



Meeting of the Transportation District Commission of Hampton Roads

Thursday, August 28, 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, August 28, 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, August 28, 2025, 509 E. 18th Street, Norfolk, VA at
1:00 p.m. in Person – Zoom

AGENDA

1. Call to Order & Roll Call
2. Public Comments
3. Approval of July 24, 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
 - July 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. 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. 25-00348 - 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.

- **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.

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
7. Comments by Commission Members
8. Closed Session
9. Adjournment

**The next meeting will be held on Thursday, September 25, 2025, at 1:00 p.m.
at 3400 Victoria Boulevard, Hampton, VA**



Meeting Minutes of the Transportation District Commission of Hampton Roads

Thursday, July 24, 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 1:00 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 Goodwin, Portsmouth
Commissioner Ross-Hammond, Virginia Beach
Alt. Commissioner Trogdon, VDRPT (Zoom)
Commissioner Diggs, Senate of Virginia
Commissioner Askew, Virginia House of Delegates

Hampton Roads Transit Staff in attendance:

Ray Amoruso, Chief Planning and Development Officer
Jayda Aldegon, 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 Braziel, 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 Cavasos, 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)

Rodney Davis, Director of Customer Relations
Sheri Dixon, Director of Revenue Services (Zoom)
Jennifer Dove, Civil Rights/Grants Program Manager (Zoom)
Vanity Faulkner, Budget Analyst (Zoom)
Katie Fenimore, Marketing Communications Strategist
Ariel Garder, Public Outreach Coordinator
April Garrett, Senior Executive Assistant
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
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
Uma Uma, Helpdesk-Technology
Fevrier Valmond, Deputy Director of Procurement (Zoom)
Vanessa Wadsworth, Bus Operator, Vice President ATU Local 1177
Moses Washington, Mechanic, 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:

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

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. Cheri Jordan formally introduced herself to the Commission as President of ATU, Local 1177. As of July 1, 2025. Ms. Jordan stated that the Union represents over 700 plus collective bargaining unit workers of Hampton Roads Transit along with the Paratransit Eastern coach drivers.

Ms. Jordan stated that there are some concerns. The Union is looking forward to meeting with management to discuss those concerns and issues.

A motion to close public comments was made by Commissioner Glover and properly seconded by Commissioner Woodbury. A roll call vote resulted as follows:

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

Nays: None

Abstain: None

Approval of June 26, 2025, Meeting Minutes

A motion to approve the June 26, 2025, minutes was made by Commissioner Glover and properly seconded by Commissioner White. A roll call vote resulted as follows:

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

Nays: None

Abstain: None

Chairman Johnson noted that Commissioner Ross-Hammond was scheduled to present a report from the Nominating Committee. Mr. Harrell reported that Commissioner Ross-Hammond had been delayed in traffic. Mr. Travers was called upon to provide the report on Commissioner Ross-Hammond's behalf.

Mr. Travers stated that the nominating committee met immediately following the June 26, 2025, full Commission meeting, and recommended the election of the following slate of officers:

Commissioner Glover, (Portsmouth), Chair
Commissioner Harper, (Hampton), Vice-Chair
Conner Burns, Treasurer
Luis Ramos, Secretary

A motion to elect the slate of officers as recommended was made and properly seconded. A roll call vote resulted as follows:

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

Nays: None

Abstain: None

Past-Chairman Commissioner Johnson congratulated the newly elected officers and thanked everyone who supported him during his tenure as Chair of the TDCHR.

Mr. Harrell invited Past Chair Johnson to the lectern. Joined by Chairman Glover, Mr. Harrell provided remarks on behalf of HRT to express appreciation and dedication to Commissioner Johnson for his services for the past six months as Chair of the TDCHR.

President's Monthly Report

Mr. Harrell welcomed everyone to the meeting, noting that there was a special visitor in attendance, Mr. Carl Jackson, the former alternate Commissioner for the City of Portsmouth, and former MFAC chair.

Mr. Harrell encouraged the Commission to review the complete president's report provided in the meeting package. Mr. Harrell called attention to the success factors on the scorecard reporting of HRT's Key Performance Indicators that staff track and bring forward on a quarterly basis.

Mr. Harrell also mentioned several other significant items covered in the report including the Student Transit Riders Commission and efforts to expand the use of student freedom passes. Connecting Chesapeake pop up events were held during the past month and Chesapeake City Council approved a resolution to proceed with planning efforts related to high-capacity transit in the Greenbrier area.

Coachworks completed installation of more than 120 safety barriers on our fleet buses and trolleys. The project took over four months and was paid for with state Transit Ridership Incentive Program funding. Mr. Harrell thanked the Virginia Department of Rail and Public Transportation for its partnership. The barriers will help protect operators when they are behind the wheel. All new buses are arriving with the safety barrier already installed.

Mr. Harrell further reported that HRT bus stop signs have gone high tech. On Wednesday, August 23, 2025, HRT celebrated the installation of smart stop bus signs at all HRT bus stops at the Children's museum in Portsmouth. Customers can now receive real-time bus information from a unique QR code on each sign. These smart stops usher in a new era of convenience, innovation and mobility. Location-based technology, paired with visible and reflective signage, is designed to enhance the rider experience, and it has been a great partnership with Michael Price, Chief Information Officer/CTO and Sybil Pappas, Chief Engineering and Facilities Officer.

Audit & Budget Review Committee

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

Commissioner White reported that the auditors continue to work diligently on the 2024 audit, and that HRT is on track to complete 2024 audit on time. Mr. Conner Burns reviewed June'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 stated that the Committee met on Monday, July 21, 2025, noting that the June Financial Reports were reviewed. Ms. Cipriano mentioned that the Committee receives a quarterly staffing report from Ms. Kim Wolcott.

Ms. Cipriano mentioned the City of Newport News and the City of Hampton has partnered with HRT to revive the Drive Now Program that was terminated due to Covid. This program helps to bring operators online faster with specialized training.

Ms. Cipriano reported that Mr. Amoruso provided an update on fare-free ridership for Juneteenth. Additional items discussed included a 4.6% decline in personnel services from May, the current balance of the APRA discretionary funds, and a reasonable range for the line of credit. The committee also went over several old business items, quarterly budget projections, monthly balance sheet reports and the grants and project updates.

Operations and Oversight Committee

Commissioner Glover reported that there were no procurement items this month for Commission approval.

The next Operations & Oversight Committee meeting will be on Thursday, August 14, 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 reported that there was no meeting this month and the next meeting will be scheduled soon.

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, July 16, 2025, in the Hampton Board room.

Commissioner Goodwin stated that the committee received a federal legislative update reporting that the White House released its “skinny” Budget Request on May 2, 2025, which includes \$25.6 billion in requested discretionary funding for the United States Department of Transportation (US DOT), a 6% increase over Fiscal Year (FY) 2025 levels. The FY 2026 proposal is consistent with authorized funding levels and includes a proposed 2.5% funding increase for transit formula funds.

Mr. Goodwin further reported that work on FY 2026 appropriations bills is ongoing. However, a short-term continuing resolution (CR) to fund the government past September 30, 2025, is increasingly likely as Congress continues to prioritize the budget reconciliation process and as appropriators await key budget documents from the Trump Administration. The House Appropriations Committee will mark up annual appropriations bills throughout July, while the Senate has not announced a markup schedule. Commissioner Goodwin noted that the transportation appropriations bill as reported out of the full house committee includes \$850,000 as requested by Congressman Scott to expand HRT’s paratransit fleet.

MarCom Update:

Mr. Goodwin mentioned that the Committee 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 stated that the next ELAC meeting is scheduled for Wednesday, August 20, 2025, in the Norfolk boardroom.

Paratransit Advisory Sub-Committee (PAC)

Chairman Glover called on Amy Braziel, to provide an update on the Paratransit Advisory Committee. Ms. Braziel stated that the committee did not meet in the month of July 2025. Ms. Braziel did mention that elections are in progress for a new Chair/Vice Chair and that results will be forthcoming.

Transit Riders Advisory Sub-Committee (TRAC)

Chairman Glover called on Ms. Heather Cutrone, Interim Chair, to provide an update on the TRAC. Ms. Cutrone stated that the committee met on Wednesday, July 2, 2025, and there was not a quorum. Ms. Cutrone provided the commission with a brief update.

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

Old and New Business

Chairman Glover called on Senator Diggs. Senator Diggs invited Chairman Glover and Mr. Harrell to the podium for a presentation of Senate Resolution 220 commending HRT on its 25th Anniversary.

Mr. Harrell stated how honored we are with the recognition. It reflects the tremendous effort and dedication of our entire team. While leadership may change over time, consistent excellence comes from the day-to-day work of our operators, mechanics, and administrative staff.

Mr. Harrell thanked Senator Diggs for taking the time to acknowledge our work.

Closed Session

None

Adjournment

With no further business to conduct, the meeting was adjourned at 2:22 p.m.

TRANSPORTATION DISTRICT COMMISSION OF HAMPTON ROADS

Shannon Glover
Chair

Luis Ramos
Commission Secretary
July 24, 2025



Student Transit Riders Commission Holds Inaugural Meeting

The newly formed Student Transit Riders Commission (STRC) held its first meeting on July 10 in the Hampton boardroom. There are currently eight students on the Commission, but we are looking to bring in additional students to represent Virginia Beach and Chesapeake. STRC will help connect HRT with the teen demographic, including Student Freedom Pass holders, and provide valuable input on the needs of the next generation of public transit riders.



Student Freedom Pass Palooza

We're putting our young Commissioners right to work at next month's Student Freedom Pass Paloozas. They're being held on Thursday, August 7, at Hampton High School from 11 a.m. to 1 p.m. and Saturday, August 9, at the YMCA on Granby Street in Norfolk from 10 a.m. to 2 p.m. It's an excellent opportunity to talk to students about the benefits of the Student Freedom Pass. Public Outreach will be handing out passes to students aged 13 to 17. The passes allow them to ride HRT's bus, light rail, and ferry service for free. In FY25, HRT distributed more than 1,800 Student Freedom Passes.



Connecting Chesapeake Pop-Up Events

Public Outreach hosted a series of pop-ups to share the latest information on efforts to bring high-capacity transit to the City of Chesapeake. There were six events across Chesapeake and Norfolk to share the next steps in the Connecting Chesapeake study. Staff discussed the two transit alignment alternatives along with the recommended mode of transportation to enhance the city's economy, align with future growth plans, and improve connectivity to the regional transportation network.



Staff Get Up to Speed on New Smart Stop Technology

HRT has finished installing Smart Stops, a technologically advanced bus stop sign designed to improve the public transit experience. Public Outreach hosted four "snack and learn" sessions to help familiarize staff with the changes. Representatives from Technology and Engineering & Facilities were on hand to explain the features. All route information is displayed on one side, with a QR code linking to additional info on the other. The signs are printed on reflective vinyl for better visibility, with the bus stop number prominently displayed in large font on both sides.



Bus Barrier Installation Complete

Complete Coach Works just completed installation of more than 120 safety barriers on HRT buses and VB Wave trollies. The project took just over four months at a cost of \$906K. It was paid for by a Transit Ridership Incentive Program (TRIP) grant from the Virginia Department of Rail and Public Transportation (DRPT). The barriers will help protect operators when they are behind the wheel. All new buses are arriving with the safety barrier already installed.



“On the Move” Highlights Workforce Council

We all know Hampton Roads is a great place to live, work, and play. One of the biggest challenges this region faces is convincing college graduates and young professionals to stay. Our Marketing and Strategic Communications team tackled this topic in the latest episode of “On the Move.” Communication Manager Thomas Becher sat down with Margaret Black, Program Coordinator at Hampton Roads Workforce Council. They talked about public transit and how the organization is helping young professionals succeed.



goCo Park and Ride Events

The goCommute crew visited several Park & Ride lots this month, talking with commuters about carpooling and vanpooling. There are over a dozen park-and-ride lots in Hampton Roads – offering free and reserved parking for goCo rideshare participants. Staff were there to ensure commuters logged their trips with ConnectingVA and took full advantage of all goCo benefits, including the Ride Home Rewards program.



Public Outreach Paratransit Presentation

Public Outreach was invited to give travel training to a special group of students. Sherry Moltamore-Mallory, Program Specialist for Norfolk Public Schools Career Development Program, asked the team to show students how to use Paratransit. The program helps connect students with job opportunities. Ms. Moltamore-Mallory wanted the students to receive this training because she said having access to public transportation and knowing how to use it is a key component to their independence and success.



President's Letter

August 2025

System Optimization Plan Addresses External Challenges

Last month I introduced 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 the System Optimization Plan (SOP).

This strategic effort is designed to reduce low-ridership local bus service while reinvesting those savings into routes with higher demand to benefit our customers, our valued operators, and the cities we serve.

Like a private business that continually evaluates its operations and efficiency, HRT must take steps now to address external factors that include rising operating costs, an ongoing shortage of bus operators, and stagnant or decreasing state and federal funding. We need to right-size our local bus network to match the human and financial resources required to run a dependable and cost-effective bus operation.

Let's say a local bus route carries just a handful of passengers per hour. A route serving hundreds of customers a day has the same costs as one that carries just a few, so there's an opportunity to make local bus network adjustments to better align resources with demand.

So, we're exploring ways to optimize service on low-performing local routes, streamline or consolidate routes to remove duplication, realign more high-performing routes to maintain fixed-route coverage, and adjust the level of service or service type based on employment density and demand.

This also solves a major issue for HRT – a shortage of bus operators. We are short about 50 operators to return to pre-pandemic levels of service. Despite industry-leading efforts to recruit operators, they are currently required to work overtime to meet scheduled service, which understandably wears them out.

This optimization will free up enough operators to fully implement the remaining high-frequency 757 Express regional network, which on average has a much higher ridership than local routes. HRT's bus network has not changed much since the agency began operations in 1999, even though the service area has grown and shifted. Now, we need to make sure we're investing in a transit network that is innovative and adaptable to changing demand and new technologies.

This plan will be implemented in phases in October 2026, May 2027 and October 2027 following City Council briefings, plan refinements, approval from our Commission, and implementation planning.

As a partner in the success of Hampton Roads and a responsible steward of public funds, we recognize the need to make significant changes, however difficult they are, to ensure a reliable regional transit network in the future.

We remain confident that the SOP will align us with ongoing success – for all of us.

Sincerely,

A handwritten signature in black ink, appearing to read "W. Harrell", with a large, sweeping flourish extending from the end.

William E. Harrell
President and CEO
Hampton Roads Transit



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.



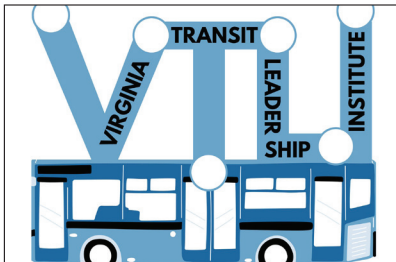
Going Places Podcast Celebrates Anniversary

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.



HAMPTON ROADS
TRANSIT

Draft Financial Statement

JULY 2025 FISCAL YEAR 2025 FINANCIAL REPORT

gohrt.com

OPERATING FINANCIAL STATEMENTS

July 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	\$	9,239.8	\$	793.6	\$ 765.2	\$ (28.4) (3.6) %	\$ 793.6	\$ 765.2	\$ (28.4) (3.6) %
Passenger Revenue - RTS		994.8		82.9	71.1	(11.8) (14.3) %	82.9	71.1	(11.8) (14.3) %
Advertising Revenue		880.0		73.3	92.0	18.6 25.4 %	73.3	92.0	18.6 25.4 %
Other Transportation Revenue		3,129.8		260.8	235.6	(25.2) (9.7) %	260.8	235.6	(25.2) (9.7) %
Non-Transportation Revenue		120.0		10.0	50.9	40.9 408.6 %	10.0	50.9	40.9 408.6 %
Total Operating Revenue		14,364.4		1,220.6	1,214.7	(6.0) (0.5) %	1,220.6	1,214.7	(6.0) (0.5) %
Non-Operating Revenue									
Federal Funding (5307/5337)		45,097.1		4,085.7	5,854.2	1,768.4 43.3 %	4,085.7	5,854.2	1,768.4 43.3 %
HRRTF Funding		11,980.5		998.4	701.6	(296.8) (29.7) %	998.4	701.6	(296.8) (29.7) %
State Funding		24,837.3		2,069.8	-	(2,069.8) (100.0) %	2,069.8	-	(2,069.8) (100.0) %
Local Funding		52,871.8		4,406.0	4,406.0	- - %	4,406.0	4,406.0	- - %
Total Non-Operating Revenue		134,786.7		11,559.9	10,961.8	(598.1) (5.2) %	11,559.9	10,961.8	(598.1) (5.2) %
TOTAL REVENUE	\$	149,151.1	\$	12,780.5	\$ 12,176.4	\$ (604.1)	\$ 12,780.5	\$ 12,176.4	\$ (604.1)
Personnel Services		91,867.9		7,932.3	7,567.0	\$ 365.3 4.6 %	\$ 7,932.3	\$ 7,567.0	\$ 365.3 4.6 %
Contract Services		14,491.1		1,207.6	801.7	405.8 33.6 %	1,207.6	801.7	405.8 33.6 %
Materials & Supplies		5,710.4		475.9	690.2	(214.4) (45.0) %	475.9	690.2	(214.4) (45.0) %
Gas & Diesel		5,560.4		532.4	455.4	77.1 14.5 %	532.4	455.4	77.1 14.5 %
Contractor's Fuel Usage		1,073.4		93.8	82.2	11.6 12.3 %	93.8	82.2	11.6 12.3 %
Utilities		1,582.4		131.9	133.7	(1.9) (1.4) %	131.9	133.7	(1.9) (1.4) %
Casualties & Liabilities		5,879.2		489.9	434.8	55.2 11.3 %	489.9	434.8	55.2 11.3 %
Purchased Transportation		21,179.9		1,765.0	1,736.0	29.0 1.6 %	1,765.0	1,736.0	29.0 1.6 %
Other Miscellaneous Expenses		1,806.3		151.8	171.3	(19.5) (12.9) %	151.8	171.3	(19.5) (12.9) %
TOTAL EXPENSE	\$	149,151.1	\$	12,780.5	\$ 12,072.3	\$ 708.2	\$ 12,780.5	\$ 12,072.3	\$ 708.2
SURPLUS (DEFICIT)					\$ 104.1			\$ 104.1	

- Line of Credit balance as of August 21, 2025, is \$9,004,282.72.
- Line of Credit Average Daily balance for July 2025 was \$10,448,857.11.
- Federal Funding-In lieu of Deferred State Revenue (\$8,304.2), the Agency utilized additional Federal ARPA Discretionary funds to cover eligible expenses.

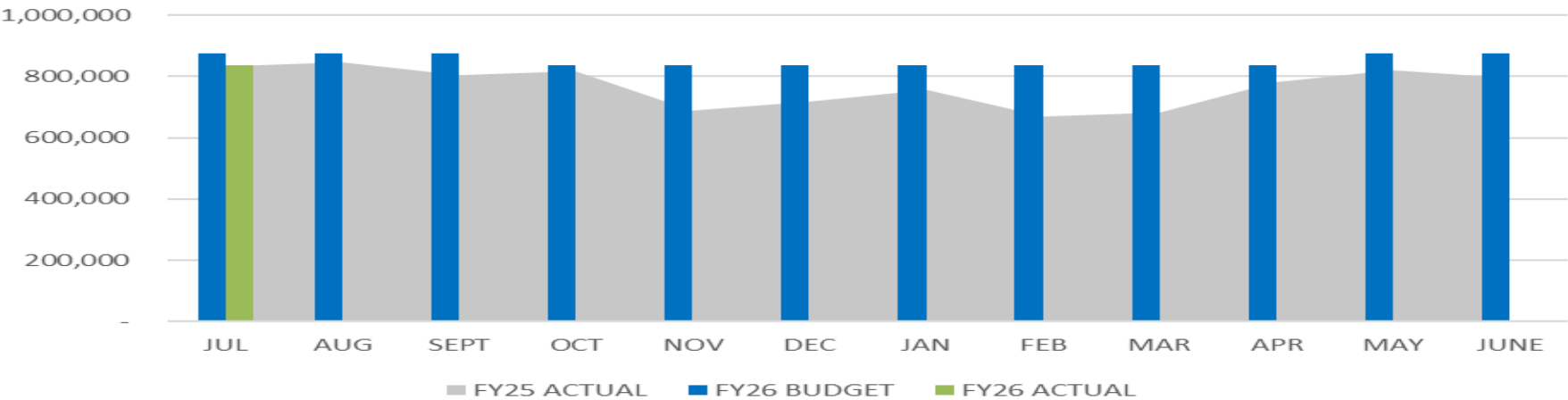
OPERATING FINANCIAL STATEMENTS

July 2025

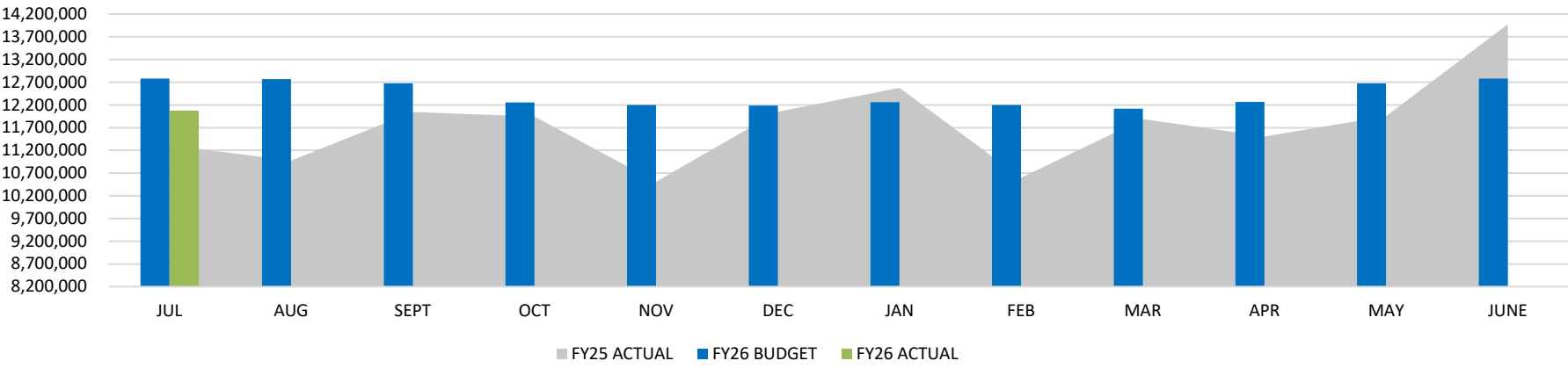
757 EXPRESS, 15-MINUTE INCREMENT

FISCAL YEAR 2026	Annual		Month to Date			Year to Date			
	Budget	Budget	Actual	Variance		Budget	Actual	Variance	
Dollars in Thousands									
Operating Revenue									
Passenger Revenue	\$ 994.8	\$ 82.9	\$ 71.1	\$ (11.8)	(14.3) %	\$ 82.9	\$ 71.1	\$ (11.8)	(14.3) %
RTS Service	11,980.5	998.4	701.6	(296.8)	(29.7) %	998.4	701.6	(296.8)	(29.7) %
TOTAL REVENUE	\$ 12,975.3	\$ 1,081.3	\$ 772.7	\$ (308.6)		\$ 1,081.3	\$ 772.7	\$ (308.6)	
Personnel Services	\$ 9,942.6	\$ 828.6	\$ 601.3	\$ 227.3	27.4 %	\$ 828.6	\$ 601.3	\$ 227.3	27.4 %
Contract Services	1,220.4	101.7	46.3	55.4	54.4 %	101.7	46.3	55.4	54.4 %
Materials & Supplies	1,322.7	110.2	100.4	9.8	8.9 %	110.2	100.4	9.8	8.9 %
Utilities	94.5	7.9	5.8	2.1	26.4 %	7.9	5.8	2.1	26.4 %
Casualties & Liabilities	395.0	32.9	18.9	14.0	42.6 %	32.9	18.9	14.0	42.6 %
TOTAL EXPENSE	\$ 12,975.3	\$ 1,081.3	\$ 772.7	\$ 308.6		\$ 1,081.3	\$ 772.7	\$ 308.6	
SURPLUS (DEFICIT)			\$ -				\$ -		

Farebox Revenue



Total Expenses



OPERATING CROSSWALK

July 2025

YEAR-TO-DATE					
FISCAL YEAR 2026 (Dollars in Thousands)	BUDGET	ACTUAL LOCALITY	ACTUAL NON-LOCALITY	ACTUAL CONSOLIDATED	VARIANCE + / (-)
REVENUE					
Passenger Revenue	\$ 876.5	\$ 750.2	\$ 86.0	\$ 836.2	\$ (40.3)
Advertising Revenue	\$ 73.3	\$ 83.8	\$ 8.1	\$ 91.9	\$ 18.6
Other Transportation Revenue	\$ 260.8	\$ -	\$ 235.6	\$ 235.6	\$ (25.2)
Non-Transportation Revenue	\$ 10.0	\$ 9.3	\$ 41.6	\$ 50.9	\$ 40.9
Federal Funding (PM 5307/5337)	\$ 4,085.7	\$ 5,854.2	\$ -	\$ 5,854.2	\$ 1,768.5
HRRTF Funding ¹	\$ 998.4	\$ -	\$ 701.6	\$ 701.6	\$ (296.8)
State Funding	\$ 2,069.8	\$ -	\$ -	\$ -	\$ (2,069.8)
Local Funding	\$ 4,406.0	\$ 4,406.0	\$ -	\$ 4,406.0	\$ -
TOTAL REVENUE:	\$ 12,780.5	\$ 11,103.5	\$ 1,072.9	\$ 12,176.4	\$ (604.1)
EXPENSE					
Personnel Services	\$ 7,932.3	\$ 6,959.7	\$ 607.3	\$ 7,567.0	\$ 365.3
Services	\$ 1,207.6	\$ 737.4	\$ 64.3	\$ 801.7	\$ 405.9
Materials & Supplies	\$ 1,102.0	\$ 1,129.3	\$ 98.6	\$ 1,227.9	\$ (125.9)
Utilities	\$ 131.9	\$ 123.0	\$ 10.7	\$ 133.7	\$ (1.8)
Casualties & Liabilities	\$ 489.9	\$ 399.9	\$ 34.9	\$ 434.8	\$ 55.1
Purchased Transportation	\$ 1,765.0	\$ 1,596.7	\$ 139.3	\$ 1,736.0	\$ 29.0
Other Miscellaneous Expenses	\$ 151.8	\$ 157.5	\$ 13.7	\$ 171.2	\$ (19.4)
TOTAL EXPENSE:	\$ 12,780.5	\$ 11,103.5	\$ 968.8	\$ 12,072.3	\$ 708.2
BUDGET STATUS TO DATE:	\$ -	\$ -	\$ 104.1	\$ 104.1	\$ 104.1

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

LOCALITY RECONCILIATION

July 2025

FISCAL YEAR 2026 (\$ in thousands)	TOTAL LOCALITY			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/-(-)
Locality Operating Share	\$ 52,871.7	\$ 4,406.0	\$ 4,406.0	\$ -
Plus: Local Farebox	\$ 9,058.9	\$ 755.0	\$ 750.2	\$ (4.8)
Locality Share - Sub-Total:	\$ 61,930.6	\$ 5,161.0	\$ 5,156.2	\$ (4.8)
Plus: Federal Aid	\$ 45,097.0	\$ 4,085.7	\$ 5,854.2	\$ 1,768.5
State Aid	\$ 24,837.3	\$ 2,069.8	\$ -	\$ (2,069.8)
Total Revenue Contribution:	\$ 131,864.9	\$ 11,316.5	\$ 11,010.4	\$ (306.1)
Operating Expenses:	\$ 131,864.9	\$ 11,316.5	\$ 11,010.4	\$ 306.1
Locality Budget Status to Date:				\$ -

KPI

Farebox Recovery:	6.7%	6.8%
Farebox % of Budgeted Expense:		6.6%

Draft Financial Statement

LOCALITY RECONCILIATION

July 2025

FISCAL YEAR 2026 (\$ in thousands)	CHESAPEAKE			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/(-)
Locality Operating Share	\$ 3,506.2	\$ 292.2	\$ 292.2	\$ -
Plus: Local Farebox	\$ 485.2	\$ 40.4	\$ 38.0	\$ (2.4)
Locality Share - Sub-Total:	\$ 3,991.4	\$ 332.6	\$ 330.2	\$ (2.4)
Plus: Federal Aid	\$ 3,076.4	\$ 256.4	\$ 388.7	\$ 132.3
State Aid	\$ 1,601.7	\$ 133.5	\$ -	\$ (133.5)
Total Revenue Contribution:	\$ 8,669.5	\$ 722.5	\$ 718.9	\$ (3.6)
Operating Expenses:	\$ 8,669.5	\$ 722.5	\$ 703.7	\$ 18.8
Locality Budget Status to Date:				\$ 15.2

KPI

Farebox Recovery:	5.6%	5.4%
Farebox % of Budgeted Expense:		5.3%

Draft Financial Statement

FISCAL YEAR 2026 (\$ in thousands)	HAMPTON			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/-(-)
Locality Operating Share	\$ 5,496.4	\$ 458.1	\$ 458.1	\$ -
Plus: Local Farebox	\$ 901.4	\$ 75.1	\$ 65.8	\$ (9.3)
Locality Share - Sub-Total:	\$ 6,397.8	\$ 533.2	\$ 523.9	\$ (9.3)
Plus: Federal Aid	\$ 5,066.5	\$ 422.2	\$ 695.2	\$ 273.0
State Aid	\$ 2,637.7	\$ 219.8	\$ -	\$ (219.8)
Total Revenue Contribution:	\$ 14,102.0	\$ 1,175.2	\$ 1,219.1	\$ 43.9
Operating Expenses:	\$ 14,102.0	\$ 1,175.2	\$ 1,229.4	\$ (54.2)
Locality Budget Status to Date:				\$ (10.3)

KPI

Farebox Recovery:	6.4%	5.4%
Farebox % of Budgeted Expense:		5.6%

LOCALITY RECONCILIATION

July 2025

FISCAL YEAR 2026 (\$ in thousands)	NEWPORT NEWS			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/(-)
Locality Operating Share	\$ 8,364.8	\$ 697.1	\$ 697.1	\$ -
Plus: Local Farebox	\$ 1,618.5	\$ 134.9	\$ 119.8	\$ (15.1)
Locality Share - Sub-Total:	\$ 9,983.3	\$ 832.0	\$ 816.9	\$ (15.1)
Plus: Federal Aid	\$ 8,029.2	\$ 669.1	\$ 1,075.4	\$ 406.3
State Aid	\$ 4,180.7	\$ 348.4	\$ -	\$ (348.4)
Total Revenue Contribution:	\$ 22,193.2	\$ 1,849.5	\$ 1,892.3	\$ 42.8
Operating Expenses:	\$ 22,193.2	\$ 1,849.5	\$ 1,856.0	\$ (6.5)
Locality Budget Status to Date:				\$ 36.3

KPI

Farebox Recovery:	7.3%	6.5%
Farebox % of Budgeted Expense:		6.5%

Draft Financial Statement

LOCALITY RECONCILIATION

July 2025

FISCAL YEAR 2026 (\$ in thousands)	NORFOLK			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/(-)
Locality Operating Share	\$ 22,951.6	\$ 1,912.6	\$ 1,912.6	\$ -
Plus: Local Farebox	\$ 4,134.7	\$ 344.6	\$ 325.6	\$ (19.0)
Locality Share - Sub-Total:	\$ 27,086.3	\$ 2,257.2	\$ 2,238.2	\$ (19.0)
Plus: Federal Aid	\$ 17,093.0	\$ 1,424.4	\$ 1,886.3	\$ 461.9
State Aid	\$ 10,346.5	\$ 862.2	\$ -	\$ (862.2)
Total Revenue Contribution:	\$ 54,525.8	\$ 4,543.8	\$ 4,124.5	\$ (419.3)
Operating Expenses:	\$ 54,525.8	\$ 4,543.8	\$ 4,063.3	\$ 480.5
Locality Budget Status to Date:				\$ 61.2

KPI

Farebox Recovery:	7.6%	8.0%
Farebox % of Budgeted Expense:		7.2%

Draft Financial Statement

FISCAL YEAR 2026 (\$ in thousands)	PORTSMOUTH			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/(-)
Locality Operating Share	\$ 3,761.1	\$ 313.4	\$ 313.4	\$ -
Plus: Local Farebox	\$ 481.9	\$ 40.2	\$ 54.1	\$ 13.9
Locality Share - Sub-Total:	\$ 4,243.0	\$ 353.6	\$ 367.5	\$ 13.9
Plus: Federal Aid	\$ 3,595.4	\$ 299.6	\$ 405.7	\$ 106.1
State Aid	\$ 1,783.3	\$ 148.6	\$ -	\$ (148.6)
Total Revenue Contribution:	\$ 9,621.7	\$ 801.8	\$ 773.2	\$ (28.6)
Operating Expenses:	\$ 9,621.7	\$ 801.8	\$ 759.3	\$ 42.5
Locality Budget Status to Date:				\$ 13.9

KPI

Farebox Recovery:	5.0%	7.1%
Farebox % of Budgeted Expense:		6.7%

LOCALITY RECONCILIATION

July 2025

FISCAL YEAR 2026 (\$ in thousands)	VIRGINIA BEACH			
	ANNUAL BUDGET	YEAR-TO-DATE		
		BUDGET	ACTUAL	VARIANCE +/-
Locality Operating Share	\$ 8,791.6	\$ 732.6	\$ 732.6	\$ -
Plus: Local Farebox	\$ 1,437.2	\$ 119.8	\$ 146.9	\$ 27.1
Locality Share - Sub-Total:	\$ 10,228.8	\$ 852.4	\$ 879.5	\$ 27.1
Plus: Federal Aid	\$ 8,236.5	\$ 1,014.0	\$ 1,402.9	\$ 388.9
State Aid	\$ 4,287.4	\$ 357.3	\$ -	\$ (357.3)
Total Revenue Contribution:	\$ 22,752.7	\$ 2,223.7	\$ 2,282.4	\$ 58.7
Operating Expenses:	\$ 22,752.7	\$ 2,223.7	\$ 2,398.7	\$ (175.0)
Locality Budget Status to Date:				\$ (116.3)

KPI

Farebox Recovery:	5.4%	6.1%
Farebox % of Budgeted Expense:		6.6%

Draft Financial Statement

Contract No.: 24-00308R	Title: Audit Management System	Contract Amount:	
		Implementation:	\$ 0.00
		Base Year:	\$ 51,070.00
		Four (4) Option Years:	<u>\$224,280.00</u>
		Total:	\$275,350.00

Acquisition Description: Enter into a contract with a qualified Contractor to provide an Audit Management System for Hampton Roads Transit's (HRT's) Internal Audit Department.

Background: HRT's Internal Audit Department was established by the Operations and Oversight Committee, as part of its oversight function. The Department's mission is to provide independent and objective consulting, and value-added services to improve the operations and objectives of HRT through a systematic, disciplined approach to evaluate and improve the effectiveness of audit processes, investigations, and consultations. With increasing business complexity and the rising number and types of audits and investigations that HRT needs to conduct in compliance with the Health Insurance Portability and Accountability Act (HIPAA), the Virginia Consumer Data Protection Act, and other regulatory bodies, the current spreadsheet-based system is no longer a viable option to manage the comprehensive and wide range of audit-related activities, data, and processes. Implementing a common framework for all types of audits, investigations, and compliance activities at an enterprise level with tactical imperatives is essential to having clear visibility into risk exposures and mitigation plans.

This solution is expected to strengthen HRT's control environment and unify compliance and risk management, standardize processes, improve documentation, and minimize human error in conducting, scheduling, and tracking necessary activities through elimination and/or reduction of redundant, repetitive, and manual processes. Internal Audit will be able to better leverage technology and knowledge collection/sharing tools to significantly improve effectiveness and efficiency. Under the terms of this agreement, the Contractor will provide a cloud-based, fully integrated software solution to deliver strategic value and increase efficiencies through a streamlined internal audit process that reduces/eliminates manual processes for generating, tracking, conducting, and managing the full lifecycle of actions.

Contract Approach: A Request for Proposals (RFP) was issued on February 25, 2025. Four (4) proposals were received on March 27, 2025, from the following firms:

- Autocene Government Solutions, Inc.
- Carahsoft Technology Corporation
- Guidehouse, Inc. (Guidehouse)
- Onspring Technologies, LLC (Onspring)

Upon an initial review and evaluation of the technical proposals, Guidehouse and Onspring were rated best to meet the Scope of Work requirements. The two (2) firms were invited to discuss their proposals and provide technical clarification on their approach to the Scope of Work.

Contract No.: 24-00308R	Title: Audit Management System	Contract Amount:	
		Implementation:	\$ 0.00
		Base Year:	\$ 51,070.00
		Four (4) Option Years:	<u>\$224,280.00</u>
		Total:	\$275,350.00

Following the technical presentations and interviews, HRT Staff determined that Onspring was the most technically qualified to provide the services described in the Scope of Work based on clarifications provided during their presentation. Therefore, Onspring was invited for further discussions and negotiation 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, a Best and Final Offer (BAFO) was requested.

Although Onspring did not offer any pricing concessions as a result of the negotiation, HRT staff determined that Onspring provided the best value to HRT based on technical capability and price. The firm indicated that their original pricing was increased slightly to include the addition of a non-production/development environment for HRT's use. Based on a price analysis performed utilizing the independent cost estimate, and the fact that the pricing was obtained in a competitive environment, Onspring's pricing is deemed fair and reasonable. A contractor responsibility review performed confirmed that Onspring is both technically and financially capable of performing the services.

Onspring is located in Overland Park, KS and has provided similar services for the University System of Georgia, in Atlanta, GA; the University of Kansas Health System, in Kansas City, KS; and the American Cancer Society, in Atlanta, GA.

The period of performance for this Contract is one (1) base year, effective at the conclusion of the initial not-to-exceed twelve (12) month development and implementation phase, with four (4) additional one-year options.

No DBE Goal was assigned for this solicitation.

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

Project Manager: Shelia Gullledge, Director, Technology Project Management Office

Contracting Officer: Sonya Luther, Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the 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.: 24-00308R	Title: Audit Management System	Contract Amount:	
		Implementation:	\$ 0.00
		Base Year:	\$ 51,070.00
		Four (4) Option Years:	<u>\$224,280.00</u>
		Total:	\$275,350.00

Solicitation Results

Offeror	Offer	Best and Final Offer
Onspring Technologies, LLC	\$271,500.00	\$275,350.00
Carahsoft Technology Corporation	\$494,570.75	N/A
Autocene Government Solutions, Inc.	\$522,696.00	N/A
Guidehouse, Inc.	\$1,670,292.00	N/A

Onspring's Pricing Summary

Implementation	Base Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total
\$0.00	\$51,070.00	\$56,070.00	\$56,070.00	\$56,070.00	\$56,070.00	\$275,350.00

Contract No.: 25-00341	Title: Custodial Services and Consumables	Contract Amount: Base Year: \$ 837,440.62 Four (4) Option Years: <u>\$3,772,789.00</u> Total: \$4,610,229.62
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Acquisition Description: Enter into a contract with a qualified Contractor to provide custodial services and consumables for Hampton Roads Transit (HRT) facilities.

Background: HRT has a requirement to maintain all of its facilities in such a manner as to provide a clean, well-kept, healthy, and safe work environment for HRT employees and visitors. Under the terms of this agreement, the Contractor will provide custodial services on a daily, weekly, monthly, and quarterly basis; and consumables, such as toilet paper, paper towels, hand soap, and trash bags. The Contract incorporates HRT's Green Housekeeping Program, which includes the use of specified green housekeeping chemicals, implementing cleaning processes that benefit public health and the environment, and utilizing environmentally preferable products for performing custodial services. Additionally, the Contractor is also required to provide all equipment and cleaning supplies.

Contract Approach: A Request for Proposals (RFP) was issued on March 13, 2025. Five (5) proposals were received on April 24, 2025, from the following firms:

- A&B Cleaning Service, Inc.
- Aspen Cleaning Services, Inc. (Aspen)
- DBS, Inc. (DBS)
- RDS Logistics LLC
- Squeaky Clean Sunshine Cleaning Company, LLC

Upon an initial review and evaluation of the technical proposals, Aspen and DBS were rated best to meet the Scope of Work requirements. The two (2) firms were invited to discuss their proposals and provide technical clarification on their approach to the Scope of Work.

Following the technical presentations and interviews, Aspen and DBS were invited for further discussions and negotiation 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 Aspen provided the best value to HRT based on a combination of technical capability and price. As a result of the negotiations, Aspen decreased their total price by \$453,272.97, or approximately 9%. Based on a price analysis performed, and the fact that the pricing was obtained in a competitive environment, Aspen's pricing is deemed fair and reasonable. A contractor responsibility review performed confirmed that Aspen is both technically and financially capable of performing the services.

Contract No.: 25-00341	Title: Custodial Services and Consumables	Contract Amount:	
		Base Year:	\$ 837,440.62
		Four (4) Option Years:	<u>\$3,772,789.00</u>
		Total:	\$4,610,229.62

Aspen is located in Chesapeake, VA and has provided similar services for Acoustical Sheet Metal in Virginia Beach, VA; Social Security Administration in Norfolk, VA; and Peninsula Town Center in Hampton, VA.

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 HRRTF and operating funds.

Project Manager: Scott Demharter, Director of Facilities

Contracting Officer: Donald Shea, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the 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.

Solicitation Results

Offeror	Offer	Best and Final Offer
RDS Logistics LLC	\$4,456,712.76	N/A
A&B Cleaning Service. Inc.	\$4,770,511.00	N/A
Aspen Cleaning Services Inc.	\$5,063,502.60	\$4,610,229.62
DBS, Inc.	\$5,589,583.10	\$5,513,182.40
Squeaky Clean Sunshine Cleaning Company, LLC	\$7,190,076.00	N/A

Aspen's Pricing Summary

Base Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total
\$837,440.62	\$874,189.20	\$919,899.00	\$964,943.40	\$1,013,757.40	\$4,610,229.62

Contract No: 22-00199, Modification 3	Title: Fare Technology Assessment, Phase 5 – Mobile Fare Collection System Implementation Support	Modification Amount \$160,450.00
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Acquisition Description: Award a contract modification to increase the Fare Technology Assessment, Phase 5 – Mobile Fare Collection System Implementation Support Contract value by an additional \$160,450.00.

Background: In August 2022, the Commission approved the award of a sole source contract to IBI Group (now Arcadis Architects Engineers and Landscape Architects, A New York General Partnership or “Arcadis”) in the amount of \$289,872.00 to provide implementation support for the mobile fare collection system project being implemented by Bytemark, Inc. (now Siemens Mobility, Inc.).

In September 2024, HRT extended the Contract by twelve (12) months to September 6, 2025, due to the extension of the mobile fare collection system project; and in April 2025, the not to exceed amount of the Contract was increased by \$68,430.23 (23.6%) to accommodate additional support services required under the Contract. However, due to further implementation delays of the mobile fare collection system project, an additional extension of eleven (11) months, to August 6, 2026, is necessary. As a result of this extension, additional funds are required to accommodate the support cost over the extension period. The additional funds will allow Arcadis to continue to provide implementation support to include supporting ongoing calls, project management, installation coordination, testing, training, roll-out planning, system acceptance, and transition to operational support.

This Modification No. 3 will provide additional funding on the Contract through August 6, 2026.

Contract Approach: The estimated amount of \$160,450.00 is based on current pricing for the additional services anticipated, including installation, testing, and operational support.

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

Project Manager: Steven Florian, Fare Technology Services Manager

Contracting Officer: Jessica White, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of 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.: 25-00348	Title: Federal Legislative Services (Renewal)	Contract Amount: Two (2) Base Years: \$156,000.00 Three (3) Option Years: \$234,000.00 Total: \$390,000.00
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Acquisition Description: Enter into a renewal contract with a qualified Consulting firm to provide federal legislative services.

Background: Hampton Roads Transit (HRT) requires a qualified firm to perform government relations and legislative services activities at the federal level in support of HRT's core mission. These services include assisting HRT in identifying opportunities and effectively engaging policy makers and staff of federally elected and administration officials to ensure HRT obtains positive federal policy and funding outcomes. Under the terms of this agreement, the Contractor will work with the key members and staff of the United States Congress and the President's Administration in support of legislative and public policy priorities of HRT. The Contractor will attend pertinent committee meetings, mark-up sessions, House-Senate conferences, trade associations, and work group meetings, and comment as needed and provide written reports to HRT; engage in dialogue, as needed, with Department of Transportation and Federal Transit Administration officials in regard to HRT's legislative agenda as it is formulated and implemented; schedule meetings with HRT and the federal level policy makers, staff, and influencers as needed; and provide consultation and representation for HRT on a day-to-day basis, as needed.

Contract Approach: A Request for Proposal (RFP) was issued on April 2, 2025. Five (5) proposals were received on May 19, 2025, from the following firms:

- Alcalde & Fay
- Squire Patton Boggs (US) LLP (Squire Patton Boggs)
- The Ferguson Group, LLC (TFG)
- The Reserve Component
- Van Scoyoc Associates

Upon review and evaluation of the technical proposals, three (3) firms, Alcalde & Fay, Squire Patton Boggs, and TFG were rated best to meet the Scope of Work requirements. The three (3) firms were invited to discuss their proposals and provide technical clarifications on their approach to the work.

After discussions concluded with the three (3) firms, negotiations were held with Squire Patton Boggs and TFG, for the purpose of a possible award. Negotiations focused on clarifying assumptions made in establishing pricing and reducing the proposed monthly rates. At the conclusion of negotiations, Best and Final Offers (BAFO) were requested.

Upon review and evaluation of the BAFOs received, HRT staff determined that TFG provided the best value to HRT based on a combination of technical capability and price. While TFG did not

Contract No.: 25-00348	Title: Federal Legislative Services (Renewal)	Contract Amount: Two (2) Base Years: \$156,000.00 Three (3) Option Years: <u>\$234,000.00</u> Total: \$390,000.00
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offer any price concessions, they stated that their original proposed fee schedule is appropriate to ensure HRT will receive the level of service it deserves based upon their projection of time and intensity of services; and by providing the same fee schedule for all five (5) years provides HRT with a high degree of budget certainty and stability. Based on the fact that pricing was obtained in a competitive environment, TFG's pricing is deemed fair and reasonable. A contractor responsibility review performed confirmed that TFG is technically and financially capable of performing the services.

TFG is located in Washington, DC, and has provided similar services for Fairfax County in Fairfax, VA; the Placer County Transportation Planning Agency in Roseville, CA; and the North Carolina Public Transportation Association in Clinton, NC.

The period of performance for this contract is two (2) base years, with three (3) additional one-year options.

No DBE goal was established for this solicitation.

Cost/Funding: This contract will be funded with operating funds.

Project Manager: Noelle Pinkard, Organizational Advancement Officer

Contracting Officer: Sonya Luther, Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to The Ferguson Group, LLC to provide federal legislative services in the not-to-exceed amount of \$390,000.00.

Solicitation Results

Offeror	Original Offer	Best and Final Offer
The Reserve Component	\$336,000.00	N/A
Alcalde & Fay	\$390,000.00	N/A
The Ferguson Group, LLC	\$390,000.00	\$390,000.00
Van Scoyoc Associates	\$420,000.00	NA
Squire Patton Boggs (US) LLP	\$468,000.00	\$438,000.00

Contract No.: 25-00348	Title: Federal Legislative Services (Renewal)	Contract Amount:	
		Two (2) Base Years:	\$156,000.00
		Three (3) Option Years:	<u>\$234,000.00</u>
		Total:	\$390,000.00

The Ferguson Group's Pricing Summary					
Base Year 1	Base Year 2	Option Year 1	Option Year 2	Option Year 3	Total
\$78,000.00	\$78,000.00	\$78,000.00	\$78,000.00	\$78,000.00	\$390,000.00

Contract No: 25-00356	Title: Light Rail Systems Training Benches	Contract Amount: \$278,500.00
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Acquisition Description: Enter into a contract with a qualified Contractor to provide Light Rail systems training benches.

Background: Hampton Roads Transit's (HRT's) Light Rail Systems' Department has a requirement for two (2) training/troubleshooting benches to replace shop equipment that have reached the end of their useful life. The training benches are required in order to train HRT signalmen on vital Light Rail systems; provide a means to test and verify operation of the Light Rail vital circuit boards; and upgrade firmware without having to utilize live field equipment. Under the terms of this agreement, the Contractor will provide two (2) new customized training benches, with operating procedures, electronic documentation, schematics, functioning software, and training for fifteen (15) of HRT's designated personnel. The new benches will contribute to HRT's initiative to provide safe and reliable assets and maintain a state of good repair.

Contract Approach: An Invitation for Bids was issued July 1, 2025. One (1) bid was received on July 24, 2025, from Diverging Approach, Inc. (Diverging). A post-solicitation survey of other firms solicited revealed that most were not able to meet the requirements within the Scope of Work.

After review and evaluation of the bid received, HRT staff determined that Diverging was a responsive (in compliance with submittal requirements) and responsible (capable to provide) Bidder; 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 Divergent. Negotiations focused on reducing the total bid price. As a result of negotiations, Divergent reduced their total bid price by \$5,500.00, or approximately 1.9%. Based on a price analysis conducted utilizing the independent cost estimate, Diverging's pricing is deemed fair and reasonable. A contractor responsibility review confirmed that Diverging is technically and financially capable of performing the work.

Diverging is located in Richmond, VA and has provided similar services for Met Council in Minneapolis, MN; Massachusetts Bay Transportation Authority in Somerville, MA; and Niagara Frontier Transportation Authority in Buffalo, NY.

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

No DBE goal was assigned for this solicitation.

Cost/Funding: This Contract will be funded with ACC Funds

Project Manager: Wayne Groover, Director of Maintenance - Facilities and Rail

Contracting Officer: Donald Shea, Contract Specialist

Contract No: 25-00356	Title: Light Rail Systems Training Benches	Contract Amount: \$278,500.00
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Recommendation: It is respectfully recommended that the Commission approve the 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.

Bid Summary

Description	Original Pricing	Revised Princ
Task Rack 1	\$132,000.00	\$130,000.00
Test Rack 2	\$132,000.00	\$128,500.00
Training	\$20,000.00	\$20,000.00
Total	\$284,000.00	\$278,500.00

Contract No.: 25-00339	Title: Naval Station Norfolk Base Circulator (Renewal)	Contract Amount:	
		Two (2) Base Years:	\$2,587,200.00
		Three (3) Option Years:	\$4,185,000.00
		Total:	\$6,772,200.00

Acquisition Description: Enter into a contract with a qualified Contractor to provide a turnkey base circulator.

Background: Hampton Roads Transit (HRT) is seeking the “turnkey operation” of a circulator service that provides last-mile accessibility for Naval Station Norfolk (NSN) employees and visitors who wish to arrive on foot, bicycle, scooter, transit, or by parking in the Naval Exchange area outside the gate. The circulator currently provides access to the base for those who use HRT’s fixed route system to get to the Naval Exchange area but would otherwise have to walk through the security gates and on to their destination. This improvement in accessibility via the circulator reduces congestion at security gates, which reduces traffic and congestion on local streets and the region’s highways. This last-mile connection reduces dependency on automobile travel within the base while also helping to limit parking turnover, which in turn has equity benefits by making NSN jobs more accessible to the region’s residents who lack access to automobiles.

Under the terms of this agreement, the Contractor will provide a plan for service, to include implementation of two (2) circulators and required vehicles; all necessary personnel, including drivers, mechanics, and administrative staff; performance metrics; and any on-going support.

Contract Approach: A Request for Proposals was issued on May 20, 2025. Four (4) proposals were received on July 3, 2025, from the following firms:

- Academy Express, LLC (Academy)
- Adventures by Dawn, LLC dba Adventure Tours
- Easton Coach Company, LLC (Easton)
- The Silverback Troup, LLC

Upon review and evaluation of the technical proposals, Academy and Easton 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 both firms for the purpose of a possible award. Negotiations focused on clarifying assumptions made in establishing pricing and reducing the 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 Easton provided the best value to HRT based on a combination of technical capability and price. As a result of the negotiations, Easton decreased their total price by \$73,560.00, or approximately 1.1%. Based on a price analysis performed, and the fact that the pricing was obtained in a competitive environment,

Contract No.: 25-00339	Title: Naval Station Norfolk Base Circulator (Renewal)	Contract Amount:	
		Two (2) Base Years:	\$2,587,200.00
		Three (3) Option Years:	<u>\$4,185,000.00</u>
		Total:	\$6,772,200.00

Easton's pricing is deemed fair and reasonable. A contractor responsibility review performed confirmed that Easton is both technically and financially capable of performing the services.

Easton is located in Easton, PA and has provided similar services to Lafayette College in Easton, PA; St. Joseph's University in Philadelphia, PA; and Conshohocken Rambler in Conshohocken, PA. Easton also provides HRT's current paratransit service satisfactorily.

The Contract period of performance is two (2) base years with three (3) additional one-year options.

No DBE Goal was assigned for this solicitation.

Cost/Funding: This Contract will be funded with state TRiP Program and HRRTF funds.

Project Manager: Amy Braziel, Director of Contracted Services and Operational Analytics

Contracting Officer Sonya Luther, Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the award of a contract to Easton Coach Company, LLC to provide a Naval Station Norfolk base circulator in the not-to-exceed amount of \$6,772,200.00.

Solicitation Summary

Offeror	Original Offer	Best and Final Offer
The Silverback Troup, LLC	\$6,828,250.00	N/A
Easton Coach Company, LLC	\$6,845,760.00	\$6,772,200.00
Adventures by Dawn dba Adventure Tours	\$7,081,746.48	N/A
Academy Express, LLC	\$7,186,763.28	\$7,186,763.28

Easton Coach Company's Pricing

Base Years 1 and 2	Option Year 1	Option Year 2	Option Year 3	Total Price
\$2,587,200.00	\$1,346,400.00	\$1,395,000.00	\$1,443,600.00	\$6,772,200.00

Contract No.: 25-00338	Title: On-Site Vehicle Inspection Services (Renewal)	Contract Amount: Base Year: \$ 47,650.00 Four (4) Option Years: <u>\$214,350.00</u> Total: \$262,000.00
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Acquisition Description: Enter into a renewal contract with a qualified Contractor to provide on-site vehicle inspection and quality assurance services on a Task Order basis.

Background: In accordance with Federal Transit Administration (FTA) regulations, Hampton Roads Transit (HRT) is required to provide on-site vehicle inspection and quality assurance services to ensure that new transit vehicles meet all functional tests and Buy America requirements. Under the terms of this agreement, the Contractor will provide qualified inspector(s) to perform pre-production or start of production activities; production line inspections; and reporting and communication concerning HRT's transit vehicle orders. The Contractor will also produce Pre-Award and Post-Delivery Buy America reports compliant with the requirements of 49 CFR Parts 661 and 663.

Contract Approach: A Request for Proposals (RFP) was issued on February 18, 2025. One (1) proposal was received on March 26, 2025, from AmeriTran Service Corporation dba Transit Resource Center Engineering Services, LLC (TRC). A post-solicitation survey of vendors solicited concluded that most did not provide the services described in the Scope of Work. There was no indication that a re-solicitation to pursue more competition would have resulted in greater participation.

In response to the RFP, proposers were required to provide unit prices for on-site inspections and pre-award and post-delivery Buy America audits and reports, as well as other direct costs as specified in the Price Schedule. Additionally, the quantity of buses differs per year based on anticipated new bus purchases.

After an initial review of the proposal received, HRT staff determined that TRC was technically qualified to meet the Scope of Work requirements. The firm was then invited for discussions to clarify the assumptions made in establishing pricing. During the discussion, TRC confirmed that the proposed pricing is applicable to Gillig buses only. The average proposed unit pricing is approximately 45% lower than the current average unit pricing. Based on the discussion, and a price analysis performed utilizing historical data and the independent cost estimate, TRC's pricing is deemed fair and reasonable. A contractor responsibility review confirmed that TRC is technically and financially capable of performing the work.

TRC is located in Winter Springs, FL and has performed similar services for the San Diego Metropolitan Transit System in San Diego, CA; the South Central Transit Authority in Reading, PA; and the Capital District Transportation Authority in Albany, NY. TRC currently provides these services for HRT satisfactorily.

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

No DBE Goal was assigned for this solicitation.

Contract No.: 25-00338	Title: On-Site Vehicle Inspection Services (Renewal)	Contract Amount:	
		Base Year:	\$ 47,650.00
		Four (4) Option Years:	<u>\$214,350.00</u>
		Total:	\$262,000.00

Cost/Funding: This contract will be funded with operating funds.

Project Manager: Monique Battle, Operations Project and Contract Administrator

Contracting Officer: Jessica White, Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the 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.

TRC's Pricing Summary

Base Year	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Total
\$47,650.00	\$43,100.00	\$38,150.00	\$65,550.00	\$67,550.00	\$262,000.00

Contract No.: 25-00340	Title: Overhead Doors Maintenance and Repair Services	Contract Amount: Two (2) Base Years: \$273,000.00 Three (3) Option Years: <u>\$431,350.00</u> Total: \$704,350.00
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Acquisition Description: Enter into a Contract with a qualified Contractor to perform scheduled and unscheduled maintenance, inspections, and emergency repair services for overhead doors at various Hampton Roads Transit (HRT) locations.

Background: HRT requires the services of a qualified Contractor to perform scheduled and unscheduled maintenance, inspections, and emergency repair services for its overhead doors at the Northside Facility, Southside Facility, Trolley Base, Norfolk Tide Facility, and Coleman Place Facility. Under the terms of this agreement, the Contractor will furnish all labor, transportation, equipment, materials, tools, incidental engineering, and supervision required to perform all inspections, maintenance, component replacement, and repairs necessary to keep HRT's overhead doors in a continuous working order.

Contract Approach: An Invitation for Bids (IFB) was issued on June 26, 2025. One (1) bid was received on July 23, 2025, from Doors, Inc., dba Overhead Door Company of Norfolk (Overhead Door). A post-bid survey of vendors solicited concluded that most did not possess experience performing the type of work required on non-residential doors or lacked sufficient personnel to perform the work.

In response to the IFB, bidders were required to provide hourly rates for various labor categories that may be utilized while performing these services. Additionally, there was a \$70,000.00 annual allowance for any door replacement and/or repair materials and unscheduled or emergency repairs that HRT may request during the Contract term but are not currently specified in the Scope of Work.

After review and evaluation of the bid received, HRT staff determined that Overhead Door was a responsive (in compliance with submittal requirements) and responsible (capable to provide) Bidder; 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 Overhead Door. Negotiations focused on clarifying assumptions made in establishing pricing and reducing the hourly rates for preventative maintenance services. As a result of the negotiations, Overhead Door reduced their hourly rates for preventative maintenance, which reduced their total bid price by \$40,900.00, or approximately 5.5%. Based on a price analysis performed utilizing the independent cost estimate, Overhead Door's bid is deemed fair and reasonable. A contractor responsibility review performed confirmed that Overhead Door is technically and financially capable of performing the work.

Overhead Door is located in Virginia Beach, VA and has provided similar services to the United States Navy/Naval Facilities Engineering System Command throughout Hampton Roads and the cities of Virginia Beach and Norfolk.

Contract No.: 25-00340	Title: Overhead Doors Maintenance and Repair Services	Contract Amount: Two (2) Base Years: \$273,000.00 Three (3) Option Years: <u>\$431,350.00</u> Total: \$704,350.00
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The period of performance for this contract is two (2) base years, with three (3) additional one-year options.

No DBE goal was established for this solicitation.

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

Project Manager: William Collins, Facilities Maintenance Manager

Contracting Officer: Jason Petruska, Senior Contract Specialist

Recommendation: It is respectfully recommended that the Commission approve the award of a Contract to Doors, Inc. to perform overhead door maintenance and repair services in the not-to-exceed amount of \$704,350.00.

Summary of Doors, Inc.'s Proposed Pricing

Contract Term	Original Bid Pricing	Revised Bid Pricing
Base Year 1	\$146,000.00	\$136,500.00
Base Year 2	\$146,000.00	\$136,500.00
Option Year 1	\$150,750.00	\$141,250.00
Option Year 2	\$155,500.00	\$144,100.00
Option Year 3	\$147,000.00	\$146,000.00
Total Price	\$745,250.00	\$704,350.00

Contract No.: 25-00351	Title: Supervisory Control and Data Acquisition System Hardware and Software Support (Renewal)	Contract Amount: Base Year: \$170,450.00 Four (4) Option Years: <u>\$756,376.84</u> Total: \$926,826.84
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Acquisition Description: Enter into a sole source renewal contract with B&C Transit, Inc. (B&C Transit) to provide support services for Hampton Roads Transit's (HRT's) Supervisory Control and Data Acquisition (SCADA) system hardware and software.

Background: The SCADA system utilized by the Tide Light Rail provides the Operation Control Center (OCC), located at the Norfolk Tide Facility (NTF), with situational awareness and supervisory control functions on a 24/7 basis, by controlling power distribution along the alignment; providing train identification and location on the track; and supporting signal operations, train crossings operations, track switch operations, and rail yard operations, etc. The SCADA system information is gathered along the Light Rail alignment and is directed for processing within the Central Computer System deployed at the NTF for display, monitoring, control, and historical logging. Under the terms of this agreement, the Contractor will provide remote support to address hardware and software problems and provide onsite dispatching for remedial support of hardware maintenance issues.

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. HRT's SCADA system is custom-built on the Nucleus OCC Software developed by B&C Transit, and support for the system is provided exclusively by B&C Transit. Due to the specific requirements of this solicitation, 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 June 20, 2025, and B&C Transit provided a responsive proposal on June 25, 2025, which includes a total allowance of \$300,000.00 for onsite support and special projects. In order to obtain the most favorable pricing, a decision was made to conduct negotiations with B&C Transit. Negotiations focused on clarifying assumptions made in establishing pricing and reducing support costs.

As a result of the negotiations, B&C Transit reduced its total price by \$49,135.56, or approximately 5%. B&C Transit's revised pricing is deemed fair and reasonable based on the results of the negotiations and a price analysis performed. A contractor responsibility review confirmed that B&C Transit is technically and financially capable of performing the work.

B&C Transit is located in Oakland, CA and has been providing these services to HRT satisfactorily.

Contract No.: 25-00351	Title: Supervisory Control and Data Acquisition System Hardware and Software Support (Renewal)	Contract Amount: Base Year: \$170,450.00 Four (4) Option Years: <u>\$756,376.84</u> Total: \$926,826.84
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The Contract period of performance is one (1) base year, with four (4) additional one-year options.

Cost/Funding: This contract will be funded with operating funds.

Project Manager: Alex Touzov, Senior Director of Technology Services

Contracting Officer: Fevrier Valmond, Assistant Director of Procurement

Recommendation: It is respectfully recommended that the Commission approve the 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.

Summary of B&C Transit's Proposed Pricing

Contract Term	Original Proposed Price	Revised Pricing
Base Year	\$179,891.84	\$170,450.00
Option Year 1	\$187,489.72	\$177,859.00
Option Year 2	\$195,139.44	\$185,316.24
Option Year 3	\$202,842.32	\$192,822.56
Option Year 4	\$210,599.08	\$200,379.04
Total Price	\$975,962.40	\$926,826.84