

GoBus RFP Questions & Responses: Part Two 7.1.24

- On the checklist there is a requirement for a lobbyist certificate, could you specify what that is exactly?
 - *It is the certificate on page 90 of the RFP.*

- Are you able to share what the current vendor is doing as an In-Kind donation? If not, can you share what is considered to be In-Kind?
 - *Currently, the In-Kind Match agreement is between Greyhound and HAPCAP. HAPCAP is planning to continue the In-Kind Match arrangement in this manner because we are the subrecipient of FTA funding and thus responsible for the In-Kind Match. The RFP includes information on In-Kind Match for several reasons:*
 - *To make potential vendors aware of this FTA requirement, and to help any such potential vendors understand that without meeting this requirement, HAPCAP would not receive FTA funding from ODOT, and, without an In-Kind Match arrangement, any such potential vendor would no longer be in contract to service the GoBus project.*
 - *To make potential vendors aware that they have responsibilities to help maintain the In-Kind Match agreement. This includes providing bus service that makes connections with other regional and national intercity bus providers at established terminals and stop locations. Inherent in making these connections, is the vendor's responsibility to establish relevant timetables, and maintain on-time performance. It also includes the requirement to establish/maintain Greyhound ticket agency agreements with stop locations along the GoBus routes.*

- It is my understanding that most major terminals require 10-15 million in insurance coverage to enter their facilities. Would these amounts be required for this project?
 - *The RFP states certain minimum insurance coverage requirements but potentially some facilities, stop locations, etc., may require more to access their locations, and otherwise perform the services to the GoBus project.*

- Are all operators required to show costs for operations for bus ticketing technology, ticket commission, terminal and security costs (from a recent article, the Columbus GH stop currently requires 2 guards 24/7)?
 - *Yes - Service Providers should include any such costs in their Cost Proposal(s).*

- Are all operators to use the miles listed in the RFP as the miles for presenting their bid for fair comparison?
 - *Yes - Service Providers should use the estimated miles listed with the description of each Route for presenting their bid. For instance, on Route D-Rural the mileage shown takes into account the extension of the route to include a stop in Akron.*

- Can you advise of the revenue and ridership from 2020 thru 2022 for all routes?
 - *Please note that the numbers below are not reflective of typical revenue and ridership since this time period coincides with pandemic-related cuts in service, reduction in seating capacity, etc.*
 - *Also, note that GoBus had 2 service providers for these two years. Therefore, the schedules on several routes differed from the current GoBus schedules.*
 - *Total Revenue and Ridership for 2022 may be found in the “GoBus RFP Questions Part One 5.30.24” document on our website at ridegobus.com/rfp*
 - *Lastly, note that one of the GoBus routes listed below was the subsidized portion of a route that extend beyond Ohio. The fare box listed below for this route in particular includes fares collected on both the GoBus portion, as well as those collected on the unsubsidized portion outside of Ohio. This route is marked with ** below:*
 - **Route A**
 - *2020 Total Fare Box= \$76,408.60; Total Ridership= 13,239*
 - *2021 Total Fare Box= \$97,182.16; Total Ridership= 13,470*
 - **Route B**
 - *2020 Total Fare Box= \$81,713.38; Total Ridership= 6,114*
 - *2021 Total Fare Box= \$113,826.97; Total Ridership= 8,294*
 - **Route C**
 - *2020 Total Fare Box= \$87,204.14; Total Ridership= 5,925*
 - *2021 Total Fare Box= \$76,590.93; Total Ridership= 7,687*
 - **Route D**
 - *2020 Total Fare Box= \$20,678.85; Total Ridership= 1,195*
 - *2021 Total Fare Box= \$42,473.90; Total Ridership= 4,247*
 - **Route D-Rural**
 - *2020 Total Fare Box= \$18,002.15; Total Ridership= 1,720*
 - *2021 Total Fare Box= \$26,472.26; Total Ridership= 2,548*
 - **Route E****
 - *2020 Total Fare Box= \$7,164.69; Total Ridership= 3,400*
 - *2021 Total Fare Box= \$34,198; Total Ridership= 12,284*

- For the budget is my understanding that operators are being evaluated on the net cost of operations (total costs-revenue=net costs) correct? Meaning that if we budget \$100,000 in estimated revenue and only bring in \$50,000, then we will not be reimbursed the other \$50,000?
 - *Service Providers submitting a Proposal are being evaluated on the pricing of their Proposal(s) on both a cost-reimbursement basis and mileage-reimbursement basis.*
 - *A Cost Reimbursement Contract would establish an estimate of total cost for the purpose of obligating funds and establishing a ceiling that the Contract may not exceed (except at its own risk).*
 - *A Mileage Reimbursement Contract would establish an estimate of the total cost per mile driven for the purpose of obligating funds and establishing a designated price for each mile driven during the Contract term.*
 - *GoBus does not subsidize the difference in fare box revenue.*