

PROPOSAL



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NO. 12302342

The City of Fresno

Response to Request for Proposals for Zero Emissions Fleet Vehicle Transition Planning Services



Prepared by TRC Solutions, Inc.



Request for Proposals for Zero Emissions Fleet Vehicle Planning Services

Contents

1. Cover Letter	1
2. Cost Proposal Form	4
3. Statement of Qualifications and Experience	5
4. City Forms.....	25
Statement Regarding Indemnification and Insurance Requirements	25
Non-Collusion Declaration	30
Business Location/License Form	31
5. Signature Page of All Addenda Issued	33
6. References	42
7. Proposer Questionnaire.....	43
8. Signature Pages	46
9. ACH Authorization Agreement.....	49
10. Check List	51
Appendices	
A. Team Resumes	52
B. Organizational Chart.....	71



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May 2, 2023

Clifford Traugh
Administrative Manager
City of Fresno
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*Contact Person: Rameeta Garewal
Email: rgarewal@trccompanies.com
Phone: 619.906.0388*

Subject: Request for Proposals No. 12302342 for Zero Emissions Fleet Vehicle Planning Services

Dear Mr. Traugh:

TRC Solutions, Inc. (TRC) is pleased to submit our proposal for the City of Fresno's Zero Emissions Fleet Vehicle Transition Planning Services. We have assembled a highly experienced team for this project, to be led by Julie Eldridge, the Project Manager for the San Joaquin Valley/Fresno Council of Government's (COG) Regional Sustainable Communities Strategy. Under Julie's management, the \$2.6m Fresno PTIS study was recognized by the International Committee on Ecology and Transportation and completed ahead of schedule and below budget. The Public Transportation Infrastructure Study (PTIS) was accepted by the California Air Resources Board (CARB) as Fresno's Sustainable Communities Strategy for the San Joaquin Valley region.

Further, TRC has recently acquired the nationally recognized clean transportation and energy consulting firm, Gladstein Neandross Associates (GNA), who will support this project. GNA is North America's leading consultant in the field of advanced clean transportation technologies that use renewable, low-carbon energy sources. Patrick Couch, from GNA will serve as our Deputy Project Manager for Technical Deliverables and Local Site Inventories. Patrick will manage inspections of your maintenance facilities and proposed electric vehicle (EV) charging locations and technical data analysis for our team. Patrick both leads and collaborates on a wide range of transportation electrification and fleet conversion projects and market development initiatives, and brings extensive experience in the research, development, and demonstration of a broad range of advanced mobile and stationary power technologies. He possesses a mix of technical, business, and policy expertise. Having recently completed a similar EV Roadmap for the County of Fresno, GNA's 100 zero emission fleet conversion professionals offer in-depth expertise on advanced technology and alternative fuel vehicles.

The intent of this proposal is to address all the scope elements as requested by the City of Fresno as efficiently as possible, so the City has well-reasoned information on the transition to zero-emission alternative fuel vehicles and electrification options from which to make decisions. TRC has spent the last 50 years developing and implementing innovative approaches and electrification strategies to support cities and counties on their sustainability and climate action plan goals. We will define a roadmap for Fresno with our cross-functional experience to ensure success of the project needs and in compliance with CARB requirements and deadlines. TRC's strength is built on a **comprehensive, in-house team of transportation planners, regulatory experts, and green technology engineers** immersed in clean energy systems, decarbonization, and sustainability.

We are industry leaders in fleet electrification. TRC/GNA's expertise includes fleet electrification studies and roadmaps, EV infrastructure planning and deployment, transportation grant and incentives funding, and Total Cost of Ownership analyses (TCO, also referred to as Lifecycle Cost Assessment). In addition to the County of Fresno, our team is currently or has recently supported transportation and fleet electrification projects for the City of Los Angeles, County of Los Angeles, the Los Angeles Metropolitan Transportation Authority, and East Bay Community Energy (12 cities/counties).

Scalable, local service approach. Our team will be guided by knowledge of Fresno and industry-leading EV infrastructure expertise. Our deep resource bench, enhanced by the recent acquisition of GNA, is well-aligned and capable of supporting the multiple tasks and deliverables for this project.

Being deeply engaged in transportation electrification initiatives locally, throughout the state, and across the nation, we look forward to the opportunity to support the City of Fresno with this important project. If you would like to discuss our qualifications, approach, and expertise, please reach out to Rameeta Garewal at 619.906.0388 or at rgarewal@trccompanies.com. Thank you for your consideration of TRC for this important project.

Sincerely,



Mark Robbins
President, Environmental Sector

TRC's proposal accounts for the currently known effects of the COVID-19 pandemic, but TRC cannot predict any different effects or requirements, such as impacts due to future governmental orders, CDC guidelines, or extended duration of the COVID-19 pandemic. TRC reserves the right to obtain relief from schedule or deliverable requirements due to a force majeure event in the event of further impacts to the work due to COVID-19, and reserves the right to receive compensation for increased PPE, social distancing, or other requirements that impact TRC's costs.



2. Cost Proposal Form

Proposer's Name TRC Solutions, Inc.

COST PROPOSAL

ZERO EMISSIONS FLEET VEHICLE TRANSITION PLANNING SERVICES REQUEST FOR PROPOSALS NO. 12302342

INTRODUCTION

TO THE PURCHASING MANAGER, CITY OF FRESNO

Having carefully examined the Request for Proposals, attachments and related documents, the undersigned proposes and agrees to provide to the City of Fresno, in accordance with the Specifications annexed hereto and made a part thereof, the following services at the following rates:

<u>ITEM</u>	<u>DESCRIPTION</u>	<u>COST</u>
0.	Project Administration	\$ 13,384
1.	Inventory and assessment of city fleet per Section V, item 1	\$ 21,999
2.	Available alternative electric vehicle review per Section 5, item 2	\$ 15,878
3.	Life cycle cost analysis per Section 5, item 3	\$ 28,711
4.	Develop project costs, identify site, and identify other barriers to fleet conversion per Section V, Item 4	\$ 18,983
5.	Identify and analyze financial mechanism and strategies that could support the conversion of public fleets to zero-emission/alternative fuel and electric vehicles per Section V, item 5	\$ 13,496
6.	Technology per Section V, item 6	\$ 18,780
7.	Workforce development and staffing levels per Section V, item 7.	\$ 15,990

The Total Amount of Proposal is \$147,221 **Dollars** and 0 **Cents**.

The above amount shall include any and all applicable taxes.

The quantities listed on the proposal page(s) are estimates. The actual requirements of the City may be more or less than the quantities specified. The City will pay for only those items which it actually delivered or received during the term of the Contract.

The City reserves the right to reject any and all proposals.



3. Statement of Qualifications and Experience

TRC is a national leader in energy and sustainability consulting with direct, relevant experience planning for energy and water efficiency, resilient infrastructure, distributed energy resources, and decarbonization projects. For more than 50 years, we have partnered with public agencies, utilities, and businesses to make energy visions actionable, from initial strategy through technical design and implementation. TRC is an established, full-service, national firm that focuses on local clients with more than 300 transportation electrification, planning, environmental, renewable, and advanced energy staff in California focusing on energy efficiency and resiliency planning.

Our comprehensive fleet analysis evaluates the best clean fuel and technology options for each client's unique needs, including:

- Return on Investment (ROI) and Total Cost of Ownership (TCO or Lifecycle Cost Assessment) modeling
- Project financing options
- Grant funding and incentives
- Workforce training and education

TRC Acquires Gladstein Neandross Associates (GNA) April 2023

TRC and GNA work with clients to assess, fund, demonstrate, fuel, and deploy vehicles and equipment of all types that use zero-emission (ZE) and near-zero-emission (NZE) fuel and powertrain technologies. We also provide extensive support to fully understand policy that impacts fleet operators, support them in achieving compliance, and help them meet reporting requirements.

GNA conducted Fresno County's Fleet Electrification Strategy, where they assessed and developed a roadmap for a fleet of nearly 900 vehicles, ranging from light-duty (LD) sedans to heavy-duty (HD) semi-tractors and specialized body vehicles. The vehicles operate out of more than 40 facilities throughout the County, providing a vast array of public services. The complexity and diversity of the County's fleet poses challenges for electrification that this roadmap identified and provided a strategic approach for the timing of transitioning facilities and vehicles to electric.

GNA has a long track record of success working closely with public and private fleets, transit agencies, state and local agencies, and public works departments to significantly develop alternative fuel vehicle and infrastructure projects, including battery electric, hybrid-electric, propane, natural gas, renewable fuels, and hydrogen fuel cell electric vehicle and infrastructure projects. GNA regularly works with fleets, suppliers, and utilities to assess the costs, feasibility, advantages, and challenges of a range of alternative fuels and zero-emission power sources, incorporating our long experience with real-world issues in the deployment of alternative fuels into commercial operations.

Background

TRC recognizes the City of Fresno (City)'s efforts to make its community a leader in energy and sustainability. TRC partners with Cities and Counties like Fresno to build on achievements to-date, planning and implementing the next phase of clean, resilient facilities and systems.

Governor Newsom and the California State Air Resources Board (CARB) established a target in 2020 that 100% of all in-state sales of new passenger vehicles and trucks should be zero-emission by 2035 and 100% of all medium and heavy weight vehicles should be zero emission by 2045, with drayage and off-road vehicles by 2035. The Governor's 2022/23 budget supports the earlier goals established with \$6.1 billion proposed for Zero-Emission Vehicle (ZEV) -Related Activities. Most of the proposed funding would continue and/or expand existing programs such as heavy-duty and off-road programs, ZEV fueling infrastructure and mobility for lower-income households (known as transportation equity programs).



CARB ADOPTS CLEAN FLEETS REGULATION

On April 28, 2023, the California Air Resources Board (CARB) announced adoption of the Advanced Clean Fleets (ACF) Regulation. The ACF regulation required California fleet owners and operators, including all public agencies, to start purchasing zero emission vehicles in 2024, with the goal to move California's medium-and heavy-duty trucks to zero emission by 2024. The regulation specifically requires public agencies to purchase 50% of new medium- and heavy-duty trucks as zero-emission vehicles starting Jan. 1, 2024 and to purchase 100% starting January 1st, 2027.

The regulation specifically requires public agencies to purchase 50% of new medium- and heavy-duty trucks as zero-emission vehicles starting Jan. 1, 2024 and to purchase 100% starting Jan. 1, 2027. As an alternative, fleet managers may choose CARB's milestone option instead which establishes a commitment to convert portions of the fleet by target dates specified by CARB.

CARB's Heavy-Duty Omnibus Regulation also contains other requirements including longer useful life emission compliance, longer warranty periods, and more stringent in-use performance standards, all of which will improve the real-world emissions performance of heavy-duty vehicles. The Omnibus Regulation aims to reduce GHG emissions from on-road medium- and heavy-duty vehicles and the City of Fresno program objectives will need to tailor to meet the regulatory goals.

The City of Fresno is located in one of two areas with the most critical air quality challenges in the nation—the South Coast Air Basin and the San Joaquin Valley. Substantial reductions in criteria pollutants from all sources—specifically, nitrous oxides (NOx) and fine particulate matter (PM2.5)—are needed to meet increasingly stringent federal air quality standards in the coming years. Mobile sources represent a substantial share of California's GHGs and air pollution. These sources represent about 40 percent of GHGs and over 70 percent of statewide NOx emissions. Reducing NOx and PM2.5 emissions will be achievable through the electrification roadmap of the various transportation fleets.

Understanding

TRC understands that the City is required to begin purchasing zero emission fleet vehicles in just eight months from now in order to meet the new CARB regulations. The City, in anticipation of the new regulations coming, has been keen to assess strategic investments in EV from fire trucks and dump trucks to parking enforcement, police and maintenance vehicles – both for the environmental benefits of eliminating carbon from mobile source emissions and for the cost savings inherent in reducing fuel charges on a large fleet. TRC understand that the City's fleet vehicles are operated out of many facilities providing a vast array of public services. TRC will explore the various electrification options to account for the complexity and diversity of the City's fleet and timeline of electrification. TRC will work closely with the City to develop an electrification roadmap including a strategic approach for timing of transitioning facilities and vehicles to electric to meet CARB's requirements.

This roadmap will address the City's need to include:

- Adoption of electric fleet and current levels of plug-in electric vehicle conditions,
- Existing infrastructure and their key drivers and barriers,
- Timeline for a full change-out of its existing fleet vehicles,
- Availability of charging infrastructure
- Amount of savings from the reduction in tail pipe emissions,
- Cost involved with vehicle replacement, and
- Training maintenance crews and drivers to manage upkeep on these vehicles.

TRC is well prepared and excited to help the City of Fresno explore answers to questions like these.

Being able to guide the City with strategic decisions that will save money in the long term is crucial for cities. With the understanding of the existing challenges confronting the City, TRC intends to



support economic and equitable adoption of electric vehicles in the City of Fresno by addressing the following areas immediately:

- Evaluate technology advancements, manufacture alternatives, improved accessibility and influence on pricing
- Research approaches to replace parking enforcement vehicles with various options such as small three-wheeled electric scooters which are affordable and readily available in the market
- Evaluate the cost effectiveness of installing the charging infrastructure for current and future planned needs so that construction disruption and capital project expenses are planned for maximum efficiency
- Identify opportunities to build shared-use charging facilities that could also be accessible by other private and public fleet vehicles in the region.

These are representative examples of the critical analyses and recommendations that TRC/GNA team will provide in navigating during the early-phase approaches to ZEV fleet conversion planning and implementation.

TRC and GNA bring critical expertise to benefit the City:

- **We are industry leaders in fleet electrification and market transformation.** TRC is one of the few firms nationwide with experience supporting fleet electrification within the context of successful utility program delivery and scaling. And, GNA has a long track record of success working closely with public and private fleets to significantly develop alternative fuel and battery electric vehicle and infrastructure projects. This combined experience equips our team with an unparalleled set of technical and subject matter capabilities we can bring to the City's project, including transportation electrification, energy forecasting and modeling, stakeholder engagement, public policy and regulatory analysis, data science, and construction management.
- **Use of Total Cost of Ownership framework including in-house tools.** TRC/GNA have also developed in-house tools specifically to support similar projects. The team looks forward to EV projects with a tailored TCO framework to estimate per-mile costs for comparable EV and fossil-fueled vehicle options, including available state and federal incentives.
- **A 30-year foundation in planning analysis, alternative infrastructure solutions, and review of electrification options.** TRC delivers a wide range of planning to technical solutions for transit agencies, municipal, and facility developers evaluating large-scale efficiency programs to research, technology demonstration, policy, and building code analysis on electrification options. TRC are experts at site plan design for EV facilities and charging infrastructure, piloting of technology-enabled solutions like ChooseEV and FleetCarma, and adoption of the Electric Transportation Plan.
- **Distributed Energy Resources (DER) innovations across the meter.** With the proliferation of the options, TRC has emerged as a leader in utility-scale electric vehicle fleet electrification and market transformations. Working with transit agencies to deploy innovative community based behind-the-meter distributed generation and storage assets through highly innovative programs, TRC envisions EVs can be more than a mere transportation mode and can be considered a DER with smart charging and vehicle-to-grid capabilities on the streets.
- **Zero energy/carbon focus.** TRC has been closely involved in zero net energy (ZNE) and decarbonization initiatives, bringing this vision to much of our work- from programs to policy, research, and other services. We deliver services for the strategic electrification of end uses and electric vehicle infrastructure
- **Expertise supported by Local Team, backed by National expertise across the power value chain.** TRC emphasizes accessibility and local knowledge. Our project manager, Julie Eldridge, has worked extensively with the City of Fresno to deliver an approved Sustainable Communities Strategy for San Joaquin Valley, developed the City's Bus Rapid Transit (BRT)



system and a \$37.5m funding grant, and the Downtown Streetcar route design. Patrick Couch has expertise in the energy and sustainability markets for public agencies and was involved in the EV charging infrastructure roadmap project for Fresno County of Fresno. Our experts are adept at providing consultation for local utility funding programs, and in funding, grants, and financing opportunities.

- **We are a partner for the future.** Successful fleet electrification plans should anticipate the impacts of vehicle electrification beyond the transportation-specific load and build a foundation for advanced energy charging and management, including Vehicle to Grid (VGI), vehicle-to-everything (V2X) communication, and optimized rate structures. In addition to developing a comprehensive plan for Fresno's fleet, TRC's beneficial electrification expertise will ensure these roadmaps incorporate future grid management and utility planning considerations, including actions that can mitigate impacts like increased building- and utility-level electrical load.

Project Management Plan

As a first task, TRC will schedule and facilitate a project initiation meeting with City staff within 30 days of the contract execution date. TRC expects to conduct this meeting in person, pending COVID restrictions, and will ensure that attendees can participate remotely as needed. We will use this meeting to establish the following:

- Identify the scope of work and finalize strategies for accomplishing project objectives and set of fourteen (14) deliverables, consisting of Draft and Final Reports for each of the seven (7) tasks outlined in the RFP.
- Establish lines of communication and protocols
- Discuss invoicing and reporting procedures
- Establish staff meetings/City Council presentation needs and frequency

Subsequent to the kick-off, TRC anticipates maximizing productivity by allowing frequent check-ins with the City. We propose to conduct remote Teams meetings with City of Fresno staff on a bi-weekly (every two weeks) basis, providing project progress updates. TRC anticipates providing a report capturing this meeting. As part of TRC's standard QA/QC procedures, no documents will be sent to the City before they are reviewed for errors and omissions. All correspondence and communications with City of Fresno staff will be documented and saved to a common folder so all team members are aware of the communications. We will accept up to two rounds of comments on Draft deliverables (Draft and Final Draft versions) before they are considered Final. Julie Eldridge and Patrick Couch will both attend scheduled project update meetings over the course of this project and will collaborate closely on deliverable production and staying on schedule.

The kickoff meeting will be our opportunity to request data needed for the project and finalize the Scope of Work and Deliverables, and Budget based on your needs and your interest in the two additional tasks we have suggested that are outside of the original Scope. A list of data and information will be prepared for this request once we receive Notice to Proceed from the City.

Approach

The services requested by the City in the RFP are similar to services that TRC has and continues to provide to numerous public agencies, such as the County of Fresno, the City of Los Angeles and LA Metropolitan Transportation Authority. We understand Fresno's goal to transition their fleet vehicles to zero emission and how to deliver high-quality services through a comprehensive understanding of City's goals. We will assist the City to prioritize your electrification efforts by developing a checklist to use to assess all potential participants balancing regional equity with likelihood of EV fleet adoption and future scalability. The following steps are anticipated during the development of the fleet electrification plan:

- 0) **PROJECT ADMINISTRATION**: Per our discussion, ten percent (10%) of the original project total budget of \$133,837 shall be added for project administration. **Adding \$13,384.00**

1) **INVENTORY AND ASSESSMENT OF CITY FLEETS**

TRC will assemble an inventory of the City's on-road vehicle fleet to inform the development of a transition strategy to zero-emission vehicles (ZEV). The inventory will be prepared through the review of data provided by the City including the following minimum information:

- Vehicle Information Number (VIN)
- Body type
- Fuel type (if modified from the original manufactured fuel type)
- Power Take-Off (PTO) or other auxiliary equipment creating significant energy demands
- Domicile location
- Typical annual mileage
- Daily operating hours
- Identify if the unit is an emergency response unit or used in mutual aid
- Typical useful life guidelines used by the City (if any)

Typical data sources for these data include vehicle registrations, asset lists, telematics reports, maintenance/service reports, fuel use reports, etc.

If the City can provide access to telematics data, TRC will define required telematics reports and request them from the City. Alternatively, if the City provides TRC with access to the telematics portal, TRC will download and review the required data.

Additionally, if the City can provide maintenance cost data, TRC will analyze the data to develop typical maintenance costs for each vehicle type.

The vehicle inventory will reflect the baseline fleet composition, age, and estimated daily activity, summarizing at a minimum:

- Vehicle make, model, model year, Gross Vehicle Weight Rating (GVWR)
- Fuel type
- Domicile location
- Daily operating hours
- Daily mileage/fuel use
- Assigned garage/maintenance location
- Maintenance costs (if available)
- Expected replacement date under baseline scenario

Deliverables: Draft and Final Inventory of City Fleet Vehicles.

Task 1 Original budget: \$21,999

2) AVAILABLE ALTERNATIVE ELECTRIC VEHICLE REVIEW

For each vehicle group in the City's fleet, TRC will identify currently available ZEV options. "Currently available" ZEVs refer to those ZEVs that have received certification by the California Air Resources Board (CARB) and can legally be sold in the state. This assessment will include consideration of the maximum daily range, weight class, and available body configurations. It is noted that the current landscape of available ZEVs is rapidly changing, in part due to CARB regulations, and this assessment can only reflect a snapshot in time of available ZEVs.

Additionally, this review will highlight vehicle classes where ZEVs are likely to be most cost effective. This will be determined in the context of the City's typical operations, costs of the vehicles, and costs of energy/fuel.

Deliverables: Draft and Final Summary of Available ZEV Technologies.

Task 2 Original budget: \$15,878

3) LIFE CYCLE COST ANALYSIS (LCCA)

TRC will develop an LCCA of various charging infrastructure procurement and operations models, including the following:

- City owns, operates, and maintains equipment
- City owns and operates equipment, but contracts monitoring, maintenance and repair to a service provider
- City utilizes a "Charging as a Service" provider. The provider owns and maintains all charging equipment and provides a fixed fee structure for cost of charging

Because charging infrastructure costs are highly dependent on the specific site conditions and equipment selection, costs will be compared based on prototypical site configurations. These configurations will be developed on typical mixes of chargers estimated to be required for the City's ZEV transition described in Task 4.

Deliverables: Draft and Final LCCA Analysis

Task 3 Original Budget: \$28,711

4) DEVELOP PROJECTED COSTS, IDENTIFY SITES, AND IDENTIFY OTHER BARRIERS TO FLEET CONVERSION

TRC will develop cost estimates for the phasing of ZEV fleet vehicles to comply with the new requirements of CARB's Advanced Clean Fleets Regulation (ACF). This assessment will evaluate costs under the ZEV Additions pathway and Milestone pathway options available to the City.

The estimate will include: a) Vehicle acquisition costs, b) General vehicle specifications, c) Charging and refueling infrastructure costs, d) General specifications of charging and refueling infrastructure, e) Maintenance costs, f) Fuel costs, g) Verify appropriately sized charging site location(s), h) Electricity infrastructure upgrades, i) Coordination and verification of available power from city utility, PG&E, j) Appropriate staffing for charging and maintenance, and k) Any other associated costs.

TRC will summarize the findings and recommendations from Draft Tasks 1-3 above, developing any additional data needed to finalize project costs for up to three different technology alternatives and their associated infrastructure charging and maintenance needs. TRC will identify any challenges or barriers to ZEV implementation, for circulation and comments by the City of Fresno staff.

Additionally, to support the City's need for near-term guidance on the preferred compliance pathway under ACF, TRC will prepare a preliminary ACF compliance assessment and recommendation. This recommendation will indicate the likely preferred compliance pathway (ZEV Additions or Milestone) based on available data provided to TRC by the end of 2023. With the goal of delivering the recommendation by the end of January 2024.

Deliverables: Preliminary Pathway Recommendation, Draft and Final Costs, Sites and Barriers to Fleet Conversion Report

Task 4 Original Budget: \$18,983

5) FUNDING ASSISTANCE AND GRANT OPPORTUNITIES

TRC will identify financial mechanisms available to Fresno for ZEV vehicle replacement and charging infrastructure, including USDOT Surface Transportation, Department of Energy, and Environmental Protection Agency grants for deployment of battery productions and other initiatives. Other utility incentives include providing rebates for electric vehicle purchases, vehicle use optimization, and better fleet management services. A list of grant programs and their website links will be provided along with a summary of important requirements, such as funding limits, local government match money requirements, and what specific kinds of things each grant will pay for.

Task 5 Original Budget: \$13,496

6) TECHNOLOGY

TRC will develop recommended minimum specifications for EV chargers considering the typical requirements of grant programs, best practices for fleets, and California Department of Measurements and Standards requirements. At a minimum, the specifications will address the following:

- Networked charging infrastructure parameters which provide data tracking capabilities
- Network capability, with ability for City to engage in two-way communication via internet or cell phone
- Demand response capability
- Flexibility for City to require users to pay for electricity (fuel), and to have varying fuel costs for different users and/or different lengths of time (e.g., for agency employees vs. the public; free for the first hour, then charged at increasing rates for subsequent hours; or other)
- Providing the City with the ability to push software upgrades through the communication channel.

- Providing the City with the ability to collect use data and/or maintenance/operational data.

Additionally, TRC will identify the potential to use power/circuit sharing options to minimize infrastructure upgrade costs.

Deliverables: Draft and Final Technology Assessment

Task 6 Original Budget: \$18,780

7) WORKFORCE DEVELOPMENT & STAFFING LEVELS

TRC will develop a summary of workforce training and hiring needs to support the identified ZEV technologies, with associated costs over the short-term and long-term. TRC will give recommendations on workforce development of City Staff to maintain, service, and repair a zero-emission fleet and infrastructure. At a minimum, this will include:

- Identification of existing training programs and resources for each vehicle/fuel type.
- Provide a comprehensive estimate of labor hours for common vehicle repair tasks by zero emission vehicle type.
- Provide a comparative analysis in vehicle equivalency units between zero emission and fossil fuel vehicles by vehicle type.
- Provide recommendations for staffing levels for Fleet Maintenance.
- Review current city job specifications for Fleet Maintenance, identify opportunities for zero emission vehicle maintenance, and make recommendations to address the opportunities.
- Provide recommendations for staffing levels to coordinate adequate charging sessions for fleet vehicles between operating shifts.
- Recommended training plans and schedules by job specification, fuel type, maintenance class, vehicle type, and frequency.
- Cost breakdown
- First responder training recommendations

Deliverables: Draft and Final Workforce Development and Staffing Levels Report

Task 7 Original Budget: \$15,990

Total Revised Budget Estimate: \$147,221



Team Qualifications

The TRC team will be led by Julie Eldridge, AICP, Project Manager and by Patrick Couch as Deputy Project Manager. Our key personnel have in-depth expertise with the full spectrum of EV vehicle fleet planning and support, with Subject Matter and Technical Experts on subjects such as Inventory & Site Characterization (Leigh Middleton), EV and Zero Emission Alternatives Review (Michael Maroney), Life Cycle Cost Analysis (Eliot Williams, Michael Roberts), Financial & Economic Strategies (Abhijeet Pande), Fleet Vehicle Conversion Planning & Deployment (Patrick Couch), and Workforce Development (Diane Reilly). Additionally, Rameeta Garewal, AICP, will serve as Principal in Charge, overseeing the relationship. Please see below for brief team biographies, Appendix A for full resumes, and Appendix B for Organizational Chart.

Julie Eldridge, AICP | Project Manager



Location:
Asheville, NC

Professional Registrations:
FEMA High-Security Contractor
Security Clearance, badge ID
#DHS003-7000-03309, June 2020

American Institute of Certified Planners
(AICP) Certificate #020008, May 2005.

Major Investment Study Training
(Certificate Program) NHWA and FTA,
1997

Education:
BS, Political Science/Public Service,
University of California, Davis
Post Graduate Program, Transport
Planning and Management, Polytechnic
of Central London

Julie Eldridge, AICP is a nationally recognized leader in mobile source carbon reduction strategies, transit project development and the Land Use/Transit Connection with over 30 years of experience leading transportation planning studies and environmental project permitting across the US.

Julie has been a national leader in identifying and implementing strategies to reduce GHG emissions, including BEV fleet conversions, VMT reductions through development permitting, Transportation Demand Management, and "Smart Growth" project design. Julie served as Project Manager for the Fresno PTIS Study, adopted as the San Joaquin Valley's region's first Sustainable Communities Strategy under California's SB375/AB32 legislation.

Trained as a Project Management Professional and Public Communications Manager, Julie has managed budgets up to \$4.0m and 20 multi-disciplinary staff on projects across the US for over 30 years.

Julie is skilled at getting large public works and environmental projects funded, permitted, and completed on schedule and on budget.



Patrick Couch | Deputy Project Manager



Location:
Santa Monica, CA (GNA)

Education:
MS in Mechanical Engineering,
University of California, Irvine
BS in Mechanical Engineering,
University of California, Irvine

Mr. Patrick Couch will serve as the local Deputy Project Manager for this project. Patrick both leads and collaborates on a wide range of projects and market development initiatives for GNA's clients and brings extensive experience in the research, development, and demonstration of a broad range of advanced mobile and stationary power technologies to the firm. From leading fleets through the evaluation of alternative fuel technologies to assisting policy makers with the development of practical and successful strategies for clean transportation, Patrick's work includes a mix of technical, business, and policy expertise, including for Fresno County's Fleet Electrification Study.

Rameeta Garewal, AICP | Principal in Charge



Location:
San Diego, CA

Professional Registrations:
American Institute of Certified Planners
ISO50001 Lead Auditor Trained
Education:
MBA, UCLA Anderson School of
Management
MCRP, The Ohio State University
B.Arch, University of Mumbai, India

Rameeta Garewal will serve as Principal In Charge and brings over 20 years of sustainability and land use policy, regulatory planning, and architecture & urban design experience nationally and internationally. Ms. Garewal specializes in sustainable development strategies, alternative technology assessments and ROI, risk assessments, compliance and tracking sustainability goals and metrics. Rameeta has managed federal and local AB32/SB375 and related GHG-reduction driven projects to formulate framework and/or track compliance with climate adaptation & resiliency across Energy, Water, EMS, Sustainable Buildings and Fleet; GHG; Pollution Prevention; Regional & Local Planning; Net Zero communities Sustainable Acquisition; Fleet Transportation/Alt. Fuels.



Leigh Middleton | Inventory and Site Characterization / Fleet Vehicle Supportive Conversion Planning & Deployment Strategies



Location:
Santa Monica, CA (GNA)

Education:
B.A., Germanic Languages & Linguistics, UCLA

Leigh brings eight years of experience in fleet management, strategic planning, and practical experience implementing alternative fuels. Using a data-driven decision-making approach, Leigh ensures that fleets are able to meet their sustainability goals in a practical and effective manner without sacrificing operational capability. At TRC/GNA, he provides technical knowledge and analysis to alternative fuel programs for a variety of clients. As a member of TRC/GNA's Technical division, Leigh brings his technical expertise and practical experience in developing and implementing electrification and alternative fuel strategies to his clients. Using his first-hand understanding of fleet operations, Leigh is able to understand the nuances of client operations and develop strategic plans to meet the individual clients' unique needs.

Eliot Williams | Life Cycle Cost Analysis



Location:
Milwaukie, OR

Professional Registrations:
MCP - Microsoft Visual Basic
NET - Web Applications
Windows NT Workstation 4.0

Education:
B.S., Computer Information Systems,
University of Maine, Augusta
A.S., Computer Information Systems,
Chaffey College

Mr. Eliot Williams is an information technology consultant that brings value to any project he works on. His extensive knowledge of the software development life cycle and over 20 years of experience working on a wide range of projects make him an ideal technical consultant. He enjoys learning new programming languages and quickly picks up industry knowledge. Mr. Williams brings expertise in software development, web site creation, third party integration, mapping, database design/administration, and reporting.



Abhijeet Pande | Financial & Economic Strategies for Alternative Electrification



Location:
Oakland, CA

Education:
M.S., Bulding Design, Arizona State University, Tempe
B.Arch., College of Architecture, Nashik, India

Abhijeet Pande brings expertise in architecture, energy efficient design, and building science research. Mr. Pande has over 20 years of experience in the energy efficiency field. In his role as Associate Vice President, Emerging Technologies, Mr. Pande applies his expertise to energy policy research, energy analysis of buildings, codes and standards enhancements, emerging technologies, occupant comfort research and analysis, and distance learning projects. Mr. Pande is an experienced policy analyst with keen insights into the policy, regulatory and market forces that shape energy policy across the country. Mr. Pande oversees projects that include emerging solutions for energy efficiency programs such as Zero Net Energy (ZNE) and deep energy retrofits. Mr. Pande also manages TRC's Oakland, California office.

Diane Reilly | Workforce Development



Location:
Norcross, GA

Education:
M.A., Economics, University of Georgia
B.A., Economics and Spanish, Furman University

Diane Reilly has over 25 years of environmental consulting as an economist. She is experienced in providing environmental justice, socioeconomic, recreation, and land use analyses. Ms. Reilly's recent project experience includes conducting economic impact modeling for the permitting of solar, wind, and natural gas power projects and various national infrastructural electrification programs.

Relevant Projects

The following case studies are a deeper representation of TRC's and GNA's experience. Given the longterm nature of our client relationships, most of these projects are ongoing rather than completed.

County of Fresno – EV Roadmap (GNA)



Contract Amount:
\$133,000

Completion Date:
April 2022

Key Staff Involved:
Patrick Couch

Project Objective: Develop a fleet electrification roadmap outlining projected cost savings from fleet electrification in both the short-term and long-term, identifies impacts and benefits to the County, and the steps required for a cost-efficient integration of EVs and charging infrastructure.

Project Description: Working closely with the County, GNA assessed and developed a roadmap for a fleet of nearly 900 vehicles, ranging from light-duty (LD) sedans to heavy-duty (HD) semi-tractors and specialized body vehicles. The vehicles operate out of more than 40 facilities throughout the County, providing a vast array of public services. The complexity and diversity of the County's fleet poses challenges for electrification that this roadmap identified and provided a strategic approach for the timing of transitioning facilities and vehicles to electric.

Project Outcome: GNA developed a roadmap on behalf of the County, identifying the key vehicle and infrastructure needs to comply with the pending Advanced Clean Fleets (ACF) regulation and promote progress toward County sustainability goals.

East Bay Community Energy – Fleet Electrification Assessments (GNA)



Client Contact:
Jessie Denver, Director –
Transportation Electrification
jdenver@ebce.org

Contract Amount:
\$170,000

Completion Date:
December 2022

Key Staff Involved:
Leigh Middleton
Patrick Couch

Project Objective: Conduct fleet electrification assessments for East Bay Community Energy (EBCE) municipal fleet customers to support their electrification goals.

Project Description: As part of a team, GNA has supported EBCE in the development fleet electrification assessments of municipal fleets for a dozen cities and counties in the EBCE service territory. These included Berkeley, Albany, Dublin, Oakland, Alameda County, Union City, and others. The resulting reports provided electrification roadmaps for each City to comply with their established Green House Gas (GHG) reduction goals. GNA developed a total cost of ownership model tailored to each municipal fleet as well as an estimate of annual GHG impacts of a transition to Electric Vehicles (EVs) and Plug-in Hybrid Electric Vehicles (PHEVs); this analysis also included benefits from renewable electricity production from deployed DER assets. GNA also prepared fleet transition plans for each municipal fleet addressing upcoming and subsequent procurement cycles to ensure fiscally responsible EV acquisition and DER technology deployment in line with each city's commitments and goals.

Project Outcome: The electrification roadmaps have been used by several of the participating municipalities to establish budget requests and capital spending plans for their future electrification efforts.



Los Angeles County Metropolitan Authority (LA Metro) – EV Infrastructure Master Plan



Client Contact:

Dr. Cris Liban, Chief Sustainability Officer
One Gateway Plaza
Los Angeles, CA 90012
213.922.2471
libane@metro.net

Contract Amount:
\$6.4M

Project Date:
2011 to Present

Project Objective: TRC is Metro's trusted energy advisor and, since 2011, has been the prime consultant on Metro's agency-wide energy management program. TRC's work informed a 2022 – 2026 EV implementation plan (EVIP) that provides a strategic blueprint for LA Metro's sustainable, cost-effective, and efficient investments in EVs and charging infrastructure. EVIP offers data-driven insight into the current state of the Southern California market for EVs, as well as the legislative mandates driving regional and statewide efforts to increase EV adoption. The plan also offers recommended strategies to help LA Metro achieve the following identified goals by 2026:

- Charging infrastructure for 70% of light-duty non-revenue fleet
- At least four EV charging ports at each employee facility
- Make-ready capacity for 10% of total parking spaces
- Charging deployed for at least 5% of Park & Ride spaces
- Make-ready infrastructure included in 20% of all planned capital project spaces
- Chargers installed at 10% of all planned spaces
- At least 50% of charging ports installed in Disadvantaged Communities

Project Description: As a component of this project, TRC evaluated and identified optimal locations for future public, non-revenue fleet, and employee EV charging stations. We developed a GIS map to visually display the potential sites and identified number of chargers. TRC also supported development of a capital plan for implementation of identified chargers.

Project Outcome: With the support of TRC, Metro has reduced its overall GHG emission by one third since 2012, while experiencing an eight percent increase in rail ridership per capita during the same time period.

TRC currently has several open task orders with Metro, including the following:

Non-Revenue Fleet Conversion Project

TRC is presently engaged in the Non-Revenue Fleet Conversion planning project for LA Metro and is developing the strategy for the electrification of approximately 1,700 light and medium duty vehicles, as well as the development of the charging infrastructure.

Department of Energy Charging Facilities Infrastructure Grant

TRC is supporting LA Metro with their application for funding from the DOE for design and installation of public facing charging stations throughout the territory at Park and Ride facilities.

Tennessee Valley Authority (TVA) Non-Road Electric Vehicle Program



Client Contact:

Tennessee Valley Authority
Jason Snyder, Manager
615-232-6610
Jsnyder0@tva.gov

Project Objective: Reduce Greenhouse Gas emissions via assisting TVA in meeting carbon emission mitigation objectives, offer incentive for the adoption of smart electric technology, provide customer communication, engagement, education, and adoption; create cleaner load growth, replace aging internal combustion technology with EV technology, and reduce local emissions while increasing EV market development by 5% across the TVA Commercial and Industrial service territory.

Project Description: TRC provided solutions to TVA by: leveraging existing incentive program structure to add new incentive for EV technology; focusing on lower emissions for non-road vehicles such as Forklifts, airport ground support equipment, heavy duty truck stop electrification, and electric truck refrigeration; adapting the local emissions simulation modeling developed by the US EPA, augmenting it with weather, location, fuel type, equipment age/type, horsepower, and activity data; quantifying emissions reduction and economic benefits of TE measures through customer surveys; designing EV and EV infrastructure incentives by equipment type, using robust and accurate emissions reduction (or beneficial load growth) calculators; establishing and educating the trade ally network; and providing customer engagement and education related to beneficial electrification for TE platforms, such as operating and maintenance cost reductions and health and safety improvements through quieter operations and a cleaner work environment.

Project Outcome:

- Enabled transition from energy efficiency to beneficial electrification programs
- Emissions reduction, environmental benefit, and cleaner load growth
 - During the two-year pilot program, 651 pieces of equipment were converted to electric with a lifetime GHG emissions reduction of 209K Tons with 9.5M kWh of beneficial load growth
- Optimized C&I customers' operations
- Resulted in capital investments in local business by modernizing equipment
 - Operating and maintenance cost reductions
- Met TVA's emission mitigation goal while increasing annual revenue by \$755K



Fresno Public Transportation - Infrastructure Study (PTIS)



Client Contact:

Fresno COG and Fresno FAX
John Downs (retired)/Jeff Long
Project Managers
559-621-1436
Jeff.Long@Fresno.gov

Contract Amount:
\$2.76M

Completion Date:
June 2011

Key Staff Involved:
Julie Eldridge

Project Objective: Following the planning process established during the San Joaquin Blueprint Study, Fresno's Public Transportation Infrastructure Study (PTIS) began in earnest at the end of 2008 to identify strategies for transportation investments and land use policies that would result in measurable reductions in vehicle miles travelled (VMT), greenhouse gas emissions, and improve mobility for residents of Fresno County.

Project Description: As the study's Project Manager, Julie Eldridge coordinated the efforts of eight staff and a dozen sub-consultants to bring this \$2.7M two-year project to conclusion on schedule and on budget. The study's scope of work had nearly 60 deliverables covering everything from forecasts of TOD housing demand, changes in land use policy, conceptual planning for a 25-mile Bus Rapid Transit system, feasibility of implementing a streetcar in downtown Fresno as a catalyst for economic development, and a feasibility analysis and simulated operations of a Personal Rapid Transit (PRT) system, using California State University Fresno as a prototype for sprawling campus environments where PRT might be cost-effective. Funding of \$37m was awarded by the FTA in the fall of 2010 for BRT design phase work.

Julie also managed the public involvement efforts on the project, including production of video simulations, land use visioning workshops, public surveys and events, newsletters, press releases, the project website and production of the final report document.

Project Outcome: The Fresno PTIS Study received recognition from the International Committee on Ecology and Transportation (ICOET, fall 2011) for achieving sustainable transportation investments through planned land use. It was the first project in the State of California to meet the greenhouse gas reductions required under SB375.

Massachusetts Port Authority (MassPort) - Logan International Airport Ground Support Equipment Electrification



Client Contact:

Dr. Luciana Burdi, Director of Capital Programs and Environmental Affairs
617.568.3501
lburdi@massport.com

Project Date:
September 2021 to Present

Project Objective: For MassPort to achieve net-zero status.

Project Description: TRC serves as Massport's trusted partner in strategic EV planning and implementation for its fleet as well as in addressing numerous stakeholder and tenant needs at Logan International Airport (Logan). In addition, TRC manages the ground support equipment (GSE) electrification program for the airlines at Logan. This work leverages funding from sources such as the Federal Aviation Administration, Volkswagen Diesel Emissions Environmental Trust, and the Environmental Protection Agency Diesel Emissions Reduction Act Fund. TRC oversees compliance and reporting for these grant opportunities and has developed stakeholder outreach strategies as part of this process.

Project Outcome: TRC will continue strategic development, guidance, and implementation of the GSE Electrification Program as a component of Massport's goal to achieve net-zero status.

Xcel Energy Minnesota - EV and Public Charging Pilot Evaluation



Client Contact:

Nicholas Minderman, Evaluation Lead
414 Nicollet Mall
Minneapolis, MN 55401
612.330.6362
Nicholas.minderman@xcelenergy.com

Project Date:

2019 to Present

Project Objective: This developmental evaluation of Xcel Energy's Minnesota EV pilots for fleet and public charging examined the pilot's influence on the installation of EV charging infrastructure and decisions by drivers and public fleets to adopt EVs.

Project Description: For the first year of this research, TRC developed an understanding of public fleets, charging providers, and car drivers to inform the pilots' rollouts. For the Fleet pilot, TRC conducted in-depth interviews with fleet managers and sustainability experts from Minnesota municipalities, state agencies, and regional transit operators to understand awareness and perception of EV and charging technologies, plans for future adoption, and how the pilot infrastructure offering would influence vehicle purchase decisions. TRC also built dynamic dashboards to visualize EV charging meter data, enabling greater understanding of EV load shapes, customer response to time-of-use rates, and growth in charging utilization over time.

Project Outcome: Initial findings from this project helped identify potential opportunities to expand enrollment in the fleet charging pilot. Through the public charging pilot evaluation, we developed key survey metrics to track the influence and future growth of the EV market in Minnesota. We also captured insights to support future charging planning to better support both prospective and current EV owners.



REQUEST FOR PROPOSALS
FOR
ZERO EMISSIONS FLEET VEHICLE TRANSITION PLANNING SERVICES

PROPOSAL NUMBER: 12302342

PROPOSAL SUBMISSION DEADLINE:

(Prior to 3:00 p.m. Tuesday, **April 18, 2023**)

PROPOSAL CONTACT: CLIFFORD TRAUGH, Administrative Manager

GENERAL SERVICES ADMINISTRATION DIVISION

Email: Clifford.Traugh@fresno.gov

Phone: (559) 621-1150



**CITY OF FRESNO PROPOSAL
SPECIFICATIONS
REQUEST FOR PROPOSALS
ZERO EMISSIONS FLEET VEHICLE TRANSITION PLANNING SERVICES**

Contents

I - INTRODUCTION 3

NOTICE INVITING PROPOSALS 4

INSTRUCTIONS TO PROPOSERS 5

Submittal of Proposal 5

ACH Payment Initiative -Electronic Payment 5

ADA 5

Public Records 6

Selection Process and Evaluation Criteria 6

Time to Award 7

Questions, Clarifications, and Concerns 7

Contacts with City Staff 7

REGULATED COMMUNICATIONS IN CITY PROCUREMENT PROCESS ORDINANCE 7

Debarment 7-8

OUTREACH TO SMALL BUSINESS ENTERPRISES IN SUBCONTRACTING 8

II - PROPOSAL AND CONTRACT DOCUMENTS 9

CHECK LIST 10

COST PROPOSAL 11

PROPOSER QUALIFICATION QUESTIONNAIRE 12-13

REFERENCES 14

STATEMENT OF ACCEPTANCE OF THE INDEMNIFICATION 15

NONCOLLUSION DECLARATION 16

ADDENDA 17

SIGNATURE PAGE 21

SAMPLE SERVICE CONTRACT 24

III - GENERAL CONDITIONS 26

INSURANCE REQUIREMENTS 28

IV – SPECIAL CONDITIONS 37

V - SCOPE OF WORK 39



I – INTRODUCTION
-Notice Inviting Proposals
-Instructions to Proposers



NOTICE INVITING PROPOSALS

Electronic proposals will be received by the office of the Project Manager of the City of Fresno, all in accordance with the Specifications for:

ZERO EMISSIONS FLEET VEHICLE TRANSITION PLANNING SERVICES REQUEST FOR PROPOSALS NO. 12302342

The City of Fresno is soliciting proposals to request information to provide to the Mayor and City Council on the transition to zero-emission alternative fuel vehicles and electrification of city vehicles including current EV numbers and electrification status of the fleet, present and projected costs of electric vehicles and fueling/charging infrastructure, financing mechanisms and other strategies that could accelerate the transition of City vehicle fleets to meet CA standards and guidelines in the areas of battery and fuel cell electric vehicles. Transit buses are specifically excluded from this scope of work.

The RFP forms, Instructions to Proposers, copies of plans and/or specifications may be obtained from the Project Manager (phone 559-621-1150)

Proposals may be submitted electronically via Planet Bids only.

Proposals are to be submitted electronically using Planet Bids prior to the opening at 3 p.m. on Tuesday, April 18, 2023

The City of Fresno hereby notifies all Proposers that no person shall be excluded from participation in, denied any benefits of, or otherwise discriminated against in connection with the award and performance of any contract on the basis of race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex, age, sexual orientation or on any other basis prohibited by law.

The City of Fresno reserves the right to reject any and all proposals.



INSTRUCTIONS TO PROPOSERS
ZERO EMISSIONS FLEET VEHICLE TRANSITION PLANNING SERVICES
REQUEST FOR PROPOSALS NO. 12302342

1. No proposal will be considered for award unless it is submitted on the proposal forms furnished by the Project Manager, completely filled out, properly signed by the Proposer and filed electronically via Planet Bids on or before the date and time specified in the Notice Inviting Proposals. The time clock in the Purchasing Division will be the official clock for documenting the time of filing.
2. The City will award a Contract or reject any or all proposals within the time stated in the Specifications, and no proposal may be withdrawn within that period of time. Any award of a Contract exceeding \$50,000, shall be subject to the approval of the City Council.
3. The City reserves the right to reject any and all proposals.

Submittal of Proposal

4. Each Proposer shall carefully examine each and every term of this Request for Proposals; and each Proposer shall judge all the circumstances and conditions affecting its proposal. Failure on the part of any Proposer to make such examination and to investigate thoroughly shall not be grounds for any declaration that the Proposer did not understand the conditions of this Request for Proposals.
5. The Proposer shall comply with any and all federal, state, or local laws, now in effect or hereafter promulgated, which apply to the services and products herein specified.
6. This solicitation for proposals does not commit the City of Fresno to enter into a Contract or to pay any costs incurred in the preparation of responses to the request. The City of Fresno reserves the right to accept or reject any proposals, and to negotiate with any qualified source, or to cancel in part or in its entirety this Request for Proposals. It may accept the proposal that it considers to be in the interest of the City of Fresno, with or without negotiation.
7. The City reserves the right to waive any informality or minor irregularity when it is in the best interest of the City to do so, to negotiate for the modification of any proposal with mutual consent of the Proposer, to re-advertise for proposals if desired, and to accept the proposal which in the judgment of the City, even though it does not offer the lowest cost, is nevertheless deemed to offer the best value for the public and City. Any proposal which is incomplete, conditional, obscure, or which contains irregularities of any kind, may be cause for rejection.

ACH Payment Initiative -Electronic Payment

Proposer shall provide complete and accurate billing invoices in order to receive payment. Billing invoices submitted must contain all information and supporting documentation required by the contract. Payment for invoices submitted by the proposer shall only be rendered electronically unless payment by paper check is expressly authorized by the Controller, in the Controller's sole discretion, due to extenuating circumstances. Such electronic payment shall be made in accordance with ordinary City procedures and practices. The proposer shall comply with the Controller's procedures to authorize electronic payments. Proposer acknowledges that it will not receive payment on any invoices submitted under this Contract if it does not comply with the Controller's electronic payment procedures, except where the Controller has expressly authorized payment by paper check as set forth above.

ADA

Accessibility Requirements: Supplier warrants that it complies with California and federal disabilities laws and regulations; and the Services will conform to the accessibility requirements of WCAG 2.0AA.



Supplier agrees to promptly respond to and resolve any complaint regarding accessibility of its Services. The City may require Proposer to comply with these accessibility requirements if they are awarded a contract.

Public Records

8. The proposals received shall become the property of the City of Fresno and are subject to public disclosure. Those parts of a proposal which are defined by the Proposer as business or trade secrets as that term is defined in California Civil Code, Section 3426.1, and are reasonably marked "Trade Secrets", "Confidential", or "Proprietary", and placed in a separate envelope shall only be disclosed to the public if such disclosure is required or permitted under the California Public Records Act or otherwise by law. Proposers who indiscriminately and without justification identify most, or all, of their proposal as exempt from disclosure may not be considered for award. Proposals, excluding confidential information, will be available for review after posting of staff recommendation.

Selection Process and Evaluation Criteria

9. Proposal Evaluation

The Selection Committee will review and evaluate all proposals after formal receipt. To receive proper consideration, the proposal must meet the requirements of these Specifications. The evaluation process will provide credit only for those capabilities and advantages which are clearly stated in the Proposer's written proposals. In other words, advantages which are not stated will not be considered in the evaluation process.

Proposers whose proposals include a failure to comply with or take exception to these Specifications may not be considered for award and dropped from the evaluation process.

The Selection Committee will evaluate the proposals on the following criteria:

- a. **Cost** as shown on the proposal form.
- b. **Ability** to meet the stated service requirements.
- c. **Past Performance and Experience** based on References and experience shown on "Statement of Qualifications and Experience."
- d. **Conformance** to the terms and conditions of the RFP.
- e. **Other** related information.

The City reserves the right to accept or reject any or all proposals and may select, and negotiate with one or more Proposers concurrently, and enter into a Contract with such Proposer who is determined, by the City, to provide the services which are in the interest of the City. The City may agree to such terms and conditions as it may determine to be in its interest.

10. The Selection Committee reserves the right to request additional information from Proposers, to negotiate terms and conditions of the Contract, to visit sites, to request demonstrations or oral presentations, or ask Proposers to appear before the Selection Committee to clarify points of their proposal.

11. Selection will be based on qualitative analysis and cost. Any award shall be on the basis of the criteria specified and made to the Proposer whose proposal is judged as providing the best value in meeting the interest of the City and the objectives of the project, in the City's sole discretion.

12. The City reserves the right to make the selection of a Proposer based on any or all factors of value, whether quantitatively identifiable or not, including, but not limited to, the anticipated initiative and ability of the Proposer to perform the services set forth herein.



Time to Award

13. The Proposer agrees that the City may have ONE HUNDRED TWENTY 120 DAYS to accept or reject proposals. It is further understood that, if the Proposer to whom any award is made fails to enter into a Contract as provided in the Specifications, award may be made to another Proposer, who shall be bound to perform as if she/he had received the award in the first instance.

Questions, Clarifications, and Concerns

14. The Specifications describing this project have been carefully prepared. Any questions or concerns relating to these Specifications shall be directed in writing to the designated Project Manager (see cover page) and may be submitted electronically by utilizing the Question and Answers field on Planet Bids.

Questions will be accepted only up to five (5) working days prior to the proposal date to allow the City, if necessary, to issue an addendum to all proposers stating revisions, deletions, or additions to be made to the Specifications as a result of any questions. If questions arise after the deadline, please contact the designated Project Manager, but the City will not guarantee a response.

The City will not be responsible for verbal responses made by parties other than the Purchasing Manager or designee.

Contacts with City Staff

15. Before an award is made, any contact with City staff, other than the Purchasing Manager or designee(s), without prior written authorization is strictly prohibited and may render the Proposer non-responsible.

REGULATED COMMUNICATIONS IN CITY PROCUREMENT PROCESS ORDINANCE

16. The Regulated Communications in City Procurement Process Ordinance (Article 6, Chapter 4 of the Fresno Municipal Code) became effective May 7, 2004. With certain specified exceptions, the Ordinance provides that no Respondent, Bidder, Proposer (as the case may be) shall initiate, engage in, or continue any communication to or with any City elected official concerning or touching upon any matter which is the subject of this competitive procurement process.

Any Respondent, Bidder, Proposer or elected official (as the case may be) who initiates, engages in, continues in, or receives any regulated communication shall file the written disclosure required by the Regulated Communications in City Procurement Process Ordinance.

Any Respondent, Bidder, or Proposer violating the Regulated Communications in City Procurement Process Ordinance may be disqualified from participating in this procurement process and/or determined to be non-responsible. Additionally, the City may set aside the award of a contract, prior to its execution, to a party found to have violated the Ordinance.

Note: The full text of Fresno Municipal Code, Chapter 4, Article 6 may be viewed on the City's website at, <http://www.fresno.gov>. Under Government, "City Clerk" - Fresno Municipal Code- Or view the Fresno Municipal Code directly at https://library.municode.com/ca/fresno/codes/code_of_ordinances?nodeId=MUCOFR_CH4CIPUCOS_A_ART6RECOELOFPRPR



Debarment

17. A Proposer may be debarred from bidding or proposing upon or being awarded any contract with the City, or from being a subcontractor or supplier at any tier upon such contract, in accordance with the procedures in Fresno Municipal Code Section 4-104 adopted by Council on May 17, 2018. The initial period of any such debarment shall not be less than one year and may be permanent depending on the violation. A Proposer may request a hearing, in accordance with Fresno Municipal Code Section 4-104, upon receipt of a notice of proposed debarment from the City Manager or designee. A copy of the Ordinance may be obtained from the City Clerk's Office, 2600 Fresno Street, Fresno, California 93721.

OUTREACH TO SMALL BUSINESS ENTERPRISES IN SUBCONTRACTING

18. The City of Fresno hereby notifies all Proposers that it is the City's policy to provide all small business enterprises, including minority, women, and disabled veteran business enterprises, equal access and opportunity for participation in the performance of all construction contracts, professional service contracts, procurement of supplies, equipment and other services. Therefore, the City requests that a Proposer who intends to subcontract a portion of the work seek out small business enterprises that are potential subcontractors, suppliers, or consultants, and actively solicit their interest, capability, and prices.

19. Local Preference

Fresno Municipal Code Section 4-109, LOCAL PREFERENCE IN CONTRACTS FOR CONSULTANT SERVICES AND OTHER CONTRACTS, provides for a local preference. Portions pertinent to this Contract are paraphrased as follows:

Except for those contracts funded by the federal or state government when such funding would be jeopardized because of this preference, the City of Fresno shall, in contracting for consulting services, give a primary preference to local firms, when such firms have the necessary qualifications, experience and expertise to complete the project being proposed, as determined by the City. A secondary preference shall be given to non-local firms which form an association for pecuniary profit with local firms for the project, wherein the benefit to the local firm(s) is an amount greater than 15% of the total contract price. The Agency shall certify, under penalty of perjury, that the Agency qualifies as a local firm. The preference is waived if the certification does not appear on the proposal.

"Local firm" shall mean a firm with a fixed primary or branch office within a twenty-five mile radius of Fresno City Hall, located at 2600 Fresno Street in the City of Fresno, and a majority of the work on the project will be performed by employees who are permanently assigned to such office prior to the city requesting proposals for the project and whose regular duties would include local work on other than City projects.

Agency shall submit the form CERTIFICATION FOR LOCAL PREFERENCE with their proposal if they seek the benefit of local preference.



II – PROPOSALS AND CONTRACT DOCUMENTS

**STATEMENT OF ACCEPTANCE OF THE INDEMNIFICATION AND INSURANCE
REQUIREMENTS**

**FOR REQUEST FOR PROPOSALS FOR:
ZERO EMISSIONS FLEET VEHICLE TRANSITION PLANNING SERVICES
REQUEST FOR PROPOSALS NO. 12302342**

The Proposer shall sign below that the Proposer accepts in whole the Indemnification and Insurance Requirements set forth in these Specifications. If the Proposer takes exception to some portions, those portions shall be listed below, and the Proposer shall sign that the Proposer accepts all portions of the requirements not listed.

Note: Any exceptions may cause a Proposer to not be awarded a contract.

ACCEPT

DO NOT ACCEPT

If "DO NOT ACCEPT" is checked, please list exceptions:

TRC reviewed the copy of the City's professional services agreement provided as Sample Service Contract to Proposal Number 122302342 for Zero Emissions Fleet Vehicle Planning Services. After careful consideration, we believe TRC will be able to enter into a mutually agreeable contract expediently. However, with further review of certain clauses, we respectfully request the opportunity to discuss with the City the proposed changes noted on the following pages.

INSERT IF APPLICABLE



Signature of Authorized Person

Mark Robbins

Type or Print Name of Authorized Person



SAMPLE CERTIFICATION

I, _____, certify that I am the secretary
Name
of the corporation named herein; that _____ who signed this
Name
Bid Proposal on behalf of the corporation, was then _____ of
Title
said corporation; that said Bid Proposal is within the scope of its corporate powers and was duly signed for and on behalf
of said corporation by authority of its governing body, as evidenced by the attached true and correct copy of the _____
Name of Corporate Document

By: _____
Name: _____
Title: Secretary
Date: _____



SERVICE CONTRACT

THIS CONTRACT (Contract) is made and entered into by and between the CITY OF FRESNO, a California municipal corporation (City), and TRC SOLUTIONS (Consultant), as follows:

1. CONTRACT DOCUMENTS. The "Notice Inviting Proposals," "Instructions to Proposers," "Proposal" and the "Specifications" including "General Conditions," "Special Conditions", "Federal Conditions", "Functional Specifications" and "Technical Requirements" for the following: [Title and Request for Proposals No.] copies of which are annexed hereto, together with all the documents specifically referred to in said annexed documents, including the Performance Bond, if required, are hereby incorporated into and made a part of this Contract, and shall be known as the Contract Documents.

2. PRICE. For the monetary consideration of ONE HUNDRED AND FORTY-SEVEN THOUSAND TWO HUNDRED TWENTY-ONE DOLLARS (\$147,221), and a contingency amount not to exceed TEN THOUSAND DOLLARS (\$10,000) for any additional work required and authorized in writing by the Director. Such fees include all expenses incurred by Consultant in performance of such services. Consultant promises and agrees to perform or cause to be performed, in a good and workmanlike manner, and to the satisfaction of the City, and in strict accordance with the Specifications, all of the work as set forth in the Contract Documents.

3. PAYMENT. The City accepts the Consultant's Proposal as stated and agrees to pay the consideration stated, at the times, in the amounts, and under the conditions specified in the Contract Documents. The Consultant agrees to accept electronic payment from the City.

4. INDEMNIFICATION. To the furthest extent allowed by law, including but not limited to California Civil Code section 2782, the Consultant shall indemnify, hold harmless and defend the City and each of its officers, officials, employees, City-designated agents, and volunteers from any and all loss, liability, fines, penalties, forfeitures, costs and damages (whether in contract, tort or strict liability, including, but not limited to personal injury, death and property damage) and from any and all claims, demands and actions in law or equity (including reasonable attorney's fees, litigation expenses, and costs to enforce this agreement), , or relate to the extent caused by the negligence, recklessness, or willful misconduct of the Consultant, its principals, officers, employees, agents, or volunteers in the performance of this Agreement.

If the Consultant should subcontract all or any portion of the services to be performed under this Agreement, the Consultant shall require each subcontractor to indemnify, hold harmless and defend the City and each of its officers, officials, employees, agents, and volunteers in accordance with the terms of the preceding paragraph.

Notwithstanding anything to the contrary in this Agreement, Consultant and City waive any and all claims against each other for incidental, consequential, special, and multiple damages arising out of or relating to this Agreement.

This section shall survive termination or expiration of this Contract.

5. The City Manager, or designee, is hereby authorized and directed to execute and implement this Agreement. The previous sentence is not intended to delegate any authority to the City Manager to administer the Agreement, any delegation of authority must be expressly included in the Agreement.

[Signatures follow on the next page.]

DocuSign Envelope ID: A25D83DC-5D42-4E17-ACDA-6C9271A7E35B
City of Fresno
Request for Proposals for Zero Emissions Fleet Vehicle Planning Services
Proposal Number: 12302342



IN WITNESS WHEREOF, the parties have executed this Contract on the day and year here below written, of which the date of execution by the City shall be subsequent to that of the Consultant's, and this Contract shall be binding and effective upon execution by both parties.

CITY OF FRESNO,
A California municipal corporation
By: Sandra Gamez
Sandra Gamez on behalf of Melissa Perales
Procurement Supervisor
General Services Department

Dated: 12/19/2023

APPROVED AS TO FORM:
ANDREW JANZ
City Attorney
By: Christine Charitar 12/19/2023
Christine Charitar Date
Deputy City Attorney

ATTEST:
TODD STERMER, CMC
City Clerk
By: _____
Deputy Date

CITY:
CITY OF FRESNO
GENERAL SERVICES DEPARTMENT
Attention: PURCHASING
2101 G STREET BLDG. A
FRESNO CA 93706
Phone: (559)621-1107
E-mail: PURCHASING@FRESNO.GOV

TRC SOLUTIONS
By: Mark Robbins 12/18/2023
Name: Mark Robbins
Title: COO, EV
(If corporation or LLC., Board Chair, Pres. or Vice Pres.)
By: Grant Ratkovic 12/18/2023
Name: Grant Ratkovic
Title: Assistant Secretary
(If corporation or LLC., CFO, Treasurer, Secretary or Assistant Secretary)

REVIEWED BY:
Patrick Couch 12/18/2023

CONSULTANT:
TRC SOLUTIONS
Attention:
PATRICK COUCH,
SENIOR VICE PRESIDENT,
TECHNICAL SERVICES AND
RAMEETA GAREWAL, PRINCIPAL
IN CHARGE
8050 N PALM AVE SUITE 300
FRESNO CA 93711
Phone: 619.906.0388
Email: rgarewal@trccompanies.com



III – GENERAL CONDITIONS



III. GENERAL CONDITIONS

1. **DEFINITIONS:** Wherever used in the Specifications, including the Instructions to Proposers, the proposal, or any of the Contract Documents, the following words shall have the meaning herein given, unless the context requires a different meaning.

- (a) "City" and "City of Fresno" shall each mean the City of Fresno, CA, unless otherwise indicated.
- (b) "City Manager" shall mean the City Manager of the City of Fresno.
- (c) "Contract" and "Contract Documents" shall each mean and refer to these Specifications, including the Instructions to Proposers, the proposal and any addenda thereto, the Contract and all City of Fresno specifications, and other papers and documents incorporated by reference into or otherwise referred to in any of the foregoing documents, whether or not attached thereto.
- (d) "Contractor" shall mean each person or entity awarded a Contract hereunder and named or to be named in the Contract with the City of Fresno to furnish the goods or services, or both, to be furnished under the Contract.
- (e) "Council" and "City Council" shall each mean the Council of the City of Fresno.
- (f) "Proposer" shall mean each person or entity submitting a proposal, whether or not such person or entity shall become a Contractor by virtue of award of a Contract by the City.
- (g) "Purchasing Manager" shall mean the Purchasing Manager of the City of Fresno.
- (h) "Specifications" shall mean the Contract Documents.

2. **DELIVERY OF SERVICES:** If Contractor is delayed providing services by (i) any acts or omissions of City or its employees, or others acting under authority of City by contract or otherwise including other governmental entities or regulatory agencies, (ii) acts of God or acts of the Government, pandemics epidemics, quarantine restrictions, or a force majeure event which Contractor could not reasonably have foreseen and provided for, (iii) illegal strikes, boycotts or like illegal obstructive action by employee or labor organizations, or (iv) any illegal general lockouts or other defensive action by employers, whether general or by organizations of employers; Contractor shall have no claim for damages against City for any such cause of delay, but shall be entitled to an extension of time as will reasonably compensate Contractor for actual loss of time occasioned thereby. Contractor may apply to the City Manager for such extension. However, no such extension of time shall be granted unless Contractor shall have notified the Purchasing Manager, in writing, within one week after the commencement or occurrence of the condition or event which is expected to cause a delay in delivery, of such condition or event and the actual or estimated number of days of delay anticipated on account thereof. The decision of the City Manager as to the number of additional days, if any, to be allowed for completion of delivery on account of such condition or event, will be given in writing to Contractor.

3. **TERMINATION FOR CONVENIENCE:** The City reserves the right to terminate this Contract for any reason, upon sixty (60) days written notice to the Contractor. In the event of such termination, the Contractor shall be paid for satisfactory service performed to the date of termination.



4. **TERMINATION FOR CAUSE:**

a. If the Contractor shall fail to complete delivery, within the time or times specified herein, of all or any part of the materials, equipment, supplies or services to be provided under the Contract, the City Manager of the City of Fresno or designee, acting for and on behalf of the City, may at any time after the expiration of the time for cure, terminate the Contract as to the whole thereof, or in the event partial delivery has been made and accepted, as to such of the items or service to be furnished which have not been delivered or accepted prior to such termination.

b. The City may terminate this Contract if the Contractor materially breaches any of its obligations under this Contract and fails to commence and diligently pursue reasonable efforts to cure such breach within fifteen (15) days after written notice by the City specifically describing the breach.

c. Such termination shall be effective upon receipt by Contractor of written notice of termination from said City Manager or designee, which notice shall be deemed to have been received by Contractor, if mailed by certified mail, within forty-eight hours to Contractor's address as contained in the proposal to the City or, if personally delivered, upon the delivery thereof to Contractor, the authorized representative of Contractor, or to the Contractor's said address.

5. **CONTRACT DOCUMENTS:** Upon award of the Contract, the Contractor shall execute and submit all required documents to the Project Manager, 2101 G Street, Building A, Fresno, California 93706, in a form acceptable to the City of Fresno within fifteen (15) calendar days (except in the event federal funding is applicable to this Contract, then 10 working days) from the date of Notice of Award. Failure to provide said documents within the designated period shall be sufficient cause to forfeit the proposal deposit and initiate a City departmental recommendation for City to award the Contract to another Proposer.

PROVISIONS APPLICABLE ONLY FOR SERVICES TO BE PERFORMED ON CITY PREMISES

6. **INSURANCE REQUIREMENTS**

a) Throughout the life of this Agreement, Consultant shall pay for and maintain in full force and effect all insurance as required herein with an insurance company(ies) either (i) licensed to do business in the State of California and rated no less than "AVII" in the Best's Insurance Rating Guide, or (ii) as may be authorized in writing by City's Risk Manager or designee at any time and in its sole discretion. The required policies of insurance as stated herein shall maintain limits of liability of not less than those amounts stated therein..

b) If at any time during the life of the Agreement or any extension, Consultant or any of its subcontractors fail to maintain any required insurance in full force and effect, all services and work under this Agreement shall be discontinued immediately, and all payments due or that become due to Consultants shall be withheld until notice is received by City that the required insurance has been restored to full force and effect and that the premiums therefore have been paid for a period satisfactory to City. Any failure to maintain the required insurance shall be sufficient cause for City to terminate this Agreement. No action taken by City pursuant to this section shall in any way relieve Consultant of its responsibilities under this Agreement. The phrase "fail to maintain any required insurance" shall include, without limitation, notification received by City that an insurer has commenced proceedings, or has had proceedings commenced against it, indicating that the insurer is insolvent.



c) The fact that insurance is obtained by Consultant shall not be deemed to release or diminish the liability of Consultant, including, without limitation, liability under the indemnity provisions of this Agreement. The duty to indemnify City shall apply to all claims and liability regardless of whether any insurance policies are applicable. The policy limits do not act as a limitation upon the amount of indemnification to be provided by Consultant. Approval or purchase of any insurance contracts or policies shall in no way relieve from liability nor limit the liability of Consultant, vendors, suppliers, invitees, contractors, sub-contractors, subcontractors, or anyone employed directly or indirectly by any of them.

Coverage shall be at least as broad as:

The most current version of Insurance Services Office (ISO) Commercial General Liability Coverage Form CG 00 01, providing liability coverage arising out of your business operations. The Commercial General Liability policy shall be written on an occurrence form and shall provide coverage for "bodily injury," "property damage" and "personal and advertising injury" with coverage for premises and operations (including the use of owned and non-owned equipment), products and completed operations, and contractual liability (including, without limitation, indemnity obligations under the Agreement) with limits of liability not less than those set forth under "Limits of Insurance."

The most current version of Commercial Auto Coverage Form CA 00 01, providing liability coverage arising out of the ownership, maintenance or use of automobiles in the course of your business operations. The Automobile Policy shall be written on an occurrence form and shall provide coverage for all owned, hired, and non-owned automobiles or other licensed vehicles (Code 1- Any Auto).

Workers' Compensation insurance as required by the State of California and Employer's Liability Insurance.

Professional Liability (Errors and Omissions) insurance appropriate to CONSULTANT'S profession.

LIMITS OF INSURANCE

CONSULTANT, or any party the CONSULTANT subcontracts with, shall maintain limits of liability of not less than those set forth below.

COMMERCIAL GENERAL LIABILITY:

- \$2,000,000 per occurrence for bodily injury and property damage;
- \$2,000,000 per occurrence for personal and advertising injury;
- \$4,000,000 aggregate for products and completed operations; and,
- \$4,000,000 general aggregate applying separately to the work performed under the Agreement.

COMMERCIAL AUTOMOBILE LIABILITY:

\$1,000,000 per accident for bodily injury and property damage.

WORKERS' COMPENSATION INSURANCE as required by the State of California with statutory limits.



4. EMPLOYER'S LIABILITY:

- (i) \$1,000,000 each accident for bodily injury;
- (ii) \$1,000,000 disease each employee; and,
- (iii) \$1,000,000 disease policy limit.

5. PROFESSIONAL LIABILITY (Errors and Omissions):

- (i) \$2,000,000 per claim/occurrence; and,
- (ii) \$4,000,000 policy aggregate.

UMBRELLA OR EXCESS INSURANCE

In the event CONSULTANT purchases an Umbrella or Excess insurance policy(ies) to meet the "Limits of Insurance," this insurance policy(ies) shall "follow form" and afford no less coverage than the primary insurance policy(ies). In addition, such Umbrella or Excess insurance policy(ies) shall also apply on a primary and non-contributory basis for the benefit of the CITY, its officers, officials, employees, and City-designated agents and volunteers.

DEDUCTIBLES AND SELF-INSURED RETENTIONS

CONSULTANT shall be responsible for payment of any deductibles contained in any insurance policy(ies) required herein and CONSULTANT shall also be responsible for payment of any self-insured retentions. Any deductibles or self-insured retentions must be declared to on the Certificate of Insurance, and reasonably approved by, the CITY'S Risk Manager or his/her designee.

The insurer shall reduce or eliminate such deductibles or self-insured retentions as respects CITY, its officers, officials, employees, agents and volunteers; or

CONSULTANT shall provide a financial guarantee, satisfactory to CITY'S Risk Manager or his/her designee, guaranteeing payment of losses and related investigations, claim administration and defense expenses. At no time shall CITY be responsible for the payment of any deductibles or self-insured retentions.

OTHER INSURANCE PROVISIONS/ENDORSEMENTS

The General Liability and Automobile Liability insurance policies are to contain, or be endorsed to contain, the following provisions:

CITY, its officers, officials, employees, and City-designated agents and volunteers are to be covered as additional insureds. CONSULTANT shall establish additional insured status for the City and for all ongoing and completed operations by use of ISO Form CG 20 10 12 19 or both CG 20 10 12 19 and CG 20 37 12 19



The coverage shall contain no special limitations on the scope of protection afforded to CITY, its officers, officials, employees, and City-designated agents and volunteers.

For any claims relating to this Agreement, CONSULTANT'S insurance coverage shall be primary insurance with respect to the CITY, its officers, officials, employees, and City-designated agents and volunteers. Any insurance or self-insurance maintained by the CITY, its officers, officials, employees, and City-designated agents and volunteers shall be excess of CONSULTANT'S insurance and shall not contribute with it. CONSULTANT shall establish primary and non-contributory status by using ISO Form CG 20 01 12 19

The Workers' Compensation insurance policy is to contain, or be endorsed to contain, the following provision:

CONSULTANT and its insurer shall waive any right of subrogation against CITY, its officers, officials, employees, City-designated agents and volunteers.

If the Professional Liability (Errors and Omissions) insurance policy is written on a claims-made form:

The retroactive date must be shown and must be before the effective date of the Agreement or the commencement of work by CONSULTANT.

Insurance must be maintained, and evidence of insurance must be provided for at least three (3) years after completion of the Agreement work or termination of the Agreement, whichever occurs first, or, in the alternative, the policy shall be endorsed to provide not less than a three (3) year discovery period.

If coverage is canceled or non-renewed, and not replaced with another claims-made policy form with a retroactive date prior to the effective date of the Agreement or the commencement of work by CONSULTANT, CONSULTANT must purchase "extended reporting" coverage for a minimum of three (3) years completion of the Agreement work or termination of the Agreement, whichever occurs first.

All policies of insurance required herein shall be endorsed to provide that the coverage shall not be cancelled, non-renewed, reduced in limits below the limits required herein except after thirty (30) calendar days written notice by certified mail, return receipt requested, has been given to CITY. CONSULTANT is also responsible for providing written notice to the CITY under the same terms and conditions. Upon issuance by the insurer, broker, or agent of a notice of cancellation, non-renewal, or reduction in limits, below the limits required herein CONSULTANT shall furnish CITY with a new certificate and applicable endorsements for such policy(ies). In the event any policy is due to expire during the work to be performed for CITY, CONSULTANT shall provide a new certificate, and applicable endorsements, evidencing renewal of such policy not less than fifteen (15) calendar days prior to the expiration date of the expiring policy.

Should any of the required policies provide that the defense costs are paid within the Limits of Liability,



thereby reducing the available limits by any defense costs, then the requirement for the Limits of Liability of these policies will be twice the above stated limits.

The fact that insurance is obtained by CONSULTANT shall not be deemed to release or diminish the liability of CONSULTANT, including, without limitation, liability under the indemnity provisions of this Agreement. The policy limits do not act as a limitation upon the amount of indemnification to be provided by CONSULTANT. Approval or purchase of any insurance contracts or policies shall in no way relieve from liability nor limit the liability of CONSULTANT, its principals, officers, agents, employees, persons under the supervision of CONSULTANT, vendors, suppliers, invitees, consultants, sub-consultants, subcontractors, or anyone employed directly or indirectly by any of them.

VERIFICATION OF COVERAGE

CONSULTANT shall furnish CITY with all certificate(s) and applicable endorsements effecting coverage required hereunder. All certificates and applicable endorsements are to be received and approved by

the CITY'S Risk Manager or his/her designee prior to CITY'S execution of the Agreement and before work commences. All non-ISO endorsements amending policy coverage shall be executed by a licensed and authorized agent or broker. Upon a claim being made, CONSULTANT shall immediately furnish City with a redacted copy of any insurance policy required under this Agreement, including all endorsements, with said copy certified by the underwriter to be a true and correct copy of the original policy. This requirement shall survive expiration or termination of this Agreement.

CONSULTANT shall require and verify that subcontractors maintain insurance meeting all the requirements stated herein and CONSULTANT shall ensure that CITY, its officers, officials, employees, and City-designated agents, and volunteers are additional and Comment insureds. The subcontractors' certificates and endorsements shall be on file with CONSULTANT, and CITY, prior to commencement of any work by the subcontractor.

6. INDEMNIFICATION:

To the furthest extent allowed by law, CONSULTANT shall indemnify, hold harmless and defend CITY and each of its officers, officials, employees, and City-designated agents and volunteers from any and all loss, liability, fines, penalties, forfeitures, costs and damages (whether in contract, tort or strict liability, including but not limited to personal injury, death and property damage), and from any claims, demands and actions in law or equity (including reasonable attorney's fees, litigation expenses and cost to enforce this agreement) to the extent caused by the negligence, recklessness or willful misconduct of CONSULTANT, its principals, officers, employees, agents or volunteers in the performance of this Agreement.

If CONSULTANT should subcontract all or any portion of the services to be performed under this Agreement, CONSULTANT shall require each subcontractor to indemnify, hold harmless and defend CITY and each of its officers, officials, employees, City-designated agents and volunteers in accordance with the terms of the preceding paragraph.

Notwithstanding anything to the contrary in this Agreement, Consultant and City waive any and all claims against each other for incidental, consequential, special, and multiple damages arising out of or relating to this Agreement.



7. **PRECEDENCE OF CONTRACT DOCUMENTS**: The order of precedence of documents shall be: (1) Rules and Regulations of Federal Agencies relating to the source of funds for this project; (2) Supplemental Agreements, Change Orders, or Contract the one dated later having precedence over another dated earlier; (3) Special Conditions; (4) General Conditions; (5) Scope of Work.

Whenever any conflict appears in any portion of the Contract, it shall be resolved by application of the order precedence.

8. **FEDERAL IMMIGRATION REFORM AND CONTROL ACT OF 1986**: As a material part of any contract for a City of Fresno project, every Contractor who has employees who will work on a City of Fresno project, is required to comply with all of the provisions of the Federal Immigration Reform and Control Act of 1986 (P.L. 99-603, 100 Stat. 3359). This requirement includes compliance with all of the employee documentation provisions. Furthermore, the Contractor will make any employee documentation required to comply with the Act immediately available to the City upon its request for each individual employee working on a City of Fresno project.

9. **WORKMANSHIP GUARANTY**: The workmanship of the services to be performed for the City by the Contractor will be in accord with the Specifications, and where not specified, in accord with generally accepted standards.

10. **ALTERATION OF TERMS**: No alterations or variations of the terms of this Contract shall be valid unless made in writing and signed by both parties.

11. **CONTRACT CHANGES**: No changes or modifications to the Contract shall be made unless agreed to and signed by both parties. No prior, current or post award verbal agreement or agreements with any officer, agent or employee of the City shall affect or modify any terms or obligations of these Specifications or any Contract resulting from this procurement.

12. **AMENDMENTS**: The City of Fresno reserves the right to add, modify, or delete items from the Contract including Special Conditions or Scope of Work. Any changes shall be made only by means of a formal amendment signed by both the City and Contractor.

13. **ASSIGNMENT**: The Contract is personal to the Contractor and there shall be no assignment, transfer, sale, or subcontracting by the Contractor of its rights or obligations under the Contract without the prior written approval of the City which such approval shall not be unreasonably withheld. Any attempted assignment, transfer, sale, or subcontracting by the Contractor, its successors, or assigns, shall be null and void unless approved in writing by the City.

14. **TERMINATION BY CITY FOR NON-APPROPRIATION**: In the event of non-appropriation relating to the Contract, City shall have the right to terminate the Contract at the end of any fiscal year of City, in the manner and subject to the terms specified in this paragraph. City shall endeavor to give written notice of such termination not less than sixty (60) days prior to the end of such fiscal year, and shall notify Contractor of any anticipated termination. For purposes of this paragraph, "fiscal year" shall mean the twelve-month fiscal period of City which commences on July 1 in every year and ends on the following June 30. For purposes of this paragraph, "non-appropriation" shall mean the failure of the City or City's governing body to appropriate money for any fiscal year of City sufficient for the continued performance of the Contract by City.

15. **INDEPENDENT CONTRACTOR**: In the furnishing of the services provided for herein, the Contractor is acting as an independent contractor. Neither the Contractor, nor any of its officers, associates, agents or employees shall be deemed an employee, joint venturer, partner, or agent of the City for any purpose. However, the City shall retain the right to verify that the Contractor is performing its respective obligations in accordance with the terms of the Contract.

Because of its status as an independent contractor, Contractor and its officers, agents and employees



shall have absolutely no right to employment rights and benefits available to City employees. Contractor shall be solely liable and responsible for all payroll and tax withholding and for providing to, or on behalf of, its employees all employee benefits including, without limitation, health, welfare and retirement benefits. In addition, together with its other obligations under this Agreement, Contractor shall be solely responsible, indemnify, defend and save City harmless from all matters relating to employment and tax withholding for and payment of Contractor's employees, including, without limitation, (i) compliance with Social Security and unemployment insurance withholding, payment of workers compensation benefits, and all other laws and regulations governing matters of employee withholding, taxes and payment; and (ii) any claim of right or interest in City employment benefits, entitlements, programs and/or funds offered employees of City whether arising by reason of any common law, de facto, leased, or co- employee rights or other theory. It is acknowledged that during the term of this Agreement, Contractor may be providing services to others unrelated to City or to this Agreement

16. **GOVERNING LAW AND VENUE:** The Contract shall be governed by, and construed and enforced in accordance with, the laws of the State of California, excluding, however, any conflict of laws rule which would apply the law of another jurisdiction. Venue for purposes of the filing of any action regarding the enforcement or interpretation of the Contract and any rights and duties thereunder shall be Fresno County, California.
17. **COMPLIANCE WITH LAW:** In providing the services required under the Contract, Contractor shall at all times comply with all applicable laws of the United States, the State of California and the City of Fresno, and with all applicable regulations promulgated by Federal, State, regional, or local administrative and regulatory agencies, now in force and as they may be enacted, issued, or amended during the term of the Contract.
18. **SEVERABILITY:** The provisions of the Contract are severable. The invalidity, or unenforceability of any one provision in the Contract shall not affect the other provisions.
19. **INTERPRETATION:** The Contractor acknowledges that the Contract in its final form is the result of the combined efforts of the parties and that, should any provision of the Contract be found to be ambiguous in any way, such ambiguity shall not be resolved by construing the Contract in favor or against any party, but rather by construing the terms in accordance with their generally accepted meaning.
20. **ATTORNEY'S FEES:** If either party is required to commence any proceeding or legal action to enforce or interpret any term, covenant or condition of the Contract, the prevailing party in such proceeding or action shall be entitled to recover from the other party its reasonable attorney's fees and legal expenses.
21. **EXHIBITS:** Each exhibit and attachment referenced in the Contract is, by the reference, incorporated into and made a part of the Contract.
22. **MAINTENANCE OF RECORDS:** Records of Contractor pertaining to the services hereunder shall be kept on a generally recognized accounting basis and shall be available to City or its authorized representatives upon request during regular business hours throughout the life of the Contract and for a period of three years after final payment and for the period of time required by law. In addition, all books, documents, papers, and records of Contractor pertaining to the Contract shall be available for the purpose of making audits, examinations, excerpts, and transcriptions for the same period of time. This section shall survive expiration or termination of the Contract.
23. **RECYCLING:** In the event Contractor maintains an office or operates a facility(ies), or is required herein to maintain or operate same, within the incorporated limits of the City of Fresno, Contractor at its sole cost and expense shall:
-



(a) After award, immediately establish and maintain a viable and ongoing recycling program, approved by the City's Solid Waste Management Division, for each office and facility. Literature describing City recycling programs is available from City's Solid Waste Management Division and by calling City of Fresno Recycling Hotline at (559) 621-1111.

(b) Immediately contact the Solid Waste Management Division at (559) 621-1452 and schedule a free waste audit, and cooperate with such Division in their conduct of the audit for each office and facility.

(c) Cooperate with and demonstrate to the satisfaction of City's Solid Waste Management Division the establishment of the recycling program in paragraph (i) above and the ongoing maintenance thereof.

24. **NOTICES:** Any notice required or intended to be given to either party under the terms of this Contract shall be in writing and shall be deemed to be duly given if delivered personally or sent by United States registered or certified mail, with postage prepaid, return receipt requested, addressed to the party to which notice is to be given at the party's address set forth on the signature page of the Proposal in the case of the Contractor and at the address in the Special Conditions for mailing of invoices in the case of City, or at such other address as the parties may from time to time designate by written notice. Notices served by United States mail in the manner above described shall be deemed sufficiently served or given at the time of the mailing thereof.

25. **BINDING:** Subject to Section 15 of these General Conditions, once this Contract is signed by all parties, it shall be binding upon, and shall inure to the benefit of, all parties, and each parties' respective heirs, successors, assigns, transferees, agents, servants, employees and representatives.

26. **WAIVER:** The waiver by either party of a breach by the other of any provision of this Contract shall not constitute a continuing waiver or a waiver of any subsequent breach of either the same or a different provision of this Contract. No provisions of this Contract may be waived unless in writing and signed by all parties to this Contract. Waiver of any one provision herein shall not be deemed to be a waiver of any other provision herein.

27. **CUMULATIVE REMEDIES:** No remedy or election hereunder shall be deemed exclusive but shall, wherever possible, be cumulative with all other remedies at law or in equity.

28. **NO THIRD-PARTY BENEFICIARIES:** The rights, interests, duties and obligations defined within this Contract are intended for the specific parties hereto as identified in the preamble of this Contract. Notwithstanding anything stated to the contrary in this Contract, it is not intended that any rights or interests in this Contract benefit or flow to the interest of any third parties.

29. **EXTENT OF AGREEMENT:** Each party acknowledges that they have read and fully understand the contents of this Contract. This Contract represents the entire and integrated agreement between the parties with respect to the subject matter hereof and supersedes all prior negotiations, representations or agreements, either written or oral. This Contract may be modified only by written instrument duly authorized and executed by both City and Contractor.

30. **HEADINGS:** The section headings in this Contract are for convenience and reference only and shall not be construed or held in any way to explain, modify or add to the interpretation or meaning of the provisions of this Contract.



IV – SPECIAL CONDITIONS



PAYMENT: The Proposer shall invoice the City of Fresno in order to initiate the payment process and payment shall be made within forty-five (45) days of receipt of invoice from Contractor. Invoices shall conspicuously display the City's purchase order number and shall be submitted to:

ATTENTION:
City of Fresno
General Services
Administration 2101 G Street,
Building A Fresno, CA 93706

Contractor hereby agrees not to assign the payment of any monies due Contractor from City under the terms of this Contract to any other individual(s), corporation(s) or entity(ies). City retains the right to pay any and all monies due Contractor directly to Contractor.



V - SCOPE OF WORK



Purpose: The purpose of this request will be to provide information to the Mayor and City Council on the transition to zero-emission alternative fuel vehicles and electrification of city vehicles including current EV numbers and electrification status of the fleet, present and projected costs of electric vehicles and fueling/charging infrastructure, financing mechanisms and other strategies that could accelerate the transition of City vehicle fleets to meet CA standards and guidelines in the areas of battery and fuel cell electric vehicles. Transit buses are specifically excluded from this scope of work.

1) INVENTORY AND ASSESSMENT OF CITY FLEETS

To establish a baseline for the size of the current City fleet and current electrification and zero-emission status of the City's existing vehicles the Consultant will work with City Staff to develop an inventory and vehicle use assessment. The inventory shall include information on vehicle class and fuel type as well as a determination of the usage and need to replace each vehicle. The assessment will include a recommendation for a phase in of zero-emission vehicles to align with the state and federal required guidelines and standards.

2) AVAILABLE ALTERNATIVE ELECTRIC VEHICLE REVIEW

The Consultant will review currently available Zero-Emission, battery and fuel cell electric vehicle alternatives to the vehicle types most commonly used by the City. This task will highlight vehicle classes for which Zero-Emission and electric alternatives are available and most cost effective, as well as those for which practical electric alternatives are not available.

3) LIFE CYCLE COST ANALYSIS (LCCA):

The consultant is asked to provide a life cycle cost analysis of EV charging equipment ownership vs. lease vs. third party ownership or other models available at this time. These costs and benefits for various options will allow comparisons to be made and will inform the decision to select an approach to ownership for current and future EV charging infrastructure implementation. As part of the approach, the consultant is expected to include considerations of return on investment, impacts of rapidly changing technology, staff capacity, cost and options for operations and maintenance agreements, and identifying optimal time frames (3-year, 5-year, other).

4) DEVELOP PROJECTED COSTS, IDENTIFY SITES, AND IDENTIFY OTHER BARRIERS TO FLEET CONVERSION

The consultant will develop estimates for the projected cost of phasing in a substantial conversion which will comply with current State and Federal standards and guidelines to Zero-Emission, battery and/or fuel cell electric fleets by 2025, 2030, and 2035.

The estimate must include but not limited to:

- a) Vehicle acquisition costs
- b) General vehicle specifications
- c) Charging and refueling infrastructure costs
- d) General specifications of charging and refueling infrastructure



- a) Maintenance costs
- b) Fuel costs
- c) Verify appropriately sized charging site location(s)
- d) Electricity infrastructure upgrades
- e) Coordination and verification of available power from city utility, PG&E
- f) Appropriate staffing for charging and maintenance
- g) Any other associated costs.

For this task the consultant will also describe the financial constraints that may be a barrier to transition to zero-emission and electric vehicle fleets and identify other barriers to transitioning to a battery and/or fuel cell electric vehicle fleet.

5) IDENTIFY AND ANALYZE FINANCING MECHANISMS AND STRATEGIES THAT COULD SUPPORT THE CONVERSION OF PUBLIC FLEETS TO ZERO-EMISSION/ALTERNATIVE FUEL AND ELECTRIC VEHICLES

The consultant will identify the projected number and location profile of zero-emission and electric vehicle charging stations needed citywide to provide charging for public fleets. This assessment should incorporate data available on the existing charging network facilities that are publicly accessible. The consultant will identify and analyze financing mechanisms and strategies that could accelerate the transition of City vehicles to battery and/or fuel cell electric vehicles, including, but not limited to:

- e) Energy or carbon savings performance contracting
- f) Utility grants and rebates
- g) Revolving loan funds
- h) Federal and State grant programs
- i) Private third-party financing
- j) Fleet management services
- k) Leasing
- l) Vehicle use optimization
- m) Vehicle to grid technology

6) TECHNOLOGY The consultant is asked to provide recommendations on the technology for the chargers to meet City-required minimums for the grant and current best practices. At a minimum, this will include networked charging infrastructure parameters which provide data tracking capabilities, identified as follows:

- a. Network capable, with ability for City to engage in two-way communication via internet or cell phone
- b. Demand response capable
- c. Flexibility for City to require users to pay for electricity (fuel), and to have varying fuel costs for different users and/or different lengths of time (e.g., for agency employees vs. the public; free for the first hour, then charged at increasing rates for subsequent hours; or other)



- d. Providing City with ability to push software upgrades through the communication channel
- e. Providing City with ability to collect use data and/or maintenance/operational data. Additionally, the consultant should provide analysis of appropriate power management technology, such as rotating four chargers to one circuit. Other current and emerging technologies may be recommended for implementation by the consultant.

7) WORKFORCE DEVELOPMENT & STAFFING LEVELS

The consultant is asked to provide recommendations on workforce development of City Staff in order to maintain, service, and repair a zero-emission fleet and infrastructure. At a minimum, this will include:

- a. Existing training programs and resources for each fuel type
- b. Provide a comprehensive estimate of labor hours for common vehicle repair tasks by zero emission vehicle type.
- c. Provide a comparative analysis in vehicle equivalency units between zero emission and fossil fuel vehicles by vehicle type.
- d. Provide recommendations for staffing levels for Fleet Maintenance.
- e. Review current city job specifications for Fleet Maintenance, identify opportunities for zero emission vehicle maintenance, and make recommendations to address the opportunities.
- f. Provide recommendations for staffing levels to coordinate adequate charging sessions for fleet vehicles between operating shifts.
- g. Recommended training plans and schedules by job specification, fuel type, maintenance class, vehicle type, and frequency.
- h. Cost breakdown
- i. First responder training recommendations



Proposer's Name TRC Solutions, Inc.

**NONCOLLUSION DECLARATION
Public Contract Code section 7106**

The undersigned declares:

I am the Environmental Sector President of TRC Solutions, Inc.,
Title of Authorized Person Bidding Firm
the party making the foregoing bid.

The bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The bid is genuine and not collusive or sham. The bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid. The bidder has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof, to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder. I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on April, at 18th, CA.
Date City State



Signature of Authorized Person

Mark Robbins

Print Name of Authorized Person

The above Noncollusion Declaration is part of the Bid Proposal.

Bidders are cautioned that making a false declaration may subject the certifier to criminal prosecution.

Proposer's Name TRC Solutions, Inc. (Submit with Proposal)

FOR REQUEST FOR PROPOSALS FOR:

**ZERO EMISSIONS FLEET VEHICLE TRANSITION PLANNING SERVICES
REQUEST FOR PROPOSALS NO. 12302342**

BUSINESS LOCATION

- The undersigned Proposer does not maintain a place of business in the City of Fresno.
- The undersigned Proposer maintains a place of business in the City of Fresno at: 8050 North Palm Ave, Suite 300, Fresno, CA 93711

BUSINESS LICENSE

- The undersigned Proposer has a current City of Fresno Business License, and the number is 33777.

If the successful Proposer does not have a City of Fresno Business License, he/she shall obtain such a license prior to the issuance of a Notice to Proceed for the Work and maintain in effect throughout the term of this Contract.

Please see the following page for our current City of Fresno Business Tax Certificate.



Why are business taxes assessed?

To help fund certain governmental services, such as police, fire, street maintenance, parks, economic development, and general administration.

When are business taxes due?

Taxes are due on or before the payment due date on the tax return .
The City mails business tax return forms for your business. Late fees of at least twenty per cent (20%) are assessed if such taxes are not paid (or postmarked) by the due date.

How are business taxes determined?

Depending on your type of business, business taxes are either a fixed amount (flat tax) or a variable amount based on the gross receipts of your business. The business tax return form sent to you will provide the specific instructions on how to determine the proper amount of tax due.

Where are business taxes paid?

You may mail your payment to: Fresno City Business Tax Section
PO Box 45017, Fresno 93718-5017

If you are paying your current tax renewal before the due date, you may renew online at the link below.
Your Web Security Code is found on your renewal form.

www.businesstax.fresno.gov/webrenewals

If your business tax return cannot be mailed or postmarked before the due date, and you need help calculating the late penalty, please bring the tax return and payment to our office :

Fresno City Hall, Tulare and P Street, Second Floor
Monday - Friday 9:00a.m. - 4:30 p.m.

Whom do I contact to update my Business Tax Certificate records or to get additional information?

If the business ownership, business name, location, mailing address, or phone number changes, or the business closes, you are required to report the change to our office. For changes or additional information, please contact our Customer Service Division at:

Telephone: (559) 621-6880 Mon. - Fri. 9 AM - 4:30 PM

Fax Machine: (559) 457-1080

Mailing Address: PO Box 45017, Fresno 93718-5017

Email Address: businesstax@fresno.gov

Some business may receive additional tax return or permit renewal forms from the City. Additional taxes or permit fees may be required if your business is located within certain special assessment districts or engaged in a particular type of business activity. Additional taxes or permit fees are required for hotels and motels (room tax), taxicab companies and drivers, card rooms, billiard rooms, mobile food vendors and certain other activities.

In most instances, a separate Business Tax Certificate must be filed for each location of the same business within Fresno .
With few exceptions, a Business Tax Certificate must be renewed either monthly , semi-annually or annually for it to remain valid.
Obtaining a Business Tax Certificate does not entitle the holder thereof to carry on any business without having complied with all applicable provisions of the Fresno Municipal Code (FMC), or carry on any business in any building or location where the conduct of such business would be in violation of the FMC.

Your Tax Certificate is attached at the bottom of this form. Please detach and display your Tax Certificate in your place of business. Businesses which do not maintain a fixed location, or are located outside the City of Fresno, should carry this Tax Certificate while conducting business within the City.

CITY OF FRESNO BUSINESS TAX CERTIFICATE

EXPIRES: 06/30/2023

Business Name: TRC SOLUTIONS INC

Location: 575 E LOCUST AVE STE 105

Contact/Owner: TRC SOLUTIONS INC

Tax Account No. 33777

This tax certificate may be accepted as valid up to thirty (30) days after the expiration date above if appropriate tax returns have been filed and business tax paid before the due date. This tax certificate must be available for inspection by any authorized City of Fresno employee. Businesses that do not maintain a fixed location, or are located outside the city, should carry this Tax Certificate while conducting business within the City. This certifies that the noted business has a Business Tax Certificate with the City of Fresno. It does not entitle the holder to carry on business activities in a manner inconsistent with any applicable provision of the Fresno Municipal Code.

City of Fresno
Request for Proposals for Zero Emissions Fleet Vehicle Planning Services
Proposal Number: 12302342



4. Signature Page of All Addenda

Proposer's Name TRC Solutions, Inc.

ADDENDA

The City makes a concentrated effort to ensure any addenda issued relating to these Specifications are distributed to all interested parties. It shall be the Proposer's responsibility to inquire as to whether any addenda to the Specifications have been issued. Upon issuance by the City, all addenda are part of the proposal. Signing the proposal on the signature page thereof shall also constitute signature on all addenda.

TIME PERIOD TO AWARD/REJECT

The undersigned Proposer agrees that the City may have **ONE HUNDRED AND TWENTY (120) DAYS** from the date proposals are opened to accept or reject proposals. It is further understood that, if the Proposer to whom any award is made fails to enter into a Contract as provided in the Specifications, award may be made to another Proposer, who shall be bound to perform as if she/he had received the award in the first instance.



Purchasing Division - (559) 621-1332 - www.fresno.gov
2101 G Street, Building A
Fresno CA 93706

General Services Department
Brian Barr, Director

ADDENDUM NO. 1

**REQUEST FOR PROPOSALS FOR ZERO EMISSIONS
FLEET VEHICLE TRANSITION PLANNING SERVICES
RFP NUMBER: 12302342**

NOTICE TO ALL BIDDERS

This Addendum is attached to and made a part of the above entitled specifications for the City of Fresno with a scheduled bid opening of **3:00 P.M., April 18, 2023.**

All changes and or clarifications will appear in **bold underlined type.**

The scheduled bid opening has changed to 3:00 P.M., May 2, 2023.

City of Fresno

MELISSA PERALES
Purchasing Manager

The bidder shall sign below indicating he/she has thoroughly read and understands the contents of this Addendum.

Signed: RGarewal

Company: TRC Solutions, Inc.

This addendum is being distributed ONLINE only and will not be sent by U.S. Mail. The bidder shall submit a signed copy of this addendum with their bid.



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Fresno CA 93706

General Services Department
Brian Barr, Director

ADDENDUM NO. 2

**REQUEST FOR PROPOSALS FOR ZERO EMISSIONS
FLEET VEHICLE TRANSITION PLANNING SERVICES
RFP NUMBER: 12302342**

NOTICE TO ALL BIDDERS

This Addendum is attached to and made a part of the above entitled specifications for the City of Fresno with a scheduled bid opening of **3:00 P.M., April 18, 2023.**

All changes and or clarifications will appear in **bold underlined type.**

ANSWERS TO REQUEST FOR INFORMATION

1. QUESTION: Should '4.City Forms' actually include pages 15 (Statement of Acceptance of the Indemnification and Insurance Requirements, 16 (Non-Collusion Declaration), and 18 (Business Location and License) instead of 11-26? Pages 11 (Cost Proposal), 12-13 (Proposer Qualification Questionnaire, 17 (Addenda), 14 (References), 21 (Signature Page), and 20 (ACH Authorization Agreement) are requested elsewhere on the Check List.

ANSWER: Checklist item 4 includes all City Forms as listed in the RFP.

2. QUESTION: Should Page 19 (Accounts Payable Section) be submitted with page 20 (ACH Authorization Agreement)?

ANSWER: Yes, both pages 19 and 20 should be submitted.

3. QUESTION: Does the Services Contract (pages 24-25) need to be submitted with the proposal or at time of award?

ANSWER: The Services Contract does not need to be submitted with the proposal. Signatures will be requested at the time of award.

4. QUESTION: What should encompass the '3.Statement of Qualifications and Experience' section?

ANSWER: Additional qualifications, experience, and relevant information not included as a response to Checklist item 7. Proposer Questionnaire should be included as a response to Checklist item 3. Statement of Qualifications and Experience.



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2101 G Street, Building A
Fresno CA 93706

General Services Department
Brian Barr, Director

5. QUESTION: Should resumes be included in an appendix?

ANSWER: Yes

6. QUESTION: The checklist (pg 10 of the RFP) includes a list of required content. Number 3 "Statement of Qualifications and Experience" seems to be asking for the same information as #7 "Proposer Qualification Questionnaire." Is there specific content/info for #3 that is not covered in #7? Do you want the same content/information submitted in both sections (#3 and #7)? thank you.

ANSWER: Additional qualifications, experience, and relevant information not included as a response to Checklist item 7. Proposer Questionnaire should be included as a response to Checklist item 3. Statement of Qualifications and Experience.

7. QUESTION: Will selected vendors (including subcontracted vendors) be excluded from participating in future contract bid opportunities to provide ZEV direct services with the City of Fresno?

ANSWER: No

8. QUESTION: Would the City of Fresno consider a 2-week extension to provide vendors additional time to prepare a response?

ANSWER: The deadline has been extended by 2 weeks. The new deadline is: May 2, 2023 by 3:00 P.M.

9. QUESTION: Does the City of Fresno have a target budget in mind for this work?

ANSWER: The City declines to answer.

10. QUESTION: Given this project's scope of services, could the City please confirm that a Performance Bond (Pages 24 and 28) is not applicable and will not be required?

ANSWER: A Performance Bond is not applicable and not required.

11. QUESTION: Would the City be amenable to extend the deadline on proposal to provide an opportunity to respond? There are a few provisions of the contract document which may require a lengthier review time, and we are researching contract requirements which could take more than timeframe allocated.

ANSWER: The deadline has been extended by 2 weeks. The new deadline is: May 2, 2023 by 3:00 P.M.



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General Services Department
Brian Barr, Director

12. QUESTION: On the References form (Page 14), what is the difference between Length of Contract and Number of Years?

ANSWER: The "Length of Contract" field refers to the length of a specific contract to be used as a reference. The "Number of Years" field refers to the number of years the proposer has conducted business with the reference listed.

13. QUESTION: What is the anticipated total project cost for this proposal?

ANSWER: The City declines to answer.

City of Fresno

MELISSA PERALES
Purchasing Manager

The bidder shall sign below indicating he/she has thoroughly read and understands the contents of this Addendum.

Signed: RGarewal

Company: TRC Solutions, Inc.

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General Services Department
Brian Barr, Director

ADDENDUM NO. 3

**REQUEST FOR PROPOSALS FOR ZERO EMISSIONS
FLEET VEHICLE TRANSITION PLANNING SERVICES
RFP NUMBER: 12302342**

NOTICE TO ALL BIDDERS

This Addendum is attached to and made a part of the above entitled specifications for the City of Fresno with a scheduled bid opening of **3:00 P.M., May 2, 2023.**

All changes and or clarifications will appear in **bold underlined type.**

ANSWERS TO REQUEST FOR INFORMATION

1. QUESTION: After reviewing the proposal, there is no specific mentions to hydrogen powered vehicles, although fuel cell vehicles are considered. Is there any intention to consider hydrogen as fuel for city fleet, including not only the vehicle fleet but also the hydrogen generation and distribution? In our experience, hydrogen can lead to large savings during operations of the fleet.

ANSWER: Yes, the City is interested in both fuel cell and hydrogen vehicles.

2. QUESTION: How many assets with miles and or hours will be analyzed?

ANSWER: Approximately 2200

3. QUESTION: How many locations will be analyzed for EV charging (if known)

ANSWER: The number of locations will vary and be contingent on the number of City departments and facilities where vehicles are parked, accessed and ultimately charged each day.

4. QUESTION: How many depots are the vehicles currently using for off service parking (overnight parking etc)?

ANSWER: Offsite parking is decentralized in the City. The City uses approximately 25-30 locations for parking of various vehicles (PD, Fire, Solid Waste, etc.)

5. QUESTION: Do the vehicles currently use GPS? If so, what application are you using?

ANSWER: Some of the vehicles have GPS. We are moving to Samsara which will be installed in May/June time frame.



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Fresno CA 93706

General Services Department
Brian Barr, Director

6. QUESTION: What is the FMIS the City is using to manage these vehicles?

ANSWER: Assetworks/Fleet Focus

7. QUESTION: Are the vehicles maintained and tracked on the same or different systems (centralized or decentralized)?

ANSWER: Centralized using Fleet focus and EJ Ward

8. QUESTION: What is the longest distance for any of the fleet vehicles (the longest routes)?

ANSWER: Depends on the department but the most that any one vehicle drives is 120 miles per day.

City of Fresno

MELISSA PERALES
Purchasing Manager

The bidder shall sign below indicating he/she has thoroughly read and understands the contents of this Addendum.

Signed: RGarewal

Company: TRC Solutions, Inc.

This addendum is being distributed ONLINE only and will not be sent by U.S. Mail. The bidder shall submit a signed copy of this addendum with their bid.



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General Services Department
Brian Barr, Director

ADDENDUM NO. 4

**REQUEST FOR PROPOSALS FOR ZERO EMISSIONS
FLEET VEHICLE TRANSITION PLANNING SERVICES
RFP NUMBER: 12302342**

NOTICE TO ALL BIDDERS

This Addendum is attached to and made a part of the above entitled specifications for the City of Fresno with a scheduled bid opening of **3:00 P.M., May 2, 2023.**

All changes and or clarifications will appear in **bold underlined type.**

The scheduled bid opening has changed to 3:00 P.M., May 9, 2023.

City of Fresno



MELISSA PERALES
Purchasing Manager

The bidder shall sign below indicating he/she has thoroughly read and understands the contents of this Addendum.

Signed: 
Company: TRC Solutions, Inc.

This addendum is being distributed ONLINE only and will not be sent by U.S. Mail. The bidder shall submit a signed copy of this addendum with their bid.



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Fresno CA 93706

General Services Department
Brian Barr, Director

ADDENDUM NO. 5

**REQUEST FOR PROPOSALS FOR ZERO EMISSIONS
FLEET VEHICLE TRANSITION PLANNING SERVICES
RFP NUMBER: 12302342**

NOTICE TO ALL BIDDERS

This Addendum is attached to and made a part of the above entitled specifications for the City of Fresno with a scheduled bid opening of **3:00 P.M., May 9, 2023.**

All changes and or clarifications will appear in **bold underlined type.**

The California Air Resource Board recently passed the Advanced Clean Fleets regulation which mandates the City's medium and heavy duty fleets to zero emission. Consultant will tailor the scope of work deliverables around the various regulations (proposed and final) impacting the City's fleet. Within the scope of work requirements, the Consultant will recommend to the City the appropriate path for compliance with these regulations.

City of Fresno



MELISSA PERALES
Purchasing Manager

The bidder shall sign below indicating he/she has thoroughly read and understands the contents of this Addendum.

Signed:  _____

Company: TRC Solutions, Inc.

This addendum is being distributed ONLINE only and will not be sent by U.S. Mail. The bidder shall submit a signed copy of this addendum with their bid.



5. References

Proposer's Name TRC Solutions, Inc.

REFERENCES

ZERO EMISSIONS FLEET VEHICLE TRANSITION PLANNING SERVICES REQUEST FOR PROPOSALS NO. 12302342

Please list at least three references of similar size and type of services, including governmental agencies, if available.

- 1. AGENCY/COMPANY NAME:** Los Angeles County Metropolitan Transportation Authority (Metro)
ADDRESS: One Gateway Plaza, Los Angeles, CA 90012
CONTACT PERSON: Cris Liban, PhD **E-MAIL:** libanc@metro.net
PHONE NUMBER: 213.418.3476 **FAX NUMBER:** N/A
LENGTH OF CONTRACT: 11 **NUMBER OF YEARS:** 11
TYPE OF SERVICE PROVIDED: Non Revenue Fleet Electrification Planning, EV Parking Strategic Plan, energy resiliency studies, microgrid feasibility studies, lighting and HVAC upgrades, energy data management, LEED certification, energy auditing, design review, sub-meter design and project management, GHG emissions reductions strategies, and climate risk identification and mitigation analyses.
- 2. AGENCY/COMPANY NAME:** San Francisco Public Utilities Commission
ADDRESS: 525 Golden Gate Ave, San Francisco, CA 94102
CONTACT PERSON: Terry O'Sullivan **E-MAIL:** tosullivan@sfgwater.org
PHONE NUMBER: 415.554.2424 **FAX NUMBER:** N/A
LENGTH OF CONTRACT: 27 **NUMBER OF YEARS:** 20+
TYPE OF SERVICE PROVIDED: Energy efficiency and distributed generation energy services for SFPUC for more than 20 years. TRC's work with the SFPUC addresses similar facility types and improvement opportunities, energy objectives, and internal organization structures/process to those to the County.
- 3. AGENCY/COMPANY NAME:** Fresno Council of Government and Fresno FAX
ADDRESS: 2035 Tulare Street Fresno, CA 93721
CONTACT PERSON: John Downs (retired)/Jeff Long **E-MAIL:** Jeff.Long@fresno.gov
PHONE NUMBER: 559.621.1436 **FAX NUMBER:** N/A
LENGTH OF CONTRACT: 14 **NUMBER OF YEARS:** 11+
TYPE OF SERVICE PROVIDED: Public Transportation Infrastructure Study to access 60 deliverables covering everything from forecasts of TOD housing demand, changes in land use policy, conceptual planning for 25-mile Bus Rapid Transit system, feasibility of implementing a streetcar in downtown Fresno.
Letter of recommendation for project manager available upon request.



6. Proposer Questionnaire

(Submit with Proposal.) Proposer's Name: TRC Solutions, Inc.

PROPOSER QUALIFICATION QUESTIONNAIRE

FOR REQUEST FOR PROPOSALS FOR:
ZERO EMISSIONS FLEET VEHICLE TRANSITION PLANNING SERVICES
 REQUEST FOR PROPOSALS NO. 12302342

TO: THE PURCHASING MANAGER OF THE CITY OF FRESNO

The undersigned Proposer submits the following information in accordance with the proposal Specifications:
 (Use additional sheets as needed.)

1. **a. Business Name (If using more than one business name, please list all names.):**
 TRC Solutions, Inc.
b. Address:
 (Branch office to service the City) 8050 N. Palm Avenue, Suite 300, Fresno, CA 93711
Is your firm operating as a franchisee? Yes or No
If yes, list the franchiser, and number of years your business has been franchised:
2. **Provide the names, titles, qualifications, years of experience, and years with your firm, for all key personnel in authority in your business, including the key personnel that will be involved in this project, and the extent to which they will be involved in the performance of this Contract.**

Please see the table below for TRC's Corporate Officers:

Name	Title	Qualifications	Years of Experience	Years with TRC
Christopher P. Vincze	President/CEO	MPH, Epidemiology/Biostatistics and Environmental Health, Boston University School of Medicine BA, Zoology/Animal Biology, Connecticut College	30	18
Jason Greenlaw	Chief Financial Officer/Treasurer	BBA, Accounting, Bryant University	25	22
Catherine Bragg	VP General Counsel/Secretary	JD, Law, University of Connecticut School of Law MBA, Business Administration, University of Connecticut School of Business BA, English Literature, Central Connecticut State University	20	16
Marc S. Faecher	Chief Risk Officer	JD, The American University, Washington College of Law BA, History, Political Science, Muhlenberg College	34	19



Please see the table below for Key Personnel for this project/contract.

Name	Title	Qualifications	Years of Experience	Years with TRC
Julie Eldridge, AICP	Principal Transportation Planner	Post Graduate Program, Transportation/Mobility Management, Polytechnic of Central London BS, Political Science/Public Service, University of California, Davis	35	<1
Rameeta Garewal, AICP	PPL Western Regional Leader	MBA, UCLA Anderson of Management MCRP, The Ohio State University B.Arch, University of Mumbai, India	20	4
Patrick Couch	Senior Vice President, Technical Services, Clean Transportation Services	MS in Mechanical Engineering from University of California Irvine BS in Mechanical Engineering from University of California – Irvine Specialization in Combustion and Propulsion	20	12

3. How many years has your business been established?

TRC Solutions, Inc. was established in 1981, 42 years ago.

How many years has your business been under your present name? N/A

How many years under former names? (List name and number of years) N/A

4. How many years has your business been providing services? 42 years.

5. What other types of services does your business provide? N/A

6. Do you have any affiliated companies? (If parent company, list subsidiaries and divisions. If subsidiary or division, name parent company, its principals, and their addresses): Yes. TRC Solutions, Inc. is a wholly owned subsidiary of TRC Companies, Inc. (Parent). Please see below for principals and their addresses:

Name	Title	Address
Christopher P. Vincze	President/CEO	21 Griffin Road North Windsor, CT 06095
Jason Greenlaw	Chief Financial Officer/Treasurer	21 Griffin Road North Windsor, CT 06095
Catherine Bragg	VP General Counsel/Secretary	9735 Northcross Center Court, Suite N Huntersville, NC 28078
Marc S. Faecher	Chief Risk Officer	41 Spring Street New Providence, NJ 07974
Mark Robbins	Environmental Sector President	505 East Huntland Drive, Suite 250 Austin, TX 78752
Rameeta Garewal	Western Regional Group Leader - Planning, Permitting, and Licensing	4393 Viewridge Avenue, Suite A San Diego, CA 92123



7. Have there been any contract terminations for the services your firm performs before the fulfillment of the contract within the past three years? Yes or No

If so, list the date, client, and reason for termination below

8. Provide an organization chart, indicating full-time personnel, job titles, locations, and whether each individual works out of an office or is in the field. Organization chart attached?

Yes or No

9. Does the proposer currently possess resources to meet the initial requirements for this contract?

Yes or No

If "Yes", describe the inventory and if "No", describe how you will meet the initial requirements:

TRC possesses the necessary knowledgeable personnel, resources, experience, and expertise to meet the initial requirements. The selected TRC personnel has delivered EV charging and fleet electrification projects and completed extensive facility efficiency studies from planning, siting, design, financing, performance and procurement assessment.

10. Describe how you will meet the requirement to a zero-emission transition plan.

TRC will collect the relevant fleet vehicle data from the City of Fresno and conduct research, pulling from our extensive experience in this field and complete the Scope of Services as defined in the RFP to deliver the Draft and Final Reports on the requested Zero Emission Transition Plan.

11. Do you have any relevant experience?

TRC has extensive experience in the Sustainability Field, specifically in Fleet Transition Planning to Zero Emission Vehicles. Please see our company qualifications and attached resumes.



7. Signature Pages

SIGNATURE PAGE

By my signature on this proposal I certify, under penalty of perjury under the laws of the State of California, that the statements contained in this proposal are true and correct.

PROPOSAL SUBMITTED BY:


(Please follow the instructions for each line, as explained below.)

(1) TRC Solutions, Inc. (559) 439-2576 () N/A
Firm Phone Fax

(2) Corporation
(Corp.) (Individual) (Partner) (Other)

(3) 8050 N. Palm Avenue, Suite 300
Business Address

Fresno CA 93711
City State Zip Code

(4) By: 
Signature of Authorized Person

Mark Robbins, President – Environmental Sector
Type or Print Name of Authorized Person and Title

Federal Tax I.D. No.: 95-3621928 Date: April 18, 2023



INSTRUCTIONS FOR SIGNATURE PAGE

LINE 1: The name of the Proposer must be the same as that under which a license is issued, if a license is required. If the Proposer is a corporation, enter the exact name of the corporation under which it is incorporated; if Proposer is an individual, enter name; if Proposer is an individual operating under a trade name, enter name and dba (trade name in full); if a partnership, enter the correct trade style of the partnership; if a joint venture, enter exact names of entities joining in the venture.

LINE 2: Identify here the character of the name shown under (1), i.e., corporation (including state of incorporation), individual, partnership, or joint venture.

LINE 3: Enter the address to which all communications and notices regarding the Proposal and any Contract awarded thereunder are to be addressed.

LINE 4: (a) If the Proposer is a corporation, the Proposal must be signed by an officer or employee authorized to sign Contracts on behalf of the corporation evidenced by inclusion of one of the following certified by the secretary of the corporation, authorizing the officer or employee to sign contracts (sample certification attached): a copy of the Secretary of State printout, a copy of the Articles of Incorporation, a copy of the Bylaws, a copy of the Board Resolution or Minutes authorizing the officer or employee to sign Contracts.

(b) If Proposer is an individual, he/she must sign the Proposal, or if the Proposal is signed by an employee or agent on behalf of the Proposer, a copy of a power of attorney must be on file with the City of Fresno prior to the time set for the opening of the proposals or must be submitted with the Proposal.

(c) If the Proposer is a partnership, the Proposal must be signed by all general partners; or by a general partner(s) authorized to sign Contracts on behalf of the partnership evidenced by inclusion of either a copy of the Partnership Agreement or a recorded Statement of Partnership.

(d) If the Proposer is a joint venture, the Proposal must be signed by all joint venturers; or by a joint venturer(s) authorized to sign Contracts on behalf of the joint venture evidenced by inclusion of either a copy of the Joint Venture Agreement or a recorded Statement of Joint Venture; and if the joint venturer(s) is a corporation or a partnership signing on behalf of the Joint Venture, then Paragraphs (a) and c) above apply respectively.

Where Proposer is a partnership or a corporation, the names of all other general partners, or the names of the president and secretary of the corporation, and their business addresses must be typewritten below:

NAME	ADDRESS
Christopher P. Vincze, President/CEO	21 Griffin Road North Windsor, CT 06095
Catherine Bragg, VP General Counsel/Secretary	9735 Northcross Center Court, Suite N Huntersville, NC 28078

TRC SOLUTIONS, INC.

CERTIFICATE OF

AUTHORITY

I, Catherine M. Bragg, Vice President, Secretary and Deputy General Counsel of TRC Solutions, Inc., a corporation organized and existing under the laws of the State of California (the "Company"), do hereby certify that the following is a true and correct copy of a resolution duly adopted at a meeting of the Board of Directors of the Company duly held and convened on January 3, 2022, at which meeting a duly constituted quorum of the Board of Directors was present and acting throughout, and that such resolution has not been modified, rescinded or revoked, and is at present in full force and effect:

RESOLVED: That Mark Robbins, President - Environmental Sector for TRC Solutions, Inc., is hereby empowered and authorized to execute and deliver on behalf of the Company any and all Bids, Contracts, Amendments to Bids, Contracts, Bonds, Affidavits, Agreements, or Obligations pertaining to the City of Fresno, for Project Zero Emissions Fleet Vehicle Transition Planning Services.

IN WITNESS WHEREOF, the undersigned has affixed her signature and the corporate seal of the Company this 26th day of April, 2023.



(Corporate Seal)

Catherine M. Bragg
Vice President, Secretary and General Counsel

NOTARIAL
CERTIFICATE

State of Connecticut ss. Town of Windsor

County of Connecticut

On this 26th day of April, 2023, before me, Eileen R. Kearney, the undersigned officer, personally the

appeared, Catherine M. Bragg who acknowledged herself to be the Vice President, Secretary and Deputy General Counsel of TRC Solutions, Inc., a corporation, and acknowledged to me that such corporation executed the within instrument pursuant to its by-laws or a resolution of its Board of Directors and that she as such Vice President, Secretary and Deputy General Counsel, being duly authorized to do so, executed the foregoing instrument for the purposes therein, by signing the name of the corporation by herself as Vice President, Secretary and Deputy General Counsel.

In witness whereof, I hereunto set my hand.

Eileen R. Kearney



Notary Public, State of Connecticut

(Submit with Proposal)

Initial W. Ya

**CITY OF FRESNO
FINANCE DEPARTMENT
ACCOUNTS PAYABLE SECTION**

AUTHORIZATION AGREEMENT FOR DIRECT PAYMENTS (ACH CREDITS)

Company TRC Companies, Inc Contact Email arremitdetail@trccompanies.com
Name _____ Address _____ (Required)
Contact Name Portia Harrison Telephone Number 919-819-8822

The City of Fresno, Finance Department, (FINANCE DEPARTMENT), is authorized to initiate credit entries to the company above, (COMPANY), in the account below at the depository financial institution named below, (DEPOSITORY), and to credit the same to such account. Company acknowledges that the origination of ACH transactions to its account must comply with the provisions of U.S. law.

Depository Name Citizens Bank Branch 1 Citizens Drive

City Riverside State RI Zip Code 02915

Account Name: TRC Companies Inc - concentration account

Routing Number 211170114 (ACH only)

Account Number 2232037090

ACH Authorization Agreement Form already on file with City.

This authorization is to remain in full force and effect until FINANCE DEPARTMENT has received written notification of its termination. The FINANCE DEPARTMENT and DEPOSITORY have a reasonable time to process the termination.

Name(s) Wei Yao
(Please print)

Signature Wei Yao Date 05/08/2023

Title Treasurer

(Submit with Proposal)

Proposer's Name TRC Solutions, Inc.

CHECK LIST

Proposers are requested to submit this Checklist and the following information, providing the content in the sequence shown below. If documentation provided is incomplete, the Proposer may be ineligible for award of a Contract.

1. **COVER LETTER**, including company name, address, contact name, phone number and fax number.
2. **COST PROPOSAL** (p.11) (complete attached form)
3. **STATEMENT OF QUALIFICATIONS AND EXPERIENCE**
4. **CITY FORMS** (pp. 11-26) (complete/return attached forms)

STATEMENT INDICATING ACCEPTANCE OF INDEMNIFICATION AND
INSURANCE REQUIREMENTS
NON-COLLUSION DECLARATION
ADDENDA
5. Signature page of all **ADDENDA** issued, Addendum No. 16 (Enter numbers, if applicable).
6. **REFERENCES** (p. 14)
7. **PROPOSER QUESTIONNAIRE** (pp. 12-13) (complete attached form)
8. **SIGNATURE PAGES** (pp. 21), including (for corporations) Notary Acknowledgment in corporate form, certification by secretary and board resolution or other document to authorize individual who signs proposal.
9. **ACH AUTHORIZATION AGREEMENT** (p. 20) Signature page of ACH payment.



Appendix A: Team Resumes



Julie Eldridge, AICP
Principal Transportation
Manager

Julie Eldridge, AICP is a nationally recognized leader in mobile source carbon reduction strategies, transit project development and the Land Use/Transit Connection with over 30 years of experience leading planning studies and environmental project permitting across the US.

Julie has been a national leader in identifying and implementing strategies to reduce GHG emissions, including electric fleet conversions, VMT reductions through development permitting, Transportation Demand Management, and "Smart Growth" project design.

Trained as a Project Management Professional and Public Communications Manager, Julie has managed budgets up to \$4.0m and 20 multi-disciplinary staff on projects across the US for over 30 years.

Julie is skilled at getting large public works and environmental projects funded, permitted and completed on schedule and on budget.

CREDENTIALS

Education:

- B.S. Political Science/Public Service, University of California, Davis, 1980.
- Post Graduate Program, Transport Planning and Management, Polytechnic of Central London
- Ongoing AICP Continuing Education requirements met since 2005.

Professional Registrations/Certifications/Training:

- FEMA High-Security Contractor Security Clearance, badge ID #DHS003-7000-03309, June 2020
- American Institute of Certified Planners (AICP) Certificate #020008, May 2005.
- The CEQA Compliance Process, Local Enforcement Agency Training, Oakland, CA Fall 2010
- National Highway Institute Certificate No. 142052: Introduction to NEPA and Transportation Decision-Making October 2006
- ISO9001 Quality Management Training, AECOM, 2007
- Public Involvement Training, International Association of Public Participation (IAP2) 1999 Banff, Alberta, Canada
- Major Investment Study Training (Certificate Program) NHTA and FTA, 1997

Awards/Publications:

- International Committee on Ecology and Transportation recognition (ICOET, Fall 2011) for the Fresno PTIS project for environmentally sustainable transportation investments.
- "Friends of Phoenix" Award from Mayor Rimsza and Phoenix City Council for leading the successful 2000 Phoenix transit tax initiative campaign.
- 1995 Environmental Excellence Award, Salt Lake Rotarians and State of Utah Department of Environmental Quality, Division of Air Quality for creating Utah's Transportation Demand Management program, reducing commute trips by 20 percent.
- "Electric Bus State of the Art Review" for the City of Scottsdale, Arizona, July 2015.
- "Transit, a Worthwhile Investment" for the Phoenix Chamber of Commerce, 2000.

EXPERIENCE

Professional Summary:

As a trained Project Management Professional (PMP), Julie is skilled at getting large public works and environmental projects funded, permitted and completed on schedule and on budget.

Areas of Expertise:

- Reduction of mobile source greenhouse gas emissions.
- BEV and ZEV fleet conversion technologies.
- Transit capital investment grant writing and project management.
- Multi-modal mobility hubs, first/last mile connections.
- TDM as an incentives program, TDM as a development strategy.



PROJECT EXPERIENCE PRIOR TO TRC

Fresno Sustainable Communities Strategies/Public Transit Infrastructure Study (PTIS) and BRT DEIS, Fresno County and Council of Governments – CA (Project Manager)

Julie coordinated the efforts of 8 staff and a dozen sub-consultants to bring this \$2.7m two-year project to conclusion on schedule and on budget. The project included 30-year projections of land use density and mix scenarios to support the transit investment, a streetcar feasibility study for Downtown Fresno and a Very Small Starts application with DEIS for BRT on two corridors with planned interface to the high-speed rail station. A future technologies component assessed Personal Rapid Transit (PRT) connecting to the CSU Fresno campus. The project included a "walkability and bikeability" assessment of three cities in Fresno County, involving community leaders in a design charrette to identify lists of specific facility and safety improvements to the walking and cycling environment. Funding of \$37m was awarded fall of 2010 for BRT design phase work and the project is now under construction.

Fresno Area Express (FAX) 2012 SRTP Update – CA (Project Manager)

Under contract to FAX, Julie prepared the update text and tables to create the updated 2012 Short Range Transit Plan Update, including new paragraphs on the planned BRT implementation phasing and a Title VI analysis, highlighting impacts to low income and minority populations that would occur from proposed "route rationalization" to support the BRT project.

San Diego to Los Angeles High Speed Rail Station Area Planning, Transit Connectivity Assessment, and Station Area Environmental Scan, Sub to IBI Group – CA (Task Manager)

Julie was tasked with identifying local government planning projects to advance High Speed Rail awareness and inclusion. Projects include developing transit station area accessibility planning and high-speed rail design principles, identifying multi-modal transit connections along the corridor, joint funding, and grant opportunities. Julie also conducted the environmental scan for a proposed high-speed rail station in the City of Temecula.

47th Street BRT Station Community Impact Assessment, SANDAG, IBI Group – San Diego, California (Project Manager)

Julie conducted CEQA/ NEPA assessments of Community Impacts including Environmental Justice on low income, minority populations, and 4(f) impacts on public parks and community facilities.

Hemet Mobility Hub, Riverside Transit Agency, Sub to Psoomas Engineering – CA (Public Outreach Manager)

Julie developed public outreach strategies for the design/build team to develop a proposed multi-modal transportation hub in rural Hemet, California. Outreach deliverables included project newsletters, flyers, advertising placements, conducting public workshops, one-on-one stakeholder interviews, conducting a visioning walking tour and a survey of residents and elected officials. The project is now in final design and has received a funding commitment from Western Riverside Council of Governments.

Transportation Authority of Marin (TAM), Marin County Dynamic Rideshare Beta and Pilot Program – San Rafael, CA (Public Outreach Manager)

Julie managed public outreach and marketing for the beta launch of the "Cama" Dynamic Ridesharing smartphone application. This program, funded by the MTC, seeks to improve the efficiency of the roadway transportation network and improve air quality by eliminating cars from the network and sharing rides in a real-time technology forward environment. Recommendations to the app designers were made to improve usability based on user comments solicited in person, during focus groups and by telephone at key destinations in Marin County. Julie conducted meetings with major employers throughout Marin County for one year to determine their acceptance and support of ridesharing programs for their employees.

Laguna Hills Transit Center, OCTA, Sub to IBI Group – CA (Task Manager)

Owned and operated by the Orange County Transportation Authority (OCTA), the LHTC is located adjacent to the site of the "Five Lagunas" mixed-use redevelopment project in Laguna Hills. Julie conducted a survey of multi-modal and ADA access issues to the site and wrote the CPTED safety design assessment for the project. The goal of the site assessment was to identify opportunities for joint development and redesign of the transit center to increase the transit mode share. The LHTC is a 2.4-acre site with 166 parking spaces and nine bus bays, part of the larger 240-acre Laguna Hills Urban Village planning area.

Central Ohio Transit Agency (COTA) "NEXTGEN" Comprehensive Operations Analysis (COA) – Ohio (Task Manager)

Julie developed detailed cost estimates for 13 corridors proposed for BRT, LRT, Commuter Rail and Streetcar investments in Columbus, Ohio. Julie also conducted the alternatives analysis for these corridors to rank them for investment based on stated community priorities and value statements translated into quantifiable GIS data files. The corridor investments were being prepared for public review for funding by a sales tax increment on the November 2016 ballot, which was successful.



JARC Grant and Commuter Rail Corridor Study Environmental Assessment (EA) – Anderson County, South Carolina (Task Manager)

Ms. Eldridge wrote the Jobs Access/Reverse Commute Grant application for this project, which was successful in delivering funding for a dedicated shuttle service for ADA workers to a CVS Pharmacy packaging plant in Clemson. Julie also contributed the analysis of compatibility between a proposed rail spur to the Clemson University Campus and the Campus Master Plan as part of a NEPA EA and Very Small Starts Grant application to build this project. Analysis included a fatal-flaws analysis of station locations, noise, vibration, historical/cultural impacts, etc. along with potential for rail integration with existing and proposed land use, circulation system, pedestrian and bicycle interface and stadium parking.

East Bay BRT FEIS/R, Kimley-Horn Associates – Alameda County, CA (EIS Task Manager)

Julie wrote multiple chapters of the FEIS for this project and coordinated team efforts to produce the final submittal, including impacts of the project on land use, bicycle/pedestrian/ ADA integration and transit impacts, public involvement, community facilities, traffic impacts and parking. The project includes dedicated transit lanes in existing arterial rights-of-way, approximately 50 light-rail-like stations, and various station and passenger amenities that will make transit use more convenient, attractive, and safe and secure. The project was being streamlined to qualify for Small Starts funding from FTA (i.e., capital costs under \$250 million). Constructed.

Title VI and Limited English Proficiency (LEP) Public Outreach for FTA Compliance Reporting, VTA, Santa Rosa CityBus and Soltrans (Vallejo) – CA (Project Manager)

Julie designed surveys and conducted focus group meetings with non-English speaking transit patrons to discover ways to make the transit system easier for them to use and understand. The Title VI reports and LEP Public Outreach Plans for both agencies were submitted to the FTA to meet Federal funding requirements. Outreach was conducted in 23 languages for VTA in San Jose.

Connectivity Studies – The City of Charlotte, North Carolina (Project Manager)

Julie served as Project Manager for the Charlotte-Mecklenburg Department of Transportation working with Dan Burden of Walkable Communities and HDR Engineering, Inc. to study four Charlotte Neighborhoods and conduct "walkability" and "bikeability" assessments for opportunities to provide linkages for bicycles and pedestrians that had been lost through a non-connecting street network. Included one year of public workshops to identify projects, garner support, and solicit design input at the neighborhood level.

Transit Overlay District Zoning Code – City of Charlotte, North Carolina (Task Leader)

Julie was appointed to the Charlotte-Mecklenburg Transit Overlay (TOD) District rezoning task force to represent the interests of the DOT, creating new language to update the city's extensive code requirements to support the transit investment in five planned transit corridors terminating in downtown Charlotte. Julie was also responsible for managing the DOT's comment submittal to developers under the City's development review process, requesting improvements for compliance with the City's Smart Growth policies.



Patrick Couch
Senior Vice President, Technical
Services (GNA)

Patrick Couch both leads and collaborates on a wide range of projects and market development initiatives for GNA's clients and brings extensive experience in the research, development, and demonstration of a broad range of advanced mobile and stationary power technologies to the firm. From leading fleets through the evaluation of alternative fuel technologies to assisting policy makers with the development of practical and successful strategies for clean transportation, Patrick's work includes a mix of technical, business, and policy expertise.

CREDENTIALS

Education:

- M.S., Mechanical Engineering, University of California, Irvine
- B.S., Mechanical Engineering, Specialization in Combustion and Propulsion, University of California, Irvine

EXPERIENCE

Professional Summary:

- 23 years of experience

Areas of Expertise:

- Alternative Fuel Technologies
- CNG & LNG Consulting
- Emissions Modeling
- Mobile & Stationary Power Technologies
- Technology Demonstration
- Transportation & Energy Policy
- Vehicle Technology (Engines, Chassis, Fuel, Exhaust)

Gladstein, Neandross & Associates LLC (Senior Vice President: 2011-Present)

Coordinates with GNA's clients on alternative fuel technologies, advanced transportation equipment, low carbon fuels, and emission control strategies.

- Offers technical knowledge covering engines, chassis, fuel and exhaust systems for the traditional and advanced-technology heavy-duty on- and off-road vehicle markets.
- Provides technical experience in the area of data collection systems, GIS-based data analysis, and characterization of in-use vehicle operating profiles.
- Facilitates the introduction of new and advanced vehicle technologies through market analysis and feasibility studies.
- Leads modeling and analysis efforts involving lifecycle emissions of traditional and alternative fuels in the transportation sector.
- Supports a wide range of regulatory agencies, nonprofit organizations, utilities, and private corporations in the assessment and development of air quality and energy policies.
- detailed analyses of the collected data were performed and shared with local, state, and federal air quality agencies as well as hybrid vehicle manufacturers.



TIAX LLC (Principal/Senior Engineer: 2006-2011)

- Led demonstration projects for multiple advanced vehicles including plug-in hybrid terminal tractors, hybrid and natural gas switcher locomotives, and battery electric terminal tractors.
- Conducted feasibility analyses of advanced vehicles considering a broad range of aspects of vehicle operation, lifecycle costs, operational emissions, fueling/charging infrastructure, and fleet requirements.
- Led design and implementation, for TIAX, of the Port of Long Beach and Port of Los Angeles Clean Trucks Program.
- Collaborated with heavy duty truck manufacturers and dealers on the specifications, costs, and performance of natural gas and clean diesel trucks for the local port fleet.
- Contributed to or managed paper studies covering a broad range of topics including fuel availability for ocean going vessels, fleet compliance options for state incentive programs, market segmentation of natural gas vehicles, and vehicle idle reduction technologies.
- Characterized the duty cycle of heavy-duty drayage trucks. Work included the design and installation of a data collection system to record vehicle operating information. Additionally, detailed analyses of the collected data were performed and shared with local, state, and federal air quality agencies as well as hybrid vehicle manufacturers.

University of California – Irvine, Advanced Power and Energy Program (Graduate Teaching/Research Assistant: 2003-2006)

- Instructed upper division design class on combustion systems. Prepared lectures and design projects.
- Conducted research and development activities for Capstone Microturbines to develop an active control system to reduce emissions for their C60 microturbine generators.
- Participated in development of the White Mountain Energy Research Project, including development of controls, power quality monitoring, and photovoltaic systems.
- Supported National Fuel Cell Research Center researchers with data collection systems, emission testing, and facilities troubleshooting.

Energy Research Consultants (Research and Development Engineer: 2000-2003)

- Designed and constructed test stands, protocols and data collection systems for fundamental research and development of spray nozzles, combustors, and mixers.
- Performed data collection and analysis of using numerous laboratory instruments including laser diagnostics, flow measurement systems, high speed data acquisition hardware, emissions analyzers, and temperature measurement probes.



Rameeta Garewal, AICP
PPL Western Regional Leader

For more than 20 years, I have assessed and planned Sustainability and GHG-reduction programs to meet Federal, State & Local agency policies. To meet sustainability metrics, I have assisted clients across energy, waste and other media technology feasibilities, funding and Return-on-investment assessments followed by implementation and tracking/monitoring post-execution.

I commit to bringing my experience of stakeholder engagement, strategic planning & decision-making, cost-benefit analyses, technology alternatives evaluation and formulating recommendations tailored to the City's goals, business objectives and funding.

I know the work involved and client expectations in all phases of project lifecycle, from existing asset assessment to technology application and organizational development for successful implementation.

Rameeta Garewal brings over 20 years of sustainability and land use policy, regulatory planning, and architecture & urban design experience nationally and internationally. Ms. Garewal specializes in sustainable development strategies, alternative technology assessments and ROI, risk assessments, compliance and tracking sustainability goals and metrics. Rameeta has managed federal and local AB32/SB375 and related GHG-reduction driven projects to formulate framework and/or track compliance with climate adaptation & resiliency across Energy, Water, EMS, Sustainable Buildings and Fleet; GHG; Pollution Prevention; Regional & Local Planning; Net Zero communities Sustainable Acquisition; Fleet Transportation/Alt. Fuels.

CREDENTIALS

Education:

- MBA, UCLA Anderson of Management, 2018
- MCRP, The Ohio State University, 2002
- B.Arch, University of Mumbai, India, 1998

Professional Registrations/Certifications/Training:

- American Institute of Certified Planners
- ISO50001 Lead Auditor Trained

EXPERIENCE

Areas of Expertise:

- Sustainable development strategies
- Policy and Strategic Plan Development
- Return-on-Investment
- Cost-Benefit Analyses
- Strategic Sustainability Performance Plans
- Technology Alternatives Assessments
- Multi-year implementation plans
- Compliance and tracking to sustainability goals and metrics

PROJECT EXPERIENCE

Capital Metro's Environmental Sustainability Management System 14001 – Austin, TX (Project Manager)

Project Manager to develop ESMS based on GRI's G4 reporting guidance, APTA's sustainability commitment and City of Austin Green Business Leaders Program. Developed an analysis and tracking model for environmental hazard risk analysis, emergency preparedness and response and hazard mitigation. Workshopped with all departments including Building Maintenance, Fixed Route services, Public Facilities, Sustainability, Risk and Safety. Phase 2 – Lead gap analysis for new certification standard, update management system to identify improvements and processes incorporated since inception and guide CAP Metro in conducting internal audits, implementation, and preparation for certification audit. Lead a team that assists CAP Metro in training and preparing for the ISO 14001:2015 certification.

Sustainability Strategic Planning, Landsea Homes and UCLA Anderson School of Management – CA (Strategic Management Consultant)

Strategic Management Consultant to conduct competitive strategy research, benchmarking, and planning for a \$57M home builder for sustainable development. Developed sustainable development framework, product, pricing, and marketing strategy for a yielding an increase in gross margin of 3-8% and \$8-\$9M in gross profit.



Navy Global Sustainability Compliance – NAVFEC, Global (Planning & Sustainability SME)

Planning & Sustainability SME for qualitative measurements and risk analysis including projected performance of capital assets and infrastructure. The effort included providing statistical measurements and compliance with climate adaptation & resiliency for infrastructure for Energy, Water, EMS, Sustainable Buildings and Fleet; GHG; Pollution Prevention; Regional & Local Planning; Net Zero communities Sustainable Acquisition; Fleet Transportation/Alt. Fuels; and assessment of the sustainability organization indicating level of engagement.

Waste Management Plan. Stadium Reconstruction Project – San Diego, California (Principal Planner)

Development of WMP to include analysis of the solid waste impacts anticipated for the project and mitigation to meet Assembly Bill 341 requirements. The goal of this WMP is to identify sufficient mitigation to reduce the potential impacts of the project on solid waste services. The project includes building a new stadium on about 17 acres in the northeast corner of the project site and demolition of the existing 166-acre Qualcomm Stadium. The project is located within the Mission Valley Community Plan area. The existing stadium is located on an approximately 15-acre portion in the center of the site surrounded by stadium parking.

Plastic Bag Ban Ordinance – City of San Diego (Senior Project Manager)

Provided services to Environmental Services and the City Planning Departments for the Carryout Bag Reduction Ordinance, as well as proposed alternatives. Coordinated closely with staff from both City departments in the preparation and production of the draft and final EIRs, preparation for City Council approvals and hearings.

Samsung Austin Semiconductor – Austin, Texas (Technical Reviewer)

Quality Lead and reviewer for ISO 50001 Audit, EnMS Manual, Energy Plans, Internal Training Procedures, and energy monitoring procedures. URS conducted an ISO 50001 EnMS Audit and energy audit of Samsung Austin's Semiconductor facility with a focus on the support infrastructure. The project included evaluating available energy conservation measures.

Return on Investment for Material Recovery Facility – MCB Camp Pendleton (Senior Project Manager)

Design and economic return on investment study to maximize the efficiency of recycling operations for the community. The project solution serves to enhance the recovery of materials from the waste stream, generating a revenue stream, achieve mandates for sustainability standards for waste diversion, and maximize the life of a valuable and scarce resource-existing landfill.

Integrated Strategic Sustainability Performance Plans – NAVFAC SW (Sustainability SME)

Integrated Strategic Sustainability Performance Plans (ISSPP) for MCAS Miramar, MCLB Barstow, and MCMWTC Bridgeport which documents projects developed in support of EO 13514 sustainability mandates, maps sustainability business processes, and recommends plans of objectives and milestones to achieve sustainability targets. The outcome of the project includes developing capital improvement projects for 25-30 year outlook to ensure efficiency and reliable supply in areas of energy, water, and wastewater; green facilities, renewable energy, green procurement, and regional infrastructure planning.

Net Zero Waste Analysis and Alternatives – USACE Fort Sill, Oklahoma (Task Manager)

Developed a plan to where Fort Sill can progress toward meeting the Army vision for Net Zero. The analysis identifies the opportunities for diversion of waste streams from the landfill and estimates the potential impact that the diversion alternatives will have on the useful life of the landfill. The project develops a recommended prioritization of Net Zero waste management alternatives that will assist Fort Sill in reaching its Net Zero waste goal.

Installation Development Plan Update – Laughlin AFB (Sustainability Lead)

Introduced sustainability into the planning process. The project establishes existing installation sustainability profile for the IDP mandated by the Secretary of the Air Force and in compliance with Air Force Policy Directive. The IDP update measures the Base's ability to meet its future mission and capacity through a quantitative and qualitative analysis of nine Sustainable Development Indicators: Air Quality, Energy Use, Water (Quality & Quantity), Encroachment, Land Use, Waste Reduction -- Non-Hazardous, Renewable Energy, Space Optimization, and Natural/Cultural Resources.



Leigh Middleton
Project Manager

Leigh Middleton brings eight years of experience in fleet management, strategic planning, and practical experience implementing alternative fuels. Using a data-driven decision-making approach, Leigh ensures that fleets are able to meet their sustainability goals in a practical and effective manner without sacrificing operational capability. At GNA, he provides technical knowledge and analysis to alternative fuel programs for a variety of clients. As a member of GNA's Technical division, Leigh brings his technical expertise and practical experience in developing and implementing electrification and alternative fuel strategies to his clients. Using his first-hand understanding of fleet operations, Leigh is able to understand the nuances of client operations and develop strategic plans to meet the individual clients' unique needs.

CREDENTIALS

Education:

- B.A., Germanic Languages & Linguistics, University of California, Los Angeles

EXPERIENCE

Professional Summary:

- 24 years directly working and managing federal facility projects
- Expertise includes assessment, investigation, remediation, planning and permitting, and compliance

Areas of Expertise:

- Strategic Planning
- Fleet Electrification
- Project Management
- Vehicle Technology
- Alternative Fuel Technologies
- Procurement
- Strategic Analysis
- Budget Planning
- Operational/Financial Forecasting
- Microsoft Excel (Expert)
- Microsoft Power Platform (Advanced)
- Tableau (Advanced)
- SQL (Advanced)
- Python (Intermediate)
- Smartsheet (Expert)

Gladstein, Neandross & Associates LLC (Project Manager: September 2022-Present)

Manages client electrification projects from initial scope through to final deliverables.

- Provides technical knowledge of fleet management practices and alternative fuel implementation
- Conducts analysis of client provided fleet data, including geo-location information, fleet composition and infrastructure
- Develops models for clients to determine the most appropriate methods by which to achieve their sustainability goals



UCLA Events & Transportation (Senior Business Analyst: November 2016 – July 2021)

- Managed the full life cycle for over 1100 vehicles, including long-term strategic projections for changes in infrastructure, business need, and cost within a multi-million dollar budget, that resulted in UCLA becoming one of NAFA's top 100 fleets in the U.S.
- Directed the procurement of all vehicle and mobile equipment assets for the UCLA campus and satellite locations, leveraging competitive purchase agreements and state-wide contracts to achieve substantial savings to the university.
- Led several successful RFI/RFP efforts for large equipment and technology purchases – including fleet management information systems, GPS telematics devices and software, and an industry standard vehicle specification program – that saved the department nearly \$2 million annually.
- Collaborated with key stakeholders to identify business improvement projects, including full-fleet conversion to EV, emissions reduction, infrastructure development, and software implementation.
- As the custodian of the departmental capital assets, conducted regular asset management responsibilities including maintaining the capital asset database, performing annual inventories of all equipment, and resolving discrepancies between the record and physical inspections.
- Established and maintained close relationships with key campus personnel to identify and take advantage of opportunities for cross-unit performance improvement.
- Developed and implemented the department's first comprehensive strategic equipment and infrastructure plan – including projections for changes in business needs, staffing, and available technologies – using data visualization to comprehensively explain the steps needed to meet and exceed carbon neutrality and environmental sustainability mandates.
- Received a STAR award for creating a vehicle replacement plan that would ensure UCLA exceeds its sustainable transportation targets by 2025 while simultaneously reducing UCLA GHG emissions by 71 metric tons per year.
- Conducted annual budgeting process for accounts in excess of \$14 million and was a key member in the yearly fiscal closing procedures that ensured all monies were appropriately accounted for and all accounts were solvent.
- Created analytical tools for strategic procurement planning, as well as a home-grown database for tracking acquisition progress, that used key metrics to track improvement and drive decision making.
- Used SQL to collect and organize vehicle lifecycle and performance data from multiple sources including the in-house acquisition database, fleet management software for maintenance records, and a third-party fuel provider, to perform complex life-cycle analyses and long-term projections for existing and future assets.
- Designed and implemented data visualization dashboards using PowerBI that were customized for each operational unit, with a separate overview for management, that provided a clear depiction of current operational performance and variance from business goals.
- Developed individualized fleet health reports for customers that provided insights on methods for operational cost reduction, greenhouse gas reduction, replacement strategy and alternative transportation solutions.
- Collaborated with the data security team to develop gateways between data visualization software and our fleet management software database and other data sources to allow for automated integration of data and updates to ongoing performance metrics.
- Built the first online vehicle procurement request system allowing customers to provide their full need and justification for purchase, allowing for further process automation in subsequent steps.
- Developed the performance tracking metrics and dashboard for an operational Lean project aimed at reducing waste and eliminating inaccuracies in the procurement process.
- Implemented several process simplifications measures and tools to improve workflow across business units.
- Created instruction manuals and led peer training in the use of various tools, including fleet management software, PowerBI, SharePoint, and Smartsheet



Matthew Ong
Environmental Planner

CREDENTIALS

Education:

- B.S., Environmental Science, Minor in Environmental Engineering, University of California, Los Angeles

Professional Registrations/Certifications/Training:

- American Society for Testing and Materials, (ASTM) D7036 – 04
- South Coast Air Quality Management District (SCAQMD) Methods 1.1, 2.1, 3.1, and 4.1 Qualified Individual
- 40 CFR Part 60 Appendix F Cylinder Gas Audit and Part 75 Linearity Error Test Qualified Individual
- Department of Transportation Driving Certified, Federal Motor Carrier Safety Administration

EXPERIENCE

Professional Summary:

- 24 years directly working and managing federal facility projects
- Expertise includes assessment, investigation, remediation, planning and permitting, and compliance

Areas of Expertise:

Mr. Matthew Ong has technical experience in the following general areas:

- Performs Audits and Tests
- Generate Reports
- Calibrates Equipment
- Manages and Maintains Company's Vehicle Fleet
- GIS

REPRESENTATIVE EXPERIENCE

TRC Environmental Corporation (Emissions Technician II: 2017 – 2021; Environmental Planner: 2021 – Present)

- Audit stationary air pollution sources to ensure compliance within the Air Quality Management District's clean air markets
- Perform Relative Accuracy Test Audits, Cylinder Gas Audits, Flare Higher Heating Value and Total Sulfur Audits, Ammonia Tests, Gas Chromatograph Cylinder Gas Audits, Particulate Matter Tests, and Hydrocarbon Tests at various sites
- Generate emission and analyzer reports that undergo multiple peer reviews and quality assurance checks
- Calibrate equipment such as dry gas meters, thermocouples, air data multimeters, Pitot tubes, digital calipers, and angle finders
- Manage and maintain the company's vehicle fleet of 10 Department of Transportation regulated vans, trucks, and trailers
- Develop, update, and improve Standard Operating Procedures for reporting and testing
- Administrate numerous office safety inspections on a monthly basis
- Contribute to consistent leading office out of 18 nationwide Air Measurement Services offices in EBITDA (>30%)



Abhijeet Pande

Vice President, Research & Technology Commercialization

How will your expertise solve the challenges of ...?

Mr. Pande oversees and leads TRC Energy Services projects related to achieving deep energy efficiency in new construction and existing buildings through emerging solutions that take advantage of emerging technologies as well as innovative approaches to energy efficiency and demand response in addition to renewable energy generation.

Abhijeet Pande brings expertise in the fields of architecture, energy efficient design, and building science research. Mr. Pande has over 20 years of experience in the energy efficiency field. In his role as Associate Vice President, Emerging Technologies, Mr. Pande applies his expertise to energy policy research, energy analysis of buildings, codes and standards enhancements, emerging technologies, occupant comfort research and analysis, and distance learning projects. Mr. Pande is an experienced policy analyst with keen insights into the policy, regulatory and market forces that shape energy policy across the country. Mr. Pande oversees projects that include emerging solutions for energy efficiency programs such as Zero Net Energy (ZNE) and deep energy retrofits. Mr. Pande also manages TRC's Oakland, California office.

CREDENTIALS

Education:

- M.S., Building Design, Arizona State University, Tempe
- B.Arch., College of Architecture, Nashik, India

EXPERIENCE

Professional Summary:

- Over 20 years of experience in the field of energy efficiency research and policy
- Mr. Pande is an experienced policy analyst with keen insights into the policy, regulatory and market forces that shape energy policy across the country.

Areas of Expertise:

- Energy policy research
- Energy analysis of buildings
- Codes and standards enhancements
- Emerging technologies
- Occupant comfort research and analysis

EXPERIENCE

- Mr. Pande oversees Research and Emerging Technologies projects for TRC. Under his leadership, TRC has completed over twenty emerging technologies and research projects in the last four years spanning lighting, daylighting, controls, HVAC, process, simulation tools, benchmarking tools and occupant behavior and interactions.
- Currently, Mr. Pande leads a team of consultants to provide design and engineering support services to the Sacramento Municipal Utility District. This team focuses on developing solutions for residential, multifamily, and commercial new construction buildings to reach ZNE and deep energy retrofit goals for existing buildings and new construction.
- Mr. Pande led a team of consultants to develop The Road to ZNE: Pathways to ZNE Buildings in California, under the auspices of the Pacific Gas and Electric Company's Zero Net Energy (ZNE) Pilot Program. He managed this effort in coordination with and in support of the California Public Utilities Commission California Long Term Energy Efficiency Strategic Plan.
- Mr. Pande provides technical leadership on codes and standards enhancement (CASE) proposals to California's Title 24 building energy efficiency code. These CASE studies are funded by the California Investor-Owned Utilities.



Daniel Simpson
Project Engineer II

Daniel Simpson is a project engineer in TRC's Advanced Energy Group. He provides project development as well as policy analysis for energy generation, storage, and efficiency projects across California. Daniel works across traditional engineering and research divisions, connecting practical building engineering with energy and economic analysis for policy and program development.

CREDENTIALS

Education:

- M.S., Energy Systems Management & Policy, University of California, Davis
- B.S., Environmental Earth Science, Eastern Connecticut State University

EXPERIENCE

Professional Summary:

- Over 15 years of experience
- Expertise includes decarbonization of the energy system, efficiency, fuel switching and energy conservation.

EXPERIENCE

TRC Companies (Advanced Energy Project Engineer)

Working for Advanced Energy at TRC Daniel's hours are split between the Engineering and the Research & Commercialization teams. His work at TRC has crossed traditional project-team divisions, connecting boots-on-the-ground building engineering with microgrid development and energy policy research. In his ongoing work at TRC as a member of the Statewide CASE Multifamily Envelope team he has been responsible for measure economic analysis. This has involved performing market and economic impacts research as well as using the CEC's methodology developing lifecycle system cost (LSC) and lifecycle system cost savings in nominal and 2026 present value dollars for all proposed measures.

University of California, Davis (Graduate Student Researcher)

Daniel studied life cycle analysis under Dr. Alissa Kendall, including life cycle cost analysis (LCCA) and environmental impact life cycle assessment (LCA), in his Energy Systems graduate program in the UC Davis Energy and Efficiency Institute in 2021-22. Dr. Kendall later recruited him to assist in teaching an undergraduate course in urban materials and economic life cycle analysis.

Daniel continued to use LCCA when developing his thesis on the cost effectiveness of public schools' electrification in California which earned him an MS in Energy Systems in December 2022.

Eastern Connecticut State University (Undergraduate Research Scientist)

Daniel assisted Dr. Paul Torcellini – principal engineer of the NREL Commercial Buildings Research Group – in an ongoing energy efficiency project at a local middle school. He handled the collection and analysis of extensive data related to energy and thermal comfort to better understand the energy use patterns of the school. He also reported findings and gave economic analysis and systemic upgrade recommendations to the school's administration and the town's Board of Selectmen. Daniel also enacted recommendations and included upgrades to the lighting systems, PV system installation, and progressive upgrades on the school's heating system.



Mike Maroney, PE

Associate Director – Consulting Services

Mr. Maroney has broad project experience including energy code development, incentive program implementation, commercial and residential building audits, database design, market research, customer engagement, and software development. As an engineer with knowledge of database management, software development, and energy efficient buildings, Mr. Maroney will provide the technical expertise to implement effective databases and cost-effective programs.

Mr. Mike Maroney is a chemical engineer with experience in program design, management, distributed energy resource deployment, energy efficiency research, benchmarking, and database administration. As a creative engineer, Mr. Maroney helps clients identify new strategies, approaches, and techniques to de-carbonize buildings and the energy grid by deploying distributed energy resources.

CREDENTIALS

Education:

- B.S., Chemical Engineering, University of California, Santa Barbara

Professional Registrations/Certifications/Training:

- Professional Engineer (CH #6440)
- Building Analyst, Multifamily Building Analyst, Energy Efficient Building Operator; Building Performance Institute

RELEVANT EXPERIENCE

Marin Clean Energy (MCE), Resiliency Energy Storage Program, Concept Development

Mr. Maroney designed and launched a first-of-its-kind virtual power plant program with MCE targeting 15 MWh of battery storage systems under control by a distributed energy resource management system. The program serves all customers (residential and nonresidential) with a unique funding structure that finances projects based on peak load shifting (rather than demand charge management). The program will also provide resiliency services for customers by charging batteries in preparation for grid outage events.

San Francisco Public Utilities Commission (SFPUC), EV New Construction Program

Mr. Maroney worked with the SFPUC to design an electric vehicle charging program targeting new construction. In 2022, the program launched and is enrolling customers to offer incentives and technical assistance to motivate developers to install additional electrical service capacity in preparation for future EVs. The program educates customers about the future growth of EVs, the variety of charging configurations available in the market and business considerations about how to maximize value for tenants and eventual grid services.

Recology, Energy and Sustainability Program, Program Manager

Mr. Maroney provides Recology (a waste management provider) sustainability and energy consulting services in support of its five-year strategic vision. Recology strives for energy independence and reduction of greenhouse gas emissions from fleet vehicles and recapture offgassing from its landfills.

San Francisco Public Utilities Commission (SFPUC), Program Design Consulting, Program Manager

Mr. Maroney provides design consulting services for SFPUC to design an electric vehicle program for new construction in support of the low carbon fuel standards and zero-emission transportation vision. He helped to scope an electrification pilot for multifamily buildings.

Pacific Gas and Electric (PG&E) Energy Savings Assistance, Single Point of Contact, Program Manager

Mr. Maroney launched and managed the operations of the single point of contact multifamily owner services initiative. Launched in late 2017, the service connects customers with appropriate programs and services for their project needs.

PG&E Multifamily Upgrade Program, Program Manager

Mr. Maroney spearheaded efforts to incorporate benchmarking as part of energy savings estimates leveraging aggregate utility data and launched operations and maintenance training for on-site building staff.



OTHER EXPERIENCE

City of Palo Alto Utilities (CPAU), Air Quality Grant Application, Project Manager

Mr. Maroney developed the proposal to solicit \$296,000 from the Bay Area Air Quality Management District Climate Protection Grant Program. The proposal will offer technical assistance, construction management and benchmarking energy performance monitoring for multifamily buildings that replace gas wall furnaces with electric heat pumps. The grant funds will offset 100 percent of construction cost and document the costs, challenges, energy performance and comfort impacts of building electrification in multifamily buildings.

Stopwaste.org, Multifamily Technical Assistance Program, Project Manager

Mr. Maroney implemented a multifamily energy audit program and designed an update to energy simulation software to provide accurate energy results using only a fraction of the required building inputs.

PG&E, California Advanced Homes Program, Assoc. Project Manager

Mr. Maroney designed, transferred, and is building the database the program will use for administration, tracking energy savings results, and measuring details and incentives. Mr. Maroney is developing code updates to CBECC-Res to provide program-tailored energy and incentive results automatically.

Sacramento Municipal Utility District, Home Performance Program, Project Manager

Mr. Maroney is responsible for contractor engagement and support for Home Performance contractors. He also designed the pilot offering to coordinate water and energy audits with local Sacramento water districts.

Southern California Edison, Integrated Demand Side Management for Food Processors, Associate Project Manager

Mr. Maroney led marketing and customer outreach to mid-size food processors in support of a pilot to offer integrated demand side management (energy efficiency and demand response) projects to customers.

PG&E, California Advanced Homes Program (CAHP) Billing Analysis, Project Manager

Mr. Maroney manages and provides oversight of the research plan and approach to investigate the performance trends of single family new construction buildings compared to high-performing new construction buildings that have completed the CAHP the statewide new construction performance program.



Eliot Williams

Senior Software Developer

Mr. Williams is an information technology consultant that brings value to any project he works on. His extensive knowledge of the software development life cycle and over 24 years of experience working on a wide range of projects make him an ideal technical consultant. He likes to learn new programming languages and quickly picks up industry knowledge. Mr. Williams brings expertise in software development, web site creation, 3rd Party integration, mapping, database design/administration and reporting.

Mr. Eliot Williams Eliot Williams is an information technology consultant that brings value to any project he works on. His extensive knowledge of the software development life cycle and over 20 years of experience working on a wide range of projects make him an ideal technical consultant. He enjoys learning new programming languages and quickly picks up industry knowledge. Mr. Williams brings expertise in software development, web site creation, third party integration, mapping, database design/administration, and reporting.

CREDENTIALS

Education:

- B.S., Computer Information Systems, University of Maine, Augusta
- A.S., Computer Information Systems, Chaffey College

Professional Registrations/Certifications/Training:

- MCP - Microsoft Visual Basic
- NET - Web Applications,
- Windows NT Workstation 4.0

EXPERIENCE

Professional Summary:

- 24 years of experience
- Expertise includes desktop and web-based software development

Areas of Expertise:

- Software Development
- Website Creation
- Third Party Integration
- Mapping
- Database Design/Administration
- Reporting

PROJECT EXPERIENCE

Relevant Experience

SDG&E, CEMS Program, Senior Project Engineer

Mr. Williams worked with a team of developers to create the CEMS Program online portal which allows customer to apply for incentives on energy-saving projects. He also created the ERM (Energy Review Module) which lets engineers quickly review, modify, and add measures to an existing CEMS project.

New Jersey Board of Public Utilities, Clean Energy Program, Senior Project Engineer

Mr. Williams is a key member of a team that created and maintains the online applications for the Clean Energy Program using Microsoft.NET, MS SQL Server and MS Dynamics SDK. This technology intakes information and shares links to a Microsoft Dynamics-based CRM system. In addition, he develops reports, dashboards, and other metric tools to help track the progress of the programs using SSRS and WPF.

NIPSCO, Business Energy Efficiency Programs, Senior Project Engineer

Mr. Williams helped develop the prescriptive application website for the NIPSCO Business Energy Efficiency Prescriptive Application. He also worked on features to search for local trade allies for the NIPSCO program or to register to become a trade ally.

Other Experience

Multifamily Program

PNM, Multifamily Energy Efficiency Program, Senior Project Engineer

Mr. Williams developed a website to allow customers to apply for rebates. He also created a mechanism for users to import measures and savings information into a SQL Server database and created reports for the program staff to look at key metrics used to track the programs energy savings.



Website Design

Los Angeles County, Metro Wireframe Project, Senior Project Engineer

Mr. Williams developed a website using Microsoft.NET and MS SQL Server to track projects over a variety of energy sectors and project types. This included a public-facing website that allows users to track every aspect of a project including performance metrics and existing conditions.

Software Tools

PG&E, Advanced Energy Rebuild, Senior Project Engineer

Mr. Williams was responsible for creating WPF desktop tools used to import model, project and incentive data into a Microsoft Dynamics-based CRM system using MS Dynamics SDK. He also developed Microsoft.NET web services used to upload documents from online applications (HTML5) into SharePoint.



Michael D. Roberts, PE, LEED AP

Senior Project Engineer

As quality assurance engineer, Mr. Roberts directs training and development for energy efficiency staff engineers and maintains the technical tools library.

He leads formal training initiatives for utility, institutional, and private customers. Examples of training performed include a one-day Introduction to Whole-Building Benchmarking workshop, and a FEMP BLCC workshop.

Michael Roberts has worked as an engineer in the field of energy management since 1979. He has managed and conducted energy surveys and developed energy efficiency analyses for several hundred commercial, industrial, and governmental facilities. These include schools, university campuses, research facilities, state and local government facilities, military bases, and a variety of hospitals and commercial buildings. Mr. Roberts has supported several utility incentive programs by providing reviews of incentive applications and supporting documentation for technical feasibility and the validity of projected energy savings. As staff quality assurance engineer, Mr. Roberts is also responsible for directing training and development for TRC staff engineers.

CREDENTIALS

Education:

- B.S., Engineering, Harvey Mudd College

Professional Registrations/Certifications/Training:

- Registered Professional Mechanical Engineer
- US DOE FEMP Qualified Life Cycle Cost Instructor
- ASHRAE – Member
- US Green Building Council Member
- LEED Accredited Professional
- Data Center Energy Practitioner – Generalist and HVAC Specialist

EXPERIENCE

Professional Summary:

- 43 years of experience
- Expertise includes energy surveys, energy efficiency analysis, utility incentive programs, and quality assurance

PROJECT EXPERIENCE

Life Cycle Cost Analysis

Mr. Roberts is a Federal Energy Management Program Life Cycle Cost Instructor. In this capacity he has provided life cycle cost analysis training to facility energy managers. He has also prepared life cycle cost analyses for energy conservation measures.

San Francisco Public Utilities Commission (Lead Engineer)

In this role, Mr. Roberts conducted engineering studies and analyses for multiple City and County of San Francisco facilities. One of the projects included performing energy studies for municipal bus yards and maintenance facilities - evaluating the technical feasibility, energy savings and capital costs of recommendations. Mr. Roberts also evaluated the feasibility of electrification for the San Francisco Conservatory of Flowers and several fire stations. This included evaluating the costs and energy impact of converting all natural gas fired equipment to electric equipment at those facilities.

New Jersey Clean Energy Program, Local Government Energy Audits (Senior Engineer)

The Local Government Energy Audit program provides free energy audits for local government facilities. Mr. Roberts helped develop the analysis and reporting for the program and provides technical quality assurance for TRC's evaluation of energy conservation measures.

Pacific Gas and Electric Company, Customized Incentives for Energy Efficiency Program (Senior Reviewer)

This program involved the replacement of existing equipment or systems with new, high-efficiency equipment or systems. Mr. Roberts was responsible for reviewing energy savings calculations and performing quality assurance for deliverables sent to PG&E and customers.



Diane Reilly
Economist

Diane Reilly has over 25 years of environmental consulting as an economist. She is experienced in providing environmental justice, socioeconomic, recreation, and land use analyses. Ms. Reilly's recent project experience includes impact areas located on Chicago's South Side and in downtown Baltimore, as well as in suburban and rural areas across the eastern United States. Ms. Reilly also provides economic impact modeling for the permitting of solar, wind, and natural gas power projects and supports hydropower licensing and license compliance for the Federal Energy Regulatory Commission (FERC).

CREDENTIALS

Education:

- M.A., Economics, University of Georgia
- B.A., Economics and Spanish, Furman University

EXPERIENCE

Professional Summary:

- 25 years of economics experience
- Expertise includes economic impact analyses and NEPA documentation

Areas of Expertise:

- Environmental Impact Statements and Environmental Assessments
- Environmental Justice Analysis
- Economic/Socioeconomic Studies
- Recreation Use Studies

PROJECT EXPERIENCE

NextEra Energy Resources, Solar Projects – NY and ME (Economist)

Ms. Reilly is calculating economic impacts of multiple proposed solar power projects in New York and Maine during the projects' construction phases and the operation and maintenance phases. For the projects, she evaluates direct, indirect, and induced effects in terms of jobs, earnings, and output. Ms. Reilly also provides demographic, housing, and employment analyses for the project area and evaluates environmental justice issues. For two previously filings, Ms. Reilly is providing expert testimony and ongoing support.

Align RNG NC FEED Study – NC (Economist/Environmental Justice Lead)

Ms. Reilly is preparing an environmental justice analysis for a front-end engineering design (FEED) study for a renewable natural gas (RNG) project in North Carolina. The Align project will produce, transport, and process RNG from 3.8 million swine finishing spaces to existing natural gas pipelines across the State of North Carolina. Ms. Reilly is responsible for providing environmental justice analyses of the areas surrounding potential project facilities. The data gathered as part of the environmental justice effort will be used to inform the siting of facilities and supporting pipelines.

City of Chicago (IL), Environmental Assessment for Municipal Development Projects Supporting the Obama Presidential Center – Chicago, IL (Economist)

Ms. Reilly prepared the environmental justice and socioeconomic analyses relating to the federal review (NEPA) of the municipal development projects supporting the Obama Presidential Center in Chicago, Illinois. The Social and Economic Analysis Technical Memorandum and the Project's Draft Environmental Assessment was prepared for the National Park Service and the Federal Highway Administration. In support of this effort, Ms. Reilly reviewed and evaluated various studies prepared by third parties. Ms. Reilly is drawing from these studies to evaluate the direct, indirect, and cumulative impacts of the proposed federal actions in Jackson Park on Chicago's South Side. Ms. Reilly's evaluation includes economic impacts associated with the proposed Obama Presidential Center.

New York Transco – Orange County, NY (Economist)

Ms. Reilly is developing the economic impact exhibit for New York Transco's proposed Rock Tavern to Sugarloaf Line. The exhibit is being prepared as part of the Article 7 filing with New York State. The evaluation includes the demographic characteristics of the project area, economic impacts, and impacts on local tax revenues.

**CSX Transportation, Environmental Assessment for Howard Street Tunnel – MD, DE, and PA (Economist)**

In support of the Howard Street Tunnel Project federal review (NEPA), Ms. Reilly prepared the environmental justice and socioeconomic analyses. Ms. Reilly was responsible for evaluating the direct, indirect, and cumulative impacts of the proposed track modifications and improvements at more than 20 urban and suburban sites along the I-95 track corridor. The Socioeconomic Analysis and Environmental Justice Technical Memorandums and the Project's Draft Environmental Assessment were prepared for the Federal Railroad Administration.

Danskammer Energy, Danskammer Energy Center – Newburgh, NY (Economist)

Ms. Reilly evaluated the potential economic impacts associated with the proposed repowering of the existing 532-MW Danskammer generating facility with a state-of-the-art natural gas-fired combined cycle power generation facility. The National Renewable Energy Laboratory's Jobs and Economic Development Impact (JEDI) natural gas model was used to analyze the project's expected impacts on jobs, earnings, and output. Ms. Reilly prepared the socioeconomic exhibit as part of the Article 10 filing with New York State.

Southern Natural Gas, Evangaline Pass Expansion Project – LA and MS (Economist)

Ms. Reilly authored the Socioeconomic Resource Report supporting Southern Natural Gas's application to the Federal Energy Regulatory Commission (FERC) for the Evangaline Pass Expansion Project. Ms. Reilly described the existing socioeconomic characteristics for the project, which included four parishes in Louisiana and seven counties in Mississippi. As part of the effort, she evaluated the anticipated economic effects of the proposed project.

New York Power Authority, License Application/Environmental Assessment for Blenheim-Gilboa Pumped Storage Project – Schoharie County, NY (Technical Lead, Economics)

Ms. Reilly served as technical lead for the socioeconomic issues related to the relicensing of NYPA's 1,160-MW Blenheim-Gilboa pumped storage power project. She authored the socioeconomic portion of the Pre-Application Document, the Socioeconomic Study, and portions of the Draft License Application/Environmental Assessment. As the technical lead, Ms. Reilly managed the REMI analysis and participated in public meetings. Her recreation efforts include analyzing recreation use, activity data, and recreation user survey data.

NextEra Energy Resources, Eight Point Wind Energy Center – Stueben County, NY (Economist)

For the Eight Point Wind Energy Center, Ms. Reilly calculated the economic impacts of the proposed wind energy center and its associated transmission line during the project's construction phase and the operation and maintenance phase using the JEDI wind and transmission line models. She evaluated potential impacts effects in terms of jobs, earnings, and output. Ms. Reilly provided demographic, housing, and employment analyses for the project area. She also developed the environmental justice analysis. The analyses were presented as Exhibits for the Article 10 filing with New York State. Ms. Reilly provided expert testimony and ongoing support as part of the Rebuttal Panel.

Georgia Power Company, Morgan Falls Project FERC Licensing (ILP) – Atlanta, GA (Technical Lead - Socioeconomics)

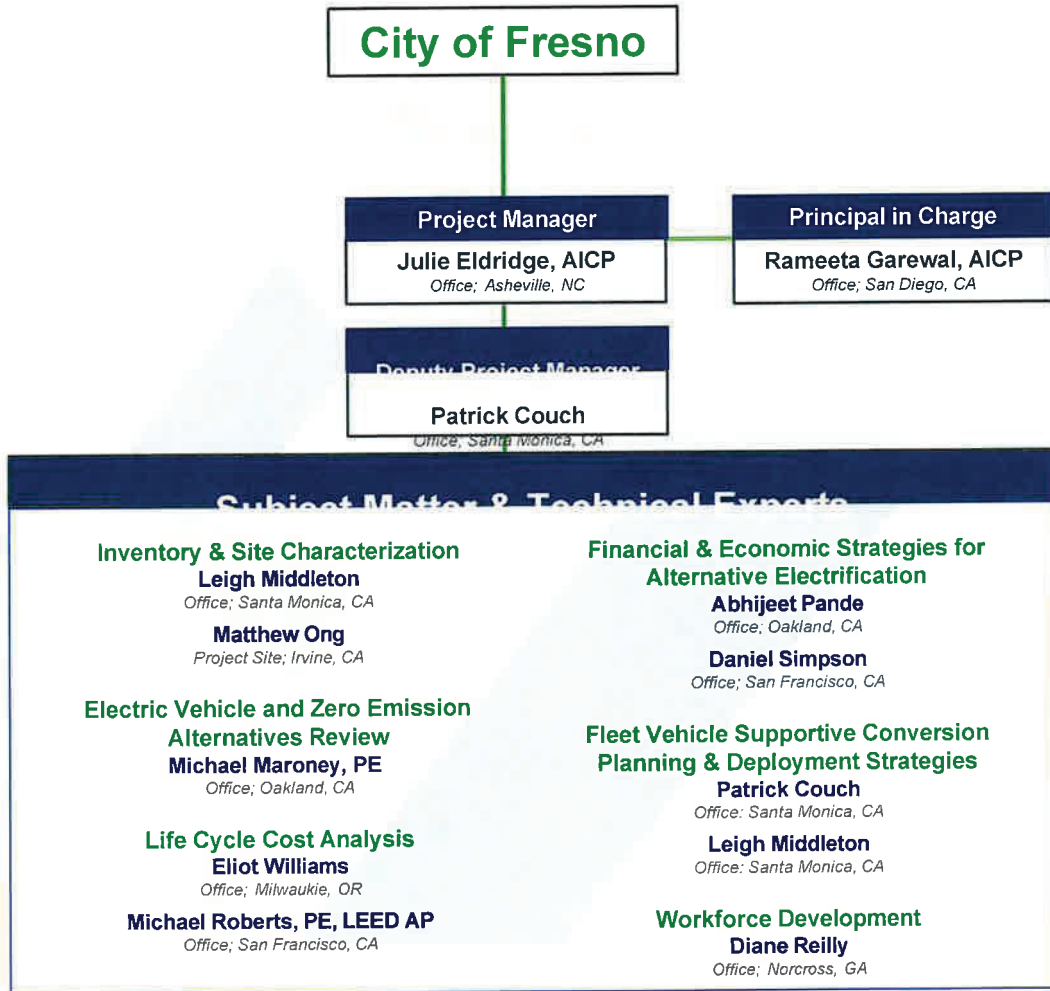
Ms. Reilly served as the technical lead for socioeconomics and recreation during the FERC relicensing of Georgia Power's 16.8-MW Morgan Falls project located in metropolitan Atlanta. This project was one of the first to use the Integrated Licensing Process (ILP). Ms. Reilly developed the recreational use characterization for the project and the population and recreation demand projections. She also addressed future capacity issues, evaluating the need for additional facilities.

New York Power Authority, Niagara Power Project Draft Environmental Impact Statement– Niagara Falls, NY (Technical Lead, Economics)

Ms. Reilly assisted in the development of the Scope of Services, managed the REMI modeling, and authored sections of the socioeconomic report for the relicensing of the Niagara Power Project (2,755 MW). The project required the development of a new license application, Draft Environmental Impact Statement, and a settlement structure to meet the needs of NYPA and the more than 100 interested parties.



Appendix B: Team Organizational Chart





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