



Foothill Transit

# Executive Board Meeting AGENDA

## STRATEGIC PLANNING WORKSHOP

8:00 AM, MARCH 1, 2024

DoubleTree

555 W. Foothill Blvd.

Claremont, CA 91711

**REVISED**

1. CALL TO ORDER
2. ROLL CALL: MEMBERS BOYER, CALAYCAY, MOSS, SHEVLIN, STERNQUIST
3. PUBLIC COMMENT
4. STRATEGIC PLANNING WORKSHOP  
Peter Stark, Moderator
5. ACTION ITEM: CONTRACT AWARD FOR 19 BUS PROCUREMENT

*Recommendation: Authorize the CEO to enter into a contract for the purchase of 19 transit buses including making progress payments. Provide direction regarding if these should be Fuel Cell Electric Buses (FCEB) or Compressed Natural Gas (CNG) powered buses, or some combination of the two technologies.*

6. CLOSED SESSION: PUBLIC EMPLOYEE PERFORMANCE EVALUATION (Gov't Code § 54957)  
Title: Chief Executive Officer

---

Public Comment: Any individual may request to address the Executive Board at this time. Public comments are allowed only during the Public Comment portion of the agenda. Speakers may speak only once for up to 3 minutes total time during which they may address both on- and off- agenda items. If there are any public hearings scheduled, individuals will be given an additional opportunity to comment under said items. Speakers are not permitted to yield their time to another speaker. Note: ACTION MAY BE TAKEN ON ANY ITEM IDENTIFIED ON THE AGENDA.

The public may view and obtain all written information supporting this agenda provided to the board both initially and supplementary prior to the meeting by calling (626) 931-7300 extension 7204 or at the agency's offices located at 100 S. Vincent Ave., Suite 200, West Covina, CA 91790. Documents, including PowerPoint handouts, distributed to Board Members by staff or Board Members at the meeting will simultaneously be made available to the public upon request.



8:00 AM, March 1, 2024  
DoubleTree, 555 W. Foothill Blvd., Claremont, CA 91711  
Page 2

- 7. CLOSED SESSION REPORT
- 8. ADJOURNMENT

In accordance with the Americans with Disabilities Act of 1990, if you require a disability-related modification or accommodation to attend or participate in this meeting, including auxiliary aids or services, please contact the Executive Director's office at (626) 931-7300 extension 7204, at least 48 hours prior to the meeting.

If you require translation services, please contact the Executive Director's office at (626) 931-7300 extension 7204, at least 48 hours prior to the meeting.

Si necesita servicios de traducción, por favor póngase en contacto con la oficina del Director Ejecutivo en el (626) 931-7300, extensión 7204, al menos 48 horas antes de la reunión.

如果需要翻译服务, 请至少于会议前48小时致电高级主任办公室: ( 626 ) 931-7300 分机 7204。

Nếu Quý vị có yêu cầu dịch vụ dịch thuật, xin vui lòng liên hệ với văn phòng Giám đốc Điều hành tại (626) 931-7300 số lẻ 7204, ít nhất 48 giờ trước khi cuộc họp.

Kung nangangailangan ka ng mga serbisyo sa pagsasalín, pakisuyong makipag-ugnayan sa opisina ng Executive Director sa (626) 931-7300 extension 7204, ng hindi bababa sa 48 oras bago ang pulong.

번역 서비스가 필요하시면 미팅 최소 48시간 이전에 임원 사무실로 (626-931-7300, 내선 번호 7204) 전화주시기 바랍니다.

翻訳サービスが必要な方は、会議の48時間前までに(626) 931-7300 内線 7204のエグゼクティブディレクター事務所にご連絡ください。

إن كنت بحاجة إلى خدمات ترجمة، برجاء الاتصال بالمدير التنفيذي للمكتب على رقم (626)931-7300 (الرقم الداخلي 7204) قبل الاجتماع بـ 48 ساعة على الأقل.

Եթե Ձեզ թարգմանչական ծառայությունների են հարկավոր, հանդիպումից առնվազն 48 ժամ առաջ խնդրում ենք զանգահարել Գործադիր տնօրենի գրասենյակ՝ (626) 931-7300 լրացուցիչ՝ 7204 հեռախոսահամարով:

ប្រសិនបើលោកអ្នកស្នើសុំសេវាកម្មបកប្រែភាសា សូមទាក់ទងមកការិយាល័យនាយកប្រតិបត្តិ តាមលេខទូរស័ព្ទ: (626) 931-7300 លេខបញ្ជូនបន្ត 7204 ដែលមានរយៈពេលយ៉ាងតិច 48 ម៉ោង មុនពេលកិច្ចប្រជុំ។

در صورت نیاز به خدمات ترجمه، لطفاً حداقل 48 ساعت قبل از جلسه ملاقات با مدیر اجرایی دفتر به شماره (626)931-7300 داخلی 7204 تماس حاصل فرمایید.

หากคุณต้องการบริการการแปลภาษากรุณาติดต่อสำนักงานผู้อำนวยการบริหารที่ (626) 931-7300 ต่อ 7204, อย่างน้อย 48 ชั่วโมงก่อนที่จะมีการประชุม



March 1, 2024

To: Executive Board

Subject: **Contract Award for 19 Bus Procurement**

---

**Recommendation**

Authorize the CEO to enter into a contract for the purchase of 19 transit buses including making progress payments.

Provide direction regarding if these should be Fuel Cell Electric Buses (FCEB) or Compressed Natural Gas (CNG) powered buses, or some combination of the two technologies.

**Analysis**

At the March 28, 2023 Executive Board Meeting, the Board authorized the Chief Executive Officer to negotiate contract terms with Creative Bus Sales, who represent EIDorado National, for the purchase of 19 Hydrogen Fuel Cell Buses (FCEB) to replace 19 compressed natural gas (CNG) buses that have met the Federal Transit Administration’s requirements for bus retirement. Those buses currently operate out of the Arcadia/Irwindale transit operations and maintenance facility.

On November 28, 2023, EIDorado National, notified Foothill Transit of a concern with their fuel cell supplier’s ability to support their transit fuel cell division. The supplier could not guarantee any short-term or long-term commitment to the program. As a result, EIDorado National and Foothill Transit agreed on canceling the 19 FCEB bus order. Subsequently, EIDorado National announced that they will no longer manufacture transit buses.

Having to still replace the retiring 19 buses, there are three different options from an alternate manufacturing source: 1) Purchase 19 FCEBs, 2) Purchase 19 CNG buses or 3) Purchase a mix of FCEB and CNG buses. The buses can be procured from New Flyer through the cooperative procurement on the Washington State Contract, which Foothill Transit’s special legal counsel has determined to be acceptable. New Flyer manufactured the agency’s first 33 FCEB’s and have manufactured the majority of its current CNG fleet.

Price quotes and build schedules for 19 FCEB and CNG buses presented by New Flyer on February 12, 2024 are as follows:

**19 Hydrogen Fuel Cell Buses -**

*Price:* \$1,425,543 per bus, which would result in a total of \$27,085,317 for 19 buses, exclusive of delivery charge and California sales tax. Taxes and delivery costs are anticipated to be \$101,496 per bus.

*Build schedule:* Begin production June 2025: Delivery by third/fourth quarter 2025.



**19 Compressed Natural Gas Bus -**

*Price:* \$709,065 per bus resulting in a total cost of \$13,472,235 for 19 buses, exclusive of delivery charge and California sales tax, which are anticipated to be \$70,377 per bus.

*Build schedule:* Begin production December 2024; Delivery by first/second quarter 2025.

New Flyer offered a 7.5% discount on top of the price quotes above if Foothill Transit agrees to make progress payment as follows: Engine Installation 40%, Approval for Shipment 35%, Vehicle Acceptance 25%.

If FCEBs were purchased, then the California Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) would provide \$240,000 per FCEB bus.

Note also that the California Air Resources Board's Innovative Clean Transit (ICT) Regulation requires 25% of transit bus purchases, beginning in 2023, should be zero-emissions. However, the ICT provides flexibility options to comply with the ICT requirements by allowing agencies to earn bonus credits for early zero emissions bus purchase prior to the regulation schedule. Foothill Transit has earned 69 bus credits. With these credits, the board has the option to purchase either CNG or FCEB's.

**Budget Impact**

Funding for the buses is included in a Board approved life of project budget under capital project #0229. Funding will be a combination of federal and local funds and programmed in the approved Fiscal Year 2024 budget.

Sincerely,

Roland M. Cordero  
Director of Maintenance and Vehicle Technology

Doran J. Barnes  
Chief Executive Officer

Michelle Lopes Caldwell  
Director of Finance and Treasurer

Christopher Pieper  
Director of Procurement