



ACTION ITEMS

Florida Consortium Bus Contracts

Action:

Approve Awarding Five Year Contracts for All Electric Transit Buses with Charging and Associated Equipment as a Florida State Schedule to:

- **BYD Coach and Bus LLC**
- **Gillig LLC.**
- **New Flyer of America, Inc.**
- **Proterra Operating Company, Inc.**

Staff Resource: Henry Lukasik, Director of Maintenance, Al Burns, Director of Procurement

Background:

- For over 20 years, PSTA along with other Florida transit agencies, have joined together in a consortium bus buy program for the purchase of heavy-duty transit buses.
- Pooling bus purchases together equates to higher buying power potential resulting in better pricing.
- One Florida transit agency is designated as “the lead” to carry out the entire procurement process and allows all statewide agencies to purchase buses off the finalized contract (s).
- PSTA was asked by the Florida Public Transit Association (FPTA) to be the lead agency to formalize a state schedule of contracts for heavy-duty all-electric buses and associated charging equipment.
- The contracts would include options to purchase 30ft, 35ft, 40ft, 45ft (commuter coach), and 60ft (articulated) buses.
- Being a state-schedule contracts are to be awarded to all capable manufacturers deemed in compliance with the specifications and requirements.

Procurement:

- PSTA’s Procurement Department sent out advance notice of the solicitation to all bus manufactures and their suppliers so the industry could be prepared to respond to the RFP.
- PSTA procurement staff had Bryant Miller Olive (BMO), Florida Department of Transportation (FDOT), Florida Transit Maintenance Consortium (FTMC), Center for Urban Transportation Research (CUTR), and Federal Transit Administration (FTA) review the solicitation before it was released.

Meeting Date: October 27, 2021

- On July 15, 2021, a Request for Proposal (RFP) was issued in compliance with PSTA's procurement policies. The solicitation was posted on PSTA's website.
- On September 23, 2021, PSTA received four proposals from BYD Coach and Bus LLC, Gillig LLC, New Flyer of America Inc., and Proterra Operating Company Inc.
- The proposals were evaluated by member delegates of the FTMC: Henry Lukasik, PSTA-Maintenance Director, Joseph Cheney PSTA-Maintenance Deputy Director, Jim Cribbs Palm Tran-Director of Maintenance, Elvis Dovaes Lynx-Director of Vehicle Maintenance, and Walter Kirkland Star Metro Service Manager.
- Proposals were ranked in the following order:

| Rank | Firm Name | Total Score |
|------|--------------------------------|-------------|
| 1 | Gillig LLC | 91.80 |
| 2 | New Flyer of America Inc | 90.40 |
| 3 | Proterra Operating Company Inc | 88.80 |
| 4 | BYD Coach and Bus LLC | 86.20 |

- A responsibility check was performed by PSTA's Finance Department which included a review of each companies audited three-year financial report, and a review of their Dun & Bradstreet report.
- PSTA's Risk Department insured that all sureties were in good standing and A+ rated.
- Procurement performed a responsiveness and responsibility check and it was determined that each company has the capacity/capability to perform the work and are, therefore, eligible for award.

Fiscal Impact:

- This Action Item, in of itself, has no fiscal impact to PSTA.
- There is no fiscal impact to PSTA when other agencies order off of this contract.
- There is an administration charge of \$500 per bus up to \$10,000 per order from Florida state participants and \$1,000 up to \$10,000 for out of state participants, the proceeds from this goes to FPTA and is used to help with training and the development of Public Transit professionals in the State of Florida.
- PSTA as the lead agency will be exempt from this charge.

Recommendation:

- Approve awarding five-year contracts for all electric transit buses with charging and associated equipment as a Florida State schedule to:
 - BYD Coach and Bus LLC
 - Gillig LLC.
 - New Flyer of America, Inc.
 - Proterra Operating Company, Inc.
- **The Finance Committee reviewed this item and unanimously recommends approval.**