

28730 - Beyond the Borders Replacement Vehicles

Application Details

Funding Opportunity: 27550-2025-2027 Consolidated Grant Program - Vehicles and Equipment
Funding Opportunity Due Date: Sep 17, 2024 3:01 PM
Program Area: Consolidated Grant Program
Status: Submitted
Stage: Final Application

Initial Submit Date: Sep 17, 2024 11:29 AM
Initially Submitted By: Steven Hutchins
Last Submit Date:
Last Submitted By:

Contact Information

Primary Contact Information

Active User*: Yes
Type: External User
Name: Mr. Steven Edward Hutchins
Salutation First Name Middle Name Last Name
Title: Treasurer/Agent
Email*: hutch@transpro.org
Address*: 1441 YUKON HARBOR RD SE
PORT ORCHARD Washington 98366-____
City State/Province Postal Code/Zip
Phone*: (253) 470-2291 Ext.
Phone

Fax: (360) 871-1257

Comments:

Organization Information

Status*: Approved
Legal Name*: TransServepnp
DBA Name*: TransServe
Organization Type*: Non Profit
Unique Entity Identifier (UEI): 993656513
Organization Website: <http://transervepnp.org>
(Please enter http://... for this field)

Physical Address*: 1441 YUKON HARBOR RD SE
 PORT ORCHARD Washington 98366-____
 City State/Province Postal Code/Zip

Mailing Address*: 1441 YUKON HARBOR RD SE
 PORT ORCHARD Washington 98366-____
 City State/Province Postal Code/Zip

Remit to Address*: 1441 YUKON HARBOR RD SE
 PORT ORCHARD Washington 98366-____
 City State/Province Postal Code/Zip

Phone*: (253) 470-2291 Ext. _____
 ### ### #####

Fax: ### ### #####

Benefactor:

Vendor ID:

Fiscal Year End Last day of*: December

Comments:

Indirect Cost Rate: 0.00%

IDR Expiration Date:

Organization Contact Information

Organization Contact Information

Organization Director

Name*: Rick Maesner
 First Name Last Name
 Chairman of the Board maesner@transervepnp.com
 Title Email Address

Applicant Contact

Name*: Steven Hutchins
 First Name Last Name
 Treasurer hutch@transpro.org
 Title Email Address

Project Contact

Name: Steven Hutchins
 First Name Last Name
 Treasurer hutch@transpro.org
 Title Email Address

Summary of Project Information

Summary of Project Information

Select all capital types from the list below that best describes your project.

Capital Type*: Equipment, Fleet replacement, Information Technology

Checking yes to federal funds means that your organization is willing and able to comply with the associated federal requirements, such as federal drug and alcohol testing procedures or Title VI activities and disadvantaged business enterprise (DBE).

For an example of last biennium's federal requirements see the [Consolidated Grant Guidebook](#).

Willing to Accept FTA funds for the biennium?*: Yes

Select all of the Congressional District(s), Legislative District(s), and County(ies) the project will serve (include entire project area).

[Congressional & Legislative District map](#)

Legislative District(s)*: 26,27,28,29,31

Congressional District(s)*: 10,6,8

County(ies)*: King,Kitsap,Pierce,Thurston

Scope of Work

Scope of Work

Select the [Regional Transportation Planning Organization / Metropolitan Planning Organization \(RTPO/MPO\)](#) that will be ranking this project from the drop-down menu.

RTPO/MPO*: Puget Sound Regional Council

Project Description

Provide a brief, high-level description of what your project proposes to do (address who, what, when, and where).

This may be used to describe your project to the Legislature.

Proposed scope/description of the work*

TranServe is a new Private non-profit created to obtain vehicles to support the BTB contract by awarding vehicles to be used by the provider Around the Sound (ATS) Transportation.

TranServe will identify vehicles and equipment needs to improve and/or maintain operations.

Project Need

Why is this project needed, and how does this proposal address the need?

Include a description of the transportation problem that matches the need expressed in the Coordinated Public Transit-Human Services Transportation Plan (CPT-HSTP), how the problem was identified, and how the proposed project will address the problem.

Need*

The vehicles used by ATS transportation are in need of replacement. The service vehicles used by ATS will have exceeded the life by the time new vehicles are scheduled for delivery.

The need is to continue to provide public transit in rural Pierce County. In order to continue to provide transit service ATS (provider) needs to replace its fleet of vehicles periodically (every four years).

To solve this problem

- A new non-profit organization (TranServe) was formed for the purpose of purchasing ADA accessible vehicles for others to use in providing public transportation service.
- TranServe plans to submit a capital grant application to purchase vehicles for use, TranServe will initially make the vehicles ATS for continued operation.
- To do so, TranServe will identify ATS in the grant application as the proposed operator of the vehicles.
- TranServe was created for the purpose of purchasing ADA accessible vehicles and looking to provide the optimum vehicles and equipment.
- TranServe plans to submit a capital grant application to purchase vehicles for use in providing public transportation services in the Pierce/Thurston County area.
- TranServe will initially make the vehicles available to ATS, operator of TRPC Rural Transit service. TranServe will contract with ATS and if a change of contractor is made, facilitate the transfer of the vehicles to a new provider.

Area Served

Is this project primarily serving a rural area?*

Yes

Any service that supports public transportation in rural areas with populations less than 50,000.

Special Needs Transportation

To be eligible for funding for special needs transportation, applicants must address how their project advances the efficiency in, accessibility to, or coordination of transportation services provided to persons with special transportation needs, defined in [RCW 81.66.010\(3\)](#)

Advance efficiencies in, accessibility to, or coordination of special needs transportation *: Yes

Describe how your project advances these areas, and how you are going about developing these advancements. Additionally, identify the special needs population(s) to be served by this project.

Special Needs Transportation:

The special needs community we serve include but is not limited to:

Elderly (Eatonville Meal site)

Veterans (Orting Express)

Employment trips for many disabled folks (routed service and demand service, focus on Developmentally Disabled)

Transportation for medical trips including Dialysis, cancer treatments and all other special needs riders.

ATS recognizes special needs transportation and has been the provider of these services for more than 12 years.

By obtaining replacement vehicles ATS will be able to continue to provide special needs transportation.

ATS has a centralized call center that allows passengers to make a reservation for service via smart phone, laptop or desktop or the passenger can call the center to make a reservation. It is available for those with language barriers or who need special devices for the hard of hearing and site impaired.

The dispatch software (Trip Master) routes the trips and tracks on time performance and collects all data needed to manage the service.

Over the last 12 years ATS has managed to upgrade and improve software and systems to respond to the changing needs of the riders and the environment. The software has improved and recently ATS added the capability for passengers to make a reservation online and know the status and location of the vehicle.

One new advancement to be made with this grant is the addition of a new software upgrade (Passio GO) to better track passenger boardings and will provide advanced reporting which is needed if the system is to continue to grow.

The new software and the MDT's, one for each vehicle will automatically track boardings and on time performance and many other key data points. The software will work in conjunction with the software used in Thurston County for its routed service and is complemented by the use of Trip Master.

Project Staff

Provide the names and experience of the key staff who will be working on this project, including their experience managing projects similar to the proposed project.

Project Staff*:

Steve Hutchins, will manage the grant process, the procurement of the vehicles and then ensure vehicles are delivered into service as contracted.

Mr. Hutchins has been involved with purchasing vehicles through grants with WSDOT since his career in transportation started in 1979. In the last 10 years he has been involved with three grants for replacement vehicles and most recently in 2023 Mr. Hutchins conducted a competitive procurement process for 10 vehicles and oversaw the implementation of the vehicles into service. process of a competitive procurement, kept all documentation as required. Mr. Hutchins is well qualified to procure the vehicles and oversee the implementation of the service. The nearly 45 years' experience in transit and transit management and most recently owning a transportation company qualifies him for this leadership position.

Steve will be assisted by Cindy Bonner, . Cindy will oversee the operations ensuring reports are submitted in a timely manner including ridership, On Time Performance, maintenance, and accidents report. It is critical that reports submitted by ATS are submitted as required keeping in mind several sources require varied reports. The minimum reports will be collected by MSRP, WSDOT/FTA and TRPC.

Cindy has more than 10 years administrative management experience with a major focus on technology and communications. Cindy is well qualified for this position.

Relationship to Other Projects

Relationship to Other Projects

Is this project dependent on any other projects submitted by your organization?* No

Did you, or will you, apply for this project in another grant program this biennium?* No

Have you applied for the same project in a prior biennium and did not receive funding?* No

Are you applying for other projects within this funding opportunity?* Yes

List all project applications for this funding opportunity in order of priority :

TRPC 8 replacement Vehicles
MultiCare PACE Adult Day Health (ADH) center for 4 replacement vehicles.

Planning and Coordination

Coordinated Public Transit - Human Services Transportation Plan

Coordinated Public Transit - Human Services Transportation Plan	Element	Page number(s) or TBD	How is the need in the CPT-HSTP met by this project?
Puget Sound Regional Council	Strategies and activities identified to address gaps	Section A4 page 5	The transportation provided by ATS meets Priority/target populations: Physical or Mental Disabilities Alzheimer's/Dementia Homebound/isolated At risk of institutional placement Services receiving discretionary funding Level 1 Transportation and Level 2 Adult Day Health Falls Prevention
Puget Sound Regional Council	Regional Priorities for implementation	D2 page 24, 26, 29, 30	Home Delivered Meals One Time Home Delivered Meals Senior Nutrition PACE Nutrition Services Incentive Health Homes Veterans Project Elder Abuse

Project Coordination

Describe coordination efforts. Include details such as:

- o Inclusion in regional plans.
- o What prioritized strategies are being addressed?
- o Who was involved in defining the problem?
- o Other alternatives that were/are being considered for solving the problem.
- o Demonstrations of local/regional coordination for implementing the proposed project.

Coordination Efforts*:

ATS is an active participant in the Pierce County Coordinated Transportation Coalition (PCCTC) and the Puget Sound Regional Council (PSRC). ATS is a charter member of PCCTC and has been involved in many aspects in the design and implementation of transportation solutions for Pierce County. ATS continually works with Pierce County BTB staff to enhance and improve the service and continually searches for solutions in underserved areas of Pierce County.

TranServe as the agency procuring the vehicles will have very little to do with who receives the service and when the service is provided. TranServe will obtain the vehicles and as a private non profit we will work with other community groups to help obtain vehicles. This added benefit will provide the opportunity for other communities to benefit from the services offered to the community.

By checking this box, you acknowledge that you coordinated or will coordinate this project with the planning organization(s) within the region(s) this project serves.* Yes

How does your project connect to, coordinate with, leverage, or enhance other modes of transportation in your service area (i.e., aviation, intercity bus or rail, park and rides, bicycle/pedestrian)?

Include in your response how the multimodal partnerships for this project will improve or enhance access to social services.

What efficiencies will be gained within the service area as a result of this project?

Multimodal Partnerships*:

Beyond the Borders operates in areas of Pierce County that Pierce Transit does not currently serve. This transportation service allows ATS to transport special needs individuals in rural Pierce County communities to connect with Pierce Transit, Pierce Shuttle, InterCity Transit, and Sound Transit by connecting to the many transit centers located in Pierce County. The service also allows riders the flexibility to commute to places of employment, school, medical and social service appointments, shopping centers, and other community services.

All Multimodal partnerships for this project are developed by Pierce County BtB staff.

By procuring the vehicles ATS will be able to continue to provide the transportation services. Many riders are dependent on the transportation services provided by BTB for nutrition, medical, employment and many other personal transportation needs. ATS will be able to continue to serve the elderly, those with disabilities and those vulnerable individuals who are dependent on public transit.

Does this project have a planning or operating service area that crosses RTPO planning boundaries? *: No

Budget

Transit Vehicles

Replace/Expand/Rebuild	Vehicle Description	Useful Life	Passenger Seating	Wheelchair stations	Fuel Type	Cost description	Total Cost of vehicle w/accessories	Match	Requested Amount	Scope/Activity Line Item (ALI) Code
Buy Replacements - Capital Bus 11.12	.15 Vans - 4 years	4	10	2	Propane	These are 14 passenger Ford Transit body on Chassis vehicle	\$151,808.00	\$7,590.00	\$144,218.00	11.12 0.15
Buy Replacements - Capital Bus 11.12	.15 Vans - 4 years	4	10	2	Propane	The cost is inclusive of all equipment with the exception of the camera system and Laptop Computers/mounts	\$151,808.00	\$7,590.00	\$144,218.00	11.12 0.15
Buy Replacements - Capital Bus 11.12	.15 Vans - 4 years	4	10	2	Propane	The cost is inclusive of all equipment with the exception of the camera system	\$151,808.00	\$7,590.00	\$144,218.00	11.12 0.15
Buy Replacements - Capital Bus 11.12	.15 Vans - 4 years	4	10	2	Propane	The cost is inclusive of all equipment with the exception of the camera system	\$151,808.00	\$7,590.00	\$144,218.00	11.12 0.15
Buy Replacements - Capital Bus 11.12	.15 Vans - 4 years	4	6	2	Propane	The cost is inclusive of all equipment with the exception of the camera system	\$113,932.00	\$5,696.00	\$108,236.00	11.12 0.15
Buy Replacements - Capital Bus 11.12	.15 Vans - 4 years	4	6	2	Propane	The cost is inclusive of all equipment with the exception of the camera system	\$113,932.00	\$5,696.00	\$108,236.00	11.12 0.15
Buy Replacements - Capital Bus 11.12	.15 Vans - 4 years	4	3	1	Hybrid gas	The cost is inclusive of all equipment with the exception of the camera system	\$73,144.00	\$3,657.00	\$69,487.00	11.12 0.15
							\$45,409.00	\$862,831.00		

Equipment

Equipment Description	Useful Life	Total Cost	Match	Requested Amount
Tablets to receive Trip Data from Dispatch-this serves as the data collection and communications device	0	\$3,241.00	\$162.00	\$3,079.00
Passio Ram Devices to record passenger count and to provide enhanced data collection	0	\$26,054.00	\$1,303.00	\$24,751.00
Tablet Holders and Ram Mounts to secure Tablet for safe record keeping.	0	\$3,250.00	\$162.00	\$3,088.00
Two Way Camera System, cameras observe outside and inside of bus \$1745/unit.	0	\$12,875.00	\$698.00	\$12,177.00
			\$2,325.00	\$43,095.00

Match/Revenue Sources

Source	List the source.	Amount
Local: Private Grant		\$46,031.00
		\$46,031.00

Scalable

Is your project scalable?*: No

ADA Accessibility

ADA Accessibility*:

Newer vehicles will allow us to continue to provide transportation service in rural Pierce County not served by the PTBA. The service provides special needs transportation to Pierce Transit, Sound Transit, park and ride lots, medical/dental appointments, employment, dialysis, and social service appointments. Replacement vehicles will allow us to continue this service without interruption providing safe, comfortable vehicles designed to meet the needs of the transportation dependent.

Procurement Plan

Procurement Plan*:

TranServe will procure vehicles using the established procurement model for WSDOT.

TranServe is committed to helping small transit systems obtain vehicles to support operations of the local transit service, in the case Pierce County Beyond the Borders program.

TranServe is a private not for profit agency and will utilize the Washington State Department of Enterprise Services (DES) to obtain vehicles and equipment, when possible, in the event we cannot negotiate procurement we will conduct a competitive procurement.

1 Upon award of the grant TranServe will enter in to a contract with the provider to obtain the vehicles and to clarify the responsibilities of the provider.

2 TranServe will identify the final vehicle and equipment requirements and specifications and and identify solutions to provide the required assets. TranServe will look to obtain vehicles and equipment through the states established process. 3 If this program will not work TranServe will conduct a competitive bid.

4 Order the vehicles confirming delivery schedule

5 Visit the factory to insure vehicles are manufactured per specification's and made in America

6 Inspect Vehicles upon delivery and prior to going into service to insure contract compliance

7 Approve vehicles to be placed into service.

Spare Ratio

Spare ratio at or below 20%: Yes

Other Sources

Other Sources*:

TranServe is a private non-profit agency designed to help rural and small urban transportation program obtain vehicles to supplement transit services.

Our analysis of the numerous grant programs indicate there are many sources that are willing to help fund services for the transportation dependent. The sources just need to have receive an official request through the existing grant system.

Local grants and community service groups (Rotary, Lions, Kiwanis and Soroptimists) are willing to donate \$5,000 to \$10,000 for purpose grants, such as to match one or more vehicles, to help on a specific program, or capital equipment to help solve a local issue is a priority.

Geographic area grants are statewide sources who support fundraisers in the state of Washington. These grants will fund local community support and grow services for the disadvantaged. Several grant sources that we have identified will award larger amounts in the \$25,000 to \$50,000 dollar range. These sources such as The Seattle Foundation, the Cheney Foundation and the Weyerhaeuser Foundation to list several examples are excellent partners.

TranServe is creating a strategy to solicit additional funds with the intention of building a reserve to be used to help generate additional match funds for future capital equipment purchases.

Lastly as one alternative, the company operating the vehicles will be required to provide match dollars to help raise the endowment fund for future grant acquisition. The awardee ATS will be required to provide the 5% match and pay an administrative fee which will replace the match grant dollars thus building a reserve for future grant procurements.

Summary

Requested Amount

Vehicle Requested Amount: \$862,831.00
Equipment Requested Amount: \$43,095.00
TOTAL Requested Amount: \$905,926.00

Match Amount

Match Amount: \$47,734.00
Percentage of Match: 5.01%

Total

TOTAL PROJECT COST: \$953,660.00

Vehicle Replacement

Vehicle Replacement or Rebuild

Are you replacing or rebuilding a vehicle?* Yes
 Save form to continue. If you selected yes, please complete the vehicle information section below.

Vehicle Information

Replace or Rebuild	Vehicle Type	Year	Make/Model	Vehicle Description	Fuel Type	Remaining useful life	Vehicle Identification Number (VIN)	Current Status	Current Mileage	Other Applications	Other Grant Program
Replace	Light-duty Cutaway (Van Chassis)	2019	450 Ford StarCraft		Propane	1	1FD4E4FS5JDC41733	Active	248328	No	
Replace	Light-duty Cutaway (Van Chassis)	2019	2019 StarTrans		Propane	1	1FD4E4FS8JDC41743	Active	243024	No	
Replace	Medium-duty Cutaway (truck chassis)	2019	Ford E450 StarTrans		Propane	1	1FD4E4FS1JDC41731	Active	275527	No	
Replace	Medium-duty Cutaway (truck chassis)	2004	Ford E 350 Collins		Gas	-3	1FDWE35S34HA13013	Spare	356676	No	
Replace	Light-duty Cutaway-Narrow Body	2019	Ford Transit Starcraft		Propane	2	1FBZX2CM4KKA24505	Active	204329	No	
Replace	Light-duty Cutaway-Narrow Body	2019	2019 Starcraft		Propane	2	1FBZX2CM4KKA24506	Active	146873	No	

Service Level

Project Service Level Information

Project Specific Information	July 1, 2023 - June 30, 2024 (Actual)	July 1, 2024 - June 30, 2025 (Budgeted)	July 1, 2023 - June 30, 2025 (Total of Actual and Budgeted)	July 1, 2025 - June 30, 2027 (Projected)	Percent of Change
Revenue Vehicle Hours	6868	7861	14729	15465	5.00%
Revenue Vehicle Miles	103062	115975	219037	229980	5.00%
Passenger Trips	18267	16267	34534	42092	21.89%
Volunteer Hours	0	0	0	0	0.00%
Total					31.89%

Project Service Level Description

Describe the methodology used to develop these estimates, including any assumptions used in their development.

How were service-level estimates developed?*

Estimates were based on past, current, and future ridership projections. We used both demand and deviated fixed-route service for our projection base. This includes an analysis of actual service data, increase in future hours and trips, marketing, and assuming grant funding will be approved for the next two years.

2021-22 and 2022-23 show a decline in ridership and this is due to the Covid virus. Now we are starting to build ridership. Pierce County is funding three pilot transportation programs to determine future transportation needs in other underserved areas in Pierce County (Key Peninsula, White River/Buckley and Spanaway/Fredrickson).

Milestones

Project Activities

Project Activity	Applicable to project?	Completion date (mm/yy)	Notes
Construction			
Preliminary engineering start date	No		NA
Environmental documentation complete (e.g., NEPA/SEPA)	No		NA
Property acquisition complete (lease or purchase)	No		NA
Contract advertisement	No		NA
Operationally/substantially complete	No		NA
Vehicles			
Solicitation (request for proposals or invitation for bid) published	Yes	09/25	3 month preparation to start solicitation
Contract Award/Purchase order	Yes	12/25	Award contracts
First vehicle accepted	Yes	04/26	5 months delivery
All vehicles accepted	Yes	07/26	3 month evaluation and to allow for delivery issues
All vehicles placed in service	Yes	10/26	Allow enough time to solve any delivery issues, this most likely will be completed in 30 days after final vehicle is delivered.
Equipment			
Solicitation (request for proposals or invitation for bid) published	Yes	03/25	Solicit bids for Camera System, and Tablets
Contract award/Purchase order	Yes	01/26	Issue PO and finalize negotiations and issue contract
First piece of equipment accepted	Yes	03/26	Optimistic
All equipment accepted	Yes	06/26	As equipment is delivered and installed all units will be thoroughly tested.
All equipment placed in service	Yes	06/26	

Milestone Risks

Identify and describe the risks that may affect the timely completion of your project. Describe possible mitigation strategies for each risk.

Milestone risks *:

Delays in ordering and or delivery of chassis
 Labor issues
 Delivery of Parts
 Transporting vehicle to Washington

Supplemental Information

Supplemental Information

Supplemental Information:

In this section we will provide vehicle specifications, quotes and additional information to support the purchase of vehicles for this application. In this section we will provide: letters of support
 Vehicles specifications
 Vehicle and equipment quotes
 Description of the Passio GO software and hardware.
 Ram Mount holders for Tablet securement
 Tablet Quote

Attachments

Attachments

Named Attachment	Required	Description	File Name	Type	Size	Upload Date
Required for all projects						
Copy of organization?s most recent audit report	✓	TranServe new non profit letter	Non Profit Audit Letter.docx	docx	160 KB	09/16/2024 10:19 AM
Population density map	✓	Pierce County population density	Pierce County Density Map.pdf	pdf	1 MB	09/16/2024 10:16 AM
Service area map	✓	Pierce County service area	Pierce Cty Service Area Map.pdf	pdf	150 KB	09/16/2024 10:17 AM
Required for new non-profit applicants only						
501(c) IRS Letter of Determination (required for new non-profit applicants)		501(c) IRS letter	FINAL IRS Letter of Determination.pdf	pdf	37 KB	09/17/2024 09:09 AM
WA Utilities & Transportation Commission (UTC) Certification (required for new non-profit applicants who are direct service providers)		Not direct service provider letter	WUTC Certified Service Provider.pdf	pdf	47 KB	09/16/2024 09:46 AM
Conditionally required						
Indirect costs documentation (required if you are charging indirect costs to the project)						
In-kind match valuation proposal (required for operating & mobility management projects that are proposing to use in-kind as matching funds)						
Procurement policy (required for new applicants or current grantees without a current policy on file with WSDOT)		Acctg Policies and Procedure	ATS Accounting Policies and Procedures Manual.docx	docx	85 KB	09/16/2024 11:51 AM
Optional attachments						
Letters committing matching funds		BTB match letter	TranServe Match BTB.docx	docx	152 KB	09/16/2024 03:03 PM
Letter of concurrence (for projects that operate in multiple planning regions)						
Letters of support (combine into one file attachment)		Letters of Support-BTB	FINAL btb letters of support.pdf	pdf	254 KB	09/17/2024 09:09 AM
Supplemental information		BTB vehicle and equipment details	FINAL BTB VEHICLES AND EQUIP.pdf	pdf	7 MB	09/17/2024 09:10 AM
Optional construction attachments						

NEPA/SEPA assessment, if available

Supplemental construction project information (building or site designs, site plans, location exhibits, etc.), if available

Vulnerable Populations in Overburdened Communities & Tribes

Vulnerable Populations in Overburdened Communities

Identify the type of direct and meaningful benefits to vulnerable populations your project provides using the descriptions above, if any. Explain how your project provides these benefits. Your response may include suggestions about how WSDOT should evaluate project(s) against Climate Commitment Act requirements in the future.

Vulnerable Populations in Overburdened Communities*:

TranServe will be following the requirements of awarding the vehicles to the service provider which will serve several vulnerable populations.

Since the delivery requirements of the passengers is dictated by Pierce County and the ATS the service provider.

TranServe and ATS staff have participated in several PCCTC meetings where vulnerable populations are discussed including the vulnerable groups and their location and mobility requirements.

If these populations were engaged by you or your representatives in developing or maintaining the project, describe the outreach efforts and results.

Inclusive planning:

The outreach of this contract is a requirement for the Pierce County BTB staff to conduct, we procure the vehicles and assign the vehicles to ATS to provide the service.

Tribal Support

Is this project directly operated by a tribe?*: No

Is your project serving and is it supported by a tribal nation in Washington? : No

Attachments

Tribal support correspondence/resolution:

Environmental Justice

Environmental Justice Assessment

Are you requesting \$15 million or more in WSDOT funds for your proposed project?*: No

Environmental Justice Assessment (EJA) Map

EJA Map:

Environmental Justice Assessment (EJA) Completion

Enter the names of other agencies or governments (including affected tribes) that are involved with the project and their role:

Have you begun or have you completed the EJA?:

Environmental Justice Assessment (EJA) Reporting

Did you report the results of EJA to WSDOT Public Transportation Division staff? :

Certification

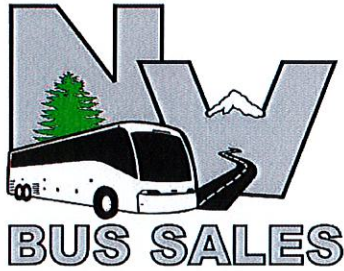
Certification

I certify, to the best of my knowledge, that the information in this application packet is true and accurate and that this organization has the necessary fiscal, data collection, and managerial capabilities to implement and manage the project associated with this application:

Certification*:	Yes
Application Authority*:	Steven Hutchins First Name Last Name
Title*:	Treasurer/Agent
Date*:	09/11/2024

VEHICLES

Brochures and Quotes



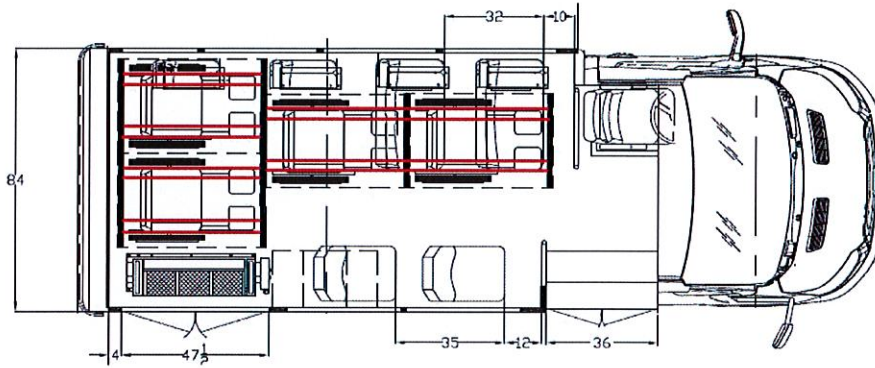
Quote

Date: 8/14/2024

Prepared By:
 Northwest Bus Sales
 Christina Grabo
 253-259-5126
christina@nwbus.com
 33207 Pacific Highway S
 Federal Way, WA 98003

Prepared For:
 TranServe PNP
 Steve Hutchins
hutch@transpro.org
 2220 S. Tacoma Way
 Tacoma, WA 98409

WA 06719 Spec Starlite 2+4 or 10p			
Qty	Description	Price	Extended
1	WA 06719 Spec Starcraft Starlite Transit 8+1	\$57,161	\$57,161
1	Prins Propane Hardware	\$6,500	\$6,500
1	Extend wheelbase to accommodate floor plan (156/158")	\$1,218	\$1,218
1	Flat floor extending to standee line	\$610	\$610
-3	Double Passenger Seat, Freedman Featherweight Mid-High	\$380	-\$1,140
4	Double foldaway seat, Non-Retractable Belt	\$765	\$3,060
8	Underseat Retractable Seat Belts	\$72	\$572
1	Basic Seat Package - Std foam, Lv 1 Covers	-\$680	-\$680
1	Lift, Braun 1000#	\$759	\$759
3	Additional wheelchair station including securements.	\$605	\$1,815
66	Additional Track per foot	\$11	\$726
1	Romeo Rim rear bumper	\$825	\$825
1	Additional ceiling grab rail	\$2,835	\$2,835
1	Samsara Camera System	TBD	\$0
1	Samsung Tablet and RAM Mount	\$695	\$695
1	Hanover Front Destination Sign	\$4,440	\$4,440
1	Hanover Side Destination Sign	\$2,510	\$2,510
Proposed layout subject to engineering approval			
1	Dealer Credit	-\$12,800	-\$12,800
Dealer Credit valid for 30 days then subject to reevaluation			
Trade Allowance			
2000	Miles From Goshen, IN @ \$1.30 +\$300 pickup charge		\$2,900
1	PPI Adjustment 90.97%	\$65,501	\$65,501
*Price available to State of Washington MCUA participants and agencies of states with cooperative agreements **Sales tax waived with proof of exemption Pricing subject to additional PPI increases DES Authorization and purchase order required to process order Change orders must be submitted in writing and are not official until confirmed THANK YOU FOR THE OPPORTUNITY TO EARN YOUR BUSINESS!		Price Each*	\$137,507
		Quantity	1
		Trade Allowance	\$0
		Subtotal	\$137,507
		Sales Tax**	\$14,301
		Licensing (Est.)	
		Total Price	\$151,808



Layout subject to engineering approval

NOTE: SHOWN WITH MID HI FREEDMAN SEATS
 TRANSIT 10,360 GVWR
 THIS FLOOR PLAN IS FOR ILLUSTRATION PURPOSES ONLY.
 A WEIGHT ANALYSIS HAS NOT YET BEEN PERFORMED.
 FINAL APPROVAL WITH A WEIGHT ANALYSIS IS REQUIRED UPON
 RECEIPT OF A COMPLETED ORDER WITH ALL OPTIONS SHOWN.
 OPTIONAL EQUIPMENT MAY BE SHOWN.
 THE SALES ORDER PLACED DICTATES ACTUAL OPTION CONTENT.

DEALER APPROVAL

APPROVED

CUSTOMER SIGNATURE

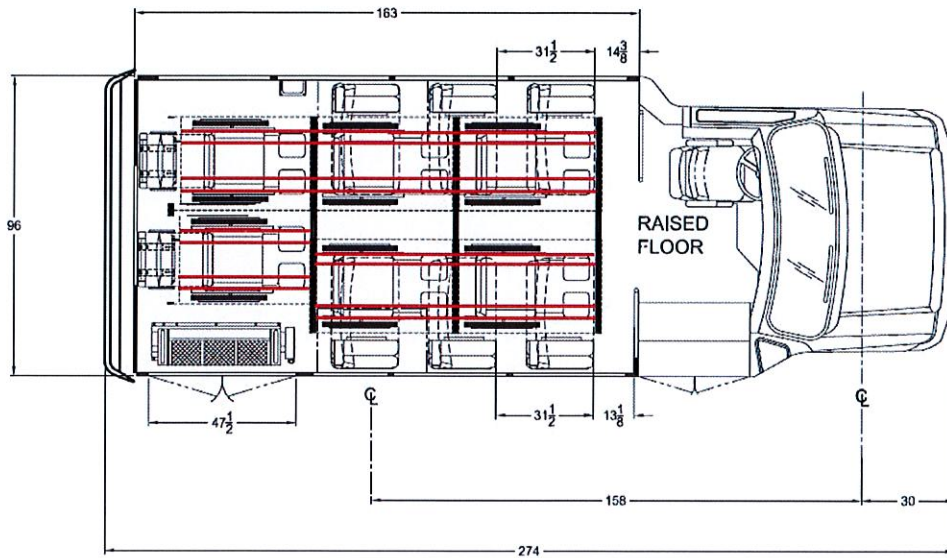
SCALE
 IN INCHES



THIS DRAWING AND THE INFORMATION THEREIN ARE THE EXCLUSIVE PROPERTY OF STARCRAFT BUS, A DIVISION OF FOREST RIVER. IT SHALL NOT BE COPIED OR REPRODUCED IN ANY MANNER, NOR SHALL IT BE SUBMITTED TO OUTSIDE PARTIES FOR EXAMINATION WITHOUT OUR WRITTEN CONSENT. IT IS LOANED FOR USE WITH REFERENCE TO WORK UNDER CONTRACT WITH, OR PROPOSALS SUBMITTED TO, FOREST RIVER, A DIVISION OF FOREST RIVER, INC.

REV.	DESCRIPTION OF CHANGE	BY	CHK	DATE	ECH No.

TOLERANCE UNLESS OTHERWISE SPECIFIED		STARCRRAFT BUS a division of Forest River, Inc.	
WOOD	OTHER	DATE: 5/8/15	TITLE:
± 1/8"	± 1/16"	NAMED: MRLINE	
± 1"	± 1/2"	ENG. No.	



DEALER APPROVAL

APPROVED

CUSTOMER SIGNATURE

E-350 12,500 GVWR

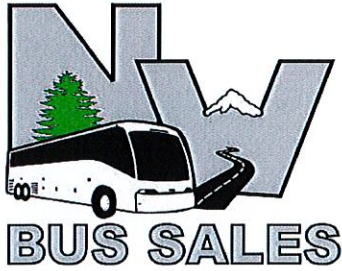
SCALE
IN INCHES



THIS DRAWING AND THE INFORMATION THEREON ARE THE EXCLUSIVE PROPERTY OF STARCRAFT BUS, A DIVISION OF FOREST RIVER, IT SHALL NOT BE COPIED OR REPLICATED IN ANY MANNER, NEAR SHALL IT BE SUBMITTED TO OUTSIDE PARTIES FOR EXAMINATION WITHOUT OUR WRITTEN CONSENT, IF RE LOANED FOR USE WITH REFERENCE TO WORK UNDER CONTRACT WITH OR PROPOSALS SUBMITTED TO STARCRAFT BUS, A DIVISION OF FOREST RIVER.

REV.	DESCRIPTION OF CHANGE	BY	CHK	DATE	EQN No.

TOLERANCE UNLESS OTHERWISE SPECIFIED		STARCRAFT BUS a division of Forest River, Inc.	
WOOD	OTHER	TITLE:	6 W/C 15' W8 22 ALL STAR
± 1/8"	± 1/16"	DATE:	11/22/07
± 1"	± 1/2"	NAME: ELF	DWG. No. # WC 6 DF FD 25 1M H3
		SHEET 1 OF 1	



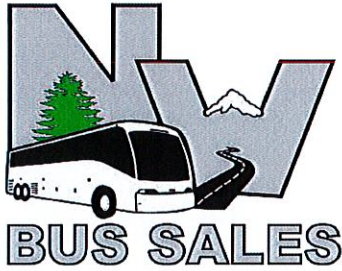
Quote

Date: 8/14/2024

Prepared By:
 Northwest Bus Sales
 Christina Grabo
 253-259-5126
christina@nwbus.com
 33207 Pacific Highway S
 Federal Way, WA 98003

Prepared For:
 TranServe PNP
 Steve Hutchins
hutch@transpro.org
 2220 S. Tacoma Way
 Tacoma, WA 98409

WA 07621 Spec 3+3 or 9p Transit			
Qty	Description	Price	Extended
1	WA 07621 Spec PrimeTime Med Transit Rear Entry GAS	\$78,976	\$78,976
1	Chassis U4X - Extended length, high roof, dual rear wheels	\$5,200	\$5,200
1	SYNC system with BLIS	\$1,870	\$1,870
1	Bi-fold bus door	\$6,595	\$6,595
2	Additional wheelchair station and securements	\$1,140	\$2,280
3	Full length L-tracking per station	\$300	\$900
1	1000# lift in lieu of standard	\$685	\$685
3	Double passenger foldaway seat	\$2,155	\$6,465
2	Single passenger rigid seat	\$1,075	\$2,150
1	Power driver seat	\$945	\$945
1	Prins Propane System (21 gallon)	\$6,500	\$6,500
1	Samsara camera system	TBD	\$0
1	Samsung Tablet (Galaxy A9+ 64GB) with RAM Mount	\$695	\$695
1	Dealer Credit	-\$5,000	-\$5,000
	Dealer Credit valid for 30 days then subject to reevaluation		
	Trade Allowance		
0	Miles From Federal Way @ \$2.65 /mile		\$0
1	PPI Adjustment	0.00%	\$0
*Price available to State of Washington MCUA participants and agencies of states with cooperative agreements **Sales tax waived with proof of exemption Pricing subject to annual PPI increases DES Authorization and purchase order required to process order Change orders must be submitted in writing and are not official until confirmed.		Price Each*	\$108,261
		Non-Credit Card Discount	-\$1,624
		Quantity	1
		Trade Allowance	\$0
		Subtotal	\$106,637
		Sales Tax**	\$11,090
		Licensing (Est.)	
THANK YOU FOR THE OPPORTUNITY TO EARN YOUR BUSINESS!		Total Price	\$117,727



Quote

Date: 8/20/2024

Prepared By:
 Northwest Bus Sales
 Christina Grabo
 253-259-5126
christina@nwbus.com
 33207 Pacific Highway S
 Federal Way, WA 98003

Prepared For:
 TranServe PNP
 Steve Hutchins
hutch@transpro.org
 2220 S. Tacoma Way
 Tacoma, WA 98409

VMI Toyota Sienna Rear Entry Short Cut			
Qty	Description	Price	Extended
1	VMI Toyota Sienna Rear Entry Long Cut Driver, Co-Pilot, 3 passenger mid row, 1 wheelchair station	\$66,254	\$66,254
	Optional Items Q'Straint Quick-Secure retractable system	\$519	\$0
	Trade Allowance		
0	Miles From Federal Way @ \$2.65 /mile		\$0
1	PPI Adjustment	0.00%	\$0
*Vehicle not available on WA DES Contract #07621 - Retail Quote **Sales tax waived with proof of exemption Change orders must be submitted in writing and are not official until confirmed. THANK YOU FOR THE OPPORTUNITY TO EARN YOUR BUSINESS!		Price Each*	\$66,254
		Quantity	1
		Trade Allowance	\$0
		Subtotal	\$66,254
		Sales Tax**	\$6,890
		Licensing (Est.)	
		Total Price	\$73,144



Rear Entry Taxi Cut

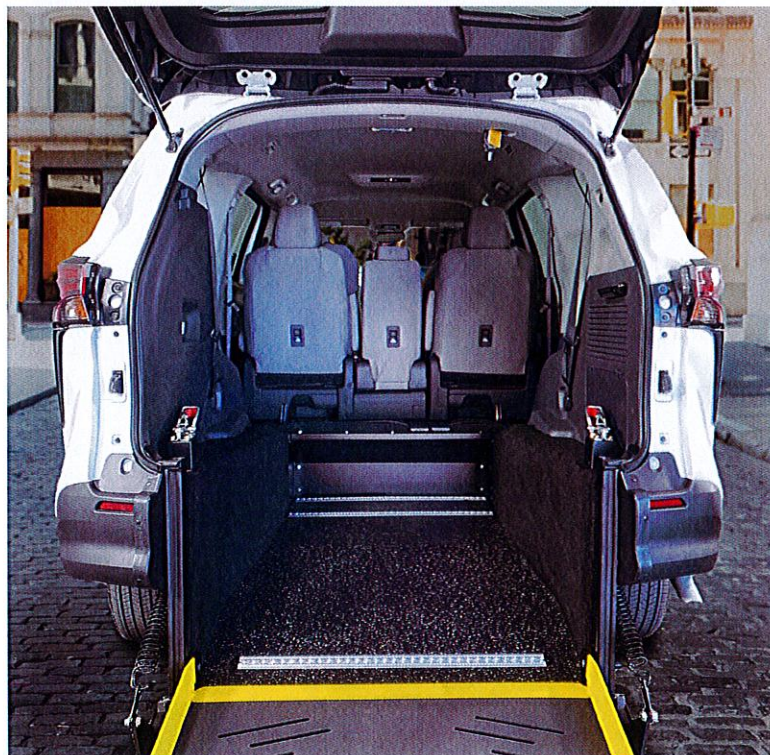
Toyota Sienna Hybrid FWD

Manual, Fold-Out Ramp

Taxi | Commercial



The new hybrid fuel efficient Rear Entry Taxi Cut conversion. Enjoy safety and quality with a wheelchair passenger Toyota Sienna ADA compliant¹ vehicle. When not in mobility use, it still seats 5 ambulatory passengers (4 fares) with the original OEM mid-row seats* with plenty of room in the back for storage.

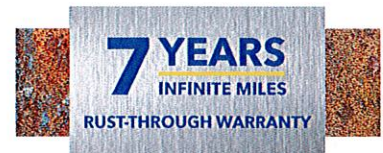


Highlighted Features

- Spring-assisted, rattle-free ramp is easy to use and has a textured non-slip finish. Yellow trimmed ADA wheelchair ramp and backup alarm come standard.
- Vehicle includes Shift Interlock, Running boards, Weather-proof floor mats and an OEM spare tire** standard.
- The well lit wide interior offers a large usable space for a wheelchair passenger or storage.
- Enjoy all of Toyota's original features like Toyota Safety Sense™, back-up camera, (3) zone climate control and more.



Rust Protection



Every new Vantage Mobility Wheelchair van conversion is backed by the industry's longest rust-through warranty. **7 years/Infinite miles.**

855-864-8267 • VantageMobility.com • 5202 S 28th Place Phoenix, AZ 85040



OEM 3 Passenger Mid-Row Seating with full OEM functionality*



Easy Step



Running Boards for easier side step entry



Black Chroma Phantom 2.2 mm Altro Safety flooring & black carpet

Flexible Seating Options

6 Passenger Capacity

- (1) wheelchair passengers can ride comfortably, safe and secure in the spacious rear mobility area.
- The OEM Mid-Row seat is fixed and allows for 5 ambulatory passengers (4 fares) at all times.
- When no mobility passenger is present, the rear mobility area can be used for storage***

A 57"

Ramp Door Opening Height

B 41"

Ramp Door Opening Width

C 58.8"

Interior Headroom

D 9.5°

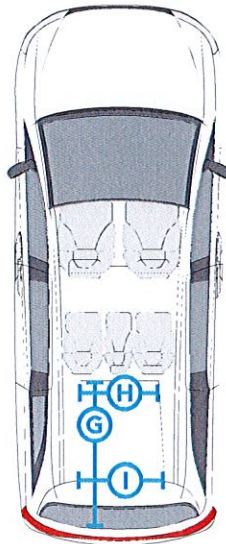
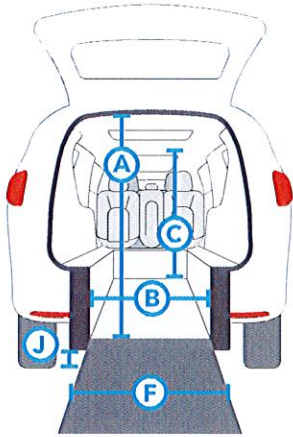
Ramp Angle

E 70.6"

Ramp Length

F 39.5"

Ramp Width



TOYOTA SIENNA HYBRID FWD REAR ENTRY	
G Mobility Area Floor Length	56"
H Mobility Area Floor Width (1)	35"
I Mobility Area Floor Width (2)	41"
J Ground Clearance (exhaust at wheels)	6.7"
Overall Vehicle Length	203.2"
Overall Vehicle Height	75.7"
Overall Vehicle Width	79"



¹ Ramp capacity meets or exceeds ADA CFR Title 49 Subtitle A part 38 Subpart B requirements. Vantage Mobility engineering recommends the ramp load capacity to not exceed 1000lbs for normal use. * Patent pending. ** Spare tire is an OEM chassis design only, not converted by Vantage Mobility. *** Please account for weight of all passengers and items in mobility/storage area. Seating options may vary. Specifications apply to Vantage Mobility Toyota Sienna Hybrid FWD vehicles with a Rear Entry Taxi conversion. Measurements may vary based on vehicle trim levels and environmental factors. To ensure best vehicle fit, please visit with your local dealer to confirm vehicle measurements prior to purchase. All information is subject to change without notice. © 2024 Vantage Mobility, LLC. All rights reserved.

855-864-8267 • VantageMobility.com • 5202 S 28th Place Phoenix, AZ 85040

SAMSARA QUOTE

	TRPC	BTB	MultiCare	Total
Cost Per VEH	\$ 1,745.00	\$ 1,745.00	\$ 1,745.00	
Number of Vehicles	8	7	4	19
Extened Cost	\$ 13,960.00	\$ 12,215.00	\$ 6,980.00	\$ 33,155.00
Match %	5%	5%	5%	5%
Match %	\$ 698.00	\$ 610.75	\$ 349.00	\$ 1,657.75

Total Quote	\$ 44,083.00
Number of Units	28
\$/Unit	\$ 1,745.00

By viewing the content you agree to our [Privacy Policy](#).



samsara.com/free-trial

CUSTOMER CASE STUDY — FIELD SERVICES

GardaWorld Security improves safety at scale to reduce speeding by 74%

40K+

FRONT LINE
SECURITY
OFFICERS

7,500+

DRIVERS

75

U.S. BRANCHES

CHALLENGE

GardaWorld Security operates thousands of vehicles across the country as part of their patrol services that take place virtually anywhere, at any time. With much of their work happening at night, they continuously look for new ways to combat drowsiness and distracted driving to ensure driver safety, but their previous telematics system only reported on basic driver performance metrics such as speeding and seatbelt use. Additionally, they did not have sightlines into their vehicles—**they needed visibility into the cab and robust reporting to improve safety at scale.**

HOW THEY'RE SOLVING IT

They decided to roll out **Samsara AI Dash Cams** to proactively protect their people and assets on the road. Samsara AI Dash Cams detect when GardaWorld Security's drivers engage in risky behaviors—from speeding to rolling stops—and offer real-time coaching so they can self-correct. When manager-led coaching is needed to address continued or dangerous behavior, HD footage can be pulled instantly to support in-person training sessions.

RESULTS

After deploying Samsara AI Dash Cams, they turned on real-time, in-cab alerts to coach drivers on safer habits. In just one year, they improved several safety metrics including **a 74% reduction in speeding, a 67% decrease in close following distance, and 25% less rolling stops.**



"I can't be everywhere at once but with Samsara, I can see what's going on out there. If there is a problem, it gives me a path to fix it."

ANDREW BRIGGS, *Fleet and Technology Analyst*



Samsara Inc.
 1 De Haro Street
 San Francisco, CA 94107
 www.samsara.com

QUOTE #Q-1527010

Issued 08-26-2024

Expires 09-25-2024

Prepared For:
 ATS Trans LLC
 2220 South Tacoma Way Ste B
 Tacoma, Washington
 98409

Prepared By:
 Nigel Vega
 nigel.vega@samsara.com

Quote Summary

Subtotal

Hardware and Accessories USD \$0.00

Licenses USD \$44,083.20
 License Term - 12 Months

Shipping and Handling USD \$210.00

Total Savings: \$11,020.80

Sales Tax Total USD \$4,540.57

Due Upfront USD \$48,833.77

If shipping is "Pending" - Amount is pending due to size of order; Shipping and Handling subject to change.
 If Sales tax is "Pending" - Final amount will be provided prior to payment
 *3% fee charged on non-ACH charges (Canada Exempt)
 *Sales tax subject to change



Samsara Inc.
 1 De Haro Street
 San Francisco, CA 94107
 www.samsara.com

Enhanced VG Series direct-wire non-diagnostic power cable CBL-VG-CPC	28	\$0.00	0%	\$0.00	\$0.00
---	----	--------	----	--------	--------

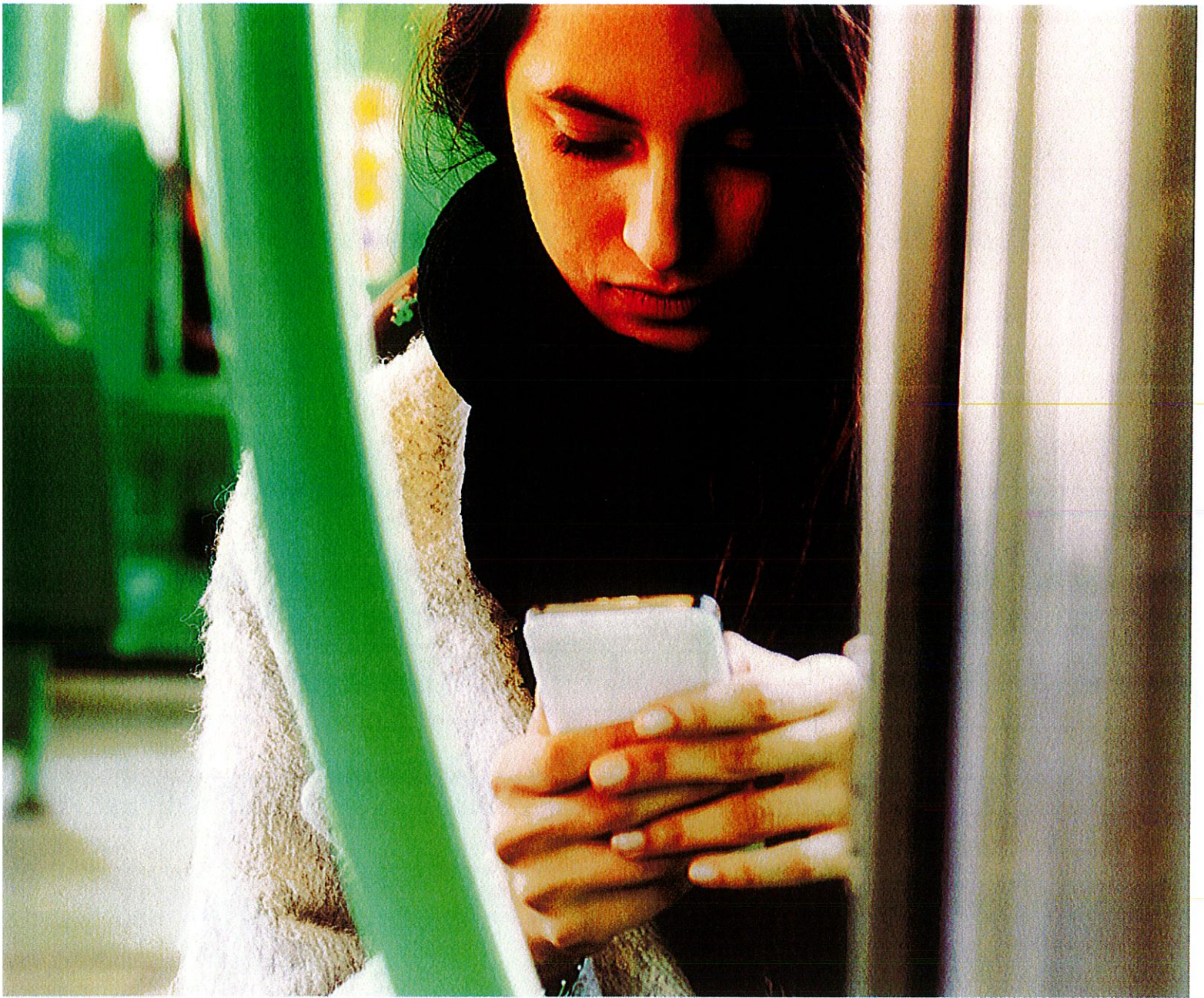
Hardware Due USD \$0.00

Licenses	Quantity	List Price	Discount %	Net Unit Price	Total Price
License for Vehicle Gateways LIC-VG-ENT	28	\$528.00	20%	\$422.40	\$11,827.20
License for Dual-Facing Camera LIC-CM2-ENT	28	\$720.00	20%	\$576.00	\$16,128.00
License for Dual-Facing Camera LIC-CM2-ENT	28	\$720.00	20%	\$576.00	\$16,128.00
				License Due	USD \$44,083.20

SAMSARA QUOTE

	TRPC	BTB	MultiCare	Total
Cost Per VEH	\$ 1,745.00	\$ 1,745.00	\$ 1,745.00	
Number of Vehicles	8	7	4	19
Extened Cost	\$ 13,960.00	\$ 12,215.00	\$ 6,980.00	\$ 33,155.00
Match %	5%	5%	5%	5%
Match %	\$ 698.00	\$ 610.75	\$ 349.00	\$ 1,657.75

Total Quote	\$ 44,083.00
Number of Units	28
\$/Unit	\$ 1,745.00

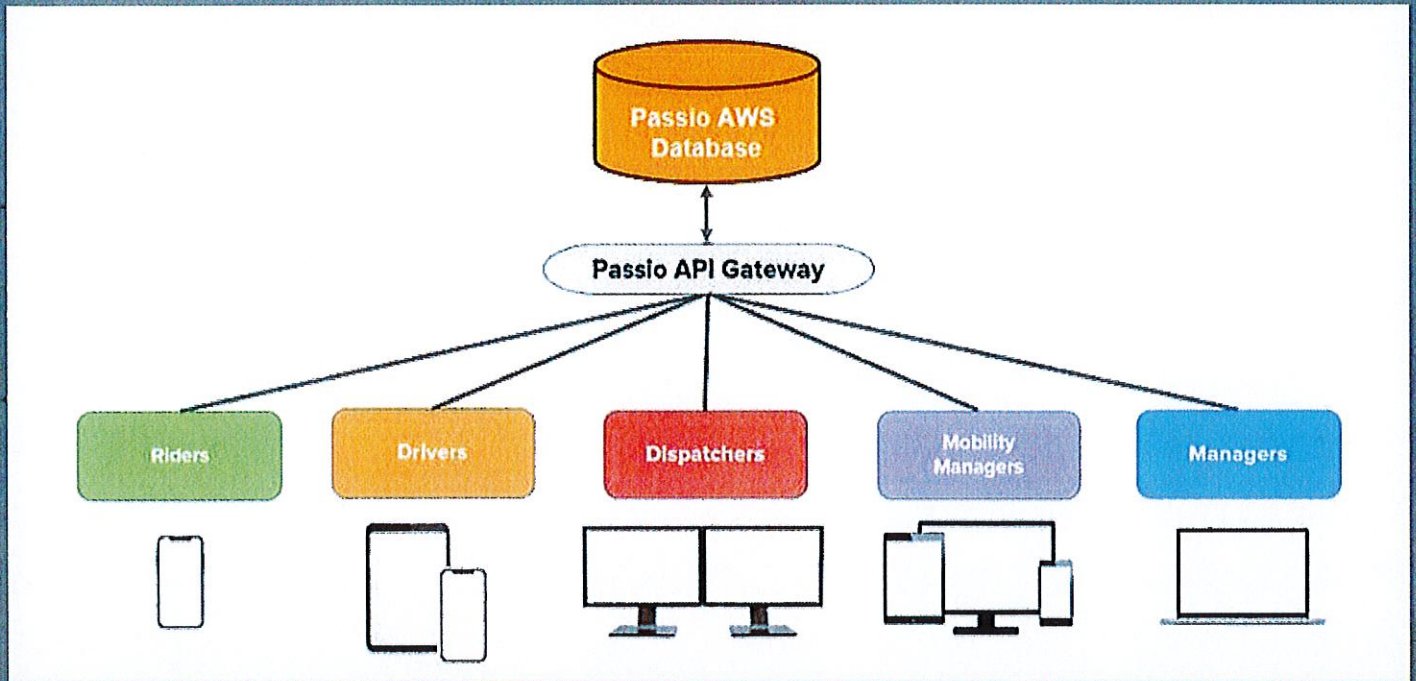


PASSIO CONNECT

Passio Connect allows agencies to quickly deploy microtransit / on demand ride services. Set up your geographic service areas and availability, then let your riders request rides online from any device, such as iOS and Android. Connect also provides a real-time AVL Dispatching Dashboard to help your staff proactively manage each day of service.



The Passio Connect System



KEY FEATURES

- Rider App
- Rider Experience
- Driver Experience
- Dispatcher Experience
- Administrator Experience



Passio Connect - Service Area Map

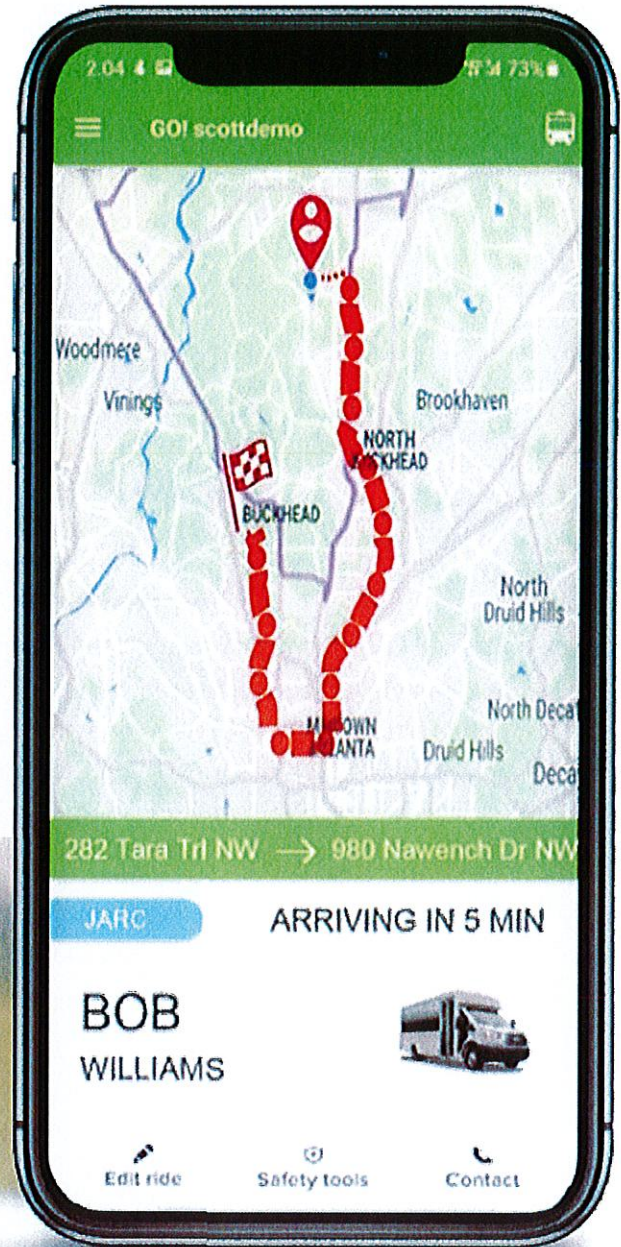


PASSIO CONNECT : RIDER APP

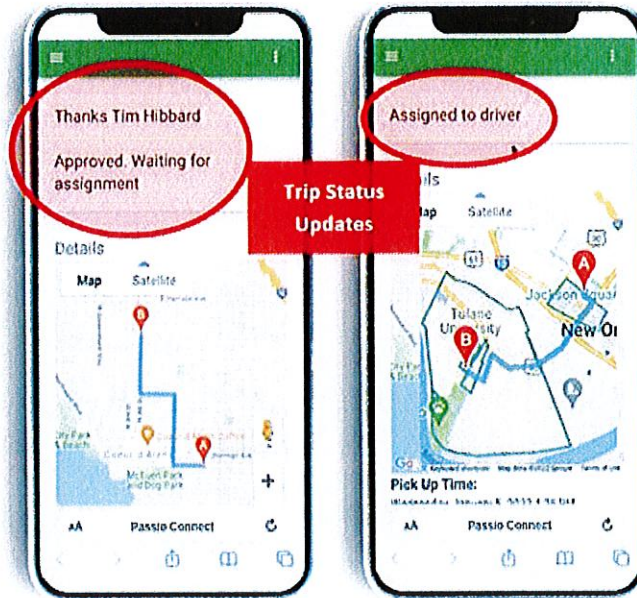
Passengers can request rides using our native Passio GO app for iOS and Android. Riders then receive the following notifications:

- Request approved
- Trip assigned to driver
- Arrived at destination
- Driver en route (coming soon)
- Driver 5 minutes away (coming soon)
- Driver arrived (coming soon)

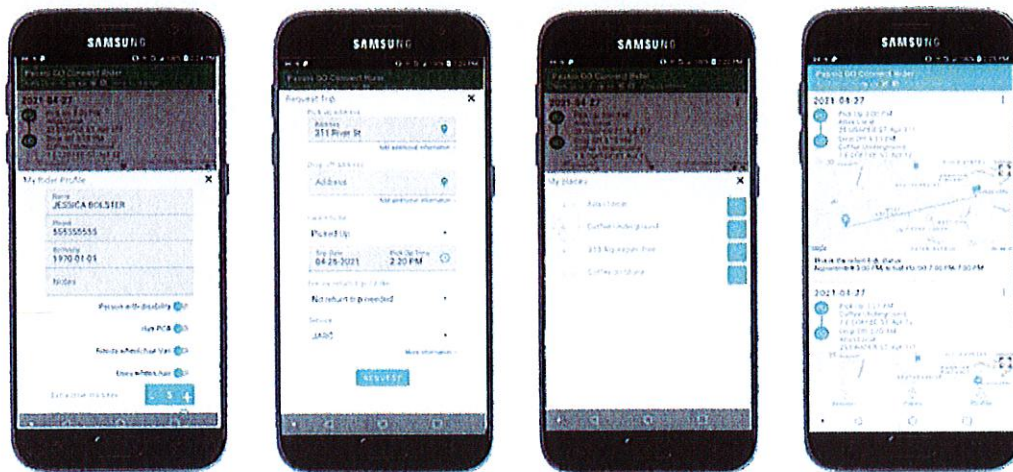
Rides can also be requested from Passio Connect on any PC, tablet, or smartphone. Riders utilize Passio Connect to request rides to/from anywhere within the supported boundaries or from a selection of approved stop locations as determined by the agency.



PASSIO CONNECT : RIDER EXPERIENCE



Riders can view the service area with the map and even change their trip if they need to make updates. Riders can also view a map and current ETA for their approaching driver, bringing them peace of mind and reassuring them their driver is on the way! The portal also allows riders to enter information about any guests they may be bringing. Riders can also submit multiple requests, allowing them to plan out their whole week, month, or year with trips in advance.

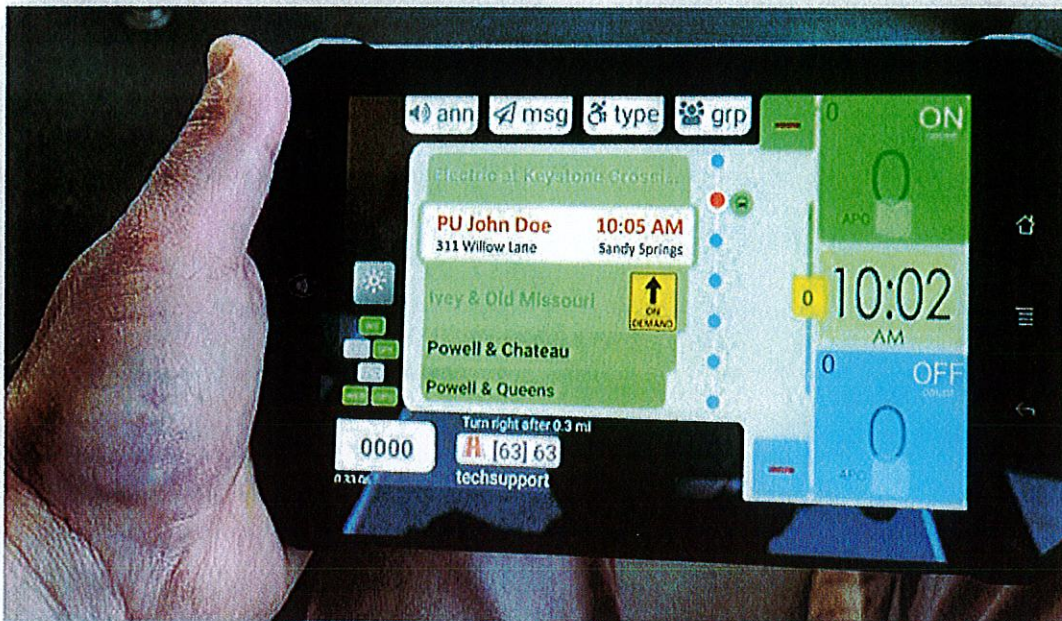


Passio Connect - Booking a Ride



PASSIO CONNECT : DRIVER EXPERIENCE

The Passio Transit MDT software supports **multiple modes of service simultaneously**: fixed-route, flag stops, deviated/flex routes, and microtransit/on-demand. Our interactive, touch screen MDT with Passio Transit software enables operators to securely login (by selecting their name or Driver ID) and select their route/block/run to view their pre-trip inspection or service start screen. Drivers and dispatch can also exchange pre-defined phrases/messages, quick yes/no driver responses, and custom (free-form) messages. This driver application is compatible with any Android device or our transit-grade Passio MDT.



Passio Driver Interface : Fixed Route + On Demand

On-Demand Driver features include:

- View all upcoming stops and trip details
- View stops on a map with navigation
- Timestamp their pick-ups and drop-offs
- Track no-shows and odometer readings
- Get dispatch notifications and exchange messages
- View accessibility information and add extra riders
- Log in / log out of service, go on break

Coming soon:

- Record payments and track payment types
- Update/edit/append trip notes



PASSIO CONNECT : DRIVER EXPERIENCE

As drivers perform each trip, the office staff is updated immediately when riders are on-board or if no-shows occur. Each stop transmits a timestamp, action definition and odometer reading to dispatch. Driver actions include arrived at location, rider boarded, rider alighted, no-show, and 'on break'. Dispatch has instant access to additional trip information and changes from their drivers (fares, notes, special needs, etc.).



Passio Driver Interface : On Demand

When operators are in fixed route service, the Passio Transit MDT software features include a dynamic route ladder (upcoming stops and timepoints), navigation (turn-by-turn directions), electronic passenger counting (EPC), alerts, passenger categorization, on-board device status data, messaging, adherence management, and driver clock. The Passio Transit MDT interface includes a Our Passio Transit MDT app for drivers is simple and helps them keep up with their own schedule to see if they are behind, ahead, or perfectly on time.

Passio MDT Hardware *(optional)*

At the heart of our ITS system is the Passio Transit MDT, a rugged, transit grade 7" LCD capacitive multipoint-touch-enabled all-in-one Android tablet. This single-connection, modular and swappable device natively connects to other onboard devices for the control and collection of data. Our MDT features customized ABS material with IP67 rating (dust and water resistance) and 360 degree protective components to cope with shock and vibration in complex transit environments. Furthermore, the proposed hardware systems are designed for transit bus environments with multiple connections for further integration. Status icons for connected devices and technology are displayed prominently for the driver. These status icons include active notifications GPS, APC, LED, Network, Route, AVA, and Display.



PASSIO CONNECT : DISPATCHER EXPERIENCE

The screenshot displays the Passio Connect Dispatch Dashboard for Ride Right. The central feature is a large Google Map of Boston, showing various neighborhoods like Arlington, Medford, Somerville, and Boston. Several vehicles are marked on the map with colored pins and labels, such as '93 WC VAN - 18mph MARIELLE CECERE' and '74 FUSION - 20mph FRANK BOGUS'. The map also shows historical breadcrumb paths for these vehicles.

On the left side, there are several panels for trip management:

- Filter trips:** A search bar and a close button.
- Unassigned (17):** A list of unassigned trips with details like time, driver name, and vehicle type.
- In Transit (1):** A list of trips currently in transit.
- Scheduled (17):** A list of scheduled trips with details like time, driver name, and vehicle type.

On the right side, there are panels for available vehicles and completed trips:

- Available:** A list of available vehicles with details like vehicle type, driver name, and service hours.
- Completed:** A list of completed trips with details like driver name, time, and location.

Passio Connect : Disptach View

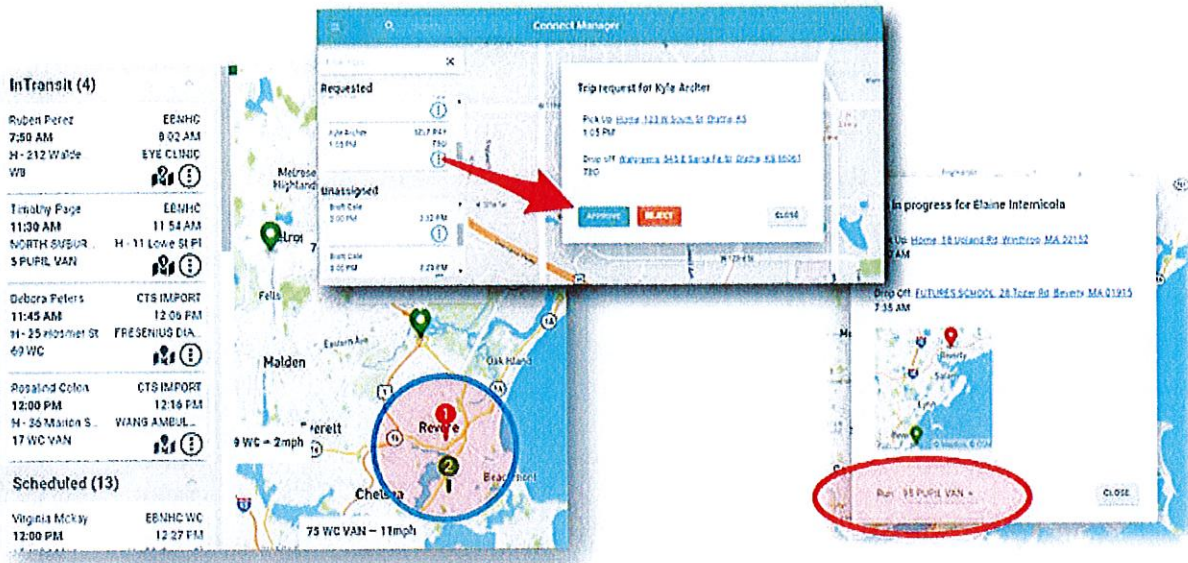
The Connect Dispatch Dashboard provides real-time vehicle locations on a large Google Map including vehicle number, driver name, speed, and breadcrumb historical path data. The Trips Panel on the left side of the window contains 6 collapsible lists of rides by status/queue: Requested, Unassigned, In Transit, Scheduled, Completed, and Non-Executed. Any trip within these groups can be selected showing trip locations on the map and detailed information. The Routes Panel on the right side shows all vehicles currently in service. Any run within this group can be selected to view upcoming stops, start/end times, driver name, and geographic location.

Our Dispatch Dashboard also provides these key features:

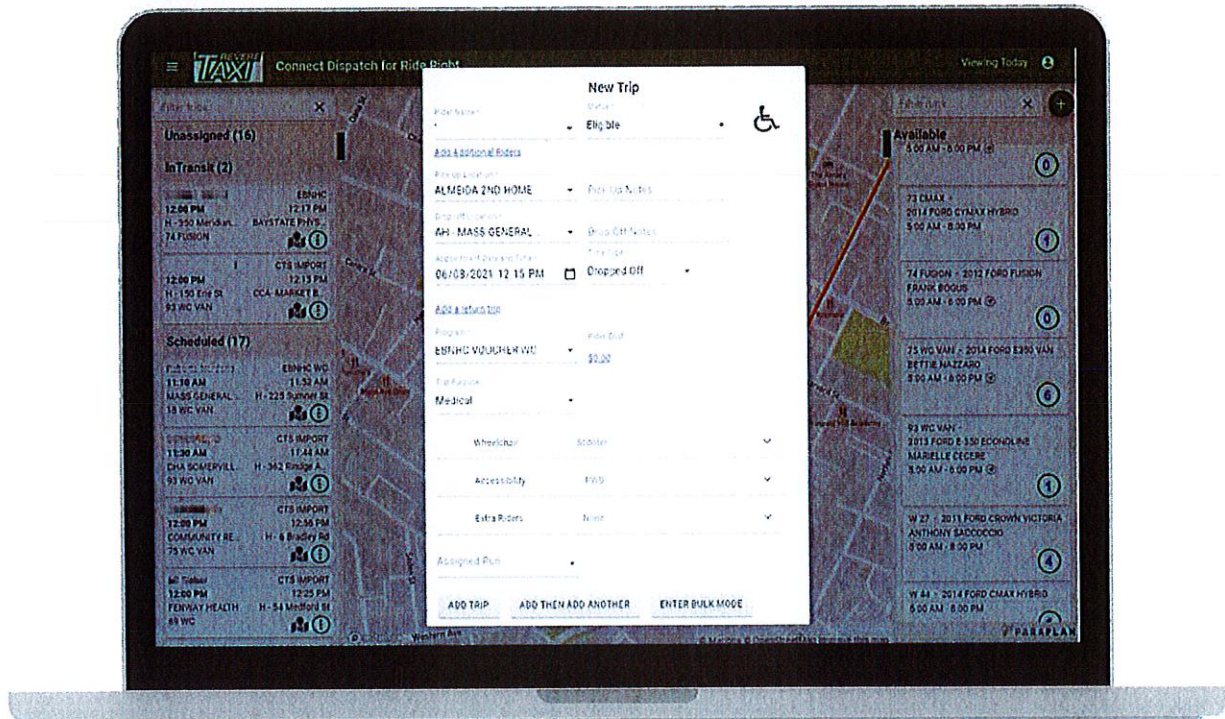
- View one or multiple trip locations on the map
- View trip details and rider mobility needs
- Zoom into any vehicle or rider location in one click
- Adjust pickup and drop off times easily
- Make scheduling changes and adjust existing pick/drop order
- Create new on-demand (now) trips and even rides in the future
- View GPS breadcrumb history of each vehicle
- View ETAs for all riders currently "In Transit"



Multiple scheduling modes are supported with Passio Connect. Incoming ride requests can be assigned via dispatcher, automatic scheduling, or by the drivers if desired. The automated scheduling algorithm uses our proprietary Connect Points System (CPS) to assign points each vehicle based on the current load, current location, pending work, and other system variables. Points are computed using instantaneous real-time status of the system to determine optimized trip assignments.



Passio Connect : Scheduling Management

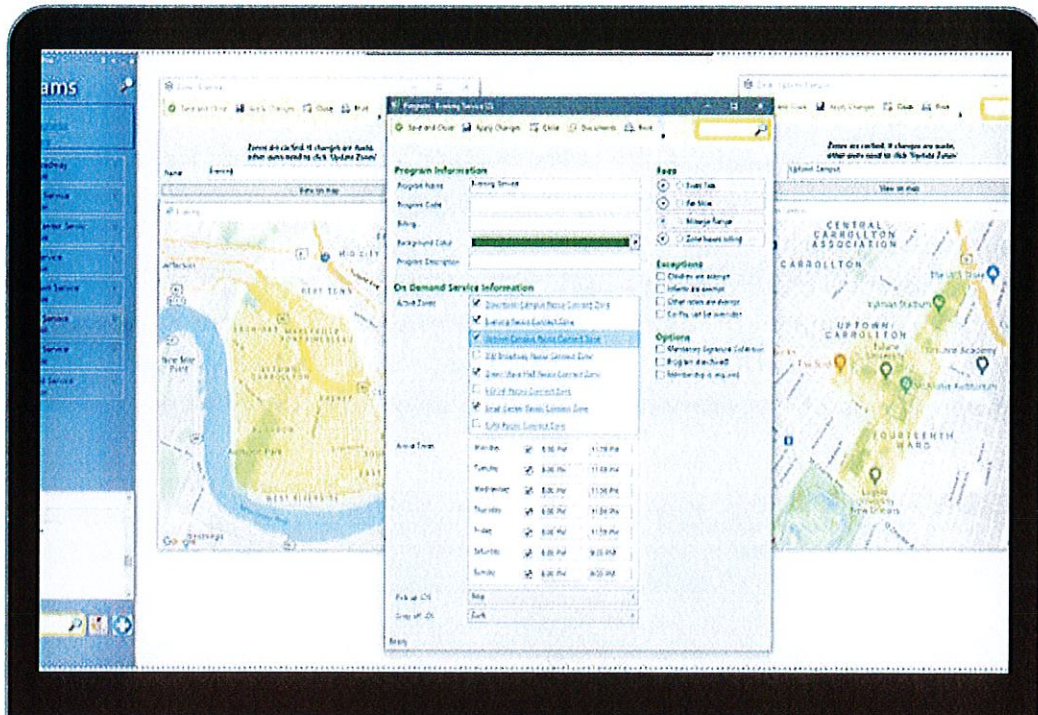


Passio Connect : Add Ride

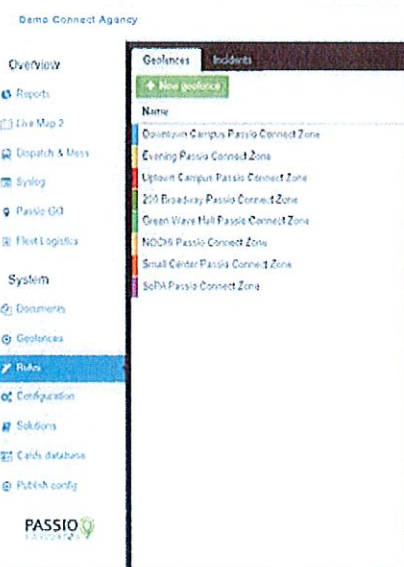


PASSIO CONNECT : ADMINISTRATOR EXPERIENCE

Create your service areas and availability with ease. Establish flexible **microtransit / on-demand** service zones, available times, days of the week, and level of service provided. Connect services can utilize unlimited zones, but must include at least one. Passio Connect Levels of Service (LOS) supports curb, door, or designated stop location for all pick-ups and drop-offs. Administrators can even designate services as 'membership required'.



Passio Connect : On-Demand Services & Geographic Zones



REPORTING : ADMINISTRATOR EXPERIENCE

Passio Connect collects data on ridership, demographics, operations, service, productivity, and billing. These statistics help to populate local, State DOT and Federal NTD reporting/grant requirements. We provide options to export data in multiple formats: PDF, Excel, CSV, etc. We also have a robust API allowing integration with any 3rd party reporting tool such as Crystal Reports, PowerBI, or Tableau. Standard reports on Vehicle Revenue Hours/Miles, Passengers Per Hour, Performance Over Time, and Supply/Demand Reports are all readily available.

Passio : Reporting Framework

All Passio reports include a graphical interface for display and presentation. They can be filtered (queried) by custom or pre-set time periods. Users can group reporting data for presentation by year, month, week, day or by time and select operational detail levels such as routes, stops, trips, drivers, and buses. Passio dashboard widgets allows for time based comparisons (e.g. last week vs. this week) and historical reporting. Passio provides multiple metrics to choose from yielding crucial operational data comparisons regarding the services provided by your agency. Passio Navigator offers a unique dashboard view where the client can create a variety of custom ad-hoc reports (bar graph, line graph, summary table, heat map, pivot table, pie chart, etc.).

The screenshot displays the Passio Connect Performance Reporting interface. The top navigation bar includes sections for Business Information, Reporting Options, and a specific report titled 'Passio - Performance Report'. The main content area is divided into two parts. On the left, there is a sidebar with navigation options like 'Home', 'Reports', 'Routes', 'Stops', 'Trips', 'Drivers', 'Buses', 'Performance', 'Settings', and 'Help'. The central area shows a detailed trip log with columns for 'From', 'Stop', and 'To', and a corresponding map view on the right. The map shows a route along a river with various stops marked. Below the map, there is a table with columns for 'Route', 'Stop', 'From', 'To', 'Time', and 'Status'. The table contains data for several routes and stops, including 'Route 101', 'Route 102', 'Route 103', 'Route 104', 'Route 105', 'Route 106', 'Route 107', 'Route 108', 'Route 109', 'Route 110', 'Route 111', 'Route 112', 'Route 113', 'Route 114', 'Route 115', 'Route 116', 'Route 117', 'Route 118', 'Route 119', and 'Route 120'. The table also includes columns for 'From', 'To', 'Time', and 'Status'.

Route	Stop	From	To	Time	Status
101	101	101	101	101	101
102	102	102	102	102	102
103	103	103	103	103	103
104	104	104	104	104	104
105	105	105	105	105	105
106	106	106	106	106	106
107	107	107	107	107	107
108	108	108	108	108	108
109	109	109	109	109	109
110	110	110	110	110	110
111	111	111	111	111	111
112	112	112	112	112	112
113	113	113	113	113	113
114	114	114	114	114	114
115	115	115	115	115	115
116	116	116	116	116	116
117	117	117	117	117	117
118	118	118	118	118	118
119	119	119	119	119	119
120	120	120	120	120	120

Passio Connect : Performance Reporting

Passio Connect : Activity Reporting





Passio Technologies
6100 Lake Forrest Dr
Atlanta, GA 30328
United States

T: 678-825-3456
F: 866-633-9504

Quote # 2867
Date Sep 13, 2024
Expires Dec 12, 2024
Contact Chris Breyfogle

Prepared for Around The Sound
Steve Hutchins
United States
E: steve.hutchins@dispatchbot.com

ACCEPT QUOTE

Passio Technologies Quote with Around The Sound - 6 Veh RT MDT, APC

Passio APC Solution

One-Time Fees

Category	Item	Qty	Price	Total
Hardware	APC - APS Unit Automated Passenger Counter, Mount, Wiring (Per Door) Hella (Code: 1210001APC)	6	\$1,671.00	\$10,026.00
Setup	Passenger Counting:APC System Setup Configuration - sensor installed automated passenger count generator with mobile data terminal for driver log in and passenger type recording. Code: APCss	1	\$1,976.00	\$1,976.00†
License	Passenger Counting:APC Software License Per unit one time software license. Includes lifetime updates. Code: APCsl	6	\$952.00	\$5,712.00†
Hardware	Cellular Router & Modem Pepwave BR1 Mini (HW3) with Cat 4 LTE Pepwave (Code: 1210002MODM) <u>Peplink Monitoring</u> : PrimeCare for MAX Transit Mini (PRM-MAX-TST-MINI-LTE-2Y)	6	\$1,124.00	\$6,744.00
Hardware	Power Management Module Power protection and surge management module. Code: PWRMGT	6	\$314.00	\$1,884.00

One-Time Subtotal \$26,342.00

Annual Fees

Category	Item	Qty	Price	Total
Recurring	Passenger Counting:APC Recurring Annually Per unit annual recurring fee. Configuration updates, reporting, and data storage. Code: APCA	6	\$887.00	\$5,322.00 [†]
<i>* Recurring fees billed annually with 0 upfront payment(s).</i>				
Annual Subtotal				\$5,322.00

MDTs

One-Time Fees

Category	Item	Qty	Price	Total
Hardware	MDT - Fixed Mount Mobile Data Terminal Rugged Android MDT, Multi Connections, Stationary Mount. Code: 1210003MDT RAM Mount: RAM-B-Std-Fixed-Bundle (RAMMDTF)	6	\$947.52	\$5,685.12
One-Time Subtotal				\$5,685.12

Installation

One-Time Fees

Category	Item	Qty	Price	Total
Installation	Installation Hardware installation and connectivity testing. On site charges, travel, and initial costs. All installation costs are based on all vehicles being available at the time of the technician visit. If additional trips or revisits are needed due to bus availability, additional fee will apply Passio (Code: Install) Component Install: MDT (Mobile Data Terminal) (MDTINST) APC Single Door (APC1INST) Cellular Router (ROUSTRINST)	6	\$1,505.00	\$9,030.00
One-Time Subtotal				\$9,030.00

Summary

¹ Non-taxable item

Please contact us if you have any questions.

Total One-Time	\$41,057.12 USD
Total Annually	\$5,322.00 USD

ACCEPT QUOTE

Cost Breakdown

Category	One-Time Fees	Annual Fees
Hardware	\$24,339.12	—
Setup	\$1,976.00	—
License	\$5,712.00	—
Recurring	—	\$5,322.00
Installation	\$9,030.00	—
Total	\$41,057.12 USD	\$5,322.00 USD

Standard Terms and Conditions

- **Installation**
 - All installation quotes are estimates based on customer provided vehicle information. Limited vehicle availability or undocumented vehicle configuration information may result in increased installation costs and/or trip charges.
- **Sales & Use Tax**
 - Customers are responsible for all applicable sales tax. If you are sales tax exempt or use taxes are accrued, please provide that documentation at the time of order acceptance.
- **Term of Agreement**
 - Standard term is 36 months for optimal pricing. Customers have the option to select 60 month term to lock in pricing for an extended period. Lesser term periods are subject to higher recurring fees. After term agreement is completed customer has the option to transition to a new term agreement or month to month arrangement, any price adjustments will be communicated, in writing, at that time. Month to month customers may cancel at any time by providing a minimum of 30 days' written notification.
 - Recurring Fees automatically increase annually by 3% or the prevailing Consumer Price Index Rate, whichever is greater, up to a maximum of 5% per year unless otherwise determined by mutual agreement and documented, in writing, by all parties.
- **Financial Terms**
 - Recurring costs begin at 'go live' which is determined when solutions are fully available and after installation (if required) of available fleet is completed.
 - New customers are required to pay a deposit equal to 50% of the one-time costs prior to shipment of any equipment or account setup.

passenger counting APC Recurring Annually license	887	4	3,548
--	-----	---	-------

for each vehicle

1	APC APS UNIT	1,671	4	6,684
2	Passenger Counting APC System Setup	1,976		
3	Passenger Counting license	952	4	3,808
4	Celluar Router/Modem	1,124	4	4,496
5	power mgmt module	314	4	1,256
6	fixed mount mdt	948	4	3,790
		6,985		20,034
	installation	1,505	4	6,020
				26,054

CONGRESSWOMAN MARILYN STRICKLAND
10TH DISTRICT, WASHINGTON

HOUSE ARMED SERVICES COMMITTEE
SUBCOMMITTEE ON MILITARY PERSONNEL
SUBCOMMITTEE ON READINESS
HOUSE COMMITTEE ON
TRANSPORTATION & INFRASTRUCTURE
SUBCOMMITTEE ON HIGHWAYS AND TRANSIT
SUBCOMMITTEE ON RAILROADS, PIPELINES
AND HAZARDOUS MATERIALS (VICE CHAIR)

U.S. House of Representatives
Washington, DC 20515

August 15, 2024

Washington State Department of Transportation
310 Maple Park Avenue SE
P.O. Box 47300
Olympia, WA 98504-7300

Dear WSDOT Review Committee,

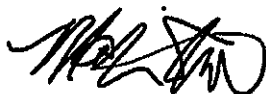
I am pleased to write in support of Thurston Regional Planning Council's (TRPC) application to the Washington State Department of Transportation for funding for the rural Transit program (rT). Serving numerous rural communities and a tribal nation, this funding would allow rT to expand services, add additional routes, and extend their hours of operation. These advances would allow greater accessibility to communities already struggling with access to transportation.

Since 2000, rT has supported thousands in rural Thurston County, including those with disabilities, youth, elders, low-income families, military personnel and veterans. While providing these intra-county connections, rural Transit also fills the gaps between other transportation networks, allowing rural residents to access more of Western Washington and travel even farther than before.

rT's work has created innovative transportation solutions for low-density, rural areas. This builds on TRPC's long history of collaboration and coordination - bringing the right people to the table to identify needs and craft workable solutions for the community.

I am pleased to support this application for continued and expanded funding. I urge your full and fair consideration of this request.

Sincerely,



Marilyn Strickland
Member of Congress



Pierce County

Office of the County Council

930 Tacoma Avenue South, Room 1046
Tacoma, WA 98402-2176
(253) 798-6654
FAX (253) 798-7509
TDD (253) 798-4018
1-800-992-2456
E-mail: robyn.denson@piercecounitywa.gov
www.piercecounitywa.org/council

Robyn Denson
Councilmember
District No. 7

September 4, 2024

TranServe PNP
Rick Maesner, Chairman of the Board
1441 Yukon Harbor RD SE
Port Orchard WA 98366.

Reference: WSDOT Consolidated Grant Beyond the Borders

Dear WSDOT,

I am writing in support of TranServe PNP (a private nonprofit) who is applying, in cooperation with Pierce County's Beyond the Borders program and Around the Sound (a private company), for the WSDOT Consolidated Vehicle Grant. The request of seven vehicles are meant to replace the aging fleet of vehicles (2019 with over 250,00 miles) . These vehicles will support both fixed and demand service and they are essential to continue to provide the level of service today and expand to meet the needs of un-served communities.

Pierce County has many areas unserved by Pierce Transit. The Pierce County Human Services Department, through its Beyond the Borders program and collaboration with TranServe and Around the Sound, work to provide service to the most vulnerable populations, in particular elderly, disabled and youth.

Transportation services are critical to helping individuals get to employment, education, healthcare, shopping and more. Rural areas are not 'walkable' and the areas are dangerous for 'bicycles' and pedestrians as most of the roads have no shoulder improvements so a public demand activated transportation service is really the only way to help individuals access services and opportunities they need.

Sincerely,

A handwritten signature in black ink that reads "Robyn Denson".

Robyn Denson
Councilmember, District 7
Pierce County Council
(253) 798-6654 office
Email robyn.denson@piercecounitywa.gov



September 2, 2024

Rick Maesner
Chairman of the Board
ATS Trans LLC
4023 S. Orchard St
Tacoma, WA 98466

Re: Letter of Support for Pierce Transit's WSDOT Consolidated Grant Program
Applications for Vehicle Replacements in Pierce County

Dear Mr. Maesner,

On behalf of Pierce County Human Services, I am writing to express our support for
ATS Trans LLC for the Washington State Department of Transportation's Consolidated
Grant Program applications to sustain and replace vehicles for the Beyond the Borders,
MultiCare ADH Health, and other Pierce County programs in Pierce County in areas not
served by Pierce Transit and the PTBA.

Service currently provides transportation to special needs populations such as the
youth, people with disabilities, older adults aged 65 and older, and families with low
incomes.

The project represents an important equity and opportunity investment to the ADA
community and aims to increase ADA accessibility and mobility throughout the Pierce
County service areas where Pierce Transit does not serve.

Thank you for your consideration towards the replacement vehicle grant application to
continue to serve special needs populations in Pierce County.

Sincerely,

A handwritten signature in cursive script that reads "Daeveene J. May".

Daeveene J. May
Pierce County Human Service- Mobility Manager

September 9, 2024

Rick Maesner
Chairman of the Board
TranServe PNP
144 Yukon Harbor RD SE
Port Orchard, WA 98366

RE: WSDOT Consolidated Grant-Replacement Vehicles for Beyond the Borders

Dear Mr. Rick Maesner,

I am writing on behalf of the Economic Development Board for Tacoma-Pierce County (EDB) to express our strong support for Beyond the Borders application for WSDOT's Consolidated Grant.

As a nonprofit organization, the EDB is dedicated to helping Tacoma-Pierce County businesses reach their full potential. We assist companies looking to establish or expand their operations within Tacoma and Pierce County. Over the past two decades, our efforts have resulted in over \$1.6 billion in capital investments and more than 25,000 new jobs across the region. Our mission is to drive job creation, enhance quality of life, and stimulate economic growth in the South Sound.

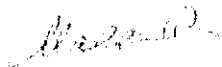
Beyond the Borders application will support rural and elderly transportation areas not covered by the Pierce Transportation Benefit Area. Grant funds will support the replacement of four vehicles for routed service and three on-demand services.

We are particularly enthusiastic about initiatives that enhance transportation access for our citizens, improve their quality of life, and expand access to healthcare services. Expanding transportation options for seniors is crucial to ensuring they can access the care they need, strengthening our community's overall health.

We strongly encourage you to consider awarding this important project funding through WSDOT's Consolidated Grant program. Should you have any questions or require further information, please contact me at (253) 317-1903 or via email at maddie@edbtacomapierce.org.

Thank you for your time and consideration.

Sincerely,



Maddie Merton
Vice President for Business Retention and Expansion
Economic Development Board for Tacoma-Pierce County
(253) 317-1903
maddie@edbtacomapierce.org



MultiCare Health System
820 A Street, Tacoma, WA 98402
PO Box 5299, Tacoma, WA 98415-0299 ~ multicare.org

September 9, 2024

Around The Sound
4023 S. Orchard St, Tacoma
Washington 98466

Dear Steve Hutchins,

On behalf of MultiCare's Pacific Northwest Program for All-inclusive Care for the Elderly (PACE), I am pleased to be writing a letter in support of Around the Sound Transportation (ATS)'s grant proposal to purchase four additional large vehicles to add to their transportation fleet.

MultiCare's PACE program serves clients who are 55 or older and who qualify to live in a nursing home but choose to living in the community. Around The Sound and PNW PACE share Washington State's value of supporting our seniors aging-in-place. Essential to upholding and serving that value is ensuring that the participants in the PACE program are provided safe transportation to their critical appointments. Fundamental to our care is providing clients with transportation to all appointments that support their continued community living. These appointments include visits to adult day centers for social engagement to reduce isolation, medical appointments, trips to obtain food, laundry activities, and many other appointments that support healthy living for the frail and infirm elderly.

MultiCare has been partnering with ATS since 2012 for transportation services for our patients with special needs and limited mobility; our PNW PACE program has partnered with ATS since we opened in 2022 and has incorporated ATS into the long-term growth strategy for the program, which includes servicing more of WA State. ATS has provided excellent service and is a trusted partner to care for your vulnerable participants. They have an incredible track record for on-time performance and excellent passenger satisfaction.

On behalf of MultiCare Pace, we are pleased to offer our enthusiastic support of ATS's grant proposal to expand their transportation fleet.

Sincerely,

Laura Stengel

Laura Stengel
Assistant Vice President

MultiCare Health System
Pacific Northwest Program for All-inclusive Care for the Elderly
6442 Yakima Ave
Tacoma, WA 98408



Strengthening the Key Peninsula – Connecting the Community

August 22, 2024

TranServe PNP

Dear Elliott Stockstad,

On behalf of the Key Peninsula Partnership for a Healthy Community (KPP), I am pleased to be writing a letter in support of MultiCare Health Foundation's proposal to the WSDOT 2025-2027 Mobility Management Project. We strongly support TranServe as they continue to provide safe reliable transportation to serve the elderly and disabled of our local community.

MultiCare partnered with ATS since 2014. ATS is a current provider and TranServe PNP is the private non-profit agency sponsoring the acquisition of the grant to WSDDOT. These vehicles will further provide a strong foundation for more individuals to get served by the PNW Program for All-inclusive Care for the Elderly (PACE) and their commitment to supporting the special needs of seniors who want to continue living in their homes.

Around The Sound (ATS) has been involved in several transportation provisioning programs in the area. More vehicles will help to ensure its success, along with supporting other, needed community transportation programs. ATS has been a reliable partner in Key Peninsula transportation planning for many years. Not all organizations understand the profound transportation barriers that exist on the Key Peninsula, but ATS and its staff do. Any effort to support their community-minded work is highly supported by our organization as we work to build sustainable and workable transportation solutions for our community.

Sincerely,

A handwritten signature in black ink, appearing to read "Susan Paganelli". The signature is fluid and cursive, with a horizontal line extending to the right from the end of the name.

Susan Paganelli
Executive Director, Key Peninsula Partnership for a Healthy Community

*Around The Sound 4023 S. Orchard St,
Tacoma, Washington 98466*



September 11, 2024

Re: Letter of Support for ATS Trans, LLC

I have been the Insurance Broker for ATS Trans for 15 years and have found the company to be well-run, and management to be knowledgeable, reliable, and conscientious. When ATS makes a commitment, they follow through.

ATS demonstrates a strong commitment to their risk management program, and we have had no issues acquiring additional coverage needed to meet contractual requirements as they arise.

The Auto insurance carrier for ATS is a risk retention group that has stringent requirements to become a member, but also to remain in the program. We routinely hear from the group manager that ATS Trans is a valued member, citing an admirable claims history and active commitment to safety.

We hope you will support ATS. The company and services they provide are valuable to the community.

Respectfully,

A handwritten signature in black ink that reads "Patrick J. Flynn". The signature is written in a cursive, slightly slanted style.

Pat Flynn
Propel Insurance

Find your momentum.



September 6, 2024

TranServe PNP

Dear Elliott Stockstad,

On behalf of Red Barn Youth Center I would like to express my support for MultiCare Health Foundation's proposal to the WSDOT 2025-2027 Mobility Management Project. We strongly support TranServe as they continue to provide safe reliable transportation to serve the elderly and disabled of our local community.

Red Barn Youth Center is an after school program for 6th through 12th grade youth. Transportation is a strain for many of our youth and their family members. Many of our youth live with, or are extensively supported by their grandparents, and are directly affected when transportation services for their grandparents are lacking.

The Mobility Management Project vehicles will further provide a strong foundation for more individuals to get served by the PNW Program for All-inclusive Care for the Elderly (PACE) and their commitment to supporting the special needs of seniors who want to continue living in their homes near where many of their children and grandchildren live.

Thank you for your dedication to the community.

Sincerely,

Kellie Bennett
Executive Director
Red Barn Youth Center
15921 84th St NW
Lakebay, WA 98349



Strengthening the Key Peninsula – Connecting the Community

August 22, 2024

TranServe PNP

Dear Steve Hutchins, President/CEO,

Reference: Pilot Transportation Project

On behalf of the Key Peninsula Partnership for a Healthy Community (KPP), I am pleased to be writing a letter in support of ATS Trans LLC, dba Around the Sound (ATS). ATS has been a willing and helpful partner for many years in bridging the profound public transportation gap that exists on the Key Peninsula. Most recently, ATS supported the pilot “Holiday Express” shuttle program.

ATS has always been easy to work with. Before establishing the routes and identifying shuttle stops, ATS management met with many local agencies involved with local transportation including our organization (KPP), the Red Barn Youth Center, KP Community Services, and others. Building on a community transportation study, which included substantial community input (done by us under a WSDOT grant last year) county staff and ATS established and created expectations on behalf of our community. Community input is critical to the success of any transportation efforts on the Key Peninsula, and we know that ATS understands this reality and takes community desires into the design of new routes.

We strongly support ATS and hope they will be selected as our partner for the upcoming Pilot Program. ATS will be able to build the program by increasing ridership month over month, as the community hears about and begins to trust in the new transportation system.

ATS is an ally of local community service and will continue to provide safe reliable transportation to serve the Key Peninsula. The role that ATS is playing is critical to bringing an effective and community-centered transportation pilot program to our area. Many organizations and people will benefit from this effort. We know that ATS is professional, qualified, and able to be a successful partner in our work.

Please support this proposal for ATS,

Sincerely,

Susan Paganelli
Executive Director, Key Peninsula Partnership for a Healthy Community

August 2, 2024

Bryan & Tammy Bailey

Bailey's IGA

10333 Hwy 12 SW,

Rochester WA. 98579

360 273-7330

To whom it may concern,

We at Bailey's IGA, Rochester's local full-service grocery retailer, support continued funding and support of the Rural Transit (RT) in south Thurston county. It is important RT is available for our rural residents to help travel between businesses & communities. They rely on these services to get to medical appointments, food establishments, county and state agencies, family members & other social gatherings.

I have been impressed with how well the RT services have been ran and truly hope the program gets continued or expanded funding. Thank you for your time,

Bryan Bailey

Bailey's IGA

Rochester, WA.



September 5, 2024

Reference: WUTC Service Provider Status for TranServepnp

TranServePNP will not be a direct service provider. TranServe is obtaining vehicles to support local operations. Direct Service Provider will be required to hold a certificate with the WUTC to receive use of the vehicles and equipment solicited for this contract.

Sincerely:

Steven Hutchins

Steven Hutchins
Treasurer



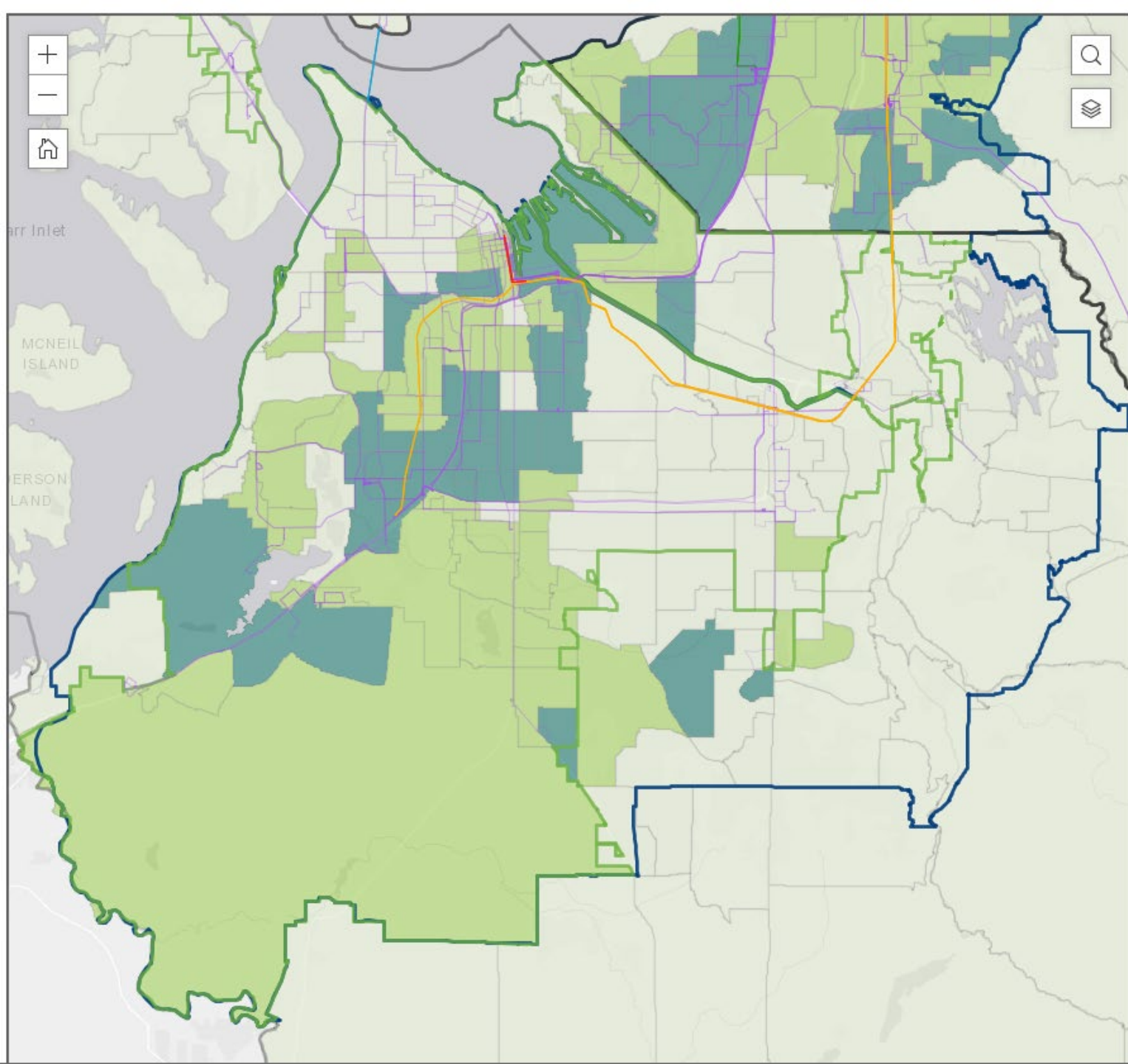
Pierce County Population Density - Persons Per Acre



Persons per Acre

- 0 - 5.0
- 5.1 - 10.0
- 10.1 - 20.0
- 20.1 - 30.0
- Over 30.0

— Metropolitan Transportation System



Public Transportation

Transit Routes (2018 Network)






Transit Mode

-  Bus
-  BRT
-  Street Car/Monorail
-  Commuter Rail
-  Light Rail
-  Ferry
-  Passenger-only Ferry

Transit Agency Service Areas

Public Transit Service Areas

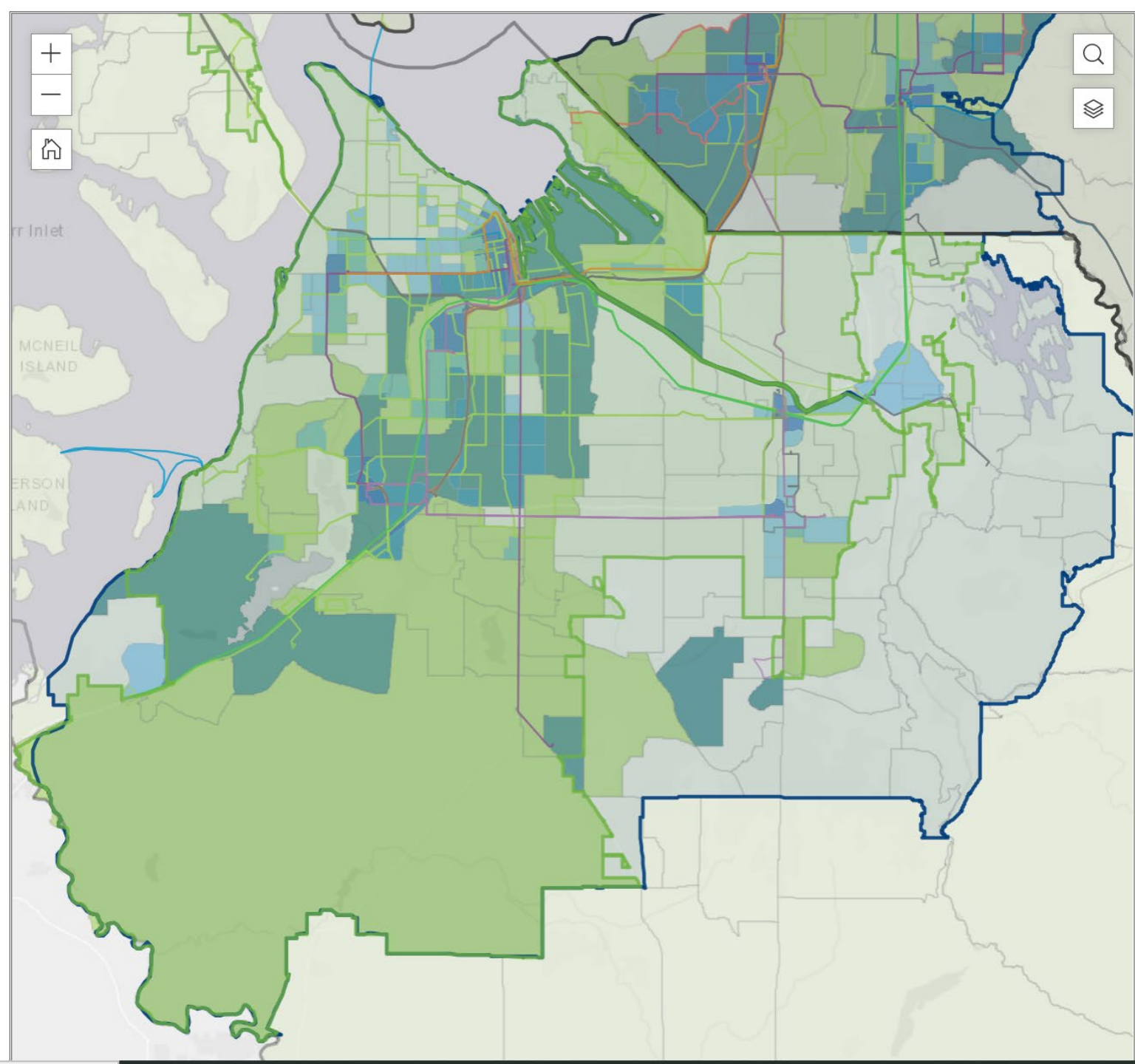
NAME

-  Community Transit
-  Everett Transit
-  King County Metro
-  Kitsap Transit
-  Pierce Transit

Regional Service Area (Sound Transit)



Pierce County - 2018



2050 Transit Network

High Capacity Transit

Transit Mode

- BRT
- BRT - Unprogramme
- Ferry
- Passenger Only Ferry
- Light Rail
- Streetcar
- Monorail
- Commuter Rail

Local & Express Bus

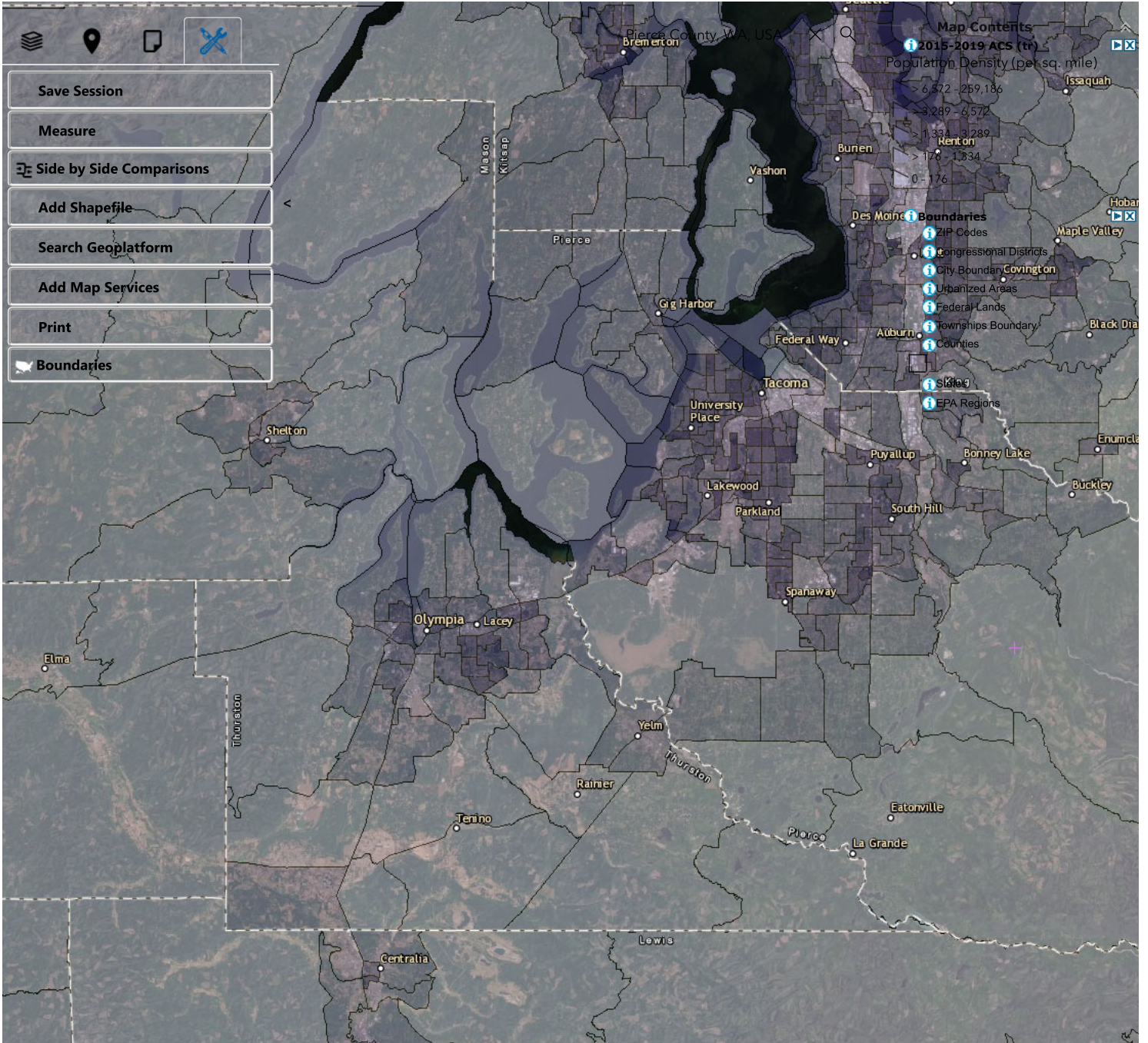
Route Frequency

- Very Frequent Route
- Moderate Frequency Route
- Frequent Route
- Low Frequency Route

2050 Transit & Employment

High Capacity Transit Supportive Density

Pierce County - 2050



Transportation Options in Pierce County

