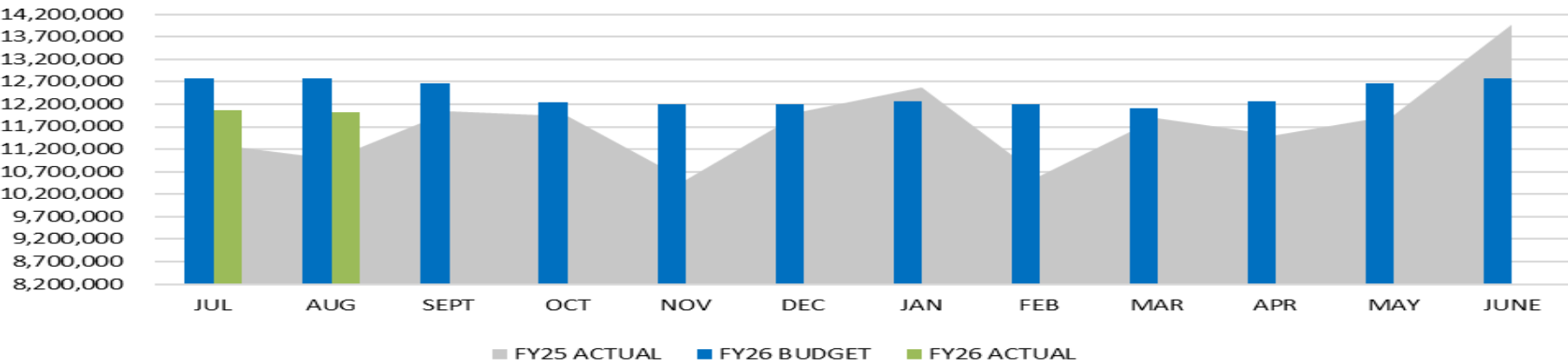
757 EXPRESS, 15-MINUTE INCREMENT

FISCAL YEAR 2026	Annual		Month to Date			Year to Date			
Dollars in Thousands	Budget	Budget	Actual	Variance		Budget	Actual	Variance	
Operating Revenue									
Passenger Revenue	\$ 994.8	\$ 82.9	\$ 75.6	\$ (7.3)	(8.7) %	\$ 165.8	\$ 146.7	\$ (19.1)	(11.5) %
RTS Service	11,980.5	998.4	759.4	(238.9)	(23.9) %	1,996.8	1,461.0	(535.7)	(26.8) %
TOTAL REVENUE	\$ 12,975.3	\$ 1,081.3	\$ 835.1	\$ (246.2)		\$ 2,162.6	\$ 1,607.7	\$ (554.8)	
Personnel Services	\$ 9,942.6	\$ 828.6	\$ 665.6	\$ 162.9	19.7 %	\$ 1,657.1	\$ 1,266.9	\$ 390.3	23.6 %
Contract Services	1,220.4	101.7	44.2	57.5	56.6 %	203.4	90.5	112.9	55.5 %
Materials & Supplies	1,322.7	110.2	102.5	7.7	7.0 %	220.5	202.9	17.6	8.0 %
Utilities	94.5	7.9	5.2	2.7	33.8 %	15.8	11.0	4.7	30.1 %
Casualties & Liabilities	395.0	32.9	17.6	15.3	46.5 %	65.8	36.5	29.3	44.6 %
TOTAL EXPENSE	\$ 12,975.3	\$ 1,081.3	\$ 835.1	\$ 246.2		\$ 2,162.6	\$ 1,607.7	\$ 554.8	
SURPLUS (DEFICIT)			\$ -				\$ -		

Farebox Revenue



Total Expenses



OPERATING CROSSWALK

August 2025

YEAR-TO-DATE					
FISCAL YEAR 2026 (Dollars in Thousands)	BUDGET	ACTUAL LOCALITY	ACTUAL NON-LOCALITY	ACTUAL CONSOLIDATED	VARIANCE + / (-)
REVENUE					
Passenger Revenue	\$ 1,752.9	\$ 1,570.0	\$ 177.7	\$ 1,747.7	\$ (5.2)
Advertising Revenue	\$ 146.7	\$ 136.2	\$ 13.6	\$ 149.8	\$ 3.1
Other Transportation Revenue	\$ 521.6	\$ -	\$ 477.5	\$ 477.5	\$ (44.1)
Non-Transportation Revenue	\$ 20.0	\$ 25.3	\$ 100.4	\$ 125.7	\$ 105.7
Federal Funding (PM 5307/5337)	\$ 8,160.3	\$ 11,542.0	\$ -	\$ 11,542.0	\$ 3,381.7
HRRTF Funding ¹	\$ 1,996.8	\$ -	\$ 1,461.0	\$ 1,461.0	\$ (535.8)
State Funding	\$ 4,139.5	\$ -	\$ -	\$ -	\$ (4,139.5)
Local Funding	\$ 8,812.0	\$ 8,812.0	\$ -	\$ 8,812.0	\$ -
TOTAL REVENUE:	\$ 25,549.8	\$ 22,085.5	\$ 2,230.2	\$ 24,315.7	\$ (1,234.1)
EXPENSE					
Personnel Services	\$ 15,864.4	\$ 13,937.2	\$ 1,272.1	\$ 15,209.3	\$ 655.1
Services	\$ 2,415.2	\$ 1,451.6	\$ 132.5	\$ 1,584.1	\$ 831.1
Materials & Supplies	\$ 2,193.0	\$ 2,165.9	\$ 197.7	\$ 2,363.6	\$ (170.6)
Utilities	\$ 263.7	\$ 231.3	\$ 21.1	\$ 252.4	\$ 11.3
Casualties & Liabilities	\$ 979.9	\$ 771.7	\$ 70.5	\$ 842.2	\$ 137.7
Purchased Transportation	\$ 3,530.0	\$ 3,246.3	\$ 296.3	\$ 3,542.6	\$ (12.6)
Other Miscellaneous Expenses	\$ 303.6	\$ 281.5	\$ 25.6	\$ 307.1	\$ (3.5)
TOTAL EXPENSE:	\$ 25,549.8	\$ 22,085.5	\$ 2,015.8	\$ 24,101.3	\$ 1,448.5
BUDGET STATUS TO DATE:	\$ -	\$ -	\$ 214.4	\$ 214.4	\$ 214.4

1. Hampton Roads Regional Transit Funding for 757 Express and 15-minute increment.

LOCALITY RECONCILIATION

August 2025

FISCAL YEAR 2026 (\$ in thousands)	TOTAL LOCALITY			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/-
Locality Operating Share	\$ 52,871.7	\$ 8,812.0	\$ 8,812.0	\$ -
Plus: Local Farebox	\$ 9,058.9	\$ 1,509.8	\$ 1,570.0	\$ 60.2
Locality Share - Sub-Total:	\$ 61,930.6	\$ 10,321.8	\$ 10,382.0	\$ 60.2
Plus: Federal Aid	\$ 45,097.0	\$ 8,160.3	\$ 11,542.0	\$ 3,381.7
State Aid	\$ 24,837.3	\$ 4,139.6	\$ -	\$ (4,139.6)
Total Revenue Contribution:	\$ 131,864.9	\$ 22,621.7	\$ 21,924.0	\$ (697.7)
Operating Expenses:	\$ 131,864.9	\$ 22,621.7	\$ 21,924.0	\$ 697.7
Locality Budget Status to Date:				\$ -

KPI

Farebox Recovery:	6.7%	7.2%
Farebox % of Budgeted Expense:		6.9%

FY2026 Service Data	YTD Budgeted Service	YTD Actual Service	YTD Variance +/-
Bus	124,073	113,242	(10,831)
Light Rail	5,126	4,887	(239)
Ferry	1,303	1,319	16
Paratransit	34,600	37,400	2,800
Total Service	165,102	156,848	(8,254)

LOCALITY RECONCILIATION

August 2025

FISCAL YEAR 2026 (\$ in thousands)	CHESAPEAKE			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/-
Locality Operating Share	\$ 3,506.2	\$ 584.3	\$ 584.3	\$ -
Plus: Local Farebox	\$ 485.2	\$ 80.9	\$ 81.9	\$ 1.0
Locality Share - Sub-Total:	\$ 3,991.4	\$ 665.2	\$ 666.2	\$ 1.0
Plus: Federal Aid	\$ 3,076.4	\$ 512.7	\$ 753.7	\$ 241.0
State Aid	\$ 1,601.7	\$ 267.0	\$ -	\$ (267.0)
Total Revenue Contribution:	\$ 8,669.5	\$ 1,444.9	\$ 1,419.9	\$ (25.0)
Operating Expenses:	\$ 8,669.5	\$ 1,444.9	\$ 1,363.9	\$ 81.0
Locality Budget Status to Date:				\$ 56.0

KPI		
Farebox Recovery:	5.6%	6.0%
Farebox % of Budgeted Expense:		5.7%

FY2026 Service Data	YTD Budgeted Service	YTD Actual Service	YTD Variance +/-
Bus	8,705	7,636	(1,069)
Light Rail	-	-	N/A
Ferry	-	-	N/A
Paratransit	2,476	2,657	181
Total Service	11,181	10,293	(888)

LOCALITY RECONCILIATION

August 2025

FISCAL YEAR 2026 (\$ in thousands)	HAMPTON			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/-
Locality Operating Share	\$ 5,496.4	\$ 916.1	\$ 916.1	\$ -
Plus: Local Farebox	\$ 901.4	\$ 150.2	\$ 142.4	\$ (7.8)
Locality Share - Sub-Total:	\$ 6,397.8	\$ 1,066.3	\$ 1,058.5	\$ (7.8)
Plus: Federal Aid	\$ 5,066.5	\$ 844.4	\$ 1,354.9	\$ 510.5
State Aid	\$ 2,637.7	\$ 439.6	\$ -	\$ (439.6)
Total Revenue Contribution:	\$ 14,102.0	\$ 2,350.3	\$ 2,413.4	\$ 63.1
Operating Expenses:	\$ 14,102.0	\$ 2,350.3	\$ 2,410.7	\$ (60.4)
Locality Budget Status to Date:				\$ 2.7

KPI		
Farebox Recovery:	6.4%	5.9%
Farebox % of Budgeted Expense:		6.1%

FY2026 Service Data	YTD Budgeted Service	YTD Actual Service	YTD Variance +/-
Bus	14,019	13,614	(405)
Light Rail	-	-	N/A
Ferry	-	-	N/A
Paratransit	4,390	5,004	614
Total Service	18,409	18,618	209

LOCALITY RECONCILIATION

August 2025

FISCAL YEAR 2026 (\$ in thousands)	NEWPORT NEWS			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/(-)
Locality Operating Share	\$ 8,364.8	\$ 1,394.1	\$ 1,394.1	\$ -
Plus: Local Farebox	\$ 1,618.5	\$ 269.8	\$ 256.1	\$ (13.7)
Locality Share - Sub-Total:	\$ 9,983.3	\$ 1,663.9	\$ 1,650.2	\$ (13.7)
Plus: Federal Aid	\$ 8,029.2	\$ 1,338.2	\$ 2,168.8	\$ 830.6
State Aid	\$ 4,180.7	\$ 696.8	\$ -	\$ (696.8)
Total Revenue Contribution:	\$ 22,193.2	\$ 3,698.9	\$ 3,819.0	\$ 120.1
Operating Expenses:	\$ 22,193.2	\$ 3,698.9	\$ 3,750.8	\$ (51.9)
Locality Budget Status to Date:				\$ 68.2

KPI		
Farebox Recovery:	7.3%	6.8%
Farebox % of Budgeted Expense:		6.9%

FY2026 Service Data	YTD Budgeted Service	YTD Actual Service	YTD Variance +/(-)
Bus	23,183	22,364	(819)
Light Rail	-	-	N/A
Ferry	-	-	N/A
Paratransit	6,062	6,872	810
Total Service	29,245	29,236	(9)

LOCALITY RECONCILIATION

August 2025

FISCAL YEAR 2026 (\$ in thousands)	NORFOLK			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/-
Locality Operating Share	\$ 22,951.6	\$ 3,825.3	\$ 3,825.3	\$ -
Plus: Local Farebox	\$ 4,134.7	\$ 689.1	\$ 679.8	\$ (9.3)
Locality Share - Sub-Total:	\$ 27,086.3	\$ 4,514.4	\$ 4,505.1	\$ (9.3)
Plus: Federal Aid	\$ 17,093.0	\$ 2,848.8	\$ 3,775.0	\$ 926.2
State Aid	\$ 10,346.5	\$ 1,724.4	\$ -	\$ (1,724.4)
Total Revenue Contribution:	\$ 54,525.8	\$ 9,087.6	\$ 8,280.1	\$ (807.5)
Operating Expenses:	\$ 54,525.8	\$ 9,087.6	\$ 8,250.9	\$ 836.7
Locality Budget Status to Date:				\$ 29.2

KPI			FY2026 Service Data	YTD Budgeted Service	YTD Actual Service	YTD Variance +/-
Farebox Recovery:	7.6%	8.2%				
Farebox % of Budgeted Expense:		7.5%				
			Bus	41,203	34,694	(6,509)
			Light Rail	5,126	4,887	(239)
			Ferry	672	672	0
			Paratransit	10,754	11,465	711
			Total Service	57,755	51,718	(6,037)

LOCALITY RECONCILIATION

August 2025

FISCAL YEAR 2026 (\$ in thousands)	PORTSMOUTH			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/-
Locality Operating Share	\$ 3,761.1	\$ 626.9	\$ 626.9	\$ -
Plus: Local Farebox	\$ 481.9	\$ 80.3	\$ 110.0	\$ 29.7
Locality Share - Sub-Total:	\$ 4,243.0	\$ 707.2	\$ 736.9	\$ 29.7
Plus: Federal Aid	\$ 3,595.4	\$ 599.2	\$ 792.4	\$ 193.2
State Aid	\$ 1,783.3	\$ 297.2	\$ -	\$ (297.2)
Total Revenue Contribution:	\$ 9,621.7	\$ 1,603.6	\$ 1,529.3	\$ (74.3)
Operating Expenses:	\$ 9,621.7	\$ 1,603.6	\$ 1,496.2	\$ 107.4
Locality Budget Status to Date:				\$ 33.1

KPI			FY2026 Service Data	YTD Budgeted Service	YTD Actual Service	YTD Variance +/-
Farebox Recovery:	5.0%	7.4%	Bus	8,377	7,150	(1,227)
Farebox % of Budgeted Expense:		6.9%	Light Rail	-	-	N/A
			Ferry	631	647	16
			Paratransit	2,528	2,798	270
			Total Service	11,536	10,595	(941)

LOCALITY RECONCILIATION

August 2025

FISCAL YEAR 2026 (\$ in thousands)	VIRGINIA BEACH			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/(-)
Locality Operating Share	\$ 8,791.6	\$ 1,465.3	\$1,465.3	\$ -
Plus: Local Farebox	\$ 1,437.2	\$ 239.5	\$ 299.8	\$ 60.3
Locality Share - Sub-Total:	\$ 10,228.8	\$ 1,704.8	\$1,765.1	\$ 60.3
Plus: Federal Aid	\$ 8,236.5	\$ 2,017.0	\$2,697.2	\$ 680.2
State Aid	\$ 4,287.4	\$ 714.6	\$ -	\$ (714.6)
Total Revenue Contribution:	\$ 22,752.7	\$ 4,436.4	\$4,462.3	\$ 25.9
Operating Expenses:	\$ 22,752.7	\$ 4,436.4	\$4,651.5	\$ (215.1)
Locality Budget Status to Date:				\$ (189.2)

KPI			FY2026 Service Data	YTD Budgeted Service	YTD Actual Service	YTD Variance +/(-)
Farebox Recovery:		5.4%	6.4%			
Farebox % of Budgeted Expense:			6.8%			
			Bus	28,586	27,784	(802)
			Light Rail	-	-	N/A
			Ferry	-	-	N/A
			Paratransit	8,390	8,604	214
			Total Service	36,976	36,388	(588)

Contract No: 25-00349	Title: HASTUS Enterprise System Upgrade	Contract Amount: \$1,427,594.00
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Acquisition Description: Enter into a sole source contract with GIRO, Inc. (GIRO) to upgrade Hampton Roads Transit's (HRT's) HASTUS Enterprise software system.

Background: The HASTUS Scheduling System was implemented in 2004 to manage bus, light rail, and ferry services and is currently utilized by HRT's Operations, Scheduling, and Planning Departments. The system was upgraded in 2013. The HASTUS software aids in planning, scheduling, analysis, and daily operations, including vehicle and operator assignments and changes, and operator timekeeping. HASTUS was developed and is distributed exclusively by GIRO. Under the terms of this agreement, the Contractor will replace the current HASTUS system with the latest on-premises HASTUS system, version 2025. The upgraded system will include all the licensed modules currently utilized by HRT, including HASTUS Vehicle and DailyVehicle, Crew and DailyCrew, CrewOpt, Roster, Geo, SelfService, SignIn, ATP, Rider, EPM, Bid, and Checker.

Contract Approach: FTA and Virginia Public Procurement Act guidelines allow non-competitive procurements when only one (1) source is available, and the award of a contract is infeasible under small purchase procedures, sealed bids, or competitive proposals. Due to the specific requirements of this solicitation and the proprietary nature of the system software, full and open competition was not a feasible method of procurement. Sole Source procurements are accomplished through solicitation and acceptance of a proposal from only one (1) source.

A solicitation was issued on May 13, 2025, and GIRO provided a responsive proposal on May 27, 2025. The Price Schedule required GIRO to provide pricing for the HASTUS system upgrade, with options for on-premises and Software as a Service.

After review and evaluation of the proposal received, discussions were held with GIRO to obtain technical clarifications and to negotiate in an effort to obtain the most favorable pricing. As a result of the negotiation, GIRO reduced its on-premises price by \$40,191.00 or approximately 2.7%. Based on a price analysis performed utilizing historical pricing, GIRO's proposed pricing is deemed fair and reasonable. A contractor responsibility review confirmed that GIRO is both technically and financially capable of performing the work.

GIRO is located in Montreal, Canada, and currently provides these services to HRT satisfactorily.

The period of performance for this contract is one (1) year.

Cost/Funding: This contract will be funded with Federal 5307 and 5337 and state grant and ACC funds.

Contract No: 25-00349	Title: HASTUS Enterprise System Upgrade	Contract Amount: \$1,427,594.00
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Project Manager: Kamlesh Chowdhary, Director of ITS Services

Contracting Officer: Donald Shea, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to GIRO, Inc. to provide an on-premises HASTUS Enterprise System upgrade in the not-to-exceed amount of \$1,427,594.00.

Contract No.: 25-00369	Title: HASTUS Maintenance and Support Services (Renewal)	Contract Amount: Base Year: \$160,005.00 Two Option Years: <u>\$339,186.00</u> Total: \$499,191.00
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Acquisition Description: Enter into a sole source renewal contract with GIRO, Inc. (GIRO) to provide maintenance and support services for Hampton Roads Transit's (HRT's) HASTUS Enterprise Software (HASTUS).

Background: The HASTUS Scheduling System was implemented in 2004 to manage bus, light rail, and ferry services and is currently utilized by HRT's Operations, Scheduling, and Planning Departments. The system was upgraded in 2013. The HASTUS software aids in planning, scheduling, analysis, and daily operations, including vehicle and operator assignments and changes, and operator timekeeping. HASTUS was developed, and is distributed exclusively by GIRO. Under the terms of this agreement, GIRO will provide maintenance and support services for all modules and interfaces for the customized HASTUS system installed at HRT.

Contract Approach: FTA and Virginia Public Procurement Act guidelines allow non-competitive procurements when only one (1) source is available, and the award of a contract is infeasible under small purchase procedures, sealed bids, or competitive proposals. Due to the specific requirements of this solicitation and the proprietary nature of the system software, full and open competition was not a feasible method of procurement. Sole Source procurements are accomplished through solicitation and acceptance of a proposal from only one (1) source.

A solicitation was issued on July 31, 2025, and GIRO provided a responsive proposal on August 13, 2025. Upon review of the proposal submitted and based on the results of a price analysis performed utilizing historical data, GIRO's pricing is deemed fair and reasonable. A contractor responsibility review confirmed that GIRO is both technically and financially capable of performing the work.

GIRO is located in Montreal, Canada, and currently provides these services to HRT satisfactorily.

The Contract period of performance is one (1) base year, with two (2) additional one-year options.

Cost/Funding: This Contract will be funded with HRRTF and operating funds.

Project Manager: Kamlesh Chowdhary, Director of ITS Services

Contracting Officer: Jason Petruska, Senior Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to GIRO, Inc. to provide HASTUS maintenance and support services in the not-to-exceed amount of \$499,191.00.

Contract No.: 25-00369	Title: HASTUS Maintenance and Support Services (Renewal)	Contract Amount: Base Year: \$160,005.00 Two Option Years: <u>\$339,186.00</u> Total: \$499,191.00
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GIRO, Inc.'s Proposal Summary

Base Year	Option Year 1	Option Year 2	Total Price
\$160,005.00	\$166,313.00	\$172,873.00	\$499,191.00

Contract No: 25-00370	Title: Portable Wayside Track Lubrication System	Contract Amount: \$152,898.00
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Acquisition Description: Enter into a contract with a qualified Contractor to provide a portable wayside lubrication system for Hampton Roads Transit's (HRT's) Light Rail system.

Background: HRT currently utilizes a Canadian made Light Rail lubrication system to provide lubrication to the Light Rail gauge face running rails, using a special lubricant designed to reduce rail and wheel wear and noise. The system is approximately fifteen (15) years old and is now plagued with wasted lubricants at the application locations; and its intrusive installation design is prone to creating rail failures due to expanding fissures at the drill sights. The system has surpassed its useful service life, become expensive to maintain and service, and requires replacement to maintain the Light Rail's state of good repair.

Contract Approach: An Invitation for Bids (IFB) was issued August 12, 2025. One (1) bid was received on August 27, 2025, from L.B Foster Rail Technologies, Inc, (L.B Foster). A post-solicitation survey of other firms solicited yielded one (1) response indicating that this other firm was not able to complete HRT's requirement for past performance references and its contracts department could not move at a pace that allowed it to meet HRT's bid submission time requirement.

After an evaluation of the bid received, HRT staff determined that L.B Foster was responsive (in compliance with submittal requirements) and responsible (capable to perform); and is therefore eligible for award.

Since there was no indication that a re-solicitation to pursue more competition would have resulted in greater participation, a decision was made to enter into price negotiations with L.B Foster. Negotiations focused on reducing the total bid price. L.B Foster did not provide any price concessions as a result of the negotiations, but the firm certified that the bid price is in line with competitive pricing offered to other transit agencies.

Based on a price analysis conducted utilizing the independent cost estimate, and L.B Foster's certification, the bid price is deemed fair and reasonable. A contractor responsibility review confirmed that L.B Foster is technically and financially capable of performing the work.

L.B Foster is located in Pittsburgh, PA and provides similar services for AMTRAK in Philadelphia, PA; New Jersey Transit in Newark, NJ; and New York City Transit in New York, NY.

The period of performance for this contract is six (6) months.

No DBE goal was assigned for this solicitation.

Contract No: 25-00370	Title: Portable Wayside Track Lubrication System	Contract Amount: \$152,898.00
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Cost/Funding: This Contract will be funded with federal 5337 and state grant and ACC funds.

Project Manager: Omar Gordon, Manager of Way Maintenance

Contracting Officer: Fevrier Valmond, Assistant Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to L.B Foster Rail Technologies, Inc. to furnish a portable wayside lubrication system for HRT in the total amount of \$152,898.00.

Contract No.: 25-00372	Title: Regional Transit Service Bus Expansion	Total Amount: \$2,965,934.00
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Acquisition Description: Enter into a cooperative procurement contract on an existing Washington State Transit Bus Cooperative Contract (No. 06719-01) to procure two (2) 40' Low Floor Electric Buses (State Contract).

Background: Using the competitive procurement process, in April 2021, the state of Washington awarded Contract No. 06719-01 to Gillig to purchase a number of different style buses during a base term of two (2) years with three (3) additional one-year options. Under the terms of the Contract, the Transportation District Commission of Hampton Roads dba Hampton Roads Transit (HRT) is authorized as a participant in the Contract. This procurement is to utilize the Washington State contract to purchase two (2) 40' heavy duty low floor electric buses from Gillig. It should be noted that a cooperative procurement contract is a contract between a state and one (1) or more vendors under which the vendors agree to provide the ability to purchase rolling stock and related equipment to multiple participants. The Fixing America's Surface Transportation (FAST) Act allows agencies to participate in cooperative procurement contracts without regard to whether the agency is located in the same state as the parties to the contract.

Contract Approach: The original State Contract was competitively procured with a base unit price of \$1,177,315.00 for a standard 40' electric bus. Unit prices for additional features/options were also established at the time of award of the State Contract. Gillig's unit price to HRT, including HRT selected options, is \$1,482,967.00 for the 40' electric bus. HRT's options include an energy storage system with battery packs, overhead charge rails, rear door controls with electronic touch bars, exterior graphics, air purification system, driver protection barrier, Vontas OnRoute Automatic Vehicle Locator (AVL) system, IDIS video surveillance systems, bike racks, and a number of other additional upgrades.

Based on a price analysis conducted by the state of Washington at the time of award of the State Contract, and the fact that the pricing was obtained in a competitive environment, Gillig's unit price is deemed fair and reasonable.

All Federal Transit Administration required pre-award audits and certifications confirming Buy America, final assembly, and motor vehicle safety standards have been received and verified.

Cost/Funding: This Contract will be funded with federal 5307 grant, HRRTF, and ACC funds.

Project Manager: Monique Battle, Operations Project and Contract Administrator

Contracting Officer: Sonya Luther, Director of Procurement

Contract No.: 25-00372	Title: Regional Transit Service Bus Expansion	Total Amount: \$2,965,934.00
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Recommendation: It is respectfully recommended that the Commission approve the award of a contract to Gillig to procure two (2) heavy duty 40' low floor electric buses in the total amount of \$2,965,934.00.

Contract No: 25-00345	Title: Signage Production Services (Renewal)	Contract Amount: \$11,200,000.00
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Acquisition Description: Enter into a renewal contract with two (2) Contractors to provide signage production services.

Background: Hampton Roads Transit (HRT) requires a contractor to produce custom, quality, commercial signs and graphics specifically for the transportation industry. Under the terms of this agreement, the Contractor will produce advertising signage wraps, posters, and other custom signage for all modes of transportation offered by HRT. Additionally, since this contract generates revenue for HRT, the Contractor is required to respond to HRT's request with a quick turnaround time, and adhere to proper safety requirements, techniques, and types of materials when applying signage wraps and posters.

Contract Approach: A Request for Proposals (RFP) was issued on May 27, 2025. Four (4) proposals were received on June 26, 2025, from the following firms:

- Action Graphics and Signs, Inc. (dba AGWraps)
- DC Wrap Company (DC Wrap)
- East Coast Sign and Design
- Signmasters, Inc. (Signmasters)

In response to the RFP, proposers were required to provide unit pricing for the various types of signage currently utilized by HRT, as listed in the Price Schedule.

Upon review and evaluation of the technical proposals, AGWraps, DC Wrap, and Signmasters were rated best to meet the Scope of Work requirements and, as a result, staff determined that no presentations were required. Therefore, the decision was made to conduct discussions and negotiations with the three (3) firms for the purpose of a possible award. Negotiations focused on clarifying assumptions made in establishing pricing and reducing their proposed pricing. At the conclusion of negotiations, Best and Final Offers (BAFOs) were requested.

After a review and analysis of the BAFOs received, HRT staff determined that in order for HRT to have the ability to retain the most skilled Contractors at the most favorable prices, a decision was made to award contracts to the two (2) highest ranked firms, AGWraps and Signmasters. As a result of the negotiations AGWraps' average unit price decreased by 0.24%, while Signmasters did not offer any price concessions. However, Signmasters did offer a tiered volume discount percentage, which will be based on the total quantity of each order. Both firms' BAFO pricing is deemed fair and reasonable based on a price analysis performed and the fact that the pricing was obtained in a competitive environment. A contractor responsibility review performed confirmed that AGWraps and Signmasters are both technically and financially capable of performing the work.

Contract No: 25-00345	Title: Signage Production Services (Renewal)	Contract Amount: \$11,200,000.00
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AGWraps is located in Chesapeake, VA and has provided similar services to Atlantic Heating and Cooling in Virginia Beach, VA; Zoomin Grooming in Virginia Beach, VA, and Millers Energy in Norfolk, VA. AGWraps also currently provides these services to HRT satisfactorily.

Signmasters is located in Virginia Beach, VA and has provided similar services to NEXCOM in Virginia Beach, VA; Guy Smith HVAC in Virginia Beach, VA; and the Vibe Creative District in Virginia Beach, VA. Signmasters also currently provides these services to HRT satisfactorily.

The period of performance for this Contract is one (1) base year, with four (4) additional one-year options.

No DBE Goal was assigned for this solicitation

Cost/Funding: This Contract will be funded with operating funds

Project Manager: Alonzo Crittenden, Regional Sales Manager

Contracting Officer: Donald Shea, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of two (2) contracts for signage production services to Action Graphics and Signs, Inc. and Signmasters, Inc. in the not-to-exceed amount of \$11,200,000.00.

Contract No.: 25-00373	Title: Smart Scale Gloucester Max Service Suburban Buses	Total Amount: \$1,561,030.00
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Acquisition Description: Enter into a cooperative procurement contract on an existing Washington State Transit Bus Cooperative Contract (No. 06719-01) to procure two (2) 40' Suburban Low Floor Diesel Buses (State Contract).

Background: Using the competitive procurement process, in April 2021, the state of Washington awarded Contract No. 06719-01 to Gillig to purchase a number of different style buses during a base term of two (2) years with three (3) additional one-year options. Under the terms of the Contract, the Transportation District Commission of Hampton Roads dba Hampton Roads Transit (HRT) is authorized as a participant in the Contract. This procurement is to utilize the Washington State contract to purchase two (2) 40' suburban heavy duty low floor buses from Gillig. It should be noted that a cooperative procurement contract is a contract between a state and one (1) or more vendors under which the vendors agree to provide the ability to purchase rolling stock and related equipment to multiple participants. The Fixing America's Surface Transportation (FAST) Act allows agencies to participate in cooperative procurement contracts without regard to whether the agency is located in the same state as the parties to the contract.

Contract Approach: The original State Contract was competitively procured with a base unit price of \$598,031.00 for a standard 40' bus. Unit prices for additional features/options were also established at the time of award of the State Contract. Gillig's unit price to HRT, including HRT selected options, is \$780,515.00 for the 40' suburban bus. HRT's options include rear door controls with electronic touch bars, full composite floor, dash multi-function display, exterior graphics, air purification system, driver protection barrier, Vontas OnRoute CAD/AVL, IDIS video surveillance systems, bike racks, and a number of other additional upgrades.

Based on a price analysis conducted by the state of Washington at the time of award of the State Contract, and the fact that the pricing was obtained in a competitive environment, Gillig's unit price is deemed fair and reasonable.

All Federal Transit Administration required pre-award audits and certifications confirming Buy America, final assembly, and motor vehicle safety standards have been received and verified.

Cost/Funding: This Contract will be funded with state grant and ACC funds.

Project Manager: Monique Battle, Operations Project and Contract Administrator

Contracting Officer: Sonya Luther, Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to Gillig to procure two (2) heavy duty 40' suburban low floor diesel buses in the total amount of \$1,561,030.00.

Contract No: 20-00077, Modification No.11	Title: Vanpool Assistance Program	Modification Amount \$72,000.00
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Acquisition Description: Award a contract modification to increase the Vanpool Assistance Program contract value by an additional \$72,000.00

Background: In August 2020, the Commission approved the award of a contract to Commute with Enterprise (Enterprise) in the not-to-exceed amount of \$330,000.00 to provide vanpool services for commuter vanpool programs for HRT over a five-year period. The contract was awarded through a competitive Request for Proposal (RFP) process, with a Scope of Work which outlined the services required under HRT's goCommute (formerly TRAFFIX) program.

The not to exceed amount of the Contract was increased by a total amount of \$61,905.07, or approximately 18.7%, to accommodate additional vanpool vehicles and price adjustments requested by the Contractor due to the increased cost of the services.

In June 2024, a decision was made to resolicit competitively for a new contract, in an effort increase to number of vanpool service providers and provide choices for vanpool users. However, after extensive discussion with proposers following receipt of proposals, the RFP process was cancelled to allow HRT to review and revise its Scope of Work to more closely align with the prevailing vanpool market. In the meantime, the current Contract expires on September 30, 2025, and in order to ensure uninterrupted services to Vanpool users while HRT prepares to and resolicits for a new contract, additional funds are required to provide the subsidies to the vanpool service provider.

Contract Approach: The modification amount of \$72,000.00 will provide funding for the services until March 31, 2026, based on the current subsidy rate.

Cost/Funding: This contract modification will be funded with state grant, ACC, and operating funds.

Project Managers: Alexis Majied, Chief Communications Officer

Contracting Officer: Fevrier Valmond, Assistant Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a modification to increase the Vanpool Assistance Program contract by \$72,000.00, from \$391,905.07 to \$463,905.07.