

To: Board of County Commissioners
Penny Postoak Ferguson, County Manager
From: Josh Powers, Business Liaison
Date: December 17, 2020
Re: New Contracts for Johnson County Transit Services

Issue: Request for proposal (RFP) F20-7046-30A and F20-7048-30; Consider authorizing contracts with First Transit, Inc., MTM, Inc. and WHC for transit services, at a total cost not to exceed \$33,502,151 for an initial three-year period of January 1, 2021 to December 31, 2023, with two, two-year contract options. Costs for these options years are based on a 3% CPI.

Suggested Motion: I move to authorize contracts with First Transit, Inc., MTM, Inc. and WHC for transit services, at a total cost not to exceed \$33,502,151 for the period of January 1, 2021 to December 31, 2023 per RFP F20-7046-30 and F20-7048-30, with two, two-year contract options to follow the initial contract period.

Background: November 7, 2013, The Board of County Commission approved contracts with First Transit, Reveal Management and Veolia dba 10/10 Taxi for transit services and scheduling. The contract term was for three (3) years with an option to renew for two (2) additional two-year terms.

The Kansas City Area Transit Authority (KCATA), the management entity for Johnson County Transit, conducted the Request for Proposal process on behalf of Johnson County Transit.

Analysis: Request for Proposal F20-7046-30A – Johnson County Transit Services (fixed route, paratransit, SWIFT, on-demand service) closed on October 16, 2020. The solicitation was posted on the Johnson County electronic bidding site powered by Ionwave Technologies, as well as on the KCATA website. Twenty-one firms were contacted directly (list included as a supporting document), and a total of two responses were received, from our current vendors First Transit Inc. and WHC Inc.

Request for Proposal F20-7048-30 – Johnson County Transit Scheduling Software & Services Provider (service scheduling) closed on November 10, 2020. The solicitation was posted on the Johnson County electronic bidding site powered by Ionwave Technologies, as well as on the KCATA website. Eleven known vendors were contacted directly (list included as a supporting document), and three responses were received.

Staff from Johnson County Transit, Johnson County Budget, and from KCATA planning, contract management, strategic planning, operations and government affairs evaluated the proposals. Based upon the initial proposals and scoring of these firms, the RFP committee interviewed the top five firms and following that interview recommends the following:

First Transit Inc. as the vendor for transit services (fixed route, paratransit, SWIFT and on-demand but excepting micro transit);

WHC Inc. as the vendor for micro transit and supplemental taxi service, and

MTM Inc., Inc. as the vendor for scheduling services.

Scheduling Services Evaluation:

Evaluation Criteria	Maximum Points	<u>MTM</u>	<u>EcoLane</u>	<u>Spare</u>
Operating Plan and Procedures and Overall Response to RFP	35	33	29	24
Quality, Experience and Past Performance of Firm and Proposed Key Personnel	35	31	28	21
Totals:	70	Score: 64	Score: 57	Score: 45
		Rank: #1	Rank: #2	Rank: #3

For the transit services portions of this RFP (fixed route, paratransit, SWIFT, on-demand), there were no proposers other than our existing vendor, First Transit. As our vendor, First Transit has provided excellent transit service over the life of the previous contract, as evidenced by achieving 96.87% on-time performance in 2019, prolonging vehicle-life and safety through their nationally-accredited maintenance staff, and through their response to the COVID-19 pandemic in assisting other county departments through PPE and supply delivery, temporarily taking over Human Service’s “Catch-a-Ride” program and providing dialysis trips. Prior to COVID-19, fixed route transit ridership was on an upward trend, with 2019 ridership up almost 10% over the previous year.

On the micro transit and supplemental taxi portion of the RFP, there were no proposers other than our existing vendor, WHC. The rapid growth and increasing popularity of the service was due in large part to the flexibility of WHC and their willingness to offer a completely new type of service in real time. Excepting the early months of the COVID crisis, ridership on micro transit has grown steadily since the service began in January of 2019. Ridership on micro transit has now topped pre-COVID levels, averaging over 200 trips a day. October ridership was up 70% since August of this year, even with capacity restrictions in place due to the pandemic, and the October cost per trip of \$17.18 is the lowest that it has been since the pilot began.

The fee proposals submitted by the finalists on the scheduling RFP F20-7048-30 ranged from \$100,000 to \$644,000. The winning vendor (MTM, Inc.) submitted a proposed cost of \$560,000. The low bid of \$100,000 was excluded as being not sufficient in responding to the needs outlined in the RFP.

The initial proposed costs for all services was approximately \$35M in total. Negotiations during the RFP process reduced that amount by \$1.3M over the life of the contract.

The total increase in contract amount when compared with the 2020 contract is an increase of 13%, much of which is due to the micro transit service area expansion.

Not including the micro transit expansion, the total increase in cost over the FY2020 contract amount is 5%.

The recommended vendors have demonstrated a clear and complete understanding of the scope of services, has related experience, and successfully provides similar services to other similar agencies in their references.

The transportation contracts currently operating transit services in Johnson County will expire at midnight on December 31, 2020, and all previous contract options have been exercised. These transportation contracts will allow county transit operations to continue seamlessly into the next contract period. Nothing in these contracts would preclude the county from reducing or eliminating the services provided by the three vendors, and the county can terminate these contracts for cause or for convenience as directed by the BOCC.

Funding Overview: Transportation contract expenses will be fully covered annually through a combination of County Ad Valorem support, self-generated revenues and federal and state grant funding.

Alternatives:

- 1) Enter into these new contracts as recommended
- 2) Do not approve the contracts
- 3) Postpone action for reasons identified in the Board's discussion

Recommendation: County and KCATA staff recommend approving these contracts for the provision of transit services in Johnson County, and believe that these agreements will provide quality and cost-effective service with continuity.

Purchasing Review: TFM- Purchasing reviewed this procurement ensuring the recommendation meets requirements of the County's purchasing policies and procedures prior to issuance by Kansas City Area Transit Authority.

Budget Approval: Budget and Financial Planning has reviewed and approved this briefing sheet.

Legal Review: Legal will review, as necessary, the purchase documents prior to execution by the County.