



COMMISSION MEMORANDUM

TO:	Honorable Mayor and Members of the City Commission
FROM:	Rickelle Williams, Interim City Manager
DATE:	June 26, 2024
TITLE:	A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER PURSUANT TO INVITATION TO NEGOTIATE NO. 2024-008-ND, FOR MUNICIPAL CIRCULATOR SERVICES; AUTHORIZING THE ADMINISTRATION TO ENTER INTO SIMULTANEOUS NEGOTIATIONS WITH WEDRIVEU, INC., AS THE TOP-RANKED PROPOSER AND LIMOUSINES OF SOUTH FLORIDA, INC., AND MV TRANSPORTATION, INC., AS THE TIED SECOND RANKED PROPOSERS; AND FURTHER REQUIRING THAT THE FINAL SELECTION AND NEGOTIATED AGREEMENT(S) BE SUBJECT TO THE PRIOR APPROVAL OF THE MAYOR AND CITY COMMISSION. (TRANSPORTATION AND MOBILITY)

RECOMMENDATION

It is recommended that the Mayor and City Commission (“City Commission”) approve the resolution accepting the City Manager’s recommendation pursuant to ITN 2024-008-ND for Municipal Circulator Services, authorizing the City Administration (“Administration”) to enter into simultaneous negotiations with WeDriveU, Inc. as the top-ranked proposer, and with Limousines of South Florida, Inc. and MV Transportation, Inc. as the tied second-ranked proposers. The resolution requires that the final selection and negotiated agreement(s) be subject to the prior approval of the City Commission.

This solicitation is currently under the cone of silence.

BACKGROUND/HISTORY

At the April 30, 2014, City Commission meeting, the City Commission approved the request to award a contract, pursuant to Invitation to Bid (“ITB”) 2014-154-SR, to Limousines of South Florida, Inc. (“LSF”) for turnkey trolley operations and maintenance services. The original scope of work consisted of a fixed route and fixed schedule public transportation service to enhance mobility in the North Beach area of the City of Miami Beach (“City”). During the contract term, the scope of work was modified to include three (3) additional routes (Collins Express, Middle Beach Loop, and South Beach Loops). In addition, the scope of work was modified to include optional technology equipment, including, but not limited to, automated audio/visual stop announcement equipment and TV monitors with the capability of displaying public advertisements.

For approximately ten (10) years, the City has had a contract with LSF for the operation, management, and maintenance of a turnkey, first-class public trolley transportation system consisting of traditional Hometown Trolleys. In advance of the LSF contract expiring on August 19, 2023, the Administration brought an item to the March 27, 2023, City Commission meeting for the approval to issue ITN 2023-198-ND for Municipal Circulator Services. The City Commission did not approve the ITN and instead directed the Administration to issue a Request for Information (“RFI”) and to bring back an item to the April 28, 2023, City Commission meeting to extend the current contract with LSF until a future solicitation process is ultimately completed. On April 28, 2023, the City Commission authorized a month-to-month extension of the current LSF contract until a new contract is executed and all services have been transitioned.

The RFI was released on May 8, 2023, and closed on June 20, 2023. The RFI aimed to gather information from vendors of smaller alternative electric vehicles, focusing on innovative technology in the transportation industry.

Five (5) vendors submitted in response to the RFI as follows:

- Motiv provided information on low-floor, electric Hometown Trolleys.
- LSF provided information regarding low-floor, electric/diesel Hometown Trolleys and micro-transit vehicles, including Tesla Model 3, Ford E-Transit (electric vans), and Polaris LSV (electric golf-carts), offering a mix of electric and conventional fuel vehicles to meet various transit needs.
- Via, Freebee, and Circuit provided information related exclusively to micro-transit vehicles for flexible/on-demand transit services within the City.

On a parallel path, in June 2023, the City engaged HNTB (“Consultant”), one of the City’s pre-qualified rotational transportation consultants, to perform a trolley service efficiency study (the “Study”) entitled “Trolley Optimization Plan” including a trolley passenger survey to help inform the replacement solicitation. The Study made several key recommendations including, but not limited to:

- Affirming the alignments of the current trolley routes (North Beach Loop, Collins Express, Middle Beach Loop, and South Beach Loops A and B) are appropriate based on adjacent land uses/densities and passenger demand (i.e. ridership).
- Acquiring low-floor, medium to heavy-duty transit vehicles engineered for high passenger demand service to reduce breakdowns and service interruptions and improve service reliability. It is worth noting that in the mass transit industry, trolleys are not considered heavy-duty vehicles and have a shorter service life span than most buses used by mass transit agencies.
- Acquiring higher capacity vehicles (i.e. buses) and/or increasing the number of vehicles in service to improve service reliability and relieve the over-crowding that often occurs on some routes, particularly the Collins Express.
- Acquiring double-door transit vehicles (with doors at the front and rear of the vehicles) to improve the efficiency of passenger boarding/alighting, specifically on the highly-used Collins Express and South Beach Loops.
- Increasing the frequency of service to 15 minutes on all routes (i.e. restoring service to 2019 pre-pandemic levels) to reduce passenger wait times; and simplifying some of the existing routes by eliminating circuitous diversions to improve service efficiency.
- Leveraging on-demand transit service via micro-transit vehicles to feed the circulator services and serve as a first/last mile solution, particularly in low-demand residential neighborhoods.

Attachment A includes the Trolley Optimization Plan Executive Summary presentation.

To provide the highest quality of service in the most cost-effective and environmentally responsible manner for the City’s residents, visitors, and workforce employees, the Administration crafted the solicitation in the most unconstrained fashion to allow interested parties to propose various vehicle types (i.e. buses, trolleys, and micro-transit) and fuel/propulsion types (i.e. electric, compressed natural gas (“CNG”), hybrid, and conventional fossil fuels (i.e. gasoline and diesel). Accordingly, the City issued an ITN that would allow for various innovative proposals, as well as negotiations with more than one (1) firm.

ANALYSIS

On February 21, 2024, the Mayor and the City Commission authorized the issuance of ITN No. 2024-008-ND, for municipal circulator services. On February 23, 2024, the ITN was issued. A voluntary pre-proposal conference to provide information to prospective proposers was held on

March 25, 2024. Five (5) addenda were issued, and 53 prospective bidders accessed the advertised solicitation. ITN responses were due and received on May 17, 2024. The City received a total of seven (7) proposals from the following firms:

- Academy Bus LLC
- Beefree, LLC D/B/A Freebee
- Circuit Transit, Inc.
- Limousines of South Florida, Inc.
- MV Transportation, Inc.
- River North Transit LLC
- WeDriveU, Inc.

On May 23, 2024, the City Manager appointed the Evaluation Committee (“Committee”) via Letter to Commission (“LTC”) # 196-2024. The Evaluation Committee convened on May 24, 2024 to consider proposals received. The Committee was comprised of Matthew R. Anderson, Assistant Director, Mobility and Sustainability Department, City of Coral Gables; Marc Chevalier, Risk Manager, Human Resources Department, City of Miami Beach; Shirley Forero, Transportation Analyst, Public Works Department, City of Doral; Alette Fournie, Marketing, Tourism and Development Manager, Office of Marketing and Communications, City of Miami Beach; Linda Morris, Chief of Service Planning and Scheduling, Department of Transportation and Public Works, Miami-Dade County; Leslie Rosenfeld, Chief Education Officer, Office of Education and Performance Initiatives, City of Miami Beach; and Mikhail Ryabov, Transportation Manager, Transportation and Mobility Department, City of Miami Beach.

The Committee was provided an overview of the project and information relative to the City’s Cone of Silence Ordinance and the Government Sunshine Law. The Committee was also provided with general information on the scope of services and a copy of each proposal. The Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the ITN. The evaluation process resulted in the ranking of proposers as indicated in Attachment B.

The Evaluation Committee resulted in WeDriveU, Inc. (“WeDriveU”) being ranked the top proposer and Limousines of South Florida, Inc. (“LSF”), and MV Transportation, Inc. (“MV”) tied as second-ranked proposers due to the firms’ extensive experience providing municipal circulator services. The Committee highlighted that WeDriveU aims to be entirely emissions-free by 2040, and currently operates multiple zero-emissions fleets across the nation, including in the City of Hallandale Beach. WeDriveU’s experience includes both launching new services and transitioning existing fleets to zero-emissions. The Committee also noted that WeDriveU’s fleet includes Passio, a Computer-Aided Dispatch/Automatic Vehicle Location (“CAD/AVL”) solution. Passio’s GPS-based message progression helps eliminate driver distraction and promotes safer driving habits. Passio GO, a user-friendly app, offers real-time data alerts for vehicle arrivals and departures. Finally, the Committee noted that WeDriveU’s fleet includes Samsara Dash Cams, which identify high-risk driving behaviors that could endanger operators, passengers, and other road users.

The Committee emphasized that LSF has an existing facility in Miami-Dade County that would be used to provide the City’s transit operations, and the facility could potentially be updated to incorporate charging stations with the assistance of Florida Power and Light (“FPL”) and engaging with a Washington, D.C. lobbying firm to assist in submitting a grant application for the Biden-Harris Administration’s Expansion of Clean Transportation Across American Communities Grant offered by the Joint Office of Energy and Transportation. The Committee also noted that LSF’s proposal includes advertising opportunities that would generate additional revenue streams through Outfront Media, the City’s current trolley advertising provider. Finally, the Committee commended LSF’s comprehensive training for all operators and operations staff, which reflects its commitment to safety, customer service, regulatory compliance, and continuous improvement in delivering reliable transportation services.

The Committee noted that MV, in order to comply with the City's Zero-Emission Fleet Transition Plan, proposes a Zero Emissions Team that has conducted multiple electric fleet transitions and selections across 64 California contracts that underwent a similar time-sensitive transition. Thus, MV is prepared to provide superior recommendations on the City's future eco-friendly fleet by leveraging its years of industry experience and its Original Equipment Manufacturer ("OEM") relationships when procuring and maintaining the City's fleet. Additionally, the Committee highlighted the Professional Services team proposed by MV to support the City in non-operational but critical areas such as micro-transit system design, system planning and run-cutting, zero emissions support, and Information Technology ("IT") transitions. The Committee also noted MV's thorough transition plan and its prior experience in a transition process with LSF for another municipality.

WeDriveU is the leader in transportation solutions for communities, campuses, and workplaces. It offers a full range of shuttle and transit solutions, including fixed-route public transit, paratransit, commuter shuttles, demand-responsive solutions, and charters. It is part of a global mobility provider, Mobico Group, and a family of companies serving nearly one billion annual bus and rail passenger journeys in 11 countries. WeDriveU has a proven track record of successfully providing professional transportation operation, management, and maintenance services to public and private agencies across the U.S., including similar transportation systems for the City of Hallandale Beach in Florida, Kern County Transit in California, Bis-Man Transit in North Dakota, and Princeton University in New Jersey. All references provided positive feedback.

LSF is a locally-owned and operated business founded in 1984. LSF's mission is to provide the best transportation solution to its partners, clients, and riders. LSF strives to be aware of the latest technology, industry trends, and innovations in order to provide better operation performance, service quality, and results. Throughout its years in business, LSF has built long-lasting and strong partnerships with its clients, customers, employees, communities, and vendors. LSF has provided citywide trolley services to the City for approximately a decade, and the City is satisfied with LSF's work and has offered positive feedback. In addition, LSF provides trolley services to other municipalities, such as Miami-Dade County and the City of Miami. All client references provided positive feedback.

MV is a national leader with more than 48 years of experience transforming transportation systems, with 138 contracts across the U.S. that rely on its expertise to deliver community mobility services. MV currently runs the largest all-electric (battery) bus fleet in the United States. MV provides safe, reliable, and affordable transportation services, partnering with over 200 city and county government transit agencies. With eight (8) operations in Florida, MV is well-versed in the region's compliance with state standards for transit services. MV's closest transit operations to Miami Beach are in the cities of Coral Gables and Hialeah. All client references provided positive feedback.

After reviewing the submissions and the Committee's rankings and commentary, the Administration recommends entering into simultaneous negotiations with WeDriveU, Inc. as the top-ranked proposer, and with Limousines of South Florida, Inc. and MV Transportation, Inc. as the tied second-ranked proposers.

FISCAL IMPACT STATEMENT

The annual cost associated with the current (i.e. reduced) level of citywide trolley service in Fiscal Year 2024/2025 is approximately \$9.3 million and funded through the following three (3) funding sources:

106 Transportation Fund = \$2,063,000

187 People's Transportation Plan ("PTP") Fund = \$6,166,000

FDOT Grant (75%/25%) = \$1,075,579

TOTAL FUNDING: \$9,304,579

It is important to note that the annual cost of the prospective municipal circulator services resulting from this ITN is not known at this time and will be negotiated with the selected proposer(s). Furthermore, while the PTP and Transportation funds are anticipated to be recurring funding sources for future circulator services, the FDOT grant funds are awarded on a discretionary basis and, thus, should not be considered as an annually recurring allocation.

FINANCIAL INFORMATION

CONCLUSION

Based on the foregoing, it is recommended that the City Commission approve the Resolution authorizing the Administration to enter into simultaneous negotiations with WeDriveU, Inc. as the top-ranked proposer, and with Limousines of South Florida, Inc. and MV Transportation, Inc. as the tied second-ranked proposers; and further requiring that the final selection and negotiated agreement(s) be subject to the prior approval of the City Commission.

Applicable Area

Citywide

Is this a "Residents Right to Know" item, pursuant to City Code Section 2-17?

No

Is this item related to a G.O. Bond Project?

No

Was this Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481, includes a principal engaged in lobbying? No

If so, specify the name of lobbyist(s) and principal(s): N/A

Department

Procurement

Sponsor(s)

Co-sponsor(s)