

# 29188 - MultiCare PACE/ADH Vehicle Replacement 2024

## 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](mailto: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.org](mailto:maesner@transervepnp.org)  
 Title Email Address

#### Applicant Contact

**Name\*:** Steven Hutchins  
 First Name Last Name

Treasurer [hutch@transervepnp.org](mailto:hutch@transervepnp.org)  
 Title Email Address

#### Project Contact

**Name:** Steven Hutchins  
 First Name Last Name

Treasurer [hutch@transervepnp.org](mailto:hutch@transervepnp.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

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,Pierce

## 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\***

TranServePNP is a new private non-profit created to obtain vehicles to support the PACE ADH Program by providing service vehicles to Around the Sound (ATS) the contract by awarding vehicles to be used by the provider, ATS. TranServe will work with MultiCare to insure its highly vulnerable adults are properly transported by ATS.

## 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 are in need of replacement. The service vehicles used by ATS have exceeded their life. Many of the vehicles have in excess of 300,00 miles.

The need is to provide ADA transportation to vulnerable adults. In order to continue to provide transit service ATS (provider) needs to replace its fleet of vehicles periodically. The partnership with TranServe will allow ATS to obtain new vehicles.

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 for others to use in providing public transportation service.
- 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 the 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?\***:

No

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

**Is this project primarily serving the Seattle, Tacoma, Everett urbanized area?:**

Yes

## 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 [RCW81.66.010\(3\)](#)

**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:

Low income

Physical or mental disabilities

Home isolated

At risk of institutional placement

Level 1 need Transportation

Level 2 Falls Prevention

Adult Day Health

ATS recognizes the importance of 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. The reservation system allows passenger's to make subscription service which is critical for ADH services. The software is accessible for those language barriers or need special devices for the hard of hearing and site impaired either on line, by calling the call center and through interpreter services.

The dispatch software (Trip Master) routes the trips into effective routes and tracks on time performance, trip data and provides vehicle tracking.

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 on line 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 boarding's 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 boarding's 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 complimented 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 be 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 require. 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 Vehicle Replacement 8 ADA vehicles  
Beyond the Borders Replacement 7 ADA Vehicles 7

## Planning and Coordination

### *Coordinated Public Transit - Human Services Transportation Plan*

<b>Coordinated Public Transit - Human Services Transportation Plan</b>	<b>Element</b>	<b>Page number(s) or TBD</b>	<b>How is the need in the CPT-HSTP met by this project?</b>
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	Strategies and activities identified to address gaps	Section A4 page	Transportation is provided by ATS to the MultiCare ADH center for ADH DayCenter service where the rider gets nutrition, medical, recreation and interaction with other adults. By providing transportation nearly 200 individuals get access to this much needed service.

### *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 MultiCare staff to enhance and improve the service and continually searches for solutions for vulnerable adults 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\*:**

MultiCare ADH service is pretty much restricted to the clients they serve. Many of these riders would not be able to access other transportation services offered by public transit. By not integrating these passengers into mainline service such as shuttles would not be effective, the level of attention required by the driver requires special training and a higher level of assistance.

Multimodal Partnerships are enhanced by not having to provide this service leaves more opportunities for those with less transportation needs.

Some of the passengers require a special wheelchair/gurney to safely provide transportation. Regular transit services drivers would not be qualified to transport these passengers.

Does this project have a planning or operating service area that crosses RTPO planning boundaries? \*: Yes

## 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	62,479 base, propane 9000, Recaro drivers seat 2835, WC lift 4410, destination sign 6,950	\$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	62,479 base, propane 9000, Recaro drivers seat 2835, WC lift 4410, destination sign 6,950	\$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	62,479 base, propane 9000, Recaro drivers seat 2835, WC lift 4410, destination sign 6,950	\$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	62,479 base, propane 9000, Recaro drivers seat 2835, WC lift 4410, destination sign 6,950	\$151,808.00	\$7,590.00	\$144,218.00	11.12 0.15	
							<b>\$30,360.00</b>	<b>\$576,872.00</b>			

### Equipment

Equipment Description	Useful Life	Total Cost	Match	Requested Amount
Purchase Camera System Consisting of four cameras and data for two years (\$4,000 x 7= \$28,000)	0	\$6,980.00	\$349.00	\$6,631.00
Tablets to receive Trip Data from Dispatch-this serves as the data collection and communications device	0	\$1,852.00	\$185.00	\$1,667.00
Tablet Mounts and Stands	0	\$1,000.00	\$50.00	\$950.00
Traversa by Broda. This wheelchair/stretchers allows more fragile individuals to be safely transported	0	\$17,000.00	\$850.00	\$16,150.00
			<b>\$1,434.00</b>	<b>\$25,398.00</b>

## Match/Revenue Sources

Source	List the source.	Amount
Local: Other	TranServe will solicit grants and work with the provider to develop an ongoing Transit Reserve	\$34,405.00
		<b>\$34,405.00</b>

## Scalable

**Is your project scalable?\***: No

## ADA Accessibility

### ADA Accessibility\*:

All Vehicles to be used for this operation are ADA accessible. The vehicle specs will not compromise the need for ADA accessible vehicles. We need to have the most flexible securement pattern, the largest and widest wheelchair lifts, capable of sustaining 1,000 pounds. The vehicles will be 100% ADA compliant.

TranServe staff are considered experts at providing ADA service.

## 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 grant numerous 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 several vehicles. Or to help on a specific program, 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**

<b>Vehicle Requested Amount:</b>	\$576,872.00
<b>Equipment Requested Amount:</b>	\$25,398.00
<b>TOTAL Requested Amount:</b>	\$602,270.00

**Match Amount**

<b>Match Amount:</b>	\$31,794.00
<b>Percentage of Match:</b>	5.01%

**Total**

<b>TOTAL PROJECT COST:</b>	\$634,064.00
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**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	Medium-duty Cutaway (truck chassis)	2004	450 Ford		Gas	-3	1FDWE35S24HA15674	Active	316676	No	
Replace	Medium-duty Cutaway (truck chassis)	2004	450 Ford		Gas	-4	1FDWE35S34HA13013	Active	387620	No	
Replace	Medium-duty Cutaway (truck chassis)	2004	450 Ford		Gas	-4	1FDWE35S24HA15674	Active	396454	No	
Replace	Medium-duty Cutaway (truck chassis)	2002	450 Ford		Gas	-2	1FDXE45S32HA36055	Active	349923	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	15680	21493	37173	60566	62.93%
Revenue Vehicle Miles	20687	25483	46170	71810	55.53%



Passenger Trips	4878	6680	11558	18822	62.85%
Volunteer Hours	0	0	0	0	0.00%
<b>Total</b>					<b>181.31%</b>

### 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?\*

The PACE/ADH program has probably been the most devastated program as a result of Covid. The program was closed within three days' notice.

On March 8th, 2021, Governor Jay Inslee announced that many programs were going to be quarantined for the foreseeable future. That turned out to be 20 months for ADH to be closed. ATS was given little notice and laid off 100% of the ADH drivers and parked the fleet until ADH would restart. It started in January of 2022.

Service started and it was quite difficult to project the ridership and projecting mileage was difficult. We didn't know where riders lived. The program started slowly with only 150 passengers the first month (transported 2,963 in the last full month of operation). Ridership was slow to rebuild but it did start to grow, and it is showing continued growth. The PACE staff are adding between 4 and 8 new riders a month. With this new growth and based on a 1.25% growth rate per month we anticipate a solid growth rate. The system is on target to return to using 12 vehicles per month and the trip loads are growing. It is anticipated that the service will grow to serve more residents and that more severely disabled will want to use the system so they might age at home.

A straight-line projection based on 20-month history of ridership. Staff projected a straight-line growth of 1.25% per month. At this rate the ridership will return to its pre 2020 ridership this year and growth is projected through 2027.

## Milestones

### Project Activities

Project Activity	Applicable to project?	Completion date (mm/yy)	Notes
<b>Construction</b>			
Preliminary engineering start date	No		
Environmental documentation complete (e.g., NEPA/SEPA)	No		
Property acquisition complete (lease or purchase)	No		
Contract advertisement	No		
Operationally/substantially complete	No		
<b>Vehicles</b>			
Solicitation (request for proposals or invitation for bid) published	Yes	07/25	Prepare specifications review DES options
Contract Award/Purchase order	Yes	09/25	Vehicle Contract and PO will be released
First vehicle accepted	Yes	03/26	6 month projected manufacturer schedule
All vehicles accepted	Yes	06/26	Anticipating large window to allow for any issue
All vehicles placed in service	Yes	07/26	Vehicles should all be in service with one year schedule.
<b>Equipment</b>			
Solicitation (request for proposals or invitation for bid) published	Yes	01/26	We will order through DES the Special wheelchair will require a bid
Contract award/Purchase order	Yes	02/26	Should be easy process, very limited list of vendors
First piece of equipment accepted	Yes	04/26	WC/Gurney devices will be accepted upon delivery
All equipment accepted	Yes	04/26	should take 24 hours to approve and place into service
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 \*:

Manufacturer delays  
Chassis availability  
Delays due to vehicle delivery

## 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
<b>Required for all projects</b>						
Copy of organization?s most recent audit report	✓	TranServe new non profit letter	<a href="#">Non Profit Audit Letter.docx</a>	docx	160 KB	09/16/2024 10:20 AM
Population density map	✓	Pierce County population density	<a href="#">Pierce County Density Map.pdf</a>	pdf	1 MB	09/16/2024 10:22 AM
Service area map	✓	Pierce County service area	<a href="#">Pierce Cty Service Area Map.pdf</a>	pdf	150 KB	09/16/2024 10:22 AM
<b>Required for new non-profit applicants only</b>						
501(c) IRS Letter of Determination (required for new non-profit applicants)		501(c) IRS letter	<a href="#">FINAL IRS Letter of Determination.pdf</a>	pdf	37 KB	09/17/2024 09:11 AM
WA Utilities & Transportation Commission (UTC) Certification (required for new non-profit applicants who are direct service providers)		Not direct service provider letter	<a href="#">WUTC Certified Service Provider.pdf</a>	pdf	47 KB	09/16/2024 09:47 AM
<b>Conditionally required</b>						
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)		Accounting Policies and Procedures	<a href="#">ATS Accounting Policies and Procedures Manual.docx</a>	docx	85 KB	09/16/2024 11:52 AM
<b>Optional attachments</b>						
Letters committing matching funds		Multi Care matching funds	<a href="#">TranServe Match MultiCare.docx</a>	docx	152 KB	09/16/2024 02:51 PM
Letter of concurrence (for projects that operate in multiple planning regions)						
Letters of support (combine into one file attachment)		Letters of Support-MultiCare	<a href="#">FINAL Multicare LOS.pdf</a>	pdf	1 MB	09/17/2024 09:12 AM
Supplemental information		Vehicle details and description	<a href="#">FINAL multicare vehs equip.pdf</a>	pdf	890 KB	09/17/2024 09:13 AM
<b>Optional construction attachments</b>						

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

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### ***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 is providing the vehicles to ATS so it is MultiCare's responsibility to comply with meeting the needs of the vulnerable communities served.

MultiCare decides who is eligible and provides approval for each passenger assigned to ATS to transport.

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

#### **Inclusive planning:**

MultiCare will take responsibility for outreach efforts as described in the operational grant to be submitted by MultiCare.

#### ***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

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### ***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

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### ***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:

<b>Certification*:</b>	Yes
<b>Application Authority*:</b>	Rick      Maesner First Name   Last Name
<b>Title*:</b>	Chairman of the Board
<b>Date*:</b>	09/15/2024



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



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 blue ink that reads "Robyn Denson".

Robyn Denson  
Councilmember, District 7  
Pierce County Council  
(253) 798-6654 office  
Email [robyn.denson@piercecountywa.gov](mailto:robyn.denson@piercecountywa.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,

*Daeveene J. May*

Daeveene J. May  
Pierce County Human Service- Mobility Manager

July 8, 2024

Amy Hatch-Winecka  
Senior Planner  
Thurston Regional Planning Council  
2411 Chandler Court SW  
Olympia, WA 98502

**RE: Continued and expanded funding to support the rural Transit (rT) program**

Dear Ms. Hatch-Winecka

We enthusiastically support continued and expanded project funding for the Rural Transit program (rT) administered by the Thurston Regional Planning Council (TRPC). This very successful project, operating since 2000, serves the communities of Bucoda, Rochester, Rainier, Tenino, Tumwater, the Confederated Tribes of the Chehalis Reservation, Yelm.

Residents in these rural communities face many challenges, including the fundamental need for transportation. In many instances the lack of affordable housing choices means that people live in rural communities and travel long distances to jobs and for goods and services in more urban areas. Thanks to RT, these residents (some with special needs and low income, youth and elders, veterans and active-duty military personnel, and the general public) can travel to work, school, training, essential services, childcare, shopping, and other important destinations.

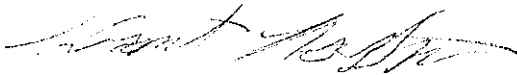
Currently RT efficiently and effectively transports people within Thurston County and connects to destinations in surrounding counties. Expanding RT service on Saturdays has successfully allow access to rural and urban community services, shopping, festivals, and other community building opportunities.

We are impressed with the level of coordination, cooperation, and hard work of local and regional transportation and social service providers, planners, and other community partners to create 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.

We strongly urge continued support. Thank you for your consideration.

Sincerely,

Grant Rostan





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](mailto: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](mailto:maddie@edbtacomapierce.org)



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".

Pat Flynn  
Propel Insurance

Find your momentum.



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



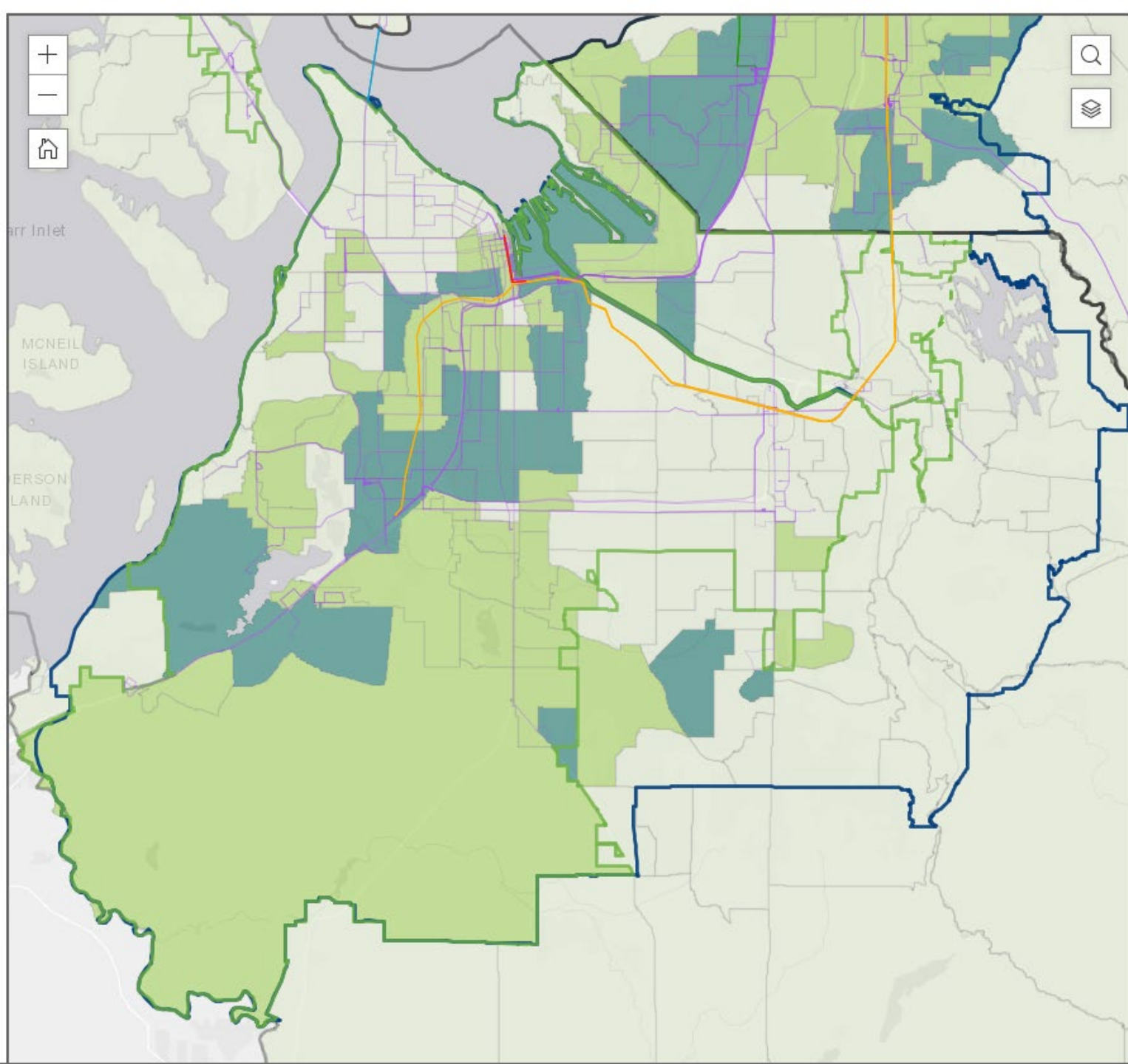
# Pierce County Population Density - Persons Per Acre



**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**

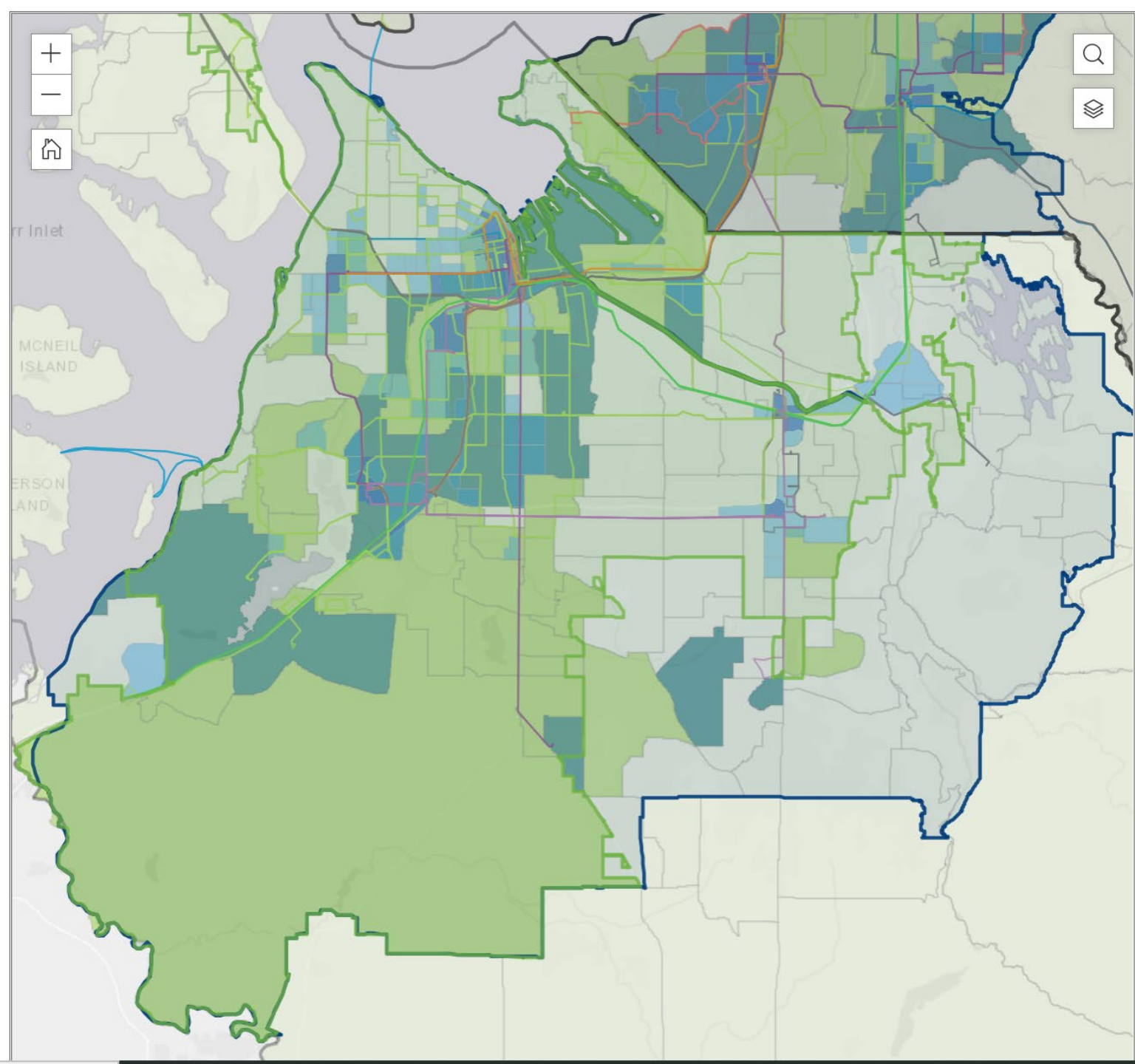
**NAME**

-  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**

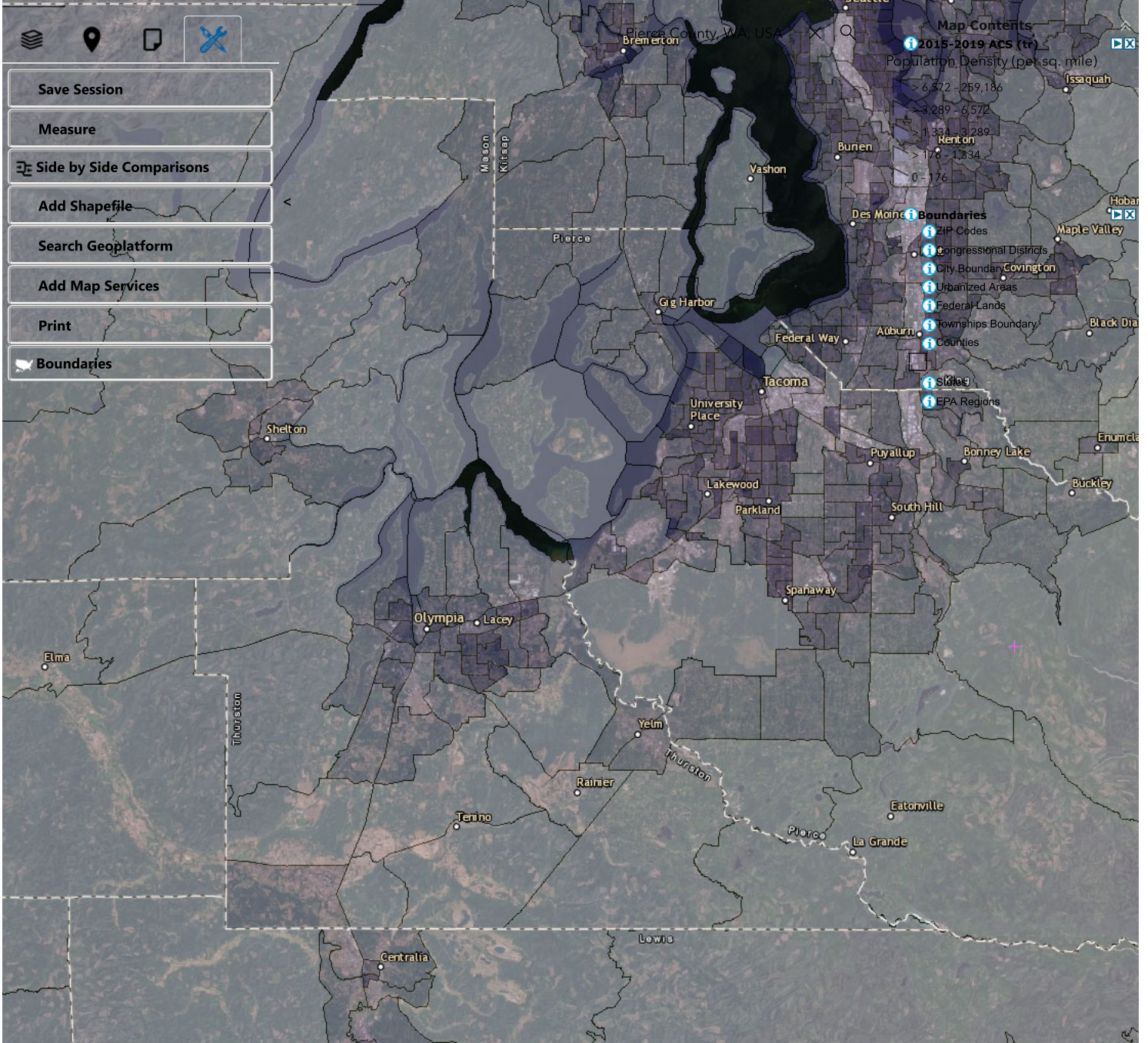
Route Frequency

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

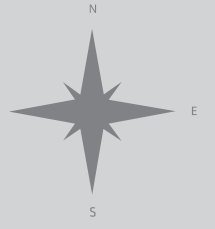
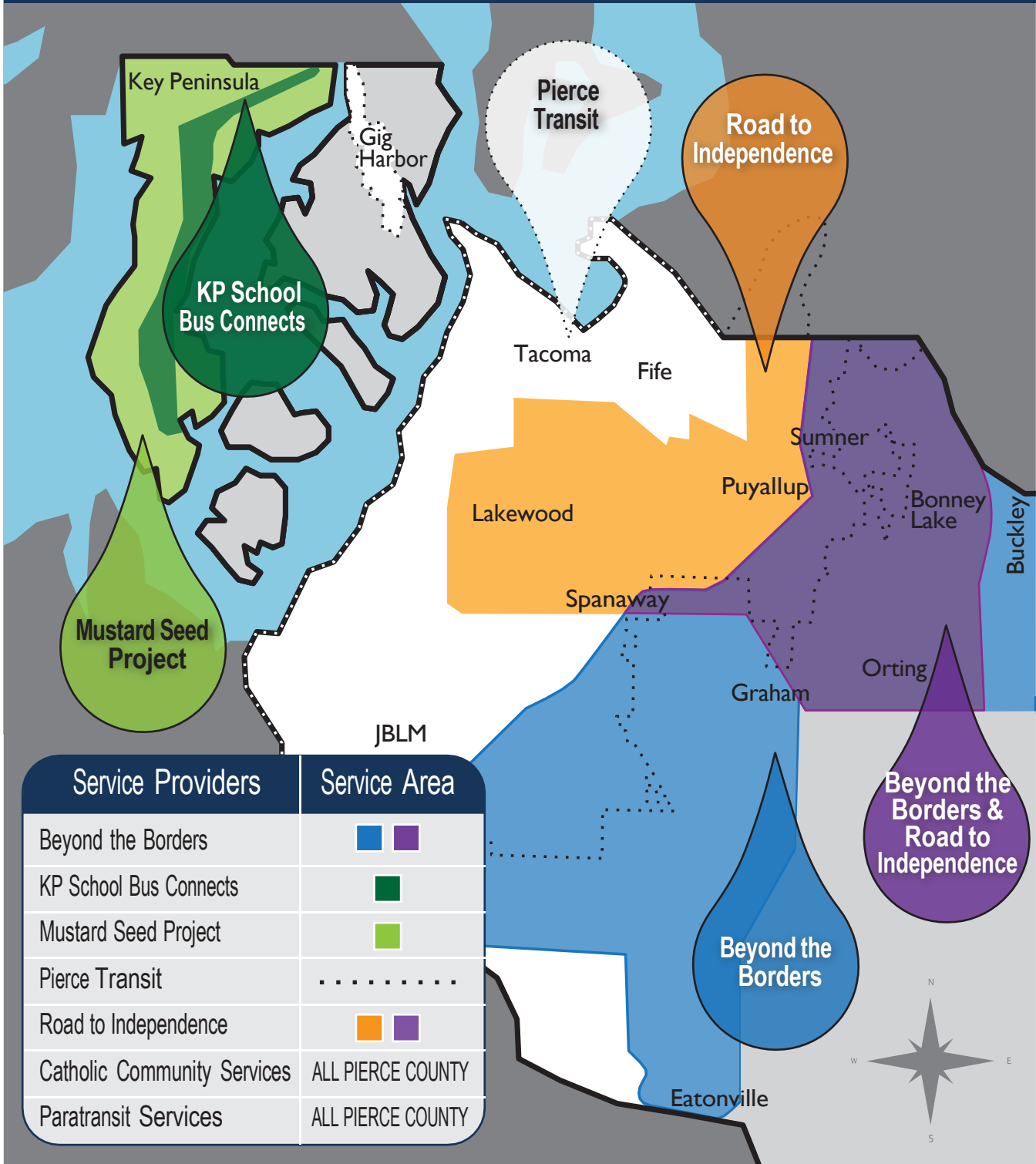
**2050 Transit & Employment**

**High Capacity Transit Supportive Density**

# Pierce County - 2050



# Transportation Options in Pierce County





# **EQUIPMENT**

## **Brochures and Quotes**

# **VEHICLES**

## **Brochures and Quotes**



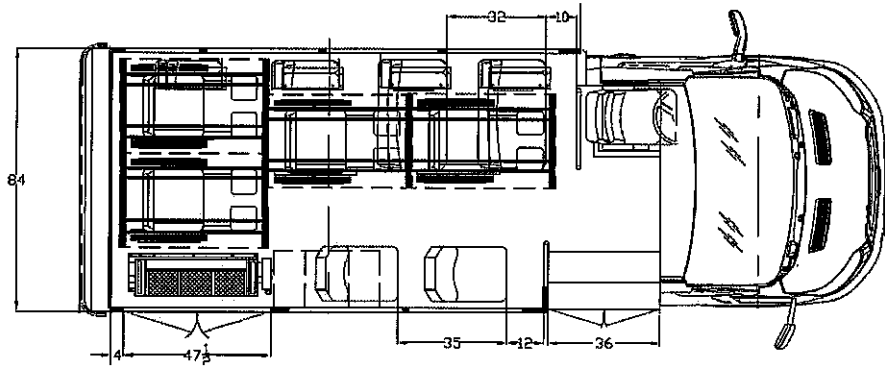
# Quote

Date: 8/14/2024

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

Prepared For:  
 TranServe PNP  
 Steve Hutchins  
[hutch@transpro.org](mailto: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
<b>*Proposed layout subject to engineering approval*</b>			
1	Dealer Credit	-\$12,800	-\$12,800
<b>**Dealer Credit valid for 30 days then subject to reevaluation**</b>			
Trade Allowance			
2000	Miles From Goshen, IN @ \$1.30	+\$300 pickup charge	\$2,900
1	PPI Adjustment	90.97%	\$65,501
*Price available to State of Washington MCUA participants and agencies of states with cooperative agreements		<b>Price Each*</b>	\$137,507
**Sales tax waived with proof of exemption		<b>Quantity</b>	1
Pricing subject to additional PPI increases		<b>Trade Allowance</b>	\$0
DES Authorization and purchase order required to process order		<b>Subtotal</b>	\$137,507
Change orders must be submitted in writing and are not official until confirmed		<b>Sales Tax**</b>	\$14,301
THANK YOU FOR THE OPPORTUNITY TO EARN YOUR BUSINESS!		<b>Licensing (Est.)</b>	
		<b>Total Price</b>	\$151,808



Layout subject to engineering approval

NOTE: SHOWN WITH HIGH 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

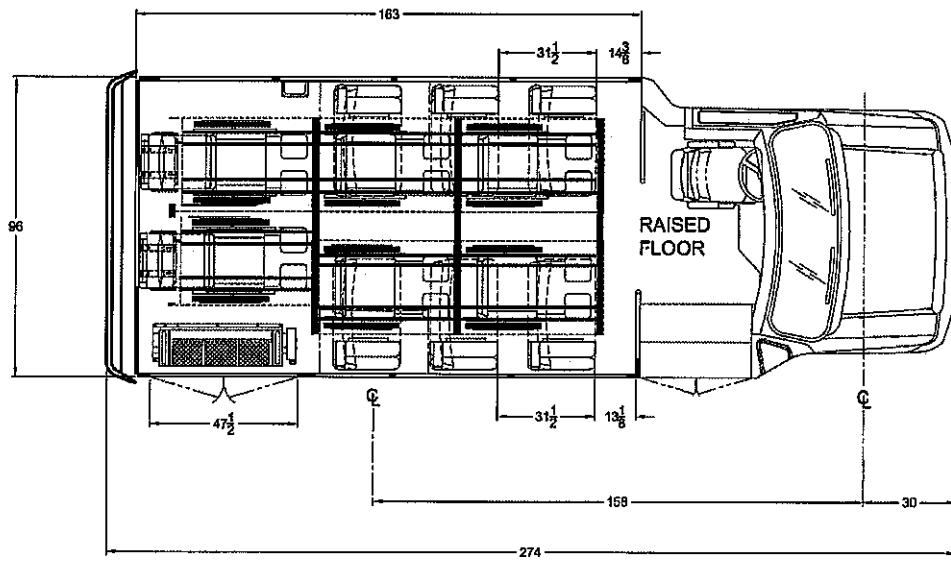
APPROVED

CUSTOMER SIGNATURE



THIS DRAWING AND THE INFORMATION THEREON ARE THE EXCLUSIVE PROPERTY OF STARCRAFT BUS, A DIVISION OF FOREST RIVER, IT SHALL NOT BE COPIED OR DUPLICATED IN ANY MANNER, AND SHALL 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

					TOLERANCE UNLESS OTHERWISE SPECIFIED	STARCRAFT BUS <small>A DIVISION OF FOREST RIVER, INC.</small>		
					WOOD	OTHER	DATE 5/8/15	TITLE
					± 1/8"	± 1/16"	NAME	W/LINE
					± 1"	± 1/2"	DRG. No.	
DESCRIPTION OF CHANGE	BY	CHK	DATE	ECN No.	± 1"	± 1/2"	DRG. No.	



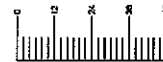
**DEALER APPROVAL**

APPROVED


\_\_\_\_\_  
CUSTOMER SIGNATURE

E-350 12,500 GVWR

SCALE  
IN INCHES



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					TOLERANCE UNLESS OTHERWISE SPECIFIED		STARCRRAFT BUS 	
					WOOD	OTHER	TITLE: 6'x12' 156" WB 22' ALLSTAR	
REV.	DESCRIPTION OF CHANGE	BY	CHK	DATE	± 1/8"	± 1/16"	DATE: 11/23/07	
1/1					± 1/4"	± 1/2"	DATE: 11/23/07	6'x12' 156" WB 22' ALLSTAR
							DATE: 11/23/07	SHEET 1 OF 1



# Quote

Date: 8/14/2024

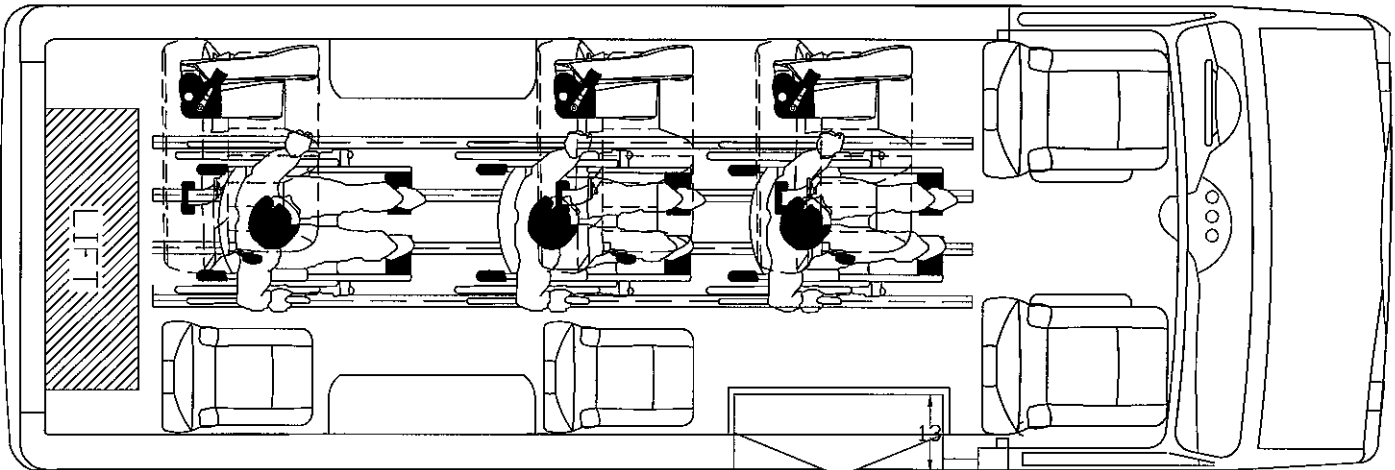
Prepared By:  
 Northwest Bus Sales  
 Christina Grabo  
 253-259-5126  
[christina@nwbus.com](mailto:christina@nwbus.com)  
 33207 Pacific Highway S  
 Federal Way, WA 98003

Prepared For:  
 TranServe PNP  
 Steve Hutchins  
[hutch@transpro.org](mailto: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
	<b>*Dealer Credit valid for 30 days then subject to reevaluation*</b>		
	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.  <b>THANK YOU FOR THE OPPORTUNITY TO EARN YOUR BUSINESS!</b>		<b>Price Each*</b>	\$108,261
		<b>Non-Credit Card Discount</b>	-\$1,624
		<b>Quantity</b>	1
		<b>Trade Allowance</b>	\$0
		<b>Subtotal</b>	<b>\$106,637</b>
		<b>Sales Tax**</b>	\$11,090
		<b>Licensing (Est.)</b>	
		<b>Total Price</b>	<b>\$117,727</b>

# PRIME TIME SV FLOOR PLAN

FORD TRANSIT 350 EL MTR-310-3-G



APD BUS DOOR  
W/ GRAB RAILS

**NOTE: DIMENSIONS MAY NOT BE ACCURATE  
THIS DRAWING IS FOR ILLUSTRATION PURPOSES ONLY.**

THIS DRAWING AND THE INFORMATION CONTAINED THEREON ARE THE EXCLUSIVE PROPERTY OF PRIME TIME SV. IT SHALL NOT BE COPIED OR DUPLICATED 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 BY PRIME TIME SV.

REV LET	REVISIONS	BY	CHK	DATE	ECN NO	TOL. UNLESS OTHERWISE SPECIFIED		DATE	ASSY #
						DIM.	TOL.	8/12/19	REL. DATE
						0.00	± 0.062"	CHKR	
						0.000	± 0.031"	SUPERCEDES	
								DRAFTSMAN	
								BRAD M.	

<b>PRIME TIME SV</b>		NAME	XXXXXXXXXXXXXXXXXXXXXXXXXXXX
		SCALE	DWG NO.
DISK NO.	SHEET	OF	



# Quote

Date: 8/20/2024

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

Prepared For:  
 TranServe PNP  
 Steve Hutchins  
[hutch@transpro.org](mailto: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.  <b>THANK YOU FOR THE OPPORTUNITY TO EARN YOUR BUSINESS!</b>		<b>Price Each*</b>	\$66,254
		<b>Quantity</b>	1
		<b>Trade Allowance</b>	\$0
		<b>Subtotal</b>	<b>\$66,254</b>
		<b>Sales Tax**</b>	\$6,890
		<b>Licensing (Est.)</b>	
		<b>Total Price</b>	<b>\$73,144</b>





# 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 compliant<sup>1</sup> 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.**

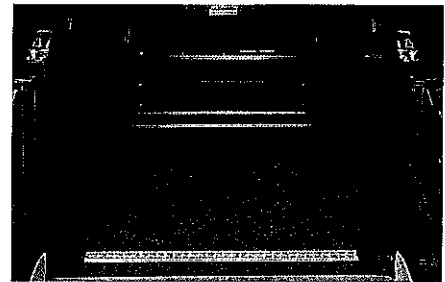
855-864-8267 • [VantageMobility.com](http://VantageMobility.com) • 5202 S 28<sup>th</sup> Place **Phoenix, AZ 85040**



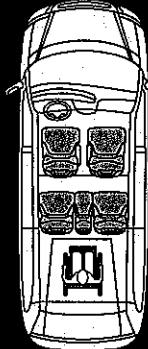
**OEM 3 Passenger  
Mid-Row Seating  
with full OEM  
functionality\***



**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°**

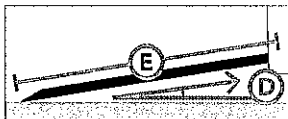
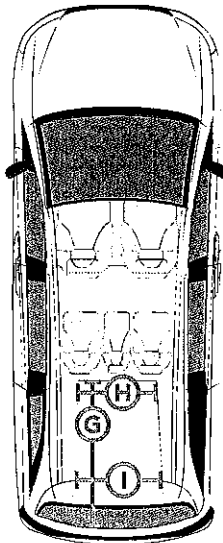
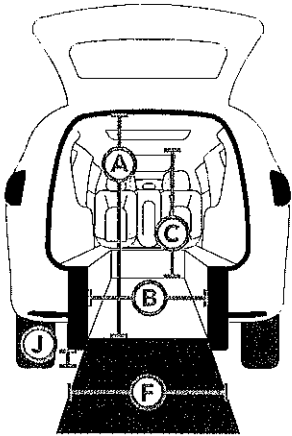
Ramp  
Angle

**(E) 70.6"**

Ramp  
Length

**(F) 39.5"**

Ramp  
Width



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



<sup>1</sup> 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**

	<b>TRPC</b>	<b>BTB</b>	<b>MultiCare</b>	<b>Total</b>
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



[samsara.com/free-trial](https://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

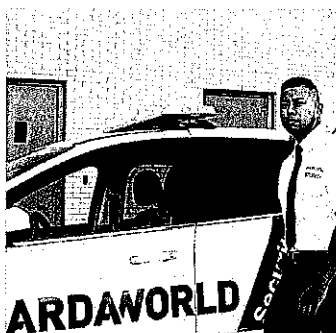
GardaWorld Security operates thousands of vehicles across the country as part of their patrol services that take place virtually anywhere, at any time. With much of their work happening at night, they continuously look for new ways to combat drowsiness and distracted driving to ensure driver safety, 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**

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Hardware and Accessories	USD \$0.00
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Licenses	USD \$44,083.20
License Term - 12 Months	

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Shipping and Handling	USD \$210.00
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**Total Savings: \$11,020.80**

Sales Tax Total	USD \$4,540.57
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Due Upfront	USD \$48,833.77
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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
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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**

	<b>TRPC</b>	<b>BTB</b>	<b>MultiCare</b>	<b>Total</b>
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



# TRAVERSA™

by BRODA



## Traversa Transport Wheelchair

*NEMT Driver Training*

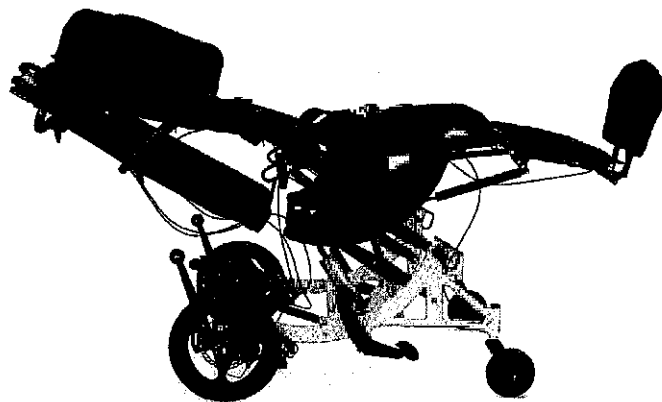
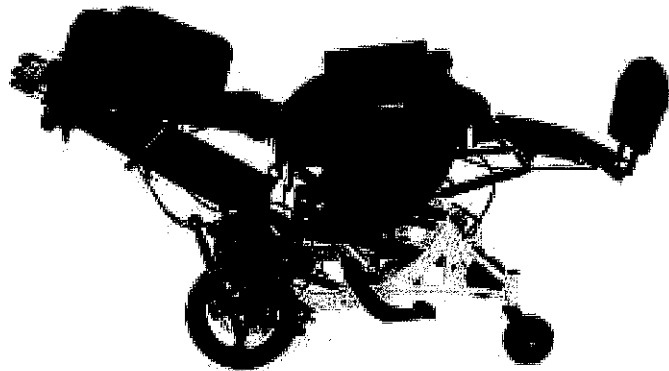
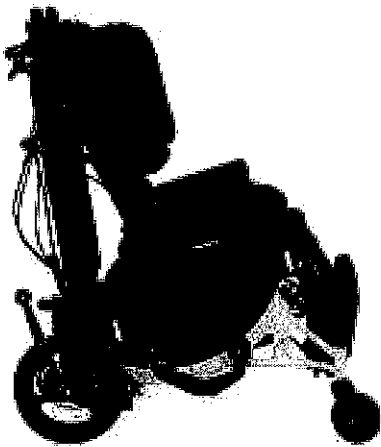
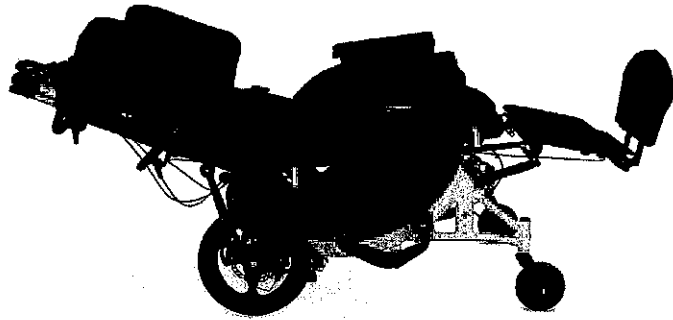
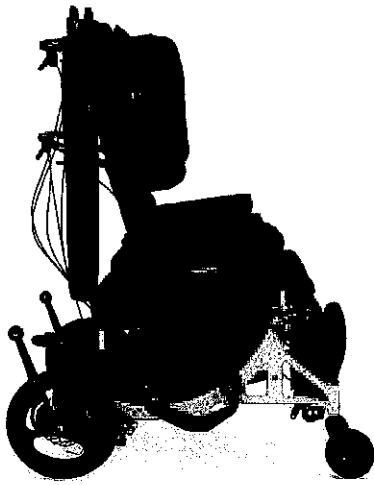






.....  
**TRAVERSA**<sup>™</sup>  
by BRODA

***Revolutionizing Mobility:  
The Future of NEMT Comfort & Efficiency***



**TRAVERSA**  
by BRODA

[brodaseating.com](http://brodaseating.com) | 844-552-7632

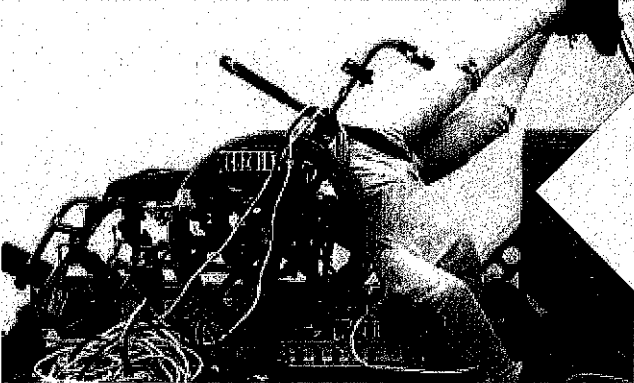
*Traversa Transport Wheelchair: Patent Pending*

# The Safety Issue

## The Balance Between Comfort and Safety

Transportation of passengers with limited mobility can be a difficult task for NEMT providers.

Can you have both comfort and safety without compromising one for the other?



# 35%

**wheelchair transportation injuries** are due to improper securement or the complete lack thereof.<sup>1</sup>



# 45x

Passengers seated in a wheelchair are **45x more likely** to be injured in a crash.<sup>2</sup>



**Many passenger injuries** occur during non-collision incidents, such as abrupt braking or turning.<sup>3</sup>

<sup>1</sup> U.S. Department of Transportation, & National Highway Traffic Safety Administration. (1997, September). Wheelchair Users Injuries and Deaths Associated with Motor Vehicle Related Incidents. National Highway Traffic Safety Administration.

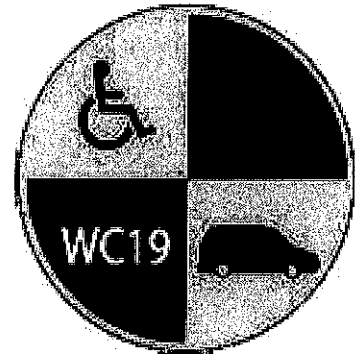
<sup>2</sup> Buning, M. E., Bertocci, G., Schneider, L. W., Manary, M., Karg, P., Brown, D., & Johnson, S. (2012). RESNA's position on wheelchairs used as seats in motor vehicles. *Assistive technology: the official journal of RESNA*, 24(2), 132-141.

<sup>3</sup> Frost, K., Bertocci, G., & Smalley, C. (2018). Wheelchair tiedown and occupant restraint practices in paratransit vehicles. *PLOS ONE*, 13(1), e0186829. <https://doi.org/10.1371/journal.pone.0186829>

# The Safety Solution

## Traversa Transport Wheelchair

The Traversa™ Transport Wheelchair is the peak of innovation in the non-emergency medical transportation (NEMT) field. Engineered to meet the highest comfort and safety standards, it's easy to see why passengers love riding in a Traversa Transport Wheelchair.



### Crash-tested

Satisfies the WC19 standards for wheelchair transportation safety.

### Reduces workload

Safe and easy to use with one operator rather than two.

### Improves safety

Reduces injury risk during transfers, loading, and unloading.

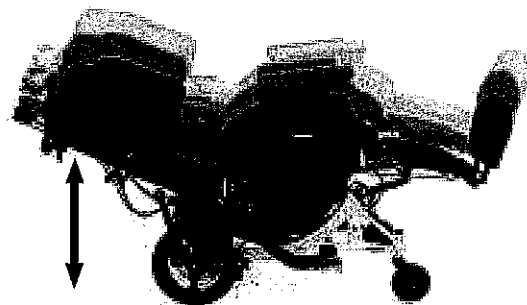
### Adjustable components

Easily accommodates most passengers by widening or narrowing the seat width and/or the shoulder bolsters.

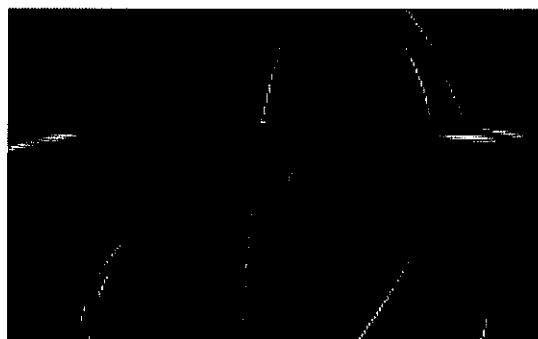


## Patient & Operator Benefits

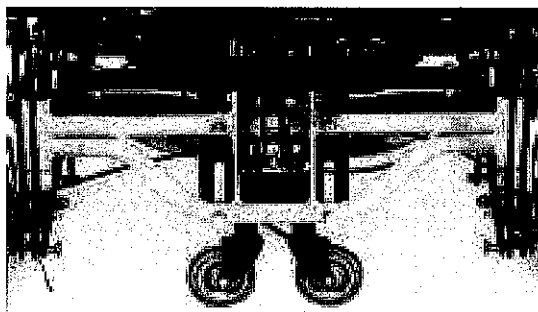
- **Safe & easy** to use with one operator rather than two
- **Reduces injury risk** during transfers, loading, and unloading
- **Crash-tested** and **WC19 compliant** with wheelchair transportation standards



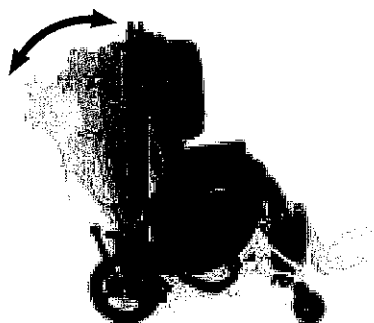
*Elevating seat surface height makes transfers easy and safe, raising from 22.5" to 32".*



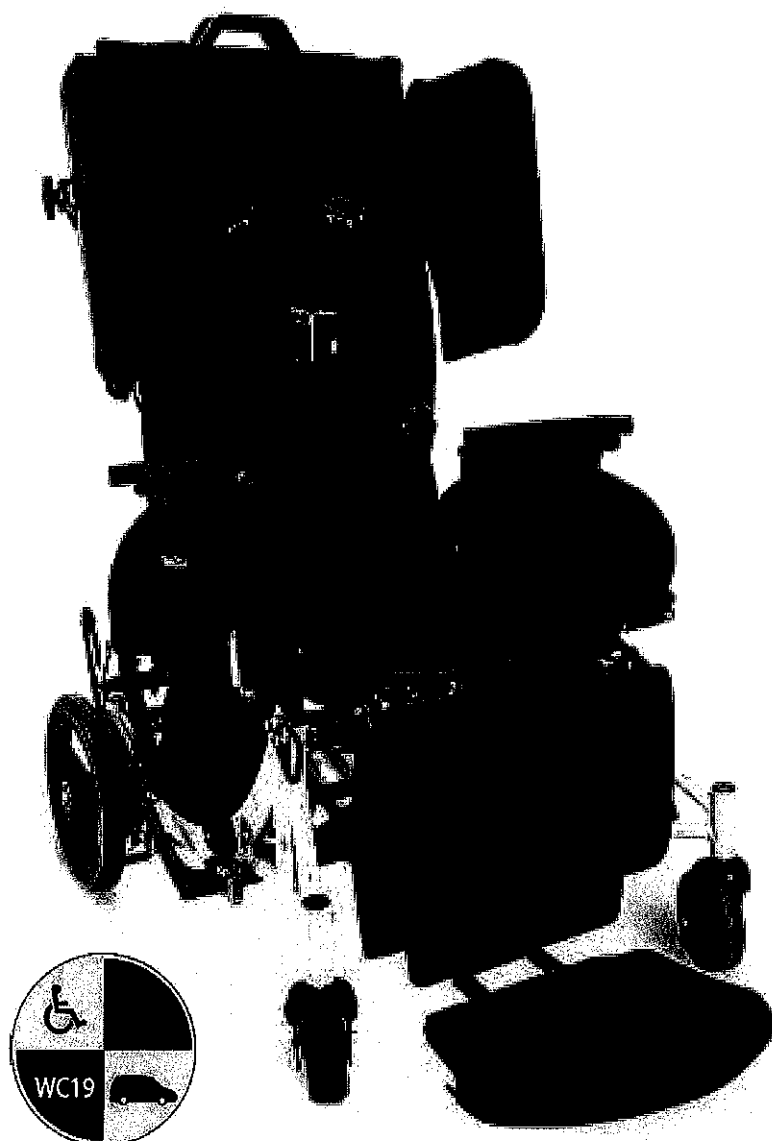
*Hand brake for quick and easy stopping on ramps.*



*Maneuver laterally in tight spaces with our proprietary Pivot Assist System™.*



*Adjustable seat tilt makes for a comfortable trip by relieving painful pressure points.*



# Why Choose the Traversa?



## Save Money on Each Trip

Trips with the **Traversa** are less expensive than using a stretcher or gurney. The **Traversa Transport Wheelchair** may replace up to 90% of your current stretcher trips.



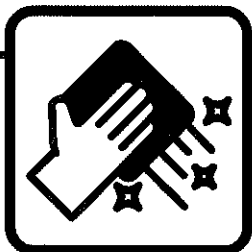
## Save Time & Reduce Risk

The **Traversa Transport Wheelchair** quickly and easily rolls into many vehicle types with no manual lifting required. This saves time and reduces injury risk to both employees and passengers.



## Crash Tested for Safety

Vehicle passengers riding in wheelchairs are 45 times more likely to be injured in a crash than a typical passenger.<sup>1</sup> The **Traversa Transport Wheelchair** meets all WC19 standards and is crash tested for optimal safety.



## Cleanliness & Sanitation

The **Traversa Transport Wheelchair's** fluid-resistant and easy to disinfect. This protects the health of the passengers and the longevity of the wheelchair.

# By Comparison...

## Annual Operating Cost

*Stretchers*

vs.

**TRAVERSA**  
BY BRODA

<b>INITIAL INVESTMENT</b>	5 Stretchers \$15,000/each	<b>\$75,000</b>	5 Traversa Wheelchairs \$7,500/each	<b>\$37,500</b>
<b>LABOR</b>	10 Operators \$50,000/year	<b>\$500,000</b>	5 Operators \$50,000/year	<b>\$250,000</b>
<b>MAINTENANCE</b>	Estimated Yearly Maintenance Cost per Stretcher \$2,400/each	<b>\$12,000</b>	Estimated Yearly Maintenance Cost per Wheelchair \$2,000/each	<b>\$10,000</b>
<b>TOTAL COST</b>	<b>\$587,000</b>		<b>\$297,500</b>	

**Total Estimated Annual Savings with Five Traversa Wheelchairs**

**\$289,500 in savings per year**

### SPECIFICATIONS

<i>Degrees of Tilt</i>	<i>Up to 20°</i>
<i>Degrees of Recline</i>	<i>Up to 90°</i>
<i>Weight Capacity</i>	<i>Up to 450 lbs. (158 kg)</i>
<i>Adjustable Seat Widths</i>	<i>20" - 24" (50 cm - 63 cm)</i>
<i>Seat Depth</i>	<i>18.5" (46 cm)</i>
<i>Back Height</i>	<i>32" (81 cm)</i>
<i>Foot Pump-Adjustable Seat Surface Height</i>	<i>22.5" - 32" (57 cm - 81 cm)</i>
<i>Lifetime Frame Warranty</i>	<i>5 years on 16-gauge tubular steel frame</i>
<i>Overall Dimensions</i>	<i>27 5/8" wide, 52" tall (48" in tilt) 68.5 cm wide, 132 cm tall (122 cm in tilt)</i>

\* This example is hypothetical. Individual profitability results may vary.

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.....  
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