

MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road
Memphis, TN 38108
Telephone: 901-722-7100 www.matatransit.com

Gary J. Rosenfeld
Chief Executive Officer

Board of Commissioners

John Vergos
Martin Lipinski
Shelia Williams

Roquita Coleman-Williams
Kristen Bland
Tommy Pacello

Janice Holder
Michael Fulton
Robert Clark

**AGENDA
for the
Regular Meeting of the MATA Board of Commissioners
Thursday, September 27, 2018
3:30 p.m.**

- I. Call to Order Kristen Bland
- II. Board Roll Call Linda Eskridge
- III. Approval of August 30, 2018 Board Meeting Minutes Kristen Bland
- IV. CEO Report Gary Rosenfeld
- V. Consent Agenda Items
No Items
- VI. Finance Agenda Items
 - a. Resolution to Approve Capital Budget FY19 –
Res. No. 18-36 Bernhard Rudolph
 - b. Resolution Authorizing Excess General Liability
Insurance Coverage with Munich RE – Res. No. 18-37 Gary Rosenfeld
- VII. Service and Development Items
No Items
- VIII. Procurement Agenda Items
 - a. Resolution to Purchase a Three-Year Supply of
New Transit Tires – Res. No. 18-38 Gary Rosenfeld
 - b. Resolution to Approve Lease of Vehicles from Mid-South
Vans & Rentals, LLC for MATApplus Service
– Res. No. 18-39 Gary Rosenfeld

MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road

Memphis, TN 38108

Telephone: 901-722-7100 www.matatransit.com

- | | | |
|------|-------------------------|------------------|
| IX. | Financial Report | Bernhard Rudolph |
| X. | Speaker Acknowledgement | Lawson Albritton |
| XI. | Old/New Business | Kristen Bland |
| XII. | Adjournment | Kristen Bland |

MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road

Memphis, TN 38108

Telephone: 901-722-7100 www.matatransit.com

CALL TO ORDER: A regular meeting of the MATA Board of Commissioners was called to order by Acting Chairman, John C. Vergos at 3:30 p.m. on Thursday, August 30, 2018 at 1370 Levee Road Board Room.

BOARD ROLL CALL:

Present: John Vergos, Acting Chairman; Janice Holder; Michael Fulton; Kristen Bland; Martin Lipinski; Robert Clark

Absent: Roquita Williams; Shelia Williams; Tommy Pacello

Quorum: Yes

Staff: Lawson Albritton, Senior Administrative Officer; Linda Eskridge, Executive Office Manager; Nicole Lacey, Chief Communications Officer; John Lancaster, Director of Planning & Scheduling; Maury Miles, Director of Grants/Procurement; Alvin Pearson, Chief Operations Officer; Gary Rosenfeld, Chief Executive Officer; Bernard Rudolph, Chief Financial Officer

Guests: Nicole Bowen, PCA for Pearlie Bowen, MATAplus Customer; Beauregard Frierson, Bus Rider; Emily Matheney, MATA Patron; Mihalis Golias, University of Memphis; Sabya Mishra, University of Memphis; Betty Robinson, MBRU; Alvan Sanchez, MPO; Jordan Smith, MPO; Leslie Smith, Bldg. Memphis; Nick Warren, Memphis MPO

Ms. Eskridge, Board Secretary, welcomed all guests to the July 26, 2018 Board of Commissioners Meeting and encouraged them to check the MATA website as the Board Meetings change from time to time.

Mr. Vergos called for approval or any changes to the July Board Minutes. Mr. Martin Lipinski asked that the minutes reflect he was not present at the July Board Meeting. The minutes were unanimously approved after the correction.

CEO Report

Gary Rosenfeld

- Mr. Rosenfeld welcomed our new Board Member, Mr. Robert Clark, and stated that we are excited to have him aboard. MATA now have a full nine-member Board.
- MATA is hosting a series of public listening sessions with our customers regarding upcoming service changes and improvements that will be proposed to the community. The comment period will close on September 5th and will be brought before the Board at the September Board Meeting.
- MATA hosted a job fair at the Trolley facility and it went very well.
- The Trapeze group visited the MATA facility and held a series of meetings with the team to help identify what access to systems we have, what changes we can make, and how we can better meet the future needs with their products.

MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road

Memphis, TN 38108

Telephone: 901-722-7100 www.matatransit.com

- On August 15th, Mr. Rosenfeld and Mr. Lancaster met with Germantown Mayor Palazzolo and Bartlett Mayor McDonald in two separate meetings. This was a continuation of a discussion with the suburban mayors to get their involvement in helping to seek funding. MATA will also meet with Germantown County Commissioner Billingsley in a couple of weeks.
- MATA met with the Memphis in May Leadership team. MIM is a great event in the community, but it severely impacts our customers. We are trying to work out something where they may cover the fares for MIM since Memphis is the honored city as there are impacts to these events that go beyond what is recognized.
- The MATA Rail Team and some others visited Atlanta to meet with FTA for our quarterly update meeting. MATA's information was well received. FTA shared with MATA their intent on asking for a Finance Management Oversight Audit. Within the next few weeks we will have a team of auditors from FTA looking at MATA's financials as well as other documents.
- A 2019 Leadership Memphis class has been formed which Mr. Rosenfeld is attending. This is the 40th year for Leadership Memphis.
- MATA will have its Annual Roadeo events beginning with the Maintenance Roadeo on Thursday Sept. 13; Retiree Roadeo Friday, Sept. 14; and Driver's Roadeo on Saturday Sept. 15. We will also have our third Annual Health Fair, which is an important event as part of the Roadeo event. On Thurs. Sept. 20th MATA will participate in the Annual Stuff a Bus for the Food Bank Campaign.

On-Time Performance:

- 27 Bus operators received better than 90% OTP for the month of July; 19 MATApplus operators that peaked 90% for July.
- Ridership is up over 2018. Ridership is up overall by 3.8% for the month of July, combination of Trolley and MATApplus ridership going up. First time in a long time that we have seen an increase in ridership.
- Motorbus was not quite as successful, but still strong/OTP 76% for July; Demand response peaked both 2017 and 2018 for the month of July; OTP 96% for July
- Trolley had about 47,000 passengers during the month of July and OTP at about 96.1% for July.
- A new graph was added to track miles, and Dec. 2018 was not reported, but miles are up in July 2019. Demand Response was down slightly for the month. Road calls for the month are slightly higher in 2019 than for 2017; Miles between Road Calls up slightly from 2017, down from 2018's high; comments per 100,000 Boardings up slightly about 42 per 100,000, motorbus slight increase 137 comments, Trolley had five comments and MATApplus had 17 comments for the month of July.
- The Call Center is constantly showing improvements. Number of calls are consistent and wait time is good. Call duration continues to fall resulting from our new hires becoming more proficient.
- Mr. Rosenfeld gave an update on events for the month of September.

Consent Agenda

No Items

Finance Agenda Items

No Items

Service and Development Agenda Items

- a. Resolution to Adopt MATA's Transit Asset Management Plan and Performance Management Targets – Res. No. 18-34

Discussion: Mr. Rosenfeld stated that TAM is a requirement for FTA as part of the Fast Act and is due to Washington on October 1, 2018. TAM is a great living and breathing document that helps us to plan our financial forecast for capital for the future. It also establishes standards for maintenance for ongoing investment in our current assets. Initially it will only discuss our buses and Rail cars, but eventually it will include every asset that is contained. Mr. Rosenfeld stated that he applauds the FTA in their approach to allow things to be ramped up, although this requirement has been out for a couple of years, the final rules weren't issued until 2016. Mr. Rosenfeld stated that MATA is excited about the relationship that MATA has created with the University of Memphis. Mr. Rosenfeld turned the meeting over to Mr. Mihalis Golias and Mr. Sabya Musgra with the University of Memphis, who made a presentation on the overview of the Asset Management Plan. MATA has already received a draft plan and it is under review. **Questions:** *Mr. Clark asked, assuming MATA already had an Asset Management Plan, how big of a gap is this from what MATA was already doing? Mr. Rosenfeld stated this does the financial forecast. The TAM from a Federal level is: 1) Get an accurate inventory of what they paid over the past years; 2) What's their exposure for the future in terms of planning. Mr. Lipinski asked if real-time effort part of this project or will there be a follow up project that will move us there. Mr. Rosenfeld stated that having real-time information available to our maintenance team and managers will make real time decision making possible, but we still need to develop skill set to look at the data, interpret the data to make those types of decisions. The plan is required to be public and will be on the website.* Mr. Rosenfeld stated this is a needed document and a smart move from the FTA. **Resolution No. 18-34 Passed.**

Mr. Vergos expressed his appreciation on how the presentation was made and he also stated that he feels the relationship that MATA has with the University of Memphis is a healthy decision.

- b. Resolution for Section 5339(b) Funds for Vehicles - Res. No. 18-35

Discussion: Mr. Rosenfeld presented this resolution to the MATA Board. Earlier this year the FTA did a published list of grantees for bus facility funds.

MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road

Memphis, TN 38108

Telephone: 901-722-7100 www.matatransit.com

MINUTES DE 9/27/18 ITEM III

TDOT was one of the winners of the grant application of which they received about \$6MM and \$1.3MM will come towards MATA for our participation in the grant. This resolution authorizes MATA to execute the grant. Mr. Lipinski moved that the resolution be moved to the floor for discussion. Mr. Clark seconded the motion. Mr. Rosenfeld made it known that these are capital funds. MATA's primary focus with these funds would be replacing our MATApplus fleet. **Resolution No. 18-35 Passed.**

Procurement Agenda Items

No Items

FINANCIAL REPORT

Bernhard Rudolph, CFO

July 2018

Mr. Rudolph reported that for the first month of the new fiscal year we are \$8.2MM in Revenue and ahead of budget by \$2.6MM. The majority of that is we are getting draw downs from the city in \$2.5MM payments, of which were sent to us immediately, which makes us ahead of budget by one payment with the City. We are ahead of budget on revenue and a little over budget on expenses by \$80M, and overall, we are ahead of budget. Revenue for Trolley is strong at \$31M this month versus \$21M last month. Cash status we are at \$13.4MM, which is about where we were last year, and that includes the \$6MM loan that we just paid off from the City in August. MATA is a little bit ahead on Salary and Wages benefits, services were over about \$80M and that was a result of a quarterly payment post. Fuel is a little bit of an issue and we are about \$40M over on fuel of which half of that is miles driven, and half of that is due to miles per gallon being a little less than what was budgeted. We will be watching that very closely. Also 8/31/18 is the last day of our annual contract on fuel and we are planning on signing a new contract about mid-September, which is usually the low point of the fuel. Mr. Rosenfeld stated that July was a good performance month financially. Fuel is a concern. Purchase of new MATApplus vehicles will be delayed a few months because of some problems with specifications in getting what we need. Miles per gallon for MATApplus vehicles goes from five miles per gallon today but should go to 12-14 miles per gallon once we get some new vehicles. Mr. Rosenfeld stated that we will probably bring to the Board some adjustments to our Liability Insurance program as we are having some changes due to our last-minute concerns from our Brokers and our Carriers. As we move forward from a revenue perspective, we will be in deep discussions with the city, county, and suburban communities through this year. Hopefully when we come back to the Board regarding the 2020 Budget, MATA will be in position to present service adds instead of service cuts. **This ended the financial report.**

Old/New Business

Due to a Board Memphis possibly needing to leave early, Mr. Vergos called items from the Old/New Business that required a vote from the Board. 1) The floor was opened for nominations on a vice-chair of the MATA Board. Ms. Bland nominated Mr. Martin Lipinski as Vice-Chair of the Board there was a consensus seconded from the Board. Mr. Lipinski is the vice chairman of the Board; 2) Fare negotiations with Memphis In May. Mr. Rosenfeld stated that he does not have a proposal to make at this time but plan to meet with them to negotiate a fare consideration with them, and any type of outcome will be brought to the Board for consideration and approval.

Ms. Holder stated that she is a former Board Member of Memphis in May and offered her assistance with whatever MATA needs her to do. Mr. Vergos asked if there were any objections from the Board with Gary pursuing this, and there were none. Mr. Rosenfeld brought one other item to the Board for their consideration. In the future MATA will be introducing a new concept for this Board, but not necessarily for MATA. It is called valued based procurement. As we get into the ERP specifications and procurement, we are looking to ensure that we get what we want rather than something that somebody offers. This process not only identifies what we want, but also how it's weighted. This is something that we would like the Board to be thinking about because you will hear it a lot as we move forward in this process.

SPEAKER(S)

- **Bouregard Frierson – 2716 Deadrack St. Memphis, TN** – Thanked MATA for putting benches in the Shelter located at Raines/Elvis Presley. He again mentioned that MATA needs more bus stops. He, as an elderly person, walks a long way to a bus stop. He enjoys riding the bus but would like a bus stop on Deaderick Street.
- **Emily Matheney – 360 Alexander Street, Memphis, TN 38111**
Expressed her concerns about the proposed route changes. She put together some maps comparing the Poplar Route with the No. 5 Central Route. She pulled information from an article in the Daily News concerning the No. 5 Route that was brought up to David Rudd and Mr. Rudd stated that he does not feel it is a good ideal to take this Route out of service. It also states in the Daily News article, Page two, 2nd sentence I have undated the numbers and as of Tuesday, August 28, there have been 47 disruptions in the Poplar route as of June 4th, and as of August 30 there have been 53 disruptions in service on the Poplar Route since June 4th. Ms. Matheney's main point was the Poplar route is not an adequate replacement for what the No. 5 Route currently does and would like for this to be taken into consideration. Mr. Vergos stated that staff will take all of this under consideration.
- **Ms. Nicole Bowen – 1137 Kney Street, Memphis, TN 38107**
Ms. Bowen stated that overtime some things have improved, but there are still some issues with Reservations and getting denied rides. There are issues with dispatchers if a bus breakdown, them finding someone to come and pick you up, as well as the extended wait time. Also, wrong information, as far as locations, is being communicated to the dispatcher, which happened on June 10th and again on August 27th. Ms. Bowen would like to know when does MATA anticipate receipt of the new buses that have been mentioned and why do they keep putting the same buses back on the streets? Ms. Bowen stated that she also has some concerns about the leased buses and her mother has an issue with operators loading and unloading her on those specific vehicles due to her custom-type chair. **This ended the speaker's portion of the meeting.**

OLD/NEW BUSINESS

Mr. Lipinski stated that he is glad that MATA adopted the TAM plan. He stated that he was fortunate enough to hire Mr. Mihalios Golias and Mr. Sabya Musgra, the University of Memphis representatives that presented the Plan to the Board. They are smart, hard workers, as well as nationally recognized researchers.

MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road

Memphis, TN 38108

Telephone: 901-722-7100 www.matatransit.com

MINUTES OF 9/27/18 ITEM III

Mr. Lipinski also mentioned that he attended the Ribbon Cutting Ceremony for the new Diesel Mechanics Program at East High School and MATA had a definite presence there. That's a feather in our cap for MATA to be a part of that program.

The next Board Meeting is slated for September 27, 2018 at 3:30p.m. Ms. Eskridge will forward information on the Service and Development Committee Meeting, as well as information on the APTA Conference that will be held in Nashville.

Chairman Vergos adjourned the Regular MATA Board Meeting, and the Executive Session took place immediately following.

Mr. John Vergos, Acting Chairman

MEMPHIS AREA TRANSIT AUTHORITY

BOARD OF COMMISSIONERS

RESOLUTION 18-36

RESOLUTION TO APPROVE CAPITAL BUDGET FOR FISCAL YEAR 2019

WHEREAS, The Memphis Area Transit Authority (MATA) has rolling stock, buildings, equipment, facilities, and systems that are in need of replacement, refurbishment or improvements from time to time in order for MATA to continue to provide a reliable, safe, accessible, clean and customer-focused public transportation system; and

WHEREAS, Capital projects are typically funded by federal/FTA grants, along with state/TDOT, and City of Memphis matching funds; and

WHEREAS, Preventative maintenance and ADA paratransit service will be funded with capital grants and are included in the Fiscal 2019 Operating Budget; and

WHEREAS, Fiscal Year 2019 and prior year grant funds and matching funds are expected to be adequate to fund the Capital Budget.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMPHIS AREA TRANSIT AUTHORITY BOARD OF COMMISSIONERS That the Fiscal Year 2019 Capital Budget is approved at a level of \$20,714,947.

BE IT FURTHER RESOLVED, That the Chief Executive Officer or their designee is authorized to execute contracts and file grant applications for the funds to fulfill the capital program.

BE IT FURTHER RESOLVED, That Staff is authorized to manage line items as appropriate and make reports to the MATA Board at appropriate times.

Res. No. 18-37

Motion: Made By: Tommy Pacello **SECONDED: Michael Fulton**

YEA: Shelia Williams; Kristen Bland; Tommy Pacello; Roquita Williams; Michael Fulton

NAY: None

Approved: September 27, 2018

Absent: John Vergos; Robert Clark; Janice Holder; Martin Lipinski

MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road
 Memphis, TN 38108

Telephone: 901-722-7100 www.matatransit.com

MINUTES OF 9/27/18 ITEM VIa



To: MATA Board of Commissioners
From: Gary Rosenfeld, Chief Executive Officer
RE: Fiscal Year 2019 Capital Budget
Date: September 27, 2018

MATA’s Capital Budget for Fiscal Year 2019 includes major projects valued at over \$50,000 (which will require individual Board Action at the time of the project) and various smaller projects of lesser value. Procurement of all approved projects will conform to the MATA Procurement Manual. The total Capital Budget for FY 2019 is \$20,714,947.

A breakdown of the funds by mode of service and equipment type is as follows:

Memphis Area Transit Authority

FY2019 Capital
 Budget
 Requests by Sub-Category
 As of September 27, 2018

	Admin	Executive	Facilities	Safety & Security	Finance	Fixed Route	MATA Plus	Trolley	Total
Computer	1,220,000	4,500	6,000	0	20,000	670,000	9,000	18,500	1,948,000
Equipment	0	0	95,000	299,000	50,000	530,000	0	20,000	994,000
Facility	0	0	5,004,193	75,000	0	1,500,000	0	791,000	7,370,193
Fare	0	0	0	0	0	2,000,000	0	0	2,000,000
Office	0	0	0	0	0	2,980	3,490	0	6,470
Parts	0	0	0	0	0	0	0	0	0
Track	0	0	0	0	0	0	0	35,000	35,000
Utility	0	0	0	0	0	0	0	0	0
Vehicle	0	0	0	0	0	5,940,000	221,284	2,200,000	8,361,284
Total	1,220,000	4,500	5,105,193	374,000	70,000	10,642,980	233,774	3,064,500	20,714,947

MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road

Memphis, TN 38108

Telephone: 901-722-7100 www.matatransit.com

MINUTES OF 9/27/18 ITEM VIa

The capital budget is expected to be financially feasible with FY 2019 and prior year grant funds from FTA, TDOT, CMAQ, and the City of Memphis. Staff recommends approval of the FY 2019 Capital Budget in the amount of \$20,714,947.

**MEMPHIS AREA TRANSIT AUTHORITY
BOARD OF COMMISSIONERS**

RESOLUTION NO. 18-37

**RESOLUTION AUTHORIZING EXCESS GENERAL LIABILITY INSURANCE COVERAGE
WITH MUNICH RE**

WHEREAS, The Memphis Area Transit Authority (MATA) Board of Commissioners approved Resolution 18-29 for MATA's FY19 insurance needs; and

WHEREAS, The Insurance Company of the State of Pennsylvania/American International Group (AIG) was approved for Excess General Liability; and

WHEREAS, Shortly after Resolution 18-29 was approved, MATA was notified by AIG that they would no longer provide coverage after September 26, 2018; and

WHEREAS, MATA's insurance broker, Arthur J. Gallagher and Company, helped seek a replacement company for the Excess General Liability coverage and was able to get a quote from Munich RE for \$215,950; and

WHEREAS, MATA's insurance broker was able to get to Munich RE to pro-rate this amount to \$182,818 for the period of September 26, 2018 to August 1, 2019 when MATA's other insurance coverages expire; and

WHEREAS, MATA's Staff considers Munich RE's pro-rated premium amount to be reasonable given the current facts and circumstances and recommends that the Board approve this amount for the remaining insurance period.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMPHIS AREA TRANSIT AUTHORITY BOARD OF COMMISSIONERS That the pro-rated insurance premium with Munich RE for Excess General Liability coverage for the period of September 26, 2018 to August 1, 2019 at a total cost of \$182,818 is approved.

BE IT FURTHER RESOLVED That the **Chief Executive Officer**, the Chief Administrative Officer and the Chairman and Vice-Chairman of the MATA Board are authorized to execute the necessary documents.

MEMPHIS AREA TRANSIT AUTHORITY

1370 Levee Road

Memphis, TN 38108

Telephone: 901-722-7100 www.matatransit.com

MINUTES OF 9/27/18 ITEM VIb

Res. No. 18-37

Motion: **Made By: Tommy Pacello** **SECONDED: Michael Fulton**

YEA: **Shelia Williams; Kristen Bland; Tommy Pacello; Roquita Williams; Michael Fulton**

NAY: **None**

Approved: **September 27, 2018**

Absent: **John Vergos; Robert Clark; Janice Holder; Martin Lipinski**

**MEMPHIS AREA TRANSIT AUTHORITY
BOARD OF COMMISSIONERS**

RESOLUTION NO. 18-38

RESOLUTION TO PURCHASE THREE-YEAR SUPPLY OF NEW TRANSIT TIRES

WHEREAS, The Memphis Area Transit Authority (MATA) is required to maintain an inventory of new transit tires to ensure efficient and continued operation of its fleet and support vehicles; and

WHEREAS, MATA issued an Invitation for Bid (IFB) for companies to provide new transit tires for a three-year period and four offers were received; and

WHEREAS, Snider Fleet Solutions did not meet the Buy America requirements set forth in their contract, and the awarded items had to be re-awarded to the two remaining vendors with the lowest responsive and responsible bids at the prices show in Exhibit A; and

WHEREAS, Staff has reviewed the bids received and recommends that a three-year contract be awarded to Southern Tire Mart at a cost of \$50,775.48.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMPHIS AREA TRANSIT AUTHORITY BOARD OF COMMISSIONERS That a contract be awarded to Southern Tire Mart at a cost of \$50,775.48 for the purchase of a Three-Year Supply of New Transit Tires.

BE IT FURTHER RESOLVED That the Chief Executive Officer, Chief Administrator Officer Chairman, or Vice-Chairman be authorized to execute the contract.

Res. No. 18-38

Motion: Made By: Shelia Williams **SECONDED:** Tommy Pacello
YEA: Shelia Williams; Kristen Bland; Tommy Pacello; Roquita Williams; Michael Fulton
NAY: None
Approved: September 27, 2018
Absent: John Vergos; Robert Clark; Janice Holder; Martin Lipinski



MEMO

TO: MATA Board of Commissioners
FROM: Gary Rosenfeld, Chief Executive Officer
SUBJECT: IFB 18-14 Three-Year Supply of New Transit Tires
DATE: September 26, 2018

This memo summarizes the procurement process for the re-awarding of item(s) for a Three-Year Supply of New Transit Tires to maintain the efficient and continued operation of MATA's fleet and support vehicles.

The IFB was sent to 14 vendors, formally advertised and posted to MATA's website. The DBE goal was set at 0% for this solicitation. Four bids were received. MATA staff reviewed these bids on the criteria set forth in the IFB.

One of the winning vendors, Snider Tires Inc. dba Snider Fleet Solutions, was initially awarded a purchase order for certain tires; however, they were subsequently not able to meet the Buy America requirements set forth in the solicitation and their contract. MATA decided to terminate the Snider purchase order and re-awarded their tires to the remaining two vendors with the lowest and responsible bids. These two vendors Quality Tire and Southern Tire Mart.

The tires that were awarded to Quality Tire did not make their purchase order exceed \$50,000, so MATA is not required to obtain board approval for that award; however, the tires awarded to Southern Tire Mart made their total amount exceed \$50,000, so MATA is required to obtain board approval. MATA staff recommends that a contract be awarded Southern Tire Mart at a cost of \$50,775.48. MATA has previously purchased tires from both companies and they have been reliable vendors.

MINUTES OF 9/27/18 ITEM # 111a

EXHIBIT A
 Year One September 1, 2018 - August 31, 2019

TIRE TYPE	TIRE SIZE	QTY	Snider Tire Inc		Quality Tire		Southern Tire Mart		Goodyear	
			UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE
Buses	12R22.5	10	\$ 327.23	\$ 3,272.30	\$ 376.00	\$ 3,760.00	\$ 382.98	\$ 3,829.80	\$ 394.19	\$ 3,941.90
	275/70R22.5	10	\$ 254.41	\$ 2,544.10	\$ 305.00	\$ 3,050.00	\$ 355.40	\$ 3,554.00	\$ 399.15	\$ 3,991.50
	305/70R22.5	10	\$ 432.64	\$ 4,326.40	\$ 520.00	\$ 5,200.00	\$ 405.00	\$ 4,050.00	\$ 507.19	\$ 5,071.90
Wrecker Truck	315/80R22.5	5	\$ 445.08	\$ 2,225.40	\$ 456.00	\$ 2,280.00	\$ 477.65	\$ 2,388.25	\$ 547.00	\$ 2,735.00
	11R22.5	5	\$ 283.72	\$ 1,418.60	\$ 329.00	\$ 1,645.00	\$ 368.03	\$ 1,840.15	\$ 342.76	\$ 1,713.80
	225/60R16	6	\$ 84.91	\$ 509.46	\$ 87.09	\$ 522.54	\$ 77.09	\$ 462.54	\$ 100.35	\$ 602.10
Vans	225/65R16	6	\$ 100.29	\$ 601.74	\$ 83.86	\$ 503.16	\$ 73.86	\$ 443.16	\$ 107.53	\$ 645.18
	235/60R16	6	\$ 96.76	\$ 580.56	\$ 86.35	\$ 518.10	\$ 76.35	\$ 458.10	\$ 103.70	\$ 622.20
	235/65R16	6	\$ 101.48	\$ 608.88	\$ 86.80	\$ 520.80	\$ 76.80	\$ 460.80	\$ 102.32	\$ 613.92
Cars	215/65R17	6	\$ 106.20	\$ 637.20	\$ 87.37	\$ 524.22	\$ 77.37	\$ 464.22	\$ 103.19	\$ 619.14
	225/65R17	6	\$ 88.80	\$ 532.80	\$ 97.22	\$ 583.32	\$ 87.22	\$ 523.32	\$ 105.62	\$ 633.72
	235/65R17	6	\$ 94.08	\$ 564.48	\$ 98.29	\$ 589.74	\$ 88.29	\$ 529.74	\$ 111.32	\$ 667.92
Truck	235/55R17	6	\$ 109.74	\$ 658.44	\$ 112.73	\$ 676.38	\$ 99.16	\$ 594.96	\$ 118.82	\$ 712.92
	225/60R18	6	\$ 119.18	\$ 715.08	\$ 84.70	\$ 508.20	\$ 94.53	\$ 567.18	\$ 96.28	\$ 577.68
	255/65R18	6	\$ 162.52	\$ 975.12	\$ 133.46	\$ 800.76	\$ 172.55	\$ 1,035.30	\$ 145.53	\$ 873.18
Light Truck/Trolley	P265/60R17	6	\$ 157.72	\$ 946.32	\$ 134.40	\$ 806.40	\$ 124.40	\$ 746.40	\$ 164.92	\$ 989.52
	235/55R17	6	\$ 99.03	\$ 594.18	\$ 112.73	\$ 676.38	\$ 99.16	\$ 594.96	\$ 118.62	\$ 711.72
	LT245/75R17	6	\$ 165.07	\$ 990.42	\$ 133.58	\$ 801.48	\$ 123.58	\$ 741.48	\$ 176.56	\$ 1,059.36
MATAPLUS	235/75R17	6	\$ 136.05	\$ 816.30	\$ 125.16	\$ 750.96	\$ 115.16	\$ 690.96	\$ 153.66	\$ 921.96
	LT265/70R17	6	\$ 162.69	\$ 976.14	\$ 149.56	\$ 897.36	\$ 139.56	\$ 837.36	\$ 195.14	\$ 1,170.84
	LT245/75R17	6	\$ 165.15	\$ 990.90	\$ 135.96	\$ 815.76	\$ 125.96	\$ 755.76	\$ 187.31	\$ 1,123.86
Total Awarded	LT245/70R19.5	6	\$ 199.18	\$ 1,195.08	\$ 251.97	\$ 1,511.82	\$ 282.26	\$ 1,693.56	\$ 276.01	\$ 1,656.06
	LT225/75R16	20	\$ 144.90	\$ 2,898.00	\$ 115.00	\$ 2,300.00	\$ 114.50	\$ 2,290.00	\$ 140.62	\$ 2,812.40
			\$ 30,236.34	\$ 30,918.76	\$ 1,308.96	\$ 13,555.78	\$ 14,643.76	\$ 15,238.72	\$ 35,180.70	
Yearly Total Awarded (combined vendor)			\$ 27,202.38	\$ 28,794.50						

MEMPHIS AREA TRANSIT AUTHORITY

Telephone: 901-722-7100 www.matatransit.com

MINUTES OF 9/21/18 ITEM VIII

EXHIBIT A

Year Two September 1, 2019 - August 31, 2020

TIRE TYPE	TIRE SIZE	QTY	Snider Tire Inc		Quality Tire		Southern Tire Mart		Goodyear	
			UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE
Buses	12R22.5	10	\$ 343.59	\$ 3,435.90	\$ 386.00	\$ 3,860.00	\$ 386.81	\$ 3,868.10	\$ 406.02	\$ 4,060.20
	275/70R22.5	10	\$ 267.13	\$ 2,671.30	\$ 315.00	\$ 3,150.00	\$ 358.95	\$ 3,589.50	\$ 411.12	\$ 4,111.20
Wrecker Truck	305/70R22.5	10	\$ 454.27	\$ 4,542.70	\$ 530.00	\$ 5,300.00	\$ 409.05	\$ 4,090.50	\$ 522.41	\$ 5,224.10
	315/80R22.5	5	\$ 467.33	\$ 2,336.65	\$ 466.00	\$ 2,330.00	\$ 482.43	\$ 2,412.15	\$ 563.41	\$ 2,817.05
Vans	11R22.5	5	\$ 297.91	\$ 1,489.55	\$ 339.00	\$ 1,695.00	\$ 371.71	\$ 1,858.55	\$ 353.05	\$ 1,765.25
	225/60R16	6	\$ 89.16	\$ 534.96	\$ 92.09	\$ 552.54	\$ 79.40	\$ 476.40	\$ 103.36	\$ 620.16
Cars	225/65R16	6	\$ 105.30	\$ 631.80	\$ 88.86	\$ 533.16	\$ 76.08	\$ 456.48	\$ 110.76	\$ 664.56
	235/60R16	6	\$ 101.60	\$ 609.60	\$ 91.35	\$ 548.10	\$ 78.64	\$ 471.84	\$ 106.81	\$ 640.86
Truck	235/65R16	6	\$ 106.55	\$ 639.30	\$ 91.80	\$ 550.80	\$ 79.10	\$ 474.60	\$ 105.39	\$ 632.34
	215/65R17	6	\$ 111.51	\$ 669.06	\$ 92.37	\$ 554.22	\$ 79.69	\$ 478.14	\$ 106.29	\$ 637.74
Light truck/Trolley	225/65R17	6	\$ 93.24	\$ 559.44	\$ 102.22	\$ 613.32	\$ 89.84	\$ 539.04	\$ 108.79	\$ 652.74
	235/65R17	6	\$ 98.78	\$ 592.68	\$ 103.29	\$ 619.74	\$ 90.94	\$ 545.64	\$ 114.66	\$ 687.96
MATAPlus	235/55R17	6	\$ 115.23	\$ 691.38	\$ 117.73	\$ 706.38	\$ 102.13	\$ 612.78	\$ 122.38	\$ 734.28
	235/55R17	6	\$ 115.23	\$ 691.38	\$ 117.73	\$ 706.38	\$ 102.13	\$ 612.78	\$ 122.38	\$ 734.28
Truck	225/60R18	6	\$ 125.14	\$ 750.84	\$ 89.70	\$ 538.20	\$ 97.37	\$ 584.22	\$ 99.17	\$ 595.02
	255/65R18	6	\$ 170.65	\$ 1,023.90	\$ 138.46	\$ 830.76	\$ 177.73	\$ 1,066.38	\$ 149.90	\$ 899.40
Light truck/Trolley	P265/60R17	6	\$ 165.61	\$ 993.66	\$ 139.40	\$ 836.40	\$ 128.13	\$ 768.78	\$ 169.87	\$ 1,019.22
	235/55R17	6	\$ 103.98	\$ 623.88	\$ 117.73	\$ 706.38	\$ 102.13	\$ 612.78	\$ 122.18	\$ 733.08
MATAPlus	L1735/80R17	6	\$ 173.32	\$ 1,039.92	\$ 138.58	\$ 831.48	\$ 128.08	\$ 768.48	\$ 181.86	\$ 1,091.16
	235/75R17	6	\$ 142.85	\$ 857.10	\$ 130.16	\$ 780.96	\$ 118.61	\$ 711.66	\$ 158.27	\$ 949.62
MATAPlus	L1765/70R17	6	\$ 170.82	\$ 1,024.92	\$ 154.56	\$ 927.36	\$ 143.75	\$ 862.50	\$ 200.99	\$ 1,205.94
	L17245/75R17	6	\$ 173.41	\$ 1,040.46	\$ 140.56	\$ 843.36	\$ 129.74	\$ 778.44	\$ 192.93	\$ 1,157.58
Total	L17245/70R19.5	6	\$ 209.14	\$ 1,254.84	\$ 256.97	\$ 1,541.82	\$ 285.08	\$ 1,710.48	\$ 284.29	\$ 1,705.74
	L17225/75R16	20	\$ 152.15	\$ 3,043.00	\$ 120.00	\$ 2,400.00	\$ 117.94	\$ 2,358.80	\$ 144.84	\$ 2,896.80
Total Awarded			\$ 31,748.22	\$ 31,956.36	\$ 8,851.59	\$ 3,698.96	\$ 15,619.64	\$ 30,709.02	\$ 36,236.28	
Yearly Total Awarded (combined vendor)			\$ 28,170.19	\$ 29,565.42						

MINUTES OF 9/27/18 ITEM VIII

EXHIBIT A

Year Three September 1, 2020 - August 31, 2021

	TIRE TYPE	TIRE SIZE	QTY	Snider Tire Inc		Quality Tire		Southern Tire Mart		Goodyear	
				UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE	UNIT PRICE	EXT PRICE
Buses		12R22.5	10	\$ 360.77	\$ 3,607.70	\$ 396.00	\$ 3,960.00	\$ 390.68	\$ 3,906.80	\$ 418.20	\$ 4,182.00
		275/70R22.5	10	\$ 280.49	\$ 2,804.90	\$ 325.00	\$ 3,250.00	\$ 362.54	\$ 3,625.40	\$ 423.45	\$ 4,234.50
		305/70R22.5	10	\$ 476.98	\$ 4,769.80	\$ 540.00	\$ 5,400.00	\$ 413.14	\$ 4,131.40	\$ 538.08	\$ 5,380.80
Wrecker Truck		315/80R22.5	5	\$ 490.70	\$ 2,453.50	\$ 476.00	\$ 2,380.00	\$ 487.25	\$ 2,436.25	\$ 580.31	\$ 2,901.55
		11R22.5	5	\$ 312.81	\$ 1,564.05	\$ 349.00	\$ 1,745.00	\$ 375.43	\$ 1,877.15	\$ 363.64	\$ 1,818.20
Vans		225/60R16	6	\$ 93.62	\$ 561.72	\$ 97.09	\$ 582.54	\$ 81.78	\$ 490.68	\$ 106.46	\$ 638.76
		225/65R16	6	\$ 110.57	\$ 663.42	\$ 93.86	\$ 563.16	\$ 78.36	\$ 470.16	\$ 114.08	\$ 684.48
		235/60R16	6	\$ 106.68	\$ 640.08	\$ 96.35	\$ 578.10	\$ 81.00	\$ 486.00	\$ 110.01	\$ 660.06
		235/65R16	6	\$ 111.89	\$ 671.34	\$ 96.80	\$ 580.80	\$ 81.48	\$ 488.88	\$ 108.55	\$ 651.30
		215/65R17	6	\$ 117.09	\$ 702.54	\$ 97.37	\$ 584.22	\$ 82.08	\$ 492.48	\$ 109.48	\$ 656.88
		225/65R17	6	\$ 97.90	\$ 587.40	\$ 107.22	\$ 643.32	\$ 92.53	\$ 555.18	\$ 112.05	\$ 672.30
		235/65R17	6	\$ 103.72	\$ 622.32	\$ 108.29	\$ 649.74	\$ 93.67	\$ 562.02	\$ 118.10	\$ 708.60
		235/55R17	6	\$ 120.99	\$ 725.94	\$ 122.73	\$ 736.38	\$ 105.20	\$ 631.20	\$ 126.05	\$ 756.30
Cars		235/55R17	6	\$ 120.99	\$ 725.94	\$ 122.73	\$ 736.38	\$ 105.20	\$ 631.20	\$ 126.05	\$ 756.30
		225/60R18	6	\$ 131.40	\$ 788.40	\$ 94.70	\$ 568.20	\$ 100.29	\$ 601.74	\$ 102.15	\$ 612.90
		255/65R18	6	\$ 179.18	\$ 1,075.08	\$ 143.46	\$ 860.76	\$ 183.06	\$ 1,098.36	\$ 154.40	\$ 926.40
Truck		P265/60R17	6	\$ 173.89	\$ 1,043.34	\$ 144.40	\$ 866.40	\$ 131.98	\$ 791.88	\$ 174.97	\$ 1,049.82
		235/55R17	6	\$ 109.18	\$ 655.08	\$ 122.73	\$ 736.38	\$ 105.20	\$ 631.20	\$ 125.85	\$ 755.10
		LT235/80R17	6	\$ 181.99	\$ 1,091.94	\$ 143.58	\$ 861.48	\$ 132.58	\$ 795.48	\$ 187.32	\$ 1,123.92
		235/75R17	6	\$ 149.99	\$ 899.94	\$ 135.16	\$ 810.96	\$ 122.17	\$ 733.02	\$ 163.02	\$ 978.12
Light Truck/Trolley		LT265/70R17	6	\$ 179.36	\$ 1,076.16	\$ 159.56	\$ 957.36	\$ 148.06	\$ 888.36	\$ 207.02	\$ 1,242.12
		LT245/75R17	6	\$ 182.08	\$ 1,092.48	\$ 145.56	\$ 873.36	\$ 133.63	\$ 801.78	\$ 198.72	\$ 1,192.32
MA/ATplus		LT245/70R19.5	6	\$ 219.60	\$ 1,317.60	\$ 261.97	\$ 1,571.82	\$ 287.93	\$ 1,727.58	\$ 292.82	\$ 1,756.92
		LT225/75R16	20	\$ 159.76	\$ 3,195.20	\$ 125.00	\$ 2,500.00	\$ 121.47	\$ 2,429.40	\$ 149.19	\$ 2,983.80
Total				\$ 33,335.87		\$ 32,996.36		\$ 31,283.60		\$ 37,323.45	
Total Awarded				\$ 9,881.65		\$ 3,808.96		\$ 15,455.14			
Yearly Total Awarded (combined vendor)				\$ 29,145.75		\$ 30,292.90		\$ 19,917.12			

MEMPHIS AREA TRANSIT AUTHORITY

Telephone: 901-722-7100 www.matatransit.com

REMOVED BY 9/27/18 ITEM VIII

EXHIBIT A

Three Year Grand Total	\$ 95,320.43	\$ 95,871.48	\$ 92,139.58	\$ 108,740.43
New total after additions	\$ 29,982.90	\$ 8,816.88	\$ 45,718.54	
Grand Total Awarded (combined vendor)	\$ 84,518.32	\$ 37,877.34	\$ 50,775.48	

**MEMPHIS AREA TRANSIT AUTHORITY
BOARD OF COMMISSIONERS**

RESOLUTION NO. 18-39

**RESOLUTION TO APPROVE LEASE OF VEHICLES FROM MID-SOUTH VANS &
RENTALS, LLC FOR MATAPLUS SERVICE**

WHEREAS, The Memphis Area Transit Authority (MATA) had a need for additional vehicles for MATAPlus service in 2018; and

WHEREAS, MATA's Staff proposes to lease nine vans and one mini-bus from Mid-South Vans & Rentals, LLC in September, 2019 for up to eight months at a cost of \$1,500 per month per van and \$2,000 per month for the mini-bus or \$15,500 per month for a cost of up to \$124,000; and

WHEREAS, Operating funds are available for this expense; and

WHEREAS, Staff recommends that the MATA Board approve the lease to cover the period of September, 2018 – May, 2019 at a monthly cost of \$15,500 for nine vans and one mini-bus for a total cost of \$124,000.

NOW, THEREFORE, BE IT RESOLVED BY THE MEMPHIS AREA TRANSIT AUTHORITY BOARD OF COMMISSIONERS That a lease with Mid-South Vans & Rentals, LLC is approved to cover the period of September, 2018 – May, 2019 at a monthly cost of \$15,500 for nine vans and one mini-bus for a total cost of \$124,000.

BE IT FURTHER RESOLVED That the Chief Executive Officer, Chief Administrative Officer, Chairman or Vice-Chairman be authorized to execute the necessary lease.

Res. No. 18-39

Motion: Made By: Tommy Pacello **SECONDED:** Shelia Williams

YEA: Shelia Williams; Kristen Bland; Tommy Pacello; Roquita Williams; Michael Fulton

NAY: None

Approved: September 27, 2018

Absent: John Vergos; Robert Clark; Janice Holder; Martin Lipinski



TO: MATA Board of Commissioners
FROM: Gary Rosenfeld, Chief Executive Officer (CEO)
DATE: September 27, 2018
SUBJECT: Lease of Vehicles from Mid-South Vans & Rentals, LLC

Since MATA has begun transporting elderly passengers to community centers under the new contract with Shelby County, the current MATAPlus fleet needs to be supplemented with more vehicles. Staff recommends that we lease nine vans and one mini-bus for up to eight months until new vehicles can be procured under a Section 5339(b) grant.

Mid-South Vans & Rentals, LLC has agreed to provide nine vans and one mini-bus for up to eight months (or until MATA's new vehicles arrive) at a monthly rate of \$1,500 for each van and \$2,000 for the mini-bus. This amounts to \$15,500 per month for a total of \$124,000. MATA will be required to provide insurance for these vehicles, and this cost will be in excess of the lease rates. MATA Staff has already contacted MATA's insurance broker who has determined that the necessary coverage can be provided.

MATA's Staff recommends that the Board approve this lease. Let me know if you have questions.