



BOARD OF DIRECTORS REPORT

MEETING DATE: JULY 16, 2024 **AGENDA ITEM #:** 12

TYPE: ACTION ITEM

PREPARED BY: SENIOR PURCHASING AGENT, VALERIE WHITE

REVIEWED BY: GENERAL MANAGER, JERRY ESTRADA

SUBJECT: PURCHASE OF THREE ELECTRIC PASSENGER VANS

RECOMMENDATION:

Staff requests the Board approve a Purchase Order to A-Z Bus Sales in the not-to-exceed amount of \$669,220 for the purchase of three fully-electric passenger vans by utilizing the purchasing cooperative with Morongo Basin Transit Authority (MBTA) and California Association of Coordinated Transportation (CalACT), Contract #20-01.

DISCUSSION:

MTD is working to launch The Wave, the Microtransit pilot in a portion of Goleta and Isla Vista. This flexible, on-demand, curb-to-curb public transportation service will be operated with smaller vehicles instead of transit buses. Staff has identified the all-electric Ford E-Transit 350 HR van with a Fenton 32kWh Secondary Battery System (SBS) for the service. The E-Transit van is equipped with a 68kWh original equipment manufacturer (OEM) battery pack. Fenton Mobility offers a 32kWh SBS that powers auxiliary electrical loads like the mobility device lift and heating and air conditioning system. With the SBS taking on the auxiliary loads, the primary battery is strictly used for the traction motor, which significantly improves range. The SBS has a separate charge port on the vehicle and can be charged in tandem with the OEM battery.

As a member of CalACT, MTD has access to purchase vehicles intended for transit agencies from the CalACT/MBTA purchasing cooperative. These include competitively priced vans designed for paratransit and Microtransit resulting from the collective purchasing power of multiple agencies. Through their competitive procurement process, conducted in a manner that conforms to MTD's policies for formal solicitation (publicly advertised and evaluated with price as a consideration), CalACT/MBTA awarded A-Z Bus Sales a contract. The A-Z Bus Sales vehicle is a Ford E-Transit van upfitted by NorCal Van Conversions/Driverge to meet MTD requirements to be ADA accessible and service-ready with agency-specific options, including the personal protective equipment for the operator, surveillance cameras, farebox, vinyl graphics for branding,

BOARD OF DIRECTORS REPORT

and more. MTD Staff also recommends inclusion of the optional Fenton SBS since it improves range as discussed above.

In an evaluation of the electric van proposals' warranties, service and support, proposer experience, references and pricing, this Ford E-Transit 360 HR van scored 88.6 out of 100 possible points by the CalACT/MBTA panel (receiving top scores for manufacturing experience and warranty).

To determine whether the purchase is fair and reasonable, MTD performed an ICE, finding fully outfitted and delivered vans at \$291,464 per van compared to this opportunity at \$223,073 per van. In awarding A-Z Bus Sales, CalACT/MBTA looked at the base van price by their bidders: \$173,100.00 by A-Z Bus Sales, which was compared to an alternate but similar vehicle, the Sunset RamPro Master 159, at \$277,402.

The not-to-exceed amount was included in the FY25 budget, utilizing the Transit and Intercity Rail Capital Program (TIRCP) award, California's Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP), and MTD's Measure A grant. The Board approval will cover the quote from A-Z Bus Sales for the upfitted vans delivered at \$637,352.75 with a 5% contingency allowance for Staff to consider additional specification changes that may arise during the build.

The acquisition of these vehicles was included in the Capital Budget for FY 24-25, approved by the Board of Directors on June 4, 2024. Funding has been secured with a grant from the State of California, Department of Transportation, Division of Rail and Mass Transportation, administrated through the California Transportation Commission (CTC) under the Transit and Intercity Rail Capital Program (TIRCP).