



Meeting of the Transportation District Commission of Hampton Roads

Thursday, June 26, 2025, at 1:00 p.m.
509 E. 18th Street, Norfolk, VA – In Person - Zoom

A meeting of the Transportation District Commission of Hampton Roads will be held on Thursday, June 26, 2025, at 509 E. 18th Street, Norfolk, 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, June 26, 2025, 509 E. 18th Street, Norfolk, VA at
1:00 p.m. in Person – Zoom

AGENDA

Call to Order & Roll Call

1. Public Comments
2. Approval of May 22, 2025, Meeting Minutes
3. President's Monthly Report - William Harrell
 - A. Board Updates
4. Committee Reports
 - A. Audit & Budget Review Committee - Commissioner White/
Conner Burns, Chief Financial Officer
 - May 2025 Financial Report
 - B. Management/Financial Advisory Committee – Alternate Commissioner DeProfio/
Conner Burns, Chief Financial Officer
 - C. Operations & Oversight Committee - Commissioner Glover/Sonya Luther, Director
of Procurement
 - **Contract No. 25-00354 Oracle PeopleSoft Annual Support Services
(Renewal)**

Commission Consideration: Award of a contract to Consultadd, Inc. to
provide Oracle PeopleSoft annual support services, in the not-to-exceed
amount of \$601,680.00 over a three-year period.
 - **Contract No. 25-00360 Rapid7 – Managed Threat Complete
Advanced/Managed Detection and Response Services**

Commission Consideration: Award of contract to GovConnection, Inc. to provide Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services in the not-to-exceed amount of \$129,376.00 for a one (1) year period.

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 – Ms. Alicia Griffin, Chair/Barry Bland,
Paratransit Services Contract Administrator

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

5. Old and New Business
6. Comments by Commission Members
7. Closed Session
8. Adjournment

**The next meeting will be held on Thursday, July 24, 2025, at 1:00 p.m.
at 3400 Victoria Boulevard, Hampton, VA**



Meeting Minutes of the Transportation District Commission of Hampton Roads

Thursday, May 22, 2025 • 1:00 p.m.

3400 Victoria Boulevard, Hampton, VA in Person – Zoom

Call to Order

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

Commissioners in attendance:

Chairman Johnson, Chesapeake
Vice-Chair Glover, Portsmouth
Past Chair Woodbury, Newport News
Commissioner Smith, Chesapeake
Commissioner Harper, Hampton
Commissioner White, Hampton
Commissioner Harris, Newport News
Commissioner M. Johnson, Norfolk
Commissioner King, Norfolk (Zoom)
Commissioner Goodwin, Portsmouth
Commissioner Ross-Hammond, Virginia Beach
Commissioner Trogdon, VDRPT
Commissioner Askew, Virginia House of Delegates

Hampton Roads Transit Staff in attendance:

Ray Amoruso, Chief Planning and Development Officer
Tammara Askew, Data Analyst II
Monique Battle, Ops Project and Contract Administrator (Zoom)
Thomas Becher, Communications Manager
Blue Bell, Budget Analyst
Barry Bland, Paratransit Service Cont. Adm. Transit Operations
Malika Blume, Director of Internal Audit (Zoom)
Keisha Branch, Director of Capitol Programs
Amy Braziel, Director of Contracted Services and Operational Analytics
David Burton, Williams Mullen, General Counsel
Donna Brumbaugh, Director of Finance
Conner Burns, Chief Financial Officer
Dudley Clarke, Contract Budget Analyst (Zoom)
Linda Carroll, Bus Transportation Supervisor (Zoom)
William Collins, Facilities Maintenance Manager
Sherri Dawson, Director of Transit Development (Zoom)
Rodney Davis, Director of Customer Relations
Sheri Dixon, Director of Revenue Services (Zoom)
Jennifer Dove, Civil Rights/Grants Program Manager (Zoom)
Clarke Dudley, Contract Budget Analyst

Vanity Faulkner, Budget Analyst (Zoom)
April Garrett, Senior Executive Assistant
Angela Glass, Director of Budget & Financial Analysis
Brenda Green, Accounting Supervisor
Wayne Groover, Director of Rail Maintenance
William Harrell, President and CEO
Keianna Harris, Special Projects Assistant (Zoom)
Danielle Hill, Director of Human Resources
Toni Hunter, Staff Auditor (Zoom)
Ashley Johnson, Assistant Director of Budget and Financial Analysis (Zoom)
Shane Kelly, Sr. Manager Security & Emergency Preparedness
Sonya Luther, Director of Procurement
Alexis Majied, Chief Communications & External Affairs Officer
Lawrence Mason, Emergency Manager
Tracy Moore, Director of Transportation (Zoom)
Sibyl Pappas, Chief Engineering & Facilities Officer
Noelle Pinkard, Organizational Advancement Officer
John Powell, Telecommunications Specialist
Luis R. Ramos, Senior Executive Administrator/Commission Secretary
Shleaker Rodgers, Staff Auditor (Zoom)
Dawn Sciortino, Chief Safety Officer (Zoom)
Sherry Scott, Manager of Transportation Transit Operations
Benjamin Simms, IV, Chief Transit Operations Officer
Caleb Smith, Military Outreach Liaison
Monique Strickland, Talent Acquisition Manager Human Resources
Paula Studebaker, HR Executive Assistant
Matthew Stumpf, Budget Analyst (Zoom)
Adrian Tate, Assistant Director of Finance (Zoom)
Selina Taylor, Executive Assistant (Zoom)
Robert Travers, HRT Corporate Counsel
Alex Touzov, Senior Director of Tech Services
Fevrier Valmond, Deputy Director of Procurement
Jessica White, Contract Administrator (Zoom)
Keishia Williams, Operations Support Technician (Zoom)

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

Alt. Commissioner Cipriano, City of Newport News
Jordan Chapman, DRPT (Zoom)
Alt. Commissioner Daughtery, DRPT (Zoom)
Raja Saleem, ETI-MidAtlantic (Zoom)
Grant Sparks, DRPT
Angela Hopkins, City of Newport News (Zoom)
Jeff Sanchez, Key Performance (Zoom)
Angelique Shenk, City of Hampton (Zoom)
Janice Taylor, League of Women Voters (Zoom)
Constantinos Velissarios, City of Newport News

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

No public comments.

Approval of April 24, 2025, Meeting Minutes

A motion to approve April 24, 2025, minutes was made by Commissioner White and properly seconded by Commissioner Harper. A roll call vote resulted as follows:

Ayes: Commissioners Johnson, Glover, Woodbury, Smith, Harper, White, Harris, Mamie Johnson, King, Goodwin, Ross-Hammond, Trogon, and Askew.

Nays: None

Abstain: None

President's Monthly Report

Mr. Harrell welcomed everyone to the meeting and noted that he would defer providing a longer verbal report and encouraged the Commission to review the complete report provided in the meeting package.

Mr. Harrell stated that Commissioner Marcellus Harris recently participated in an Earth Day ride-along in Newport News and received some questions about security. Mr. Harrell called on Michael Price, CIO/CTO, to brief the Commission on the topic of cybersecurity to update the Commission on staff efforts in that area.

Mr. Harrell called on Shane Kelly, Sr. Manager Security & Emergency Preparedness, to brief the Commission on Physical Security.

Audit & Budget Review Committee

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

Commissioner White reported that the Audit and Budget Review Committee met on May 19, 2025.

Mr. Burns reviewed April's financial report with the Commission. Mr. Burns called on Ms. Angela Glass to present and review the FY 2026 Operating Budget. Ms. Glass reviewed the Fiscal Year (FY) 2026 Operating Budget with the Commission.

Mr. Burns requested that the Commission adopt the FY 2026 Operating Budget stating that passage was recommended by the Audit and Budget Review Committee and required a second. Commissioner Woodbury properly seconded. A roll call vote resulted as follows:

Ayes: Commissioners Johnson, Glover, Woodbury, Smith, Harper, White, Harris, Mamie Johnson, King, Goodwin, Ross-Hammond, Trogon, and Askew.

Nays: None

Abstain: None

Management and Financial Advisory Committee (MFAC)

Chairman Johnson called on Alternate Commissioner DeProfio to provide an update for the MFAC Committee.

Mr. DeProfio stated that the Committee met on Monday, May 19, 2025. Mr. DeProfio stated that the April Financial Report and FY 2026 Operating Budget were reviewed. Mr. DeProfio mentioned that the Committee recommended approval of the FY 2026 Operating Budget.

Operations and Oversight Committee

Chairman Johnson called on Commissioner Glover to provide an update on the Operations and Oversight Committee.

Commissioner Glover reported that the Operations and Oversight Committee met on May 8, 2025. Commissioner Glover called on Ms. Sonya Luther to present contracts for consideration.

Ms. Luther presented **Contract No. 24 – 00314 - Investigative Case Management System**

Commission Consideration: Award of contract to Kaseware, Inc. to provide an Investigative Case Management System in the not-to-exceed amount of \$105,120.00

Ms. Luther presented **Contract No. 25 – 00358 - Microsoft Dynamics 365 Support Services**

Commission Consideration: Award of contract to Crowe LLP to continue support and maintenance services for HRT's Microsoft Dynamics 365 financial system in the not-to-exceed amount of \$2,000,000.00 for five (5) years.

Ms. Luther presented **Contract No. 25 – 00347 – Supervisory Control and Data Acquisition System Processor Upgrade Parts**

Commission Consideration: Award of contract to B&C Transit, Inc. to provide supervisory control and data acquisition system upgrade parts, in the not-to-exceed amount of \$260,599.68.

A motion to approve **Contract No. 24 – 00314 - Investigative Case Management System**, **Contract No. 25 – 00358 - Microsoft Dynamics 365 Support Services**, and **Contract No. 25 – 00347 – Supervisory Control and Data Acquisition System Processor Upgrade Parts** was made by the Operations and Oversight Committee and properly seconded by Commissioner Woodbury. A Roll Call vote resulted as follows:

Ayes: Commissioners Johnson, Glover, Woodbury, Smith, Harper, White, Harris, Mamie Johnson, King, Goodwin, Ross-Hammond, Trogon, and Askew.

Nays: None

Abstain: None

Commissioner Glover further reported that Mr. Ben Simms, Chief Transit Operations Officer, provided the committee with an operational update.

The next Operations and Oversight Committee Meeting will be held in Norfolk June 12, 2025.

Planning and New Starts Committee

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

Commissioner Ross-Hammond reported that there was no meeting this month and the next meeting will be scheduled soon.

External Legislative Affairs Committee (ELAC)

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

Commissioner Goodwin stated that ELAC did not meet in the month of May. Commissioner Goodwin shared insights from their recent trip to Washington, DC, for advocacy and the American Public Transportation Association (APTA) Legislative Conference.

The next ELAC meeting will be held in Norfolk, June 18, 2025.

Paratransit Advisory Sub-Committee (PAC)

Chairman Johnson called on Ms. Janice Taylor, to provide an update on the Paratransit Advisory Committee. Ms. Taylor stated that the committee did not meet in the month of May.

Mr. Bland stated that at the next scheduled PAC meeting the Committee will be electing a new Chair and Vice Chair. Mr. Bland mentioned that at the end of August they will have seven (7) open

positions on the PAC Committee, that is one consumer from every city. Mr. Bland stated to contact him if anyone has any recommendation to fill the vacancies.

The next PAC meeting will be held on June 11, 2025.

Transit Riders Advisory Sub-Committee (TRAC)

Chairman Johnson called on Mr. Rodney Davis to provide an update on the Transit Riders Advisory Sub-Committee. Mr. Davis provided his report with the Commission.

The next TRAC meeting will be held on July 2, 2025, in Norfolk.

Old and New Business

Mr. Harrell called on Mr. Amoruso, Chief Planning and Development Officer, to review the System Optimization Plan (SOP) presentation to the Commission. Mr. Amoruso stated that the plan involves reducing low-performing local bus routes, consolidating duplicate routes, and implementing 15-minute high-frequency service on key routes. Mr. Amoruso entertained various questions from the Commission.

Comments by Commissioners

None.

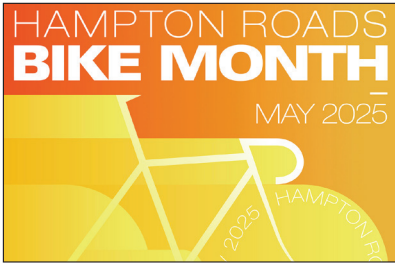
Adjournment

With no further business to conduct, the meeting was adjourned at 2:52 p.m.

TRANSPORTATION DISTRICT COMMISSION OF HAMPTON ROADS

Stephens Johnson
Chair

Luis Ramos
Commission Secretary
May 22, 2025



Celebrating the Benefits of Biking

HRT and goCommute have celebrated Bike Month with a variety of activities to engage the whole family. We kicked it off by hosting bike expos in Norfolk and Hampton, where the community was invited to experience all the benefits of biking. The month-long event culminated in Bike to Work Week, which took place from May 12 to 16. Riders participating in a special Bike to Work Day event on Friday, May 16, were able to take advantage of four pit stops hosted by the goCo crew.



Changes Taking Shape at Ferry Docks

Changes are taking shape along the Elizabeth River. Three new shelters have been placed at the Waterside, High Street, and North Landing ferry docks. You'll notice they look different from our bus shelters; they were designed and constructed to resemble cargo ship containers, reflecting the "working waterfront" along the Elizabeth River. Each shelter is a different color, incorporating HRT's iconic blues and green, to assist tourists who may not be familiar with the dock names. LED lighting, along with digital signage, will soon be added. A ribbon cutting is planned for June 5 at the High Street ferry dock in Portsmouth. Keep an eye on your inbox for an invitation with more details.



Easton Coach Ops Center Renovation

Easton Coach, HRT's Paratransit provider, held an open house following a \$300,000 refurbishment of its operations center located at 420 E. 20th Street in Norfolk. Easton Coach was awarded the Paratransit contract last fall and immediately began exploring options for remodeling the workspace. They painted from top to bottom, replaced the flooring and windows, and added a break room and a dispatch center. The facility is home to approximately 120 Easton Coach employees and two HRT employees.



Committee Hosts Inaugural Internal Career Expo

Every month throughout the year, we attend and host career fairs to recruit bus operators, mechanics, and various positions. This month, we did something new. The Recruitment and Retention Committee hosted the agency's first Internal Career Expo. It was open to HRT employees only, with a focus on networking and career development. Employees were given the opportunity to receive assistance with their resumes, learn more about the L.E.A.D. program and other training initiatives, and meet with representatives from all departments.



Public Outreach Preps Passengers for Board Change

May marked a flurry of board changes across the system. Our public outreach team has been busy ensuring that customers and operators are well prepared. For weeks leading up to the May 11 board change, they visited transfer centers and transit stops, engaging with riders and operators most impacted. One of the most notable changes includes the eight routes on the Peninsula that have been adjusted to better support the Newport News Shipyard.

VB Wave Summer Season Brings Big Change

VB Wave Trolley season is underway. We're also utilizing the summer season to introduce GoMobile. Trolley passengers will be able to take advantage of this new app to purchase mobile tickets. Building on last year's ridership growth, HRT is again implementing a robust Marketing and Communications plan that includes digital media, direct mail, printed collateral, giveaways, and training with Oceanfront community partners. Our communications team launched a media campaign, including an episode of "On the Move" featuring a representative from the City of Virginia Beach discussing the busy summer season.





HRT Represented at International Bus “Rodeo”

We were excited to have representation from HRT at this year’s International Bus “Rodeo.” It was hosted by the American Public Transportation Association (APTA) in Austin, TX in mid-April. After placing third at the Virginia State “Rodeo,” bus operator Reginald Charity Jr. competed at the international competition for the second year in a row. We congratulate Charity on his victory in Fairfax and for finishing 21st out of 75 competitors in Austin. Mark your calendars now: HRT is already gearing up to host the Virginia State “Rodeo” in March 2026.



Earth Day Community Cleanup

To celebrate Earth Day, HRT offered free fare on all buses, light rail, ferry, Paratransit, and OnDemand Rideshare services. Additionally, staff from Safety, Human Resources, and Marketing and Strategic Communications volunteered for the annual Community Cleanup. They tidied up bus stops and shelters at Wards Corners, Evelyn Butts, Silverleaf, and Monticello at E. Princess Anne Rd. Together, they collected 17 bags of trash.



President's Letter

June 2025

Making Progress with Paratransit

Hampton Roads Transit's Paratransit service is undergoing a transformation. It began last year when Easton Coach was awarded a \$151 million contract. Since taking over operations, Paratransit has experienced record growth in several key areas.

Easton Coach operates paratransit services in 24 locations across three states, transporting approximately 4.1 million riders annually. The company is operating in Hampton Roads with a fleet of 116 vehicles, including 32 new Ford Transits added last fall.

Improvements have been made to the operating facility located at 420 E. 20th Street in Norfolk – just a few blocks from HRT's Southside offices and garage. In addition to giving the facility a fresh coat of paint, Easton replaced the flooring and windows, added a break room, and upgraded the dispatch center. They also established a call center and training facility, located directly behind HRT's Norfolk office, as well as an office on the Peninsula, situated on West Mercury Boulevard, which features a break area for operators.

Other strategic improvements have been made, including doubling the size of the dispatch team, adding a full-time recruiter, as well as establishing maintenance and safety teams, training staff, and road supervisors.

Paratransit customers are a close-knit community. Word spread quickly about the improvements, and customers began returning.

On April 7, a record-setting 1,523 rides were provided with an on-time performance rate of nearly 97 percent. The company's average on-time performance is 93 percent, compared to the previous provider's 88 percent. So far, this fiscal year, the average number of monthly trips completed has increased by more than 8 percent from a year ago, to 31,033. The average number of passengers transported monthly has also increased by about 8 percent to 34,221.

The call center is also busy with a steady stream of customers. The number of calls has increased by 1,500 to approximately 22,000 per month, while the average call wait time has decreased significantly, from over a minute to roughly 20 seconds.

Paratransit provides an invaluable service to more than 7,000 customers, helping them access work, school, doctor's appointments, the grocery store, and spend time with their friends and families. Paratransit riders are among our most vulnerable and deserve to be treated with dignity and respect. Easton Coach is a valuable partner in making that possible.

We're excited about the remarkable progress made in Paratransit services during Easton Coach's first year with HRT. We are committed to building on this momentum and look forward to a continued partnership that makes a meaningful difference in the lives of our community.

Sincerely,

A stylized, handwritten signature in black ink, appearing to read "W. Harrell".

William E. Harrell
President and CEO
Hampton Roads Transit



VTA Annual Conference & Expo

The Virginia Transit Association (VTA) held its annual conference May 28-29 in Richmond. I had an opportunity to speak during a roundtable on the future funding of public transit. Sherri Dawson, Director of Transit Development, and Amy Jordan, Director of Business Development, also represented HRT in panel discussions. HRT was honored to receive an award for excellence in transit marketing for the VB Wave trolley's record-setting 2024 season. The VTA also recognized the U.S. Navy and former Commissioner August Bullock for outstanding contributions to transit.



HRT Participates in Portsmouth Memorial Day Parade

HRT took part in the annual Portsmouth Memorial Day Parade. We were excited to have Commissioner Tony Goodwin join us. The parade has been a staple in Hampton Roads since 1884 and is one of the longest-running Memorial Day parades in the nation. Staff walked the parade route along High Street, beside an HRT bus adorned with red, white, and blue bunting. This was HRT's first time participating in the parade.



Ferry Shelter Ribbon-Cutting

Dozens of staff, Commissioners, and community partners gathered at the High Street ferry dock in Portsmouth on June 5 for a ribbon-cutting at one of three new shelters. The other two are located at North Landing in Portsmouth and Waterside in Norfolk. The brightly colored shelters, made of corrugated metal cladding, resemble the many cargo containers that are prominent along the Elizabeth River.



Roof Repair Complete at Hampton HQ

Staff in Hampton celebrated the completion of work replacing the building's aging roof. Staff working at Hampton Headquarters have endured all the sights, sounds, and smells that accompanied the project since last summer. To show our appreciation, we hosted a "Roof Beer Float" party on June 3. The \$2.5 million project was funded with grants from the Federal Transit Administration and the Virginia Department of Rail and Public Transportation.



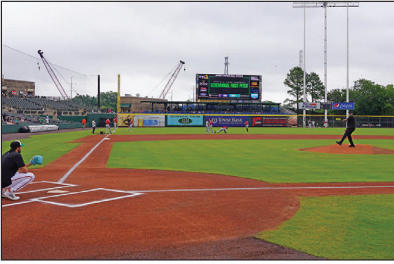
Safety Pledges Secured at Harborfest

Thousands of people gathered in Town Point Park for the 49th Norfolk Harborfest, and many of them stopped to talk to our public outreach team. Team HRT had a front-row seat to the tall ships, tasty eats, and talent on display. They handed out frisbees and activity books, talking to festivalgoers about taking advantage of the ferry and light rail to get to the festival. They also took the opportunity to speak about Operation Lifesaver and secured dozens of pledges for transit safety.



U.S. Army 250th Birthday at Ft. Eustis

The U.S. Army turns 250 this year, and HRT and goCommute were proud to participate as a supporting sponsor during a celebration at Fort Eustis. Led by Military Liaison Caleb Smith, we were able to inform service members and their dependents, civilian employees, and the public about the transit options available to military installations throughout Hampton Roads. We provided information on Route 106, which serves Fort Eustis, as well as vanpools, carpools, and the Mass Transportation Benefit Program (MTBP). The MTBP offers up to \$325 per month to active-duty service members and civilian employees to commute to work via public transit or vanpool.



HRT Featured at Norfolk Tides Father's Day Game

Chief Transit Operations Officer Benjamin Simms had the honor of throwing out the first pitch at the Norfolk Tides game on Father's Day, June 15th. The stands were packed with HRT staff, all proudly cheering him on. HRT's mascot and fan favorite, Gus the Bus, also took the field to lend support. Senior Executive Assistant April Garrett wowed the crowd with the singing of the national anthem.



Opportunity for Engagement at CEO Luncheon

This month, I hosted the final CEO Luncheon of the fiscal year. It was an excellent opportunity for engagement with over two dozen staff from every department. Alexis Majied, Chief Communications Officer, and Kim Wolcott, Chief Human Resources Officer, joined on behalf of the senior executive team. The discussion centered on HRT's success throughout the year, upcoming initiatives in the new fiscal year, and gathering valuable feedback from employees.



Blog Article Looks Back on 100 Years

Chief Planning and Development Officer Ray Amoruso took a break from his day job to write a magnificent article for HRT's blog, "On the Move." It's a look back on the history of 1500 Monticello Avenue – a spot HRT used to call home. The area is undergoing significant change, and Mr. Amoruso walks us through some of the other notable changes that have occurred over the last 100 years. If you're a history buff, you won't want to miss this walk down memory lane.



HAMPTON ROADS
TRANSIT

Draft Financial Statement

MAY 2025 FISCAL YEAR 2025 FINANCIAL REPORT

gohrt.com

OPERATING FINANCIAL STATEMENTS

May 2025

FISCAL YEAR 2025	Annual		Month to Date				Year to Date			
Dollars in Thousands	Budget	Budget	Actual	Variance		Budget	Actual	Variance		
Operating Revenue										
Passenger Revenue	\$ 8,823.3	\$ 747.4	\$ 751.1	\$ 3.7	0.5 %	\$ 8,039.2	\$ 7,678.8	\$ (360.4)	(4.5) %	
Passenger Revenue - RTS	881.3	73.4	70.2	(3.3)	(4.5) %	807.8	738.1	(69.7)	(8.6) %	
Advertising Revenue	800.0	66.7	148.3	81.6	122.4 %	733.3	643.6	(89.7)	(12.2) %	
Other Transportation Revenue	2,975.3	247.9	235.6	(12.4)	(5.0) %	2,727.3	2,584.5	(142.8)	(5.2) %	
Non-Transportation Revenue	60.0	5.0	112.1	107.1	2,142.5 %	55.0	255.0	200.0	363.6 %	
Total Operating Revenue	13,539.8	1,140.4	1,317.2	176.8	15.5 %	12,362.7	11,900.1	(462.7)	(3.7) %	
Non-Operating Revenue										
Federal Funding (5307/5337)	46,120.7	4,084.1	5,983.5	1,899.4	46.5 %	42,004.0	43,962.5	1,958.5	4.7 %	
HRRTF Funding	10,517.6	876.5	726.3	(150.2)	(17.1) %	9,641.1	8,217.7	(1,423.4)	(14.8) %	
State Funding	24,937.8	2,078.1	-	(2,078.1)	(100.0) %	22,859.6	18,703.3	(4,156.3)	(18.2) %	
Local Funding	50,258.9	4,188.2	4,188.2	0.0	0.0 %	46,070.6	46,070.6	0.0	0.0 %	
Total Non-Operating Revenue	131,834.9	11,227.0	10,898.0	(329.0)	(2.9) %	120,575.4	116,954.1	(3,621.2)	(3.0) %	
TOTAL REVENUE	\$ 145,374.7	\$ 12,367.4	\$ 12,215.2	\$ (152.3)		\$ 132,938.1	\$ 128,854.2	\$ (4,083.9)		
Personnel Services	86,576.1	7,361.2	6,996.7	\$ 364.5	5.0 %	\$ 79,015.4	\$ 77,749.5	\$ 1,265.9	1.6 %	
Contract Services	16,461.0	1,422.3	1,096.5	325.8	22.9 %	15,152.6	11,562.6	3,590.0	23.7 %	
Materials & Supplies	6,343.6	537.0	696.4	(159.4)	(29.7) %	5,805.5	5,783.9	21.6	0.4 %	
Gas & Diesel	6,169.0	531.0	561.7	(30.6)	(5.8) %	5,607.9	5,571.8	36.1	0.6 %	
Contractor's Fuel Usage	1,262.5	106.9	71.0	35.8	33.5 %	1,155.6	750.2	405.5	35.1 %	
Utilities	1,584.6	128.7	122.4	6.3	4.9 %	1,455.8	1,395.6	60.3	4.1 %	
Casualties & Liabilities	5,299.2	523.3	382.5	140.8	26.9 %	4,776.0	3,986.9	789.0	16.5 %	
Purchased Transportation	19,655.1	1,564.6	1,825.4	(260.8)	(16.7) %	18,090.5	18,700.1	(609.7)	(3.4) %	
Other Miscellaneous Expenses	2,023.6	192.4	196.4	(4.0)	(2.1) %	1,878.7	1,848.0	30.7	1.6 %	
TOTAL EXPENSE	\$ 145,374.7	\$ 12,367.4	\$ 11,949.0	\$ 418.5		\$ 132,938.1	\$ 127,348.6	\$ 5,589.5		
SURPLUS (DEFICIT)			\$ 266.2				\$ 1,505.6			

- Line of Credit balance as of June 13, 2025, is \$14,832,777.07.
- Line of Credit Average Daily balance for May 2025 was \$14,030,468.34.
- Federal Funding-In lieu of Deferred State Revenue (\$4,156.3), the Agency utilized additional Federal ARPA Discretionary funds to cover eligible expenses.

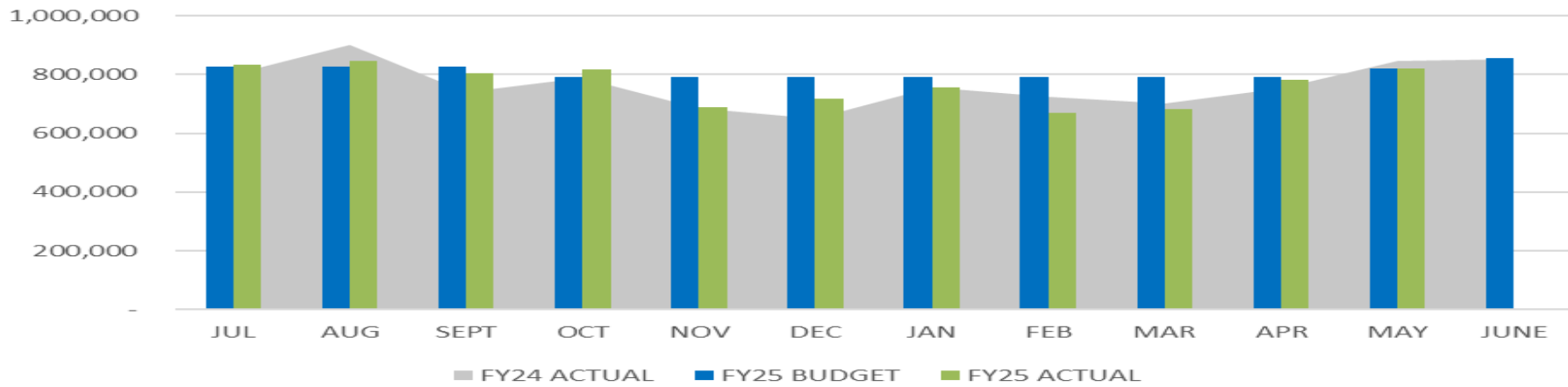
OPERATING FINANCIAL STATEMENTS

May 2025

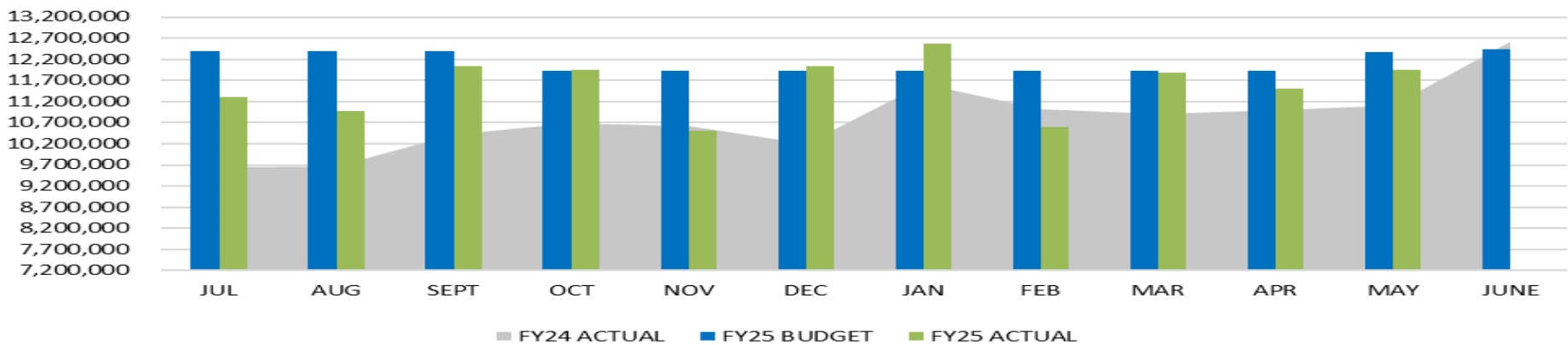
757 EXPRESS, 15-MINUTE INCREMENT

FISCAL YEAR 2025	Annual		Month to Date			Year to Date			
Dollars in Thousands	Budget	Budget	Actual	Variance		Budget	Actual	Variance	
Operating Revenue									
Passenger Revenue	\$ 881.3	\$ 73.4	\$ 70.2	\$ (3.3)	(4.5) %	\$ 807.8	\$ 738.1	\$ (69.7)	(8.6) %
RTS Service	10,517.6	876.5	726.3	(150.2)	(17.1) %	9,641.1	8,217.7	(1,423.4)	(14.8) %
TOTAL REVENUE	\$ 11,398.9	\$ 949.9	\$ 796.4	\$ (153.5)		\$ 10,449.0	\$ 8,955.8	\$ (1,493.1)	
Personnel Services	\$ 8,402.3	\$ 700.2	\$ 596.5	\$ 103.7	14.8 %	\$ 7,702.1	\$ 6,802.5	\$ 899.6	11.7 %
Contract Services	1,187.4	99.0	56.8	42.2	42.6 %	1,088.4	769.4	319.1	29.3 %
Materials & Supplies	1,352.6	112.7	118.8	(6.1)	(5.4) %	1,239.9	1,129.1	110.8	8.9 %
Utilities	81.6	6.8	5.7	1.1	16.6 %	74.8	64.7	10.1	13.5 %
Casualties & Liabilities	375.0	31.3	18.7	12.5	40.1 %	343.8	190.2	153.6	44.7 %
TOTAL EXPENSE	\$ 11,398.9	\$ 949.9	\$ 796.4	\$ 153.5		\$ 10,449.0	\$ 8,955.8	\$ 1,493.1	
SURPLUS (DEFICIT)			\$ -				\$ -		

Farebox Revenue



Total Expenses



YEAR-TO-DATE					
FISCAL YEAR 2025 (Dollars in Thousands)	BUDGET	ACTUAL LOCALITY	ACTUAL NON-LOCALITY	ACTUAL CONSOLIDATED	VARIANCE + / (-)
REVENUE					
Passenger Revenue	\$ 8,847.2	\$ 7,530.0	\$ 887.0	\$ 8,417.0	\$ (430.2)
Advertising Revenue	\$ 733.3	\$ 562.7	\$ 80.9	\$ 643.6	\$ (89.7)
Other Transportation Revenue	\$ 2,727.3	\$ -	\$ 2,584.5	\$ 2,584.5	\$ (142.8)
Non-Transportation Revenue	\$ 55.0	\$ 104.7	\$ 150.3	\$ 255.0	\$ 200.0
Federal Funding (PM 5307/5337)	\$ 42,004.0	\$ 43,962.5	\$ -	\$ 43,962.5	\$ 1,958.5
HRRTF Funding ¹	\$ 9,641.1	\$ -	\$ 8,217.7	\$ 8,217.7	\$ (1,423.4)
State Funding	\$ 22,859.6	\$ 18,703.3	\$ -	\$ 18,703.3	\$ (4,156.3)
Local Funding	\$ 46,070.6	\$ 46,070.6	\$ -	\$ 46,070.6	\$ -
TOTAL REVENUE:	\$ 132,938.1	\$ 116,933.8	\$ 11,920.4	\$ 128,854.2	\$ (4,083.9)
EXPENSE					
Personnel Services	\$ 79,015.4	\$ 70,960.6	\$ 6,788.9	\$ 77,749.5	\$ 1,265.9
Services	\$ 15,152.6	\$ 10,552.9	\$ 1,009.7	\$ 11,562.6	\$ 3,590.0
Materials & Supplies	\$ 12,569.1	\$ 11,048.8	\$ 1,057.1	\$ 12,105.9	\$ 463.2
Utilities	\$ 1,455.8	\$ 1,273.7	\$ 121.9	\$ 1,395.6	\$ 60.2
Casualties & Liabilities	\$ 4,776.0	\$ 3,638.8	\$ 348.1	\$ 3,986.9	\$ 789.1
Purchased Transportation	\$ 18,090.5	\$ 17,067.2	\$ 1,632.9	\$ 18,700.1	\$ (609.6)
Other Miscellaneous Expenses	\$ 1,878.7	\$ 1,686.6	\$ 161.4	\$ 1,848.0	\$ 30.7
TOTAL EXPENSE:	\$ 132,938.1	\$ 116,228.6	\$ 11,120.0	\$ 127,348.6	\$ 5,589.5
BUDGET STATUS TO DATE²:	\$ -	\$ 705.2	\$ 800.4	\$ 1,505.6	\$ 1,505.6

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

2. Includes year-to-date estimated farebox surplus credit and/or service reliability credit, where applicable.

LOCALITY RECONCILIATION

May 2025

FISCAL YEAR 2025 (\$ in thousands)	TOTAL LOCALITY			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE
Locality Operating Share	\$ 50,259.0	\$ 46,070.6	\$ 46,070.6	\$ -
Plus: Local Farebox	\$ 8,650.6	\$ 7,929.7	\$ 7,530.0	\$ (399.7)
Locality Share - Sub-Total:	\$ 58,909.6	\$ 54,000.3	\$ 53,600.6	\$ (399.7)
Plus: Federal Aid	\$ 46,120.7	\$ 42,004.0	\$ 43,962.5	\$ 1,958.5
State Aid	\$ 24,937.9	\$ 22,859.8	\$ 18,703.3	\$ (4,156.5)
Total Revenue Contribution:	\$ 129,968.2	\$118,864.1	\$ 116,266.4	\$ (2,597.7)
Operating Expenses:	\$ 129,968.2	\$118,864.1	\$ 115,561.2	\$ (3,302.9)
Locality Budget Status to Date ¹ :				\$ 705.2

KPI

Farebox Recovery:	6.7%	6.5%
Farebox % of Budgeted Expense:		6.3%

1. Includes year-to-date estimated farebox surplus credit and/or service reliability credit, where applicable.

LOCALITY RECONCILIATION

May 2025

FISCAL YEAR 2025 (\$ in thousands)	CHESAPEAKE			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE
Locality Operating Share	\$ 3,018.0	\$ 2,766.5	\$ 2,766.5	\$ -
Plus: Local Farebox	\$ 420.9	\$ 385.8	\$ 405.1	\$ 19.3
Locality Share - Sub-Total:	\$ 3,438.9	\$ 3,152.3	\$ 3,171.6	\$ 19.3
Plus: Federal Aid	\$ 3,433.7	\$ 3,147.6	\$ 3,336.3	\$ 188.7
State Aid	\$ 1,592.5	\$ 1,459.8	\$ 1,190.1	\$ (269.7)
Total Revenue Contribution:	\$ 8,465.1	\$ 7,759.7	\$ 7,698.0	\$ (61.7)
Operating Expenses:	\$ 8,465.1	\$ 7,759.7	\$ 7,577.6	\$ (182.1)
Locality Budget Status to Date ¹ :				\$ 120.4

KPI

Farebox Recovery:	5.0%	5.3%
Farebox % of Budgeted Expense:		5.2%

1. Includes year-to-date estimated farebox surplus credit and/or service reliability credit, where applicable.

Draft Financial Statement

FISCAL YEAR 2025 (\$ in thousands)	HAMPTON			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE
Locality Operating Share	\$ 5,237.4	\$ 4,800.9	\$ 4,800.9	\$ -
Plus: Local Farebox	\$ 743.4	\$ 681.5	\$ 775.1	\$ 93.6
Locality Share - Sub-Total:	\$ 5,980.8	\$ 5,482.4	\$ 5,576.0	\$ 93.6
Plus: Federal Aid	\$ 5,267.5	\$ 4,828.5	\$ 6,214.5	\$ 1,386.0
State Aid	\$ 2,647.6	\$ 2,427.0	\$ 2,238.9	\$ (188.1)
Total Revenue Contribution:	\$ 13,895.9	\$ 12,737.9	\$ 14,029.4	\$ 1,291.5
Operating Expenses:	\$ 13,895.9	\$ 12,737.9	\$ 13,935.8	\$ 1,197.9
Locality Budget Status to Date ¹ :				\$ 93.6

KPI

Farebox Recovery:	5.4%	5.6%
Farebox % of Budgeted Expense:		6.1%

1. Includes year-to-date estimated farebox surplus credit and/or service reliability credit, where applicable.

LOCALITY RECONCILIATION

May 2025

FISCAL YEAR 2025 (\$ in thousands)	NEWPORT NEWS			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE
Locality Operating Share	\$ 8,300.7	\$ 7,609.0	\$ 7,609.0	\$ -
Plus: Local Farebox	\$ 1,426.3	\$ 1,307.4	\$ 1,399.6	\$ 92.2
Locality Share - Sub-Total:	\$ 9,727.0	\$ 8,916.4	\$ 9,008.6	\$ 92.2
Plus: Federal Aid	\$ 7,959.9	\$ 7,296.6	\$ 8,699.2	\$ 1,402.6
State Aid	\$ 4,200.2	\$ 3,850.2	\$ 3,408.1	\$ (442.1)
Total Revenue Contribution:	\$ 21,887.1	\$ 20,063.2	\$ 21,115.9	\$ 1,052.7
Operating Expenses:	\$ 21,887.1	\$ 20,063.2	\$ 21,023.7	\$ 960.5
Locality Budget Status to Date ¹ :				\$ 92.2

KPI

Farebox Recovery:	6.5%	6.7%
Farebox % of Budgeted Expense:		7.0%

1. Includes year-to-date estimated farebox surplus credit and/or service reliability credit, where applicable.

LOCALITY RECONCILIATION

May 2025

FISCAL YEAR 2025 (\$ in thousands)	NORFOLK			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE
Locality Operating Share	\$ 21,795.0	\$ 19,978.7	\$ 19,978.7	\$ -
Plus: Local Farebox	\$ 4,191.4	\$ 3,842.1	\$ 3,270.3	\$ (571.8)
Locality Share - Sub-Total:	\$ 25,986.4	\$ 23,820.8	\$ 23,249.0	\$ (571.8)
Plus: Federal Aid	\$ 17,677.5	\$ 16,204.4	\$ 14,926.3	\$ (1,278.1)
State Aid	\$ 10,464.1	\$ 9,592.1	\$ 7,404.6	\$ (2,187.5)
Total Revenue Contribution:	\$ 54,128.0	\$ 49,617.3	\$ 45,579.9	\$ (4,037.4)
Operating Expenses:	\$ 54,128.0	\$ 49,617.3	\$ 45,249.9	\$ (4,367.4)
Locality Budget Status to Date ¹ :				\$ 330.0

KPI

Farebox Recovery:	7.7%	7.2%
Farebox % of Budgeted Expense:		6.6%

1. Includes year-to-date estimated farebox surplus credit and/or service reliability credit, where applicable.
2. Farebox shortfall due to free rides primarily related to Light Rail (baseball games).

LOCALITY RECONCILIATION

May 2025

FISCAL YEAR 2025 (\$ in thousands)	PORTSMOUTH			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE
Locality Operating Share	\$ 3,182.0	\$ 2,916.8	\$ 2,916.8	\$ -
Plus: Local Farebox	\$ 514.1	\$ 471.3	\$ 478.5	\$ 7.2
Locality Share - Sub-Total:	\$ 3,696.1	\$ 3,388.1	\$ 3,395.3	\$ 7.2
Plus: Federal Aid	\$ 3,747.3	\$ 3,435.0	\$ 3,533.8	\$ 98.8
State Aid	\$ 1,730.1	\$ 1,585.9	\$ 1,294.2	\$ (291.7)
Total Revenue Contribution:	\$ 9,173.5	\$ 8,409.0	\$ 8,223.3	\$ (185.7)
Operating Expenses:	\$ 9,173.5	\$ 8,409.0	\$ 8,209.0	\$ (200.0)
Locality Budget Status to Date ¹ :				\$ 14.3

KPI

Farebox Recovery:	5.6%	5.8%
Farebox % of Budgeted Expense:		5.7%

1. Includes year-to-date estimated farebox surplus credit and/or service reliability credit, where applicable.

FISCAL YEAR 2025 (\$ in thousands)	VIRGINIA BEACH			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE
Locality Operating Share	\$ 8,725.9	\$ 7,998.7	\$ 7,998.7	\$ -
Plus: Local Farebox	\$ 1,354.5	\$ 1,241.6	\$ 1,201.4	\$ (40.2)
Locality Share - Sub-Total:	\$ 10,080.4	\$ 9,240.3	\$ 9,200.1	\$ (40.2)
Plus: Federal Aid	\$ 8,034.8	\$ 7,091.9	\$ 7,252.4	\$ 160.5
State Aid	\$ 4,303.4	\$ 3,944.8	\$ 3,167.4	\$ (777.4)
Total Revenue Contribution:	\$ 22,418.6	\$ 20,277.0	\$ 19,619.9	\$ (657.1)
Operating Expenses:	\$ 22,418.6	\$ 20,277.0	\$ 19,565.2	\$ (711.8)
Locality Budget Status to Date ¹ :				\$ 54.7

KPI

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

1. Includes year-to-date estimated farebox surplus credit and/or service reliability credit, where applicable.

Contract No: 25-00354	Title: Oracle PeopleSoft Annual Support Services (Renewal)	Contract Amount: Base Year Price: \$199,800.00 Two Option Years Price: <u>\$401,880.00</u> \$601,680.00
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Acquisition Description: Enter into a contract with a qualified contractor to provide renewal of Hampton Roads Transit's (HRT's) Oracle PeopleSoft annual software support services.

Background: HRT utilizes Oracle PeopleSoft Human Capital Management (HCM) software to manage the agency's hiring, workforce management, and paying of its employees, all of which support the ability to ensure employees are available to support overall daily operations as a transit agency and are paid appropriately. Under the terms of this agreement, the Contractor will provide support for the modules utilized by HRT, such as Human Resources, Benefits Administration, Time & Labor and Payroll, and self-service modules such as ePay, eProfile, and eProfile Manager.

Contract Approach: An Invitation for Bids was issued on May 5, 2025. Two (2) bids were received on May 23, 2025, from the following firms:

- Consultadd, Inc. (Consultadd)
- Mythics, LLC (Mythics)

A post solicitation survey of other firms solicited revealed that most firms could not meet the Scope of Work requirements. As a result, there was no indication that a re-solicitation to pursue more competition would have resulted in greater participation.

In response to the IFB, bidders were required to provide pricing for various Oracle PeopleSoft modules currently utilized by HRT, as listed in the Price Schedule.

After an evaluation of the bids received, the lowest priced bidder, Mythics, was deemed non-responsive and ineligible for award due to the firm's numerous exceptions to the contractual terms and conditions. Therefore, HRT staff determined that Consultadd was the lowest responsive (in compliance with submittal requirements) and responsible (capable to perform) bidder, and therefore eligible for award.

Consultadd's bid price is deemed fair and reasonable based on a price analysis performed utilizing the independent cost estimate, historical data, and the fact that pricing was obtained in a competitive environment. A contractor responsibility review confirmed that Consultadd is technically and financially capable of providing the required services.

Consultadd is located in New York, NY and has provided similar services for Marin Housing Authority in San Rafael, CA; the United States Small Business Administration in Washington, DC; and Sam's Club (Walmart) in Bentonville, AR.

Contract No: 25-00354	Title: Oracle PeopleSoft Annual Support Services (Renewal)	Contract Amount: Base Year Price: \$199,800.00 Two Option Years Price: <u>\$401,880.00</u> \$601,680.00
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The period of performance for this Contract is one (1) base year, with two (2) additional one-year options.

No DBE goal was assigned for this solicitation.

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

Project Manager: Glenda Dixon, Senior Director of ERP Services

Contracting Officer: Fevrier Valmond, Assistant Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to Consultadd, Inc. to provide Oracle PeopleSoft annual support services, in the not-to-exceed amount of \$601,680.00 over a three-year period.

Solicitation Results

Bidder	Total Bid Price
Mythics, LLC	\$561,857.52
Consultadd, Inc.	\$601,680.00

Consultadd, Inc's Bid Summary

Base Year	Option Year 1	Option Year 2	Total
\$199,800.00	\$199,800.00	\$202,080.00	\$601,680.00

Contract No: 25-00360	Title: Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services	Contract Amount: \$129,376.00
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Acquisition Description: Enter into a contract with a qualified contractor to provide the continuation of Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services.

Background: Hampton Roads Transit (HRT) is seeking a qualified Contractor to provide Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services. Under the terms of this agreement, the Contractor will provide 24/7/365 security monitoring by a Tactical Operations team, which includes alert triage and investigation. Managed Detection Response service focuses on threat detection and validation, aiming for a near-zero false-positive rate, which contributes to a more desirable and less disruptive security experience. Incident response will investigate, contain, and eradicate threats, contributing to a safer digital environment.

Contract Approach: An Invitation for Bids was issued May 13, 2025. Four (4) bids were received on May 28, 2025, from the following firms:

- CDW Government, LLC
- Comcast Business Communications, LLC
- GovConnection, Inc. (GovConnection)
- vPrime Tech, Inc.

After evaluation of the bids received, the lowest bidder, Comcast Business Communications, LLC was found to be non-responsive and ineligible for award due to significant deficiencies in the firm's bid. The firm did not submit a Certificate of Insurance and took exceptions to HRT's Terms and Conditions. HRT staff determined that GovConnection was the lowest responsive (in compliance with submittal requirements) and responsible (capable to perform) bidder, and therefore eligible for award.

GovConnection's bid price 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 confirmed that GovConnection is technically and financially capable of performing the work.

GovConnection is headquartered in Merrimack, NH and provides similar services to the New Tier Township High School District, in Winnetka IL; Aspen Square Management, in Agawam, MA; and Eastern Virginia Medical School, in Norfolk VA. GovConnection also currently provides these services to HRT satisfactorily.

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

Contract No: 25-00360	Title: Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services	Contract Amount: \$129,376.00
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Cost/Funding: This contract will be funded with operating funds.

Project Manager: Afonso Alves, IT Manager, Cyber Security Services

Contracting Officer: Jason Petruska, Senior Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to GovConnection, Inc. to provide Rapid7 – Managed Threat Complete Advanced/Managed Detection and Response Services in the not-to-exceed amount of \$129,376.00 for a one (1) year period.

Solicitation Results

FIRM	TOTAL BID PRICE
Comcast Business Communications, LLC	\$83,647.68
GovConnection, Inc.	\$129,376.00
vPrime Tech, Inc.	\$139,592.00
CDW Government, LLC	\$147,000.00