

Seminole County Micro-Transit RFP Update & Award Recommendation

May 20, 2025

Agenda

- Purpose
- Background and Progress
- RFP Solicitation Update & Recommendation
- Next Steps
- Recommendation

Purpose

- To update the Board on the Micro-transit RFP and make a recommendation on the best and final proposals submitted by the vendors.

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Background & Progress

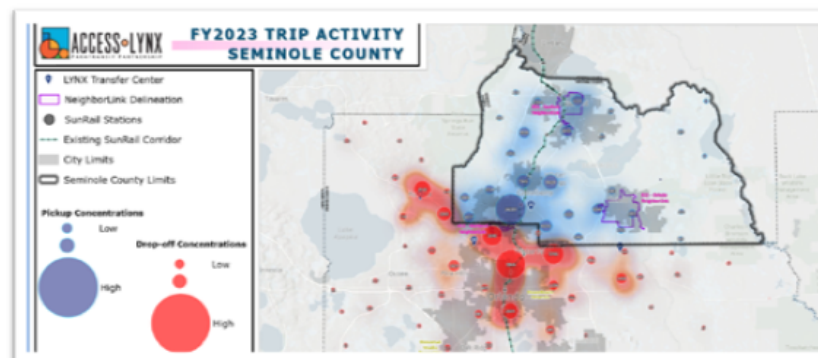
- Current transit services in Seminole County
 - ❑ Eleven (11) LYNX Fixed Route Bus Links
 - ❑ Two (2) LYNX Neighborlink Zones
 - ❑ ParaTransit / Transportation Disadvantaged Service



Background & Progress

Paratransit ADA Service

- LYNX is Central Florida's Regional Community Transportation Coordinator (CTC) service provider for Americans with Disabilities Act (ADA) and Transportation Disadvantaged (TD) persons in Orange, Osceola and Seminole counties.
- LYNX is required by Federal Transit Administration (FTA) to provide complementary ADA paratransit service with $\frac{3}{4}$ miles of a fixed bus route.
- The ADA $\frac{3}{4}$ mile requirement goes away when a fixed route is eliminated
- The cost for one way trip goes from \$4 to \$7 for anyone currently within the $\frac{3}{4}$ mile buffer
- LYNX provided 66,391 ADA trips in FY 23 that originated in Seminole County
- It is estimated 31% of all ADA trips in Seminole County begin and end in the proposed Neighborlink expanded zones. All ADA Paratransit customers are eligible for Access Plus+ card can ride Neighborlink and fixed route for free.



Paratransit services
will remain provided
by LYNX

Background & Progress

- June 18, 2024 - BCC direction to investigate ways to reduce LYNX public transit services cost and to provide better service delivery
- June to October 2024 – Multiple meetings with LYNX Planning to revise services
- November 12, 2024 – Presentation to BCC on potential LYNX changes/savings and alternative concept of direct micro-transit provision by Seminole County
- November 12, 2024 – BCC direction to provide Request for Proposal (RFP) for Micro-transit Services
- December 10, 2024 – BCC approval of RFP
- February 5, 2025 – RFP solicitation closed
- April 22, 2025 – BCC direction provided to cost and service levels

Background & Progress

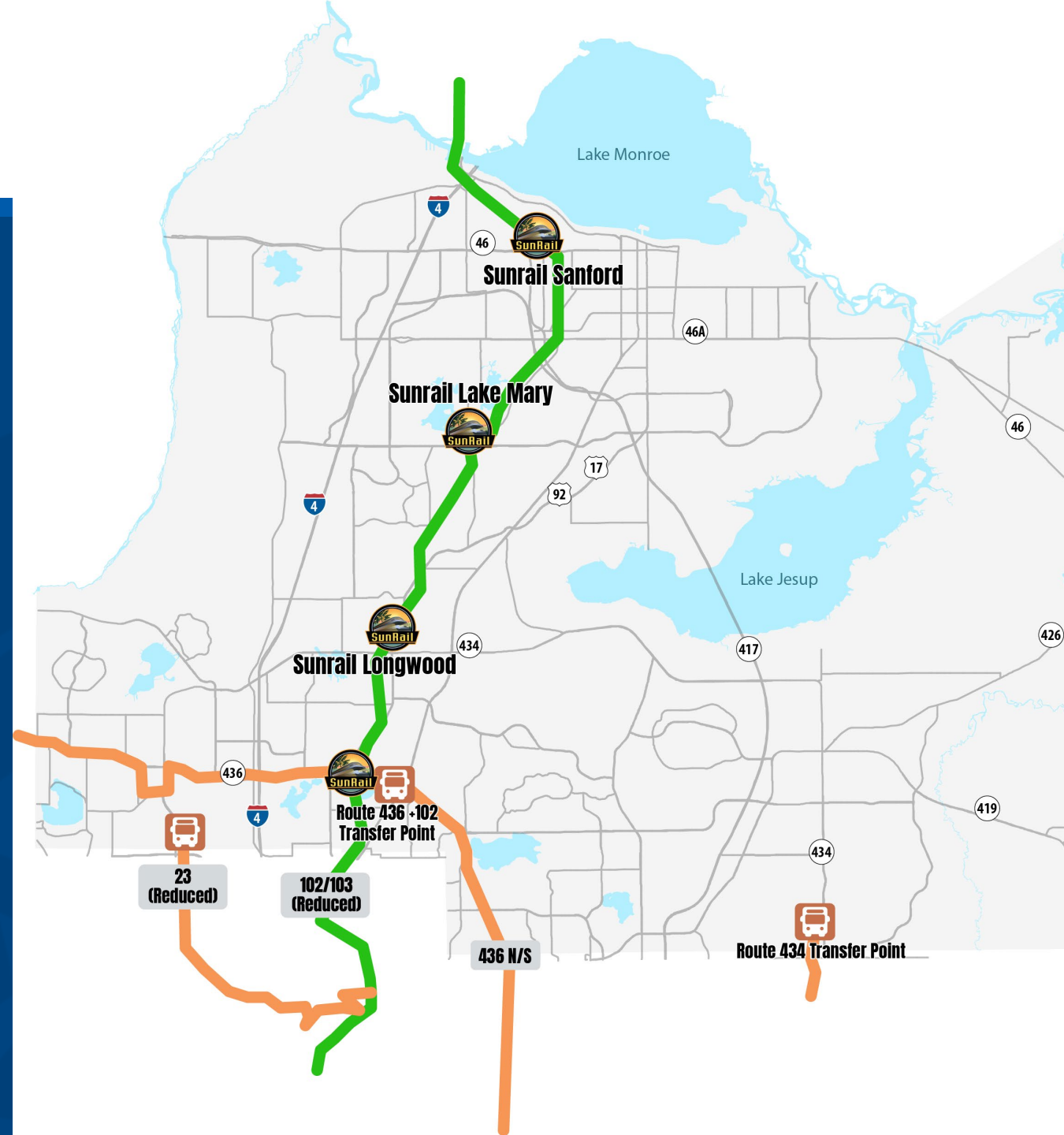
- BCC provided direction to cost and service levels
 - ☐ Total service equals the entire County minus the rural boundary
 - ☐ Current route changes
 - ☐ Fare structure & discounts
 - ☐ Zone and zone limitations
 - ☐ Service schedule
 - ☐ Pickup & wait times
 - ☐ Riders
 - ☐ Advertising

Background & Progress

Fixed Route Potential Service Changes

Remove all fixed routes except:

- ☐ SR 436 North & South (Link 436S; 436S)
- ☐ US 17-92 reduced to Fern Park Super Stop (Link 102; 103)
- ☐ West SR 434 reduced to Seminole State Altamonte (Link 23)
- ☐ East SR 434 reduced to McCulloch Rd (Link 434)
- ☐ US 441 Orange Blossom Trail stop (Link 106)



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Micro-transit RFP Update

- Provided a best and final scope of work clarification to the vendors based upon BCC direction and service level input
- Received updated proposals from the three (3) vendors
- All proposals met the BCC service delivery guidelines
- One-hour interactive dialogue with each vendor to review the submitted proposals
 - ☐ Updated insurance requirements
 - ☐ In-kind service provisions to reduce cost
- Reviewed revised pricing

Micro-transit RFP Update - Insurance

- Feedback from vendors on insurance level
- New County Risk Manager review
- Levels revised from \$10M to \$5M/\$2M for pricing

Micro-transit RFP Update – In-kind Services

- The vendors advised that savings could be obtained if the County provided certain things:
 - ☐ Parking for the vehicles
 - ☐ Electricity if electric vehicles are utilized (some vendors proposed)

BCC Desired Cost – Less than LYNX service

FY25 COST OF A ROUTE			
LINK	AREA	AMOUNT	EQUIVALENT MICRO-TRANSIT VEHICLES AT \$180K EA
REMOVE OR REDUCE			
REMOVE			
LINK 1	Winter Park/Maitland/Altamonte	\$275,636	1.5
LINK 103	North Hwy 17-92/Seminole Center	\$2,066,196	11.5
LINK 34	North Hwy 17-92/Sanford	\$1,076,538	6.0
LINK 45	Lake Mary Blvd	\$1,504,959	8.4
LINK 46E	E SR 46 / 1st Street to Downtown Sanford	\$735,122	4.1
LINK 46W	W SR 46 to Seminole Towne Center	\$581,863	3.2
NL 822	Oviedo	\$328,782	1.8
NL 851	Sanford	\$318,364	1.8
FEEDER	Sunrail Feeder Routes	\$723,881	4.0
REDUCE			
LINK 23	Winter Park/Rosemont/Springs Plaza	\$393,461	2.2
LINK 434	S.R. 434	\$1,451,935	8.1
CAPITAL	\$3 per Hour Capital Contribution	\$376,308	2.1
REMOVE OR REDUCE Total		\$9,833,045	54.6

Best and Final Submitted Proposal Pricing (all discounts)

	FREEBEE	CIRCUIT	RIVER NORTH (VIA)
BASE ANNUAL PRICING	\$5,417,230	\$5,976,734	\$9,256,500
PRIMARY VEHICLE TYPE	ELECTRIC	ELECTRIC	HYBRID
# OF VEHICLES	35	35	55
\$5M INSURANCE SAVINGS	\$(412,020)	\$(398,576)	\$(15,000)
IN-KIND PROVIDED PARKING SAVINGS	\$(63,000)	\$(68,295)	\$(120,000)
IN-KIND PROVIDED ELECTRICITY SAVINGS	\$(55,440)	\$(110,502)	
BEST & FINAL BASE ANNUAL PRICING	\$4,886,770	\$5,399,501	\$9,121,500
ONE TIME SETUP COSTS	\$100,000	\$102,804	\$643,000

Best and Final Submitted Proposal Pricing (recommendation)

	FREEBEE	CIRCUIT	RIVER NORTH (VIA)
BASE ANNUAL PRICING	\$5,417,230	\$5,976,734	\$9,256,500
PRIMARY VEHICLE TYPE	ELECTRIC	ELECTRIC	HYBRID
# OF VEHICLES	35	35	55
\$5M INSURANCE SAVINGS	\$(412,020)	\$(398,576)	\$(15,000)
IN-KIND PROVIDED PARKING SAVINGS	\$(63,000)	\$(68,295)	\$(120,000)
BEST & FINAL BASE ANNUAL PRICING	\$4,942,210	\$5,509,863	\$9,121,500
ONE TIME SETUP COSTS	\$100,000	\$102,804	\$643,000

Best and Final Submitted Proposal Pricing

	FREEBEE	CIRCUIT	RIVER NORTH (VIA)
SERVICE HOUR PRICING	\$37.72	\$42.05	\$48.78
ANNUAL COST PER VEHICLE	\$141,206	\$157,435	\$165,845
POTENTIAL SERVICE LEVEL (55 VEHICLES)	55	55	55
POTENTIAL CONTRACT COST (55 VEHICLES)	\$7,766,330	\$8,658,936	\$9,121,500
PRICE ESCALTION	Locked Year 1 & 2; then 3% annually	Locked Year 1; then 3% annually	Locked Year 1 & 2; then 3% annually

Partner Funding

	FY2025	FY2026	FY2027	FY2028	FY2029	FY2030
Scenario #3 with reserve FY25 Partner contribution total increasing by 15.5%						
Total Partner Contribution	106,250,401	122,719,213	141,740,691	152,149,601	161,373,013	169,776,344
% Increase of Contribution	15.50%	15.50%	15.50%	7.34%	6.06%	5.21%
Usage of Budget Stabilization	(25,529,555)	(15,697,770)	(3,879,116)	0	0	-
Stabilization "reserves held"	6,500,000	6,500,000	6,500,000	6,500,000	6,500,000	6,500,000
Est. Ending Balance of Budget Stabilization Fund	19,583,178	3,885,408	6,293	6,293	6,293	6,293

[illegible]

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Next Steps

- Negotiate a contract with the selected vendor.
- Execute the contract
- Begin the service implementation process.

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Recommendation

Award RFP-604918-25/PCD – Term Contract for Micro-Transit Services to the top ranked firm Beefree, LLC dba Freebee and authorize the County Manager to execute the Agreement and adjust service levels going forward based on demand. Countywide (**Stephen Koontz, Resource Management Deputy Director**) Department/Division – County Manager's Office.

END PRESENTATION