Transit Coordinating Committee
April 17, 2019 – TCC 9:00 a.m. to 10:30 a.m.
SACOG Rivers Rooms
1415 L Street, Suite 300
Sacramento, CA

Members of the public wishing to address the committee on any item not on the agenda may do so at the beginning of the meeting. We ask that members of the public request to speak and keep their remarks brief. Testimony will be limited to a total of ten (10) minutes.

Conference Call Option – Call in number: 1 (888) 585-9008 and Conference Room Number/Access code: 904767451. Please do not put your phone on hold during the conference call; instead please hang up and call back when you’re free.

1) TCC Coordination (Garner/All, 20 minutes)
   a. Public Comment on non-agenda topics
   b. Brief introductions and sharing of significant news about transit systems
   c. Joint Transit Operator Project or Training Opportunities
   d. General TCC Information
      i. FTA Public Transportation Agency Safety Plan (PTASP) webinar – April 30th 2 p.m. ET Tuesday, April 30| Register: https://bit.ly/2VH7CZW
      iii. Modes-Alert – AVL information needed for real-time transit information tool – contact Sarah Farnsworth sfarnsworth@sacog.org
      iv. Other

2) Review and Approve February 20, 2019 TCC Minutes (All, 5 minutes) – see attachment

3) Nominate and Elect a New TCC Vice Chair (All, 10 minutes)
   a. Nominations
   b. Voting
   c. New TCC Vice Chair selected

4) Follow up: FTA Public Transportation Agency Safety Plan (PTASP) (Rosson/All, 5 minutes)

5) Revised Sacramento County FY 2018-19 LTF Funding Apportionments (Payne/All, 5 minutes) – see attachment

6) State of Good Repair Funding and Sacramento Regional Transit Annexations (Rosson/All, 5 minutes) – see attachment
   a. Projects
   b. Due Dates
   c. Invoicing Requirements

7) FTA Low or No Emission (Low-No) Program (Rosson/All, 5 minutes)
   a. Low-No site: https://www.transit.dot.gov/funding/grants/lowno

8) FTA 5307/5339 FY 2019 Apportionments (VaughanBechtold/All, 5 minutes) - see attachment
   a. Earned Share performance-based funding – TCC recommendation – see attachment
   b. Discretionary Award revision – see attachment
   c. Next Steps – Anticipated May 2019 SACOG Board adoption

9) Microtransit Update (RT/West Sacramento/All, 20 minutes)
   a. West Sacramento Via Service
   b. Sacramento RT SmaRT Ride Service
   c. Brief Discussion of Microtransit Services

10) Meetings/Events/Updates (All, 5 minutes)
    a. Meetings or Events
    b. Updates on Other Items

11) Set Next Meeting Dates (All, 5 minutes)
    a. Next TCC meeting on June 19, 2019 – at SACOG
    b. Adjourn TCC
Post TCC - Electric Vehicle Industry Presentation (Lion Electric Vehicles/All, 30 minutes) –
- Presentation on current activity in the electric vehicle industry – see attachment
- Post TCC offsite electric vehicle workshop*

* All operators interested in attending the electric vehicle workshop at the Lion Experience Center after the TCC meeting can travel there after the meeting. A Lion Electric small bus will be available for ride alongs and test drives at the Lion Experience Center. See flyer for more information.

The SACOG meeting facility is accessible to the disabled. If requested, this agenda and documents in the agenda packet can be made available in appropriate alternative formats to persons with a disability, as required by Section 202 of the Americans with Disabilities Act of 1990 and the Federal Rules and Regulations adopted in implementation thereof. Persons seeking an alternative format should contact SACOG for further information. In addition, a person with a disability who requires a modification or accommodation, including auxiliary aids or services, in order to participate in a public meeting should contact SACOG by phone at 916-321-9000, TDD at 916-321-9550, e-mail (transitneeds@sacog.org) or in person as soon as possible and preferably at least 72 hours prior to the meeting.
Modes-Alert:

Modes-Alert is an easy to use platform developed by Castle Rock that publishes GTFS real-time service alerts to provide real-time transit updates about their fleets (vehicle positions, unplanned schedule updates and service alerts) for Google & sends e-mail notifications to customer service representatives for answering rider inquiries.

The project’s goal is to enable transit agencies in the region to easily create, update, and delete GTFS Real-time Service Alerts for Google Maps at an internet accessible URL. Each administration can manage users, agency, and user account information & e-mails that are notified with alert changes. For this, we must draw on transit agency GTFS files / AVL feeds to populate specific location information in the system. Whether the feed is publicly available or not, Castle Rock is able to develop an importer for particular feeds in order to only pull the necessary GTFS real-time information from each agency.
1) TCC Coordination (Garner/All, 15 minutes)
   a. Public Comment on non-agenda topics
   b. Brief introductions and sharing of significant news about transit systems – YCTD - New planner at YCTD.
      EDCTA - Mindy Jackson is retiring from El Dorado County Transit in May 2019.
      c. Joint Transit Operator Project or Training Opportunities – Yuba-Sutter Transit - Quantum bringing rear facing wheelchair securement vehicle to Yuba-Sutter Transit on February 28th. Having wheelchair users try the system out. Can only have one on a bus. This placement has an approximate 30 second boarding time.
      RT - Proterra is offering the option for rear facing wheelchair securement on vehicles along with Gillig.
      Roseville has a call for projects out for a ZEB business plan. Plan to look at service and some at the facility (what’s available there now). The focus is on ZEB needs and constraints.
   YCTD - Working with Proterra. Can share training list once get it. Certified warranty vendors in the local area.
   RT – Submitting an adaptation planning grant for next generation transit facility.
   Roseville – The cost is estimated in the seven figures for electrical beyond what is available. Zero Emission training plan by an agency from SoCal.
   YCTD - Installing onboard surveillance cameras.
   PI - Sunline holding a workshop in the beginning of March with travel stipend to travel for maintenance and service training.
   PCT – Submitting an adaptation planning grant for $1 million for infrastructure at current bus yard facility.
d. General TCC Information

- **LTF and STA Apportionments** – see attachments – Working with Sacramento County Controller on an LTF update for current FY for Sacramento County.
- **MODES Alert** – AVL information needed.
- **Other**

2) **Review and Approve December 12, 2018 TCC Minutes** (All, 5 minutes) – see attachment Mike Dour moved and Mindy Jackson seconded. Unanimously approved.

3) **Transportation Safety Resources** (Matte/Carney, TSA/All, 20 minutes) – see attachments

Operators must have a safety plan in place by July 2020. SSPP for new acquisitions.

EDCTA - Valuable look at security where most transit operators are not security experts.

Yuba-Sutter Transit - How long does it take to complete the process?

TSA – It takes 45 days to complete an assessment. Approximately two months for the total process. TSA tried to limit impact on transit operators usually between 4-16 hours. The more documentation that can be shared beforehand the less time that needs to be spent at the operator’s facility(ies).

Roseville – What is the current wait time for an assessment? TSA – Wait time may be reduced if multiple operators in the same area want to be assessed during the same time frame.

SMAQMD – Are shared mobility devices, JUMP bikes and scooters, required to have a safety plan. TSA - Historically no.

Yuba-Sutter Transit – Request that El Dorado County confidentially share their assessment results.

4) **Public Transportation Agency Safety Plan** (Rosson/All, 15 minutes) –

  - Potential approaches: Shared RFP that agencies can capitalize on for audit services? Any allocation of FTA Discretionary funding for audit services for operators?
  - An PTASP is a requirement for FTA 5307 recipients. If service is operated by an outside vendor, it is likely they already have a safety plan in place and operator can adopt. An agency’s Board/governing body must approve the PTASP.
  - YCTD – What about the safety plan the State plans to do?
  - SACOG – This option is not recommended unless operators want to have to do all the recommendations of the state plan. Can share the Butte CAG internal process and contractor plan with TCC.
  - PI - Can share with the group.
  - EL Do - Who has safety coordinators? Only a few.
  - PCT – Would there be a shared PTASP RFP?
  - SACOG - For those that don't have a procedure in place there could be a cost savings by doing it as a group. There are two tiers of action for operators with less than 100 vehicles and 100 or more vehicles.
  - Yuba-Sutter Transit – Request back to TCC at a future meeting.

5) **FTA 5307/5339 Discretionary Funding Program** (VaughanBechtold/All, 15 minutes) – see attachment

- **Evaluation, Scoring, and Awards** – TCC recommendation – see attachment - RT - No TDA "backstop" like cities and counties have. Some applicants may not use all LTF for transit, but majority of LTF for transit. Some funds go to streets and roads.
  - PI - Look at minutes from past discussions of this issue.
  - EDCTA - LTF is under local control and FTA is under regional control. Local transit agencies are partners or even operate within local public works departments. Not making LTF available for streets and roads purposes is frequently not politically favorable in many areas where the funds are used more flexibly.
  - Yuba-Sutter Transit – Tying local TDA/LTF funds usage to federal funds availability and requiring all LTF funds to go to transit is a non-starter in many local areas. Where would we draw the line?
  - SMAQMD - See where each side is coming from.
  - RT - SACOG controls the TDA LTF guidelines.
  - SACOG – Ultimately Caltrans controls how TDA LTF funds are apportioned and allowed to be used. This issue has been brought before the SACOG Board previously as the board did not look upon tying federal funding to the local choices in use of TDA LTF funds favorably. El Dorado County Transportation Planning Agency and Placer County Transportation Agency would also have to agree before anything resembling this tie could be considered.
  - PCT - Focus on fix it first.
  - RT – TCC should form a subcommittee to go through discretionary funding distribution process.
  - TCC - can make request to SACOG staff and management.
  - PI - Maintaining what we have was more important than something new.
  - EDCTA – The current process allows agencies to get local TDA/LTF and federal funds earlier.
  - RT - Provide previous letter from RT on this issue to RT staff.
  - Tiffani Fink moved and Mike Costa seconded approval. Unanimously approved.

- **Next Steps** – Anticipated March 2019 SACOG board adoption
6) LCTOP FY 2019-19 Eligibility List and Funding Amounts (Payne/All 10 minutes) – see attachments
Submit projects in the next couple of days. Applications due to Caltrans March 28th.

7) Microtransit Update (RT/Strand, West Sacramento/All, 20 minutes)
West Sacramento Via Service – see presentation Via service offers corner to corner service for ambulatory passengers.
PCT - Squaw Valley is starting its own microtransit.
YCTD - Paratransit service is still running. The number of trips decreasing. There are less intracity trips but more intercity longer distance trips.
PI - No decrease directly related to microtransit.
EDCTA - Reporting to NTD? West Sacramento - No.
• SMAQMD – Does this service pull right up to stores/destination? West Sacramento - Virtual stops bring riders within 200-500 feet of their destination.
• YCTD - Incidents or accidents? WS - Yes, and multiple layers of insurance. Mutual indemnification.
   West Sacramento – 50% pay the full fare vs. not. 50% use the Via pass. YCTD competing. The service is currently cashless. We suggest that users without bank accounts or credit/debit cards purchase reloadable gift cards (Visa). Currently there are discussion of other payment alternatives.
• YCTD - Focus on transit operator specific issues.
• Sacramento RT SmaRT Ride Service – This service is STA funded. There are six green power electric buses in service and 12 gasoline microtransit vehicles. Would like to use CMAQ funding for ZEBs in 25-27 ft. size range. There are no Altuna Tested ZEBs of that size currently on the market that could be purchased with federal (CMAQ, etc.) funds.
• SACOG - ADA waiver - pertaining to specialized vehicles like cutaways, over the road coaches, articulated. Innovative Clean Transit. Microtransit is being incorporated into the upcoming MTP/SCS. What agencies are looking at incorporating microtransit? Please reach out to Sam or Clint.
• SACOG – With current small ZEB mileage it would take two buses to do the job a single bus can do now.

8) Transit Coordinating Committee Meetings and Schedule (Barbara VaughanBechtold/All, 10 minutes) –
• Interest in scheduled time during/after TCC meetings for informal operator discussions without set topic (e.g., like Tier 2 agencies had following Tier 2 funding discussion in December)? The group thinks twice a year maximum would be good.
• TCC interest in field trips and presentations in interim months, e.g., Stockton BRT, visits to transit operator facilities around the region, particularly new services and transit technologies? YCTD – It would be good to have a discussion about coordinating outreach. YCTD has an open-door policy for other operators who would like to visit our facilities. RT – A tour of RT’s light rail maintenance facility is also a possibility.

9) Meetings/Events/Updates (All, 5 minutes)
a. Meetings or Events
b. Updates on Other Items – Innovative Clean Transit Regulation - see attachment ZEB rollout plan required large 7/2020 and small 7/2023. CARB working on a template.
   There will be a phase in for specialized vehicles with a waiver available through January 1, 2026.
   ZEB mobility – credits will be given to the region for zero emission services already in operator prior to the Innovative Clean Transit regulations going into effect, including microtransit and active transportation (bikes & scooters).

   The Cap to Cap group are working on transit project list for the trip to Washington, D.C. that will take place in May 2019.

10) Set Next Meeting Dates (All, 5 minutes)
a.Next TCC meeting on April 17, 2019 – at SACOG
b.Adjourn TCC

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### County's Estimated June 30, 2018 Balance

- $850,000

### Local Transportation Fund Income 2018-19

- $64,950,000

### Less: County Administrative Costs

- $19,000

### Less: SACOG Administrative Costs

- $734,774

### Balance for Allocation

$65,046,226

### Jurisdictional Apportionment

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Population</th>
<th>% of Total Population County</th>
<th>Finding of Apportionment</th>
<th>SACOG Planning</th>
<th>Available to Jurisdiction</th>
<th>Pedestrians &amp; Bicycles</th>
<th>Available to Jurisdiction for Article 4 and Article 8</th>
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</thead>
<tbody>
<tr>
<td>Sacramento County (Unincorporated)</td>
<td>584,729</td>
<td>38.60%</td>
<td>$25,109,036</td>
<td>$36,157</td>
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<td><strong>$65,046,226</strong></td>
<td><strong>$503,974</strong></td>
<td><strong>$64,542,253</strong></td>
<td><strong>$1,300,925</strong></td>
<td><strong>$15,959,161</strong></td>
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### SACRAMENTO REGIONAL TRANSIT DISTRICT and PARATRANSIT

<table>
<thead>
<tr>
<th>Jurisdiction</th>
<th>Finding of Apportionment</th>
<th>Finding of Apportionment Less Ped &amp; Bicycle</th>
<th>% of Population Within SRTD District</th>
<th>Allocation of Finding of Apportionment</th>
<th>SACOG Planning</th>
<th>Amount Available To Paratransit, Inc.</th>
<th>Amount Available To SRTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sacramento County (Unincorporated)</td>
<td>$25,109,036</td>
<td>$24,606,856</td>
<td>95.2%</td>
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<td>$717,114</td>
<td>$1,171,286</td>
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<td>City of Sacramento</td>
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<td>$20,747,722</td>
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<td>$19,075,202</td>
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<td><strong>$2,364,108</strong></td>
<td><strong>$43,470,645</strong></td>
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</table>

### Regional Transit

- $43,470,645

### Paratransit

- $2,364,108

### SACOG

- $1,951,387

### Ped/Bike

- $1,300,925

### Other Jurisdictions

- $15,959,161

### Total

- $65,046,226

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1. Sources: Report E-5, Department of Finance, Demographic Research Unit, May 1, 2017

2. Amount available to jurisdictions for pedestrian and bicycle purposes (Article 3, Section 99233.3)
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<th>Agency</th>
<th>99313</th>
<th>99314</th>
<th>Total</th>
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<tr>
<td>Sacramento County</td>
<td>$42,183</td>
<td>$11,532</td>
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<td>City of Elk Grove</td>
<td>$232,657</td>
<td>$16,872</td>
<td>$249,529</td>
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<td>Sacramento Regional Transit District</td>
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<td>$846,161</td>
<td>$2,483,924</td>
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<td>City of Davis-Unitrans</td>
<td>$92,870</td>
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<td>Yolo-YCTD</td>
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<td>YSTA</td>
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<td>SACOG-Regional</td>
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<td><strong>Total</strong></td>
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<td><strong>968,962</strong></td>
<td><strong>3,568,008</strong></td>
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</table>
FTA 5307/5339 Earned Share Performance Based Calculation - FFY 2019

| FY 2019 Section 5307 Apportionment $ | 26,977,018 |
| FY 2019 Section 5339 Apportionment $ | 2,479,258 |
| Combined 5307/5339 Apportionment $  | 29,456,276 |
| 12% Discretionary Share $          | 3,534,753 |
| 88% Earned Share $                 | 25,921,523 |

5307 Earned Share Avail. $25,040,547
5339 Earned Share Avail. $880,976

<table>
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<th>Transit Agency</th>
<th>Population (13%), VRH (29%), VRM (29%), UPT (29%)</th>
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<tbody>
<tr>
<td>El Dorado Transit</td>
<td>1.28%</td>
</tr>
<tr>
<td>Elk Grove</td>
<td>5.54%</td>
</tr>
<tr>
<td>Folsom (Annex to RT)</td>
<td>1.24%</td>
</tr>
<tr>
<td>Lincoln (PCT provides svc.)</td>
<td>0.32%</td>
</tr>
<tr>
<td>PCT</td>
<td>3.50%</td>
</tr>
<tr>
<td>Roseville</td>
<td>3.62%</td>
</tr>
<tr>
<td>SRTD &amp; Paratransit, Inc.</td>
<td>80.88%</td>
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<tr>
<td>YCTD</td>
<td>3.63%</td>
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<td><strong>Total</strong></td>
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<table>
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<tr>
<th>Transit Agency</th>
<th>Unlinked Passenger Trips</th>
<th>Vehicle Revenue Hours</th>
<th>Vehicle Revenue Miles</th>
<th>Population, UPT, PMT, VRH, VRM</th>
<th>Passenger Miles Traveled</th>
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<td>Elk Grove</td>
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<td>Lincoln (PCT provides svc.)</td>
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<td>0.0%</td>
<td>0.0%</td>
<td>0.50%</td>
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<tr>
<td>PCT</td>
<td>5.4%</td>
<td>1.3%</td>
<td>3.3%</td>
<td>5.1%</td>
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</tr>
<tr>
<td>Roseville</td>
<td>6.9%</td>
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<td>SRTD &amp; Paratransit, Inc.</td>
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<table>
<thead>
<tr>
<th>Earned Share</th>
<th>Available funding is distributed based on % of 2010 population (13%), % of FY 17 vehicle revenue hours (29%), % of FY 17 vehicle revenue miles (29%), and % of FY 17 unlinked passenger trips (29%).</th>
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</thead>
<tbody>
<tr>
<td>Agency</td>
<td>% of Total</td>
</tr>
<tr>
<td>-----------------</td>
<td>------------</td>
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<tr>
<td>El Dorado Transit</td>
<td>1.28%</td>
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<tr>
<td>Elk Grove</td>
<td>5.54%</td>
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<tr>
<td>Folsom (Annex to RT)</td>
<td>1.24%</td>
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<tr>
<td>Lincoln (PCT receives $)</td>
<td>0.32%</td>
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<tr>
<td>PCT</td>
<td>3.50%</td>
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<td>Roseville</td>
<td>3.62%</td>
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<tr>
<td>SRTD &amp; PI</td>
<td>80.88%</td>
</tr>
<tr>
<td>YCTD</td>
<td>3.63%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>

1. Population data were taken from the 2010 census, then clipped to reflect only the portion of the population within the Sacramento UZA. Operating characteristics were taken from NTD reports.
2. El Dorado Transit’s, YCTD’s, and PCT’s operating statistics have been adjusted to reflect only the portion of service that is within the Sacramento UZA.
3. RT and PI have been combined, since PI has not historically received a direct share of 5307. The combined measures include RT Bus, RT LRT, and PI ADA services, but do not include PI non-ADA or PI CTSA services.
4. The four year phasing plan agreed to by the group is shown for each scenario. In Year 1, 75% of each agency’s share is calculated based on its historical percentage share and 25% is based on the scenario methodology. In Year 2, 50% of each agency’s share is calculated based on its historical percentage share and 50% is based on the scenario methodology. In Year 3, 25% of each agency’s share is calculated based on its historical percentage share and 75% is based on the scenario methodology. In Year 4, 100% of each agency’s share is calculated based on the scenario methodology.
5. Updated By SACOG Transit Team in March of 2019 in preparation of FY 2019 FTA funding. NTD used in the calculations was FY 2017 data which is the most current information.
### Attachment A

**Federal Transit Administration (FTA) 5307/5339 Discretionary Funding Awards - Federal Fiscal Year (FFY) 2018 & 2019**

<table>
<thead>
<tr>
<th>Agency</th>
<th>Project</th>
<th>Requested Amount</th>
<th>2018</th>
<th>2019</th>
<th>Avg. Score</th>
<th>Fund Type</th>
<th>FFY 2018 Award</th>
<th>FFY 2019 Award</th>
<th>Total of 2 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>SACOG</td>
<td>TAM Planning Software License (ThingTech)</td>
<td><strong>Amount</strong></td>
<td>$50,000</td>
<td>$50,000</td>
<td>N/A</td>
<td>5307</td>
<td>$50,000</td>
<td>$50,000</td>
<td>$100,000</td>
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<tr>
<td>SRTD</td>
<td>JARC Service</td>
<td>$1,053,871</td>
<td>$1,106,569</td>
<td>91</td>
<td>5307</td>
<td>$1,053,871</td>
<td>$1,106,569</td>
<td>$2,160,436</td>
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</tr>
<tr>
<td>YCTD</td>
<td>Beyond ADA</td>
<td>$57,564</td>
<td>$59,291</td>
<td>87</td>
<td>5307</td>
<td>$57,564</td>
<td>$59,291</td>
<td>$116,855</td>
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<tr>
<td>Paratransit, Inc.</td>
<td>Mobility Management</td>
<td><strong>Amount</strong></td>
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<td>$200,000</td>
<td>86</td>
<td>5307</td>
<td>$200,000</td>
<td>$200,000</td>
<td>$400,000</td>
</tr>
<tr>
<td>SRTD ZEB</td>
<td>Bus Expansion (ZEB)</td>
<td><strong>Amount</strong></td>
<td>$2,000,000</td>
<td>$2,000,000</td>
<td>84</td>
<td>5307</td>
<td>$575,036</td>
<td>$520,615</td>
<td>$1,095,651</td>
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<tr>
<td>YCTD</td>
<td>Y Shuttle</td>
<td><strong>Amount</strong></td>
<td>$54,712</td>
<td>$56,626</td>
<td>80</td>
<td>5307</td>
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<td>$0</td>
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<tr>
<td>YCTD</td>
<td>Fast Fare</td>
<td><strong>Amount</strong></td>
<td>$304,000</td>
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<td>5307</td>
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<td>$0</td>
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<tr>
<td>YCTD</td>
<td>PAD</td>
<td><strong>Amount</strong></td>
<td>$204,288</td>
<td>75</td>
<td>5307</td>
<td>$0</td>
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<tr>
<td>Total</td>
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<td><strong>Amount</strong></td>
<td>$3,924,435</td>
<td>$3,472,482</td>
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<td>$1,936,471</td>
<td>$1,936,471</td>
<td>$3,872,942</td>
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<tr>
<td>FFY 2018 &amp; 2019 5307  Avail. - $3,872,942</td>
<td>$1,936,471</td>
<td>$1,936,471</td>
<td>$1,936,471</td>
<td>$1,936,471</td>
<td>$1,936,471</td>
<td>$1,936,471</td>
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<tr>
<td>Shortfall</td>
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<td><strong>Amount</strong></td>
<td>-$1,987,964</td>
<td>-$1,536,011</td>
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<td>$0</td>
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<tr>
<td>Roseville Transit</td>
<td>Bus Replacement (ZEB)</td>
<td><strong>Amount</strong></td>
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<td>5339</td>
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<tr>
<td>Elk Grove Transit</td>
<td>Bus Replacement</td>
<td><strong>Amount</strong></td>
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<td>$0</td>
<td>$0</td>
<td>$960,000</td>
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<tr>
<td>El Dorado Transit</td>
<td>Bus Replacement</td>
<td><strong>Amount</strong></td>
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<td>5339</td>
<td>$647,109</td>
<td>$708,638</td>
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<tr>
<td>SRTD ZEB</td>
<td>Bus Expansion (ZEB)</td>
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<td>$201,088</td>
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<td>Total Request</td>
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<td>$1,607,109</td>
<td>$1,598,282</td>
<td>$3,205,391</td>
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<tr>
<td>FFY 2018 &amp; 2019 5339  Avail. - $3,205,391</td>
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<td>$1,598,282</td>
<td>$1,607,109</td>
<td>$1,598,282</td>
<td>$1,607,109</td>
<td>$1,598,282</td>
<td>$1,607,109</td>
<td>$1,598,282</td>
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</tr>
<tr>
<td>Shortfall</td>
<td></td>
<td><strong>Amount</strong></td>
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<td>-$569,659</td>
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<td></td>
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<tr>
<td>Total</td>
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<td><strong>Amount</strong></td>
<td>$3,543,580</td>
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<td></td>
<td>$7,078,333</td>
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</tr>
</tbody>
</table>

*Revised to reflect actual FFY 2019 funding availability.*
The Lion Electric Co. manufactures innovative zero-emission vehicles. Since 2008, Lion’s mission has been to develop durable and integrated solutions while continuing to reduce its environmental footprint.

TOGETHER, LET’S DRIVE POWER IN PROGRESS.
LION TIMELINE AND HISTORY
11 years of dedication to electric transportation

- 2008: LION Foundation
- 2011: 3-Year Development
- 2016: All-Electric School Bus Launch
- 2018: All-Electric Midi/Mini Bus Launch
- 2019: All-Electric Commercial Truck Launch
LION TODAY

- 150 employees
- 40 full-time engineers in R&D
- Lion Factory in Saint-Jérôme, Quebec
- Teams dedicated to customer experience, parts, deployment and buses quality
- Over 150 all-electric school buses on the road
- Over 2 million miles driven and counting

EXPERIENCE CENTER

- 2018 – Sacramento Opening
  2019 – Albany Center Opening
- 2019 – More Lion Experience Center to come
  - Los Angeles
  - Many more across the USA
PERFECT FOR EVENTS, TRAINING AND MEETINGS

The Lion Experience Center is designed to help educate fleets on electrification. The center is a teaching space available for school districts, fleet operators and agencies to learn about EV capabilities, charging, as well as get tours of vehicles.
Is it possible to electrify heavy-duty vehicles?

All-electric school buses started with only drive 65 miles; now all-electric class 8 urban trucks have a range of up to 250 miles

Realistic Business Case
PURPOSE-BUILT FOR ELECTRIC

- NOT a RETROFIT
- Optimized
- Aerodynamic
- Ergonomic
DESIGNED, CREATED AND MANUFACTURED TO BE ALL-ELECTRIC

LIONM

✓ Purchase price similar to CNG
✓ Lowest total cost of ownership
✓ 15+ year lifespan

Entirely designed and manufactured by the Original Equipment Manufacturer (OEM), the LIONM will meet the special needs/urban transportation requirements while reducing the environmental footprint.
WE CALL IT OUR “SWISS ARMY KNIFE”

- Shuttle Bus
- Urban
- Special Needs
- Public Transportation
- School Bus
- And more!
WHY GO ELECTRIC?

Transportation is responsible for 30% of the overall GHG emissions in the United States.
ADVANTAGES

- No greenhouse gas emission
- Return on investment - Fuel savings
- No noise pollution
- 60% maintenance costs reduction
- Best-in-class driving experience
- Security
REALISTIC BUSINESS CASE

$ 60 to 80% fuel costs reduction (fuel = energy)

alent 60% maintenance costs reduction

✓ Electric motor VS Diesel engine parts : 20 VS 2,000
✓ Total body parts : 7,000 electric parts VS 30,000 on diesel parts
✓ No exhaust
✓ No DPF
✓ No transmission
✓ No oil
✓ Regenerative braking system : Brake parts change intervals decrease 300%

Animal ✓ The more you use the electric vehicle, the more you save! $$$
ANNUAL DIESEL TOTAL COST OF OWNERSHIP

- Diesel Cost: 53%
- Maintenance Cost: 25%
- Annual Vehicle Cost: 22%
DIESEL VS ELECTRIC ENERGY AND MAINTENANCE COSTS

Energy Cost

- Electric: $10,000
- Diesel: $25,000

Maintenance Cost

- Electric: $5,000
- Diesel: $10,000
RETURN ON INVESTMENT

BASED ON

✓ Selected Range
✓ Electricity Cost
✓ Mileage Driven
✓ Funding Opportunities
FUNDING OPPORTUNITIES IN THE UNITED STATES

✓ CALIFORNIA: Hybrid and Zero-Emission Truck and Bus Voucher Program ($150,000)

✓ NEW YORK: New York Truck Voucher Incentive Program

✓ UNITED STATES: Volkswagen Mitigation Plan; Program differs in each State

Multiple additional funding opportunities will be available shortly all over the USA
TECHNOLOGY THAT ADAPTS TO YOUR OPERATION
Not the other way around

Level 2

- AC charging of 15 to 30 kW
- Complete charge – between 5 to 16 hours

Level 3

- DC charging of 50 kW and more
- Complete charge – between 2 to 5 hours

Battery Swap

- Possibility to swap batteries in a few minutes, leveraging the unique technology offered
UPCOMING TECHNOLOGIES
Current & Future

⇌ Vehicle-to-Grid
⇌ Vehicle-to-Vehicle
⇌ Vehicle-to-Building
UPCOMING TECHNOLOGIES
Current & Future

Road-Side Assistance
Heavy-Duty Battery Electric Vehicle Workshop

*Battery, Drivetrain, Control Systems, Charging Technologies, V2G*

**Date:** Wednesday, April 17, 2019

**Location:** Lion Experience Center
4017 N. Freeway Blvd, Sacramento, CA 95834

**RSVP Required:** [REGISTER]

**AGENDA:**

10:30-11:00 Registration and networking

11:00-11:05 Welcome: Gina O’Neal
Sacramento Clean Cities Coalition Coordinator

11:05-11:15 Zero-Emission vehicle & infrastructure funding: Kristian Damkier
Sac Metro Air District

11:15-12:30 Technology Presentation: Nate Baguio
Vice President of Sales—USA, Lion Electric
Topics: Electric Drivetrains, Battery Packs, Control Systems, Vehicle-to-Grid for Power Management and Emergency Power

*Displays:* eLion Type C BEV School Bus, eLion Class 8 BEV Box Body Truck, Level 2 & DC Fast Chargers

12:30-2:30 Hosted lunch, Q&A, Networking, Vehicle and EVSE Displays, Vehicle Ride-Along

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Workshop produced by Sacramento Clean Cities Coalition in partnership with the Sac Metro Air District and hosted by Lion Electric

cleancitiessacramento.org