



# EMERYVILLE TRANSPORTATION MANAGEMENT ASSOCIATION

**Chair**

*Bobby Lee, At-Large  
Residential Member*

**Treasurer**

*Geoffrey Sears  
Wareham  
Development*

**Secretary: Vacant**

**Vice Chair: Vacant**

**Directors**

*Andrew Allen  
At-Large Business  
Member*

*Peter Schreiber  
Pixar*

*Colin Osborne  
At-Large Business  
Member*

*Andrea Kirkpatrick  
Oxford Properties*

*Ally Fitzmaurice  
Bay Center Investors, LLC*

*Laurie Berberich  
SPU 2100 Powell LP.*

*Calvin Jordan,  
At-Large Residential  
Member*

**AGENDA**

Board of Directors Meeting

September 17, 2024 @ 11:00 AM

1333 Park Avenue, Council Chambers, Emeryville, CA 94608

Hybrid Zoom [Link](#): Meeting ID: 847 9813 7450 - Passcode: 862653

1. Call to Order
2. Public Comment
3. Approval of the Minutes of the June 18, 2024 Board of Directors Meeting (Page 2)
4. Board of Directors and Staffing Updates
  - A. Recognition of Calvin Jordan as the City Appointed Residential Representative to the ETMA Board of Directors (Page 5)
5. Appointment of Officers
  - A. Secretary
  - B. Vice Chair
6. Executive Directors Report
  - A. Operations Report and APC Pilot Update (Page 7)
  - B. Strategic Planning Update
7. Business Items
  - A. 2<sup>nd</sup> Quarter Financial Report (Page 18)
  - B. Review and Discuss Draft Budget for 2025 (Page 22)
  - C. Review and Consider Approval of the Amended and Superseding Agreement with TripShot and the updated Statement of Work #3, authorizing the implementation of TripShot for the West Berkeley Shuttle System (Page 26)
  - D. Review and Consider Approval of Amendment 2 to the Professional Services Agreement with ALTRANS TMA, Inc. for Agency Management & Administration Services (Page 30)
  - E. Appoint Agreement Renewal Sub-Committee
  - F. Vehicle Acquisition
    - i. Review and Consider Approval of the Buyers Order Contract for the Acquisition of a new Ford Transit Supervisor Van (Page 33)
    - ii. Review and Consider Approval of the Buyers Order Contract for the Acquisition of four (4) 40' StarCraft Allstar Cutaway Shuttles (Page 36)
    - iii. Discuss Fleet Financing Options
8. Confirm date of Next Meeting – September 17, 2024
9. Adjournment

EMERYVILLE TRANSPORTATION MANAGEMENT ASSOCIATION

**ACTION SUMMARY MINUTES**

Board of Directors Meeting

June 18, 2024

**LOCATION: 1333 PARK AVENUE, GARDEN ROOM**

**EMERYVILLE, CA 94608**

Hybrid Zoom Link: Meeting ID: 847 9813 7450

Passcode: 862653

*Directors Present:* Bobby Lee, Chair  
Betsy Cooley, Secretary and Vice Chair  
Geoff Sears, Treasurer  
Colin Osborne, Director  
Ally Fitzmaurice, Director  
Laurie Berberich, Director

*Others Present:* Pedro Jimenez, Assistant City Manager  
Daniel Oliver, Altrans  
Drew Pannell, Altrans  
Andrew Ridley – (Zoom) Altrans  
Janet Shipp, Altrans  
Bradley Dunn, BART  
Muhammad Deen, BART  
Mariana Parreiras, BART

1. Call to Order  
*Bobby Lee called the Board of Director’s meeting to order at 11:03am*
2. Public Comment  
*No comments*
3. Approval of the Minutes of the May 21, 2024 Board of Directors Meeting  
*Betsy Cooley motioned for approval of the Minutes of the May 21, 2024 Board of Directors Meeting. Geoff Sears seconded the motion.*

*This item was approved by a unanimous vote.*

*Yes: 6*

*No: 0*

*Abstain: 0*

4. Executive Directors Report
  - A. Emery-Go-Round Operations Report  
*Daniel highlighted a few key points from the EGR Operations Report. Overall ridership has been growing month over month this year with the cost per passenger trip, which*

*was a new metric that was introduced in February, has been going down. As of May the cost for passenger trip is \$4.83 compared to 2019 of \$1.69. We are headed in the right direction. TripShot is showing an on time performance of 92% for the month of May. The TripShot app is growing in usage. The APC's were installed at the end of May but were just entered into the system last week so we are now able to receive this data.*

5. Business Items

A. MacArthur BART Lighting Project Presentation

*Mariana Parreiras, Bradley Dunn and Muhammad Deen gave an update on the MacArthur Underpass Safety Improvement Project*

B. Review and Consider Approval of Amendment 3 to the Professional Services Agreement with the City of Emeryville for a 1-year extension for 8 to Go Paratransit Services

*Geoff Sears motioned for approval of Amendment 3 to the Professional Services Agreement with the City of Emeryville for a 1-year extension for 8 to Go Paratransit Services. Betsy Cooley seconded the motion.*

*This item was approved by a unanimous vote.*

*Yes: 6*

*No: 0*

*Abstain: 0*

C. Review and Consider Approval of Amendment 1 to the Professional Services Agreement with ALTRANS TMA, Inc. for a 3-month extension for Agency Management & Administrative Services

*Geoff Sears motioned for approval of Amendment 1 to the Professional Services Agreement with ALTRANS TMA, Inc. for a 3-month extension for Agency Management & Administrative Services. Betsy Cooley seconded the motion.*

*This item was approved by a unanimous vote.*

*Yes: 6*

*No: 0*

*Abstain: 0*

D. Review and Consider the establishment of a PBID Delinquency Reserve Fund by increasing the PBID Recommendation to City Council.

*Daniel reviewed the delinquencies. Pedro Jimenez shared that \$200,000 in delinquencies had just come in.*

6. Strategic Planning Review and Study Session

*Andrew went through the different strategic possibilities.*

A. Appoint a Strategic Planning Subcommittee

*Volunteers for the Strategic Planning Subcommittee are Laurie Berberich, Colin Osborne, and Bobby Lee*

7. Confirm Date of Next Meeting  
*The meeting date was confirmed for August 20, 2024 @ 11am*
8. Adjournment  
*The meeting adjourned at approx. 12:43pm*

**RESOLUTION NO. 24-97**

**Resolution Of The City Council Of The City Of Emeryville Appointing Calvin Jordan As Resident To Serve On The Emeryville Transportation Management Association For Terms Commencing Immediately And Ending April 30, 2025; And Amending The 2024 City Roster Of County, Regional And Statewide Bodies Accordingly**

**WHEREAS**, the Emeryville Transportation Management Association has one vacant position; and

**WHEREAS**, the vacancy on the Emeryville Transportation Management Association were announced and noticed pursuant to the terms of Government Code Section 54970, et. seq. (the "Maddy Act"); and

**WHEREAS**, the City Council received applications from community members interested in serving on the Emeryville Transportation Management Association; and

**WHEREAS**, the City Council hereby finds that Calvin Jordan possesses the necessary qualifications to serve on the Emeryville Transportation Management Association; now, therefore, be it

**RESOLVED**, by the City Council of the City of Emeryville that Calvin Jordan is hereby appointed as Resident to serve on the Emeryville Transportation Management Association for a term commencing immediately and ending April 30, 2025; and, be it, further

**RESOLVED**, by the City Council of the City of Emeryville that the 2024 City Roster of County, Regional and Statewide Bodies is hereby amended to include the aforementioned appointments.

Resolution No. 24-97  
Emeryville Transportation Management Association Appointments  
City Council Meeting | September 3, 2024  
Page 2 of 2

**ADOPTED**, by the City Council of the City of Emeryville at a special meeting held Tuesday, September 3, 2024, by the following vote:

AYES:	<u>4</u>	<u>Mayor Welch and Council Members Bauters, Kaur and Priforce</u>
NOES:	<u>1</u>	<u>Vice Mayor Mourra</u>
ABSTAIN:	<u>0</u>	<u>_____</u>
ABSENT:	<u>0</u>	<u>_____</u>

Signed by:  
  
 \_\_\_\_\_  
 MAYOR

ATTEST:

DocuSigned by:  
  
 \_\_\_\_\_  
 CITY CLERK

APPROVED AS TO FORM:

DocuSigned by:  
  
 \_\_\_\_\_  
 CITY ATTORNEY

**ATTACHMENTS**

- Exhibit A – Emeryville Transportation Management Association Roster



EMERYVILLE TRANSPORTATION MANAGEMENT ASSOCIATION



# Emery Go-Round

Monthly Operations Report  
August 2024

# Table of Contents

- Table of Contents .....2
- Annual Ridership Summary (YTD) .....3
- Ridership Summary .....4
- Average Daily Ridership Comparisons (YTD) .....4
- Daily Total Ridership by Date.....5
- Monthly Total Ridership by Time.....6
- Additional Ridership Data.....6
- Monthly Total Use (Boarding & Alighting) by Stop.....7
- On-Time Performance .....10
- TripShot .....11





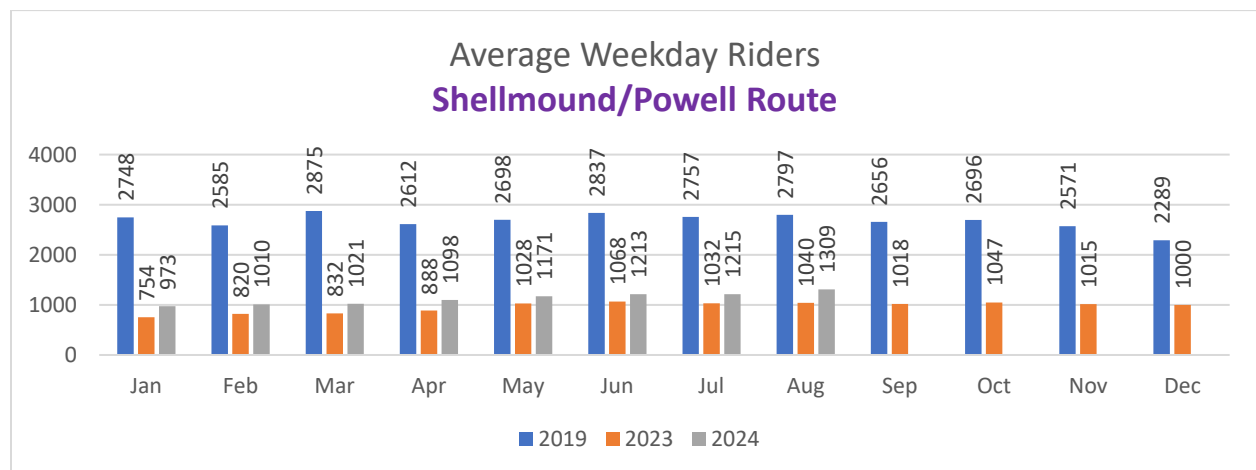
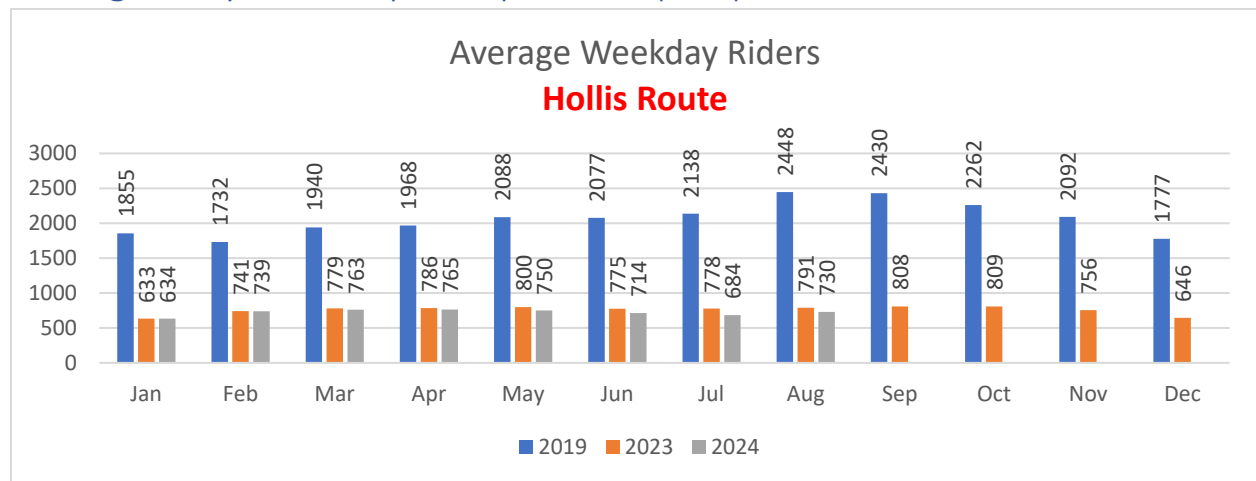
WEEKDAY RIDERSHIP													
2024	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total to Date
Total Monthly Weekday Ridership	35,354	34,974	37,472	40,965	42,266	38,524	41,770	44,851					316,176
# of Operating Days	22	20	21	22	22	20	22	22					171
Average Daily Ridership	1607	1749	1784	1862	1921	1926	1899	2039					1,849
% Increase/Decrease from Prior Month	-2%	9%	2%	4%	3%	0%	-1%	7%					
% Increase/Decrease from Prior Year	16%	12%	11%	11%	5%	5%	2%	9%					
% of Pre COVID Baseline	35%	41%	37%	41%	40%	39%	39%	39%					
2019	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Total Monthly Ridership	101,269	82,033	101,123	100,741	105,288	98,279	107,689	115,375	101,706	114,041	93,248	85,381	1,206,173
# of Operating Days	22	19	21	22	22	20	22	22	20	23	20	21	254
Average Daily Ridership	4603	4318	4815	4579	4786	4914	4895	5244	5085	4958	4662	4066	4,749
WEEKEND RIDERSHIP													
2024	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total to Date
Total Monthly Weekend Ridership	5032	5568	6728	5780	5862	7206	5991	7765					49,932
# of Operating Days	8	8	9	8	8	10	8	9					68
Average Daily Ridership	629	696	748	723	733	721	749	863					734
% Increase/Decrease from Prior Month	-15%	11%	7%	-3%	1%	-2%	4%	15%					
% Increase/Decrease from Prior Year	20%	28%	23%	7%	7%	7%	6%	18%					
% of Pre COVID Baseline	89%	69%	82%	82%	81%	69%	71%	69%					
COMBINED RIDERSHIP													
2024	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total to Date
Total Monthly Ridership	40,386	40,542	44,200	46,745	48,128	45,730	47,761	52,616	-	-	-	-	366,108
# of Operating Days	30	28	30	30	30	30	30	31	-	-	-	-	239
Total Service Hours	2,781	2,556	2,713	2,781	2,781	2,634	2,781	2,826					21,852
Average Daily Ridership (Weighted)	1,516	1,642	1,673	1,756	1,811	1,777	1,792	1,917					1,532
Passengers Per Service Hour (Pax/SH)	15	16	16	17	17	17	17	19					17
Operations Cost	\$ 232,512.72	\$ 216,620.43	\$ 226,964.35	\$ 231,942.63	\$ 232,403.25	\$ 221,572.59	\$ 231,900.33	\$ 235,684.09					\$ 1,829,600.39
Cost Per Passenger Trip	\$ 5.76	\$ 5.34	\$ 5.13	\$ 4.96	\$ 4.83	\$ 4.85	\$ 4.86	\$ 4.48					\$ 5.00
% Increase/Decrease from Prior Month	5%	8%	2%	5%	3%	-2%	1%	7%					
% Increase/Decrease from Prior Year	16%	13%	10%	13%	5%	2%	5%	9%					
% of Pre COVID Baseline (Total Ridership)	43%	49%	47%	49%	48%	49%	46%	47%					47%
% of Pre COVID Baseline (Pax/SH)	57%	64%	60%	65%	64%	62%	62%	62%					62%
2019	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Total Monthly Ridership	106,950	90,145	110,233	107,796	112,518	108,672	116,091	126,606	113,669	123,194	103,022	93,578	1,312,474
# of Operating Days	30	27	31	30	30	30	30	31	28	31	29	30	357
Total Service Hours	4169	3642	4071	4136	4169	3895	4164	4211	3850	4342	3856	3864	48369
Average Daily Ridership	3,565	3,339	3,556	3,593	3,751	3,622	3,870	4,084	4,060	3,974	3,552	3,119	3,676
Passengers Per Service Hour (Pax/SH)	26	25	27	26	27	28	28	30	30	28	27	24	27
Cost Per Passenger Trip	\$ 1.79	\$ 1.91	\$ 1.69	\$ 1.71	\$ 1.69	\$ 1.66	\$ 1.65	\$ 1.54	\$ 1.59	\$ 1.62	\$ 1.72	\$ 1.87	\$ 1.70

## Ridership Summary

In August 2024, the Emery Go-Round ridership increased 7% from the previous month and 9% from the previous year. Total Monthly Ridership is 47% of the 2019 pre-pandemic baseline. It is also at 62% of the 2019 pre-pandemic passenger per service hour baseline.

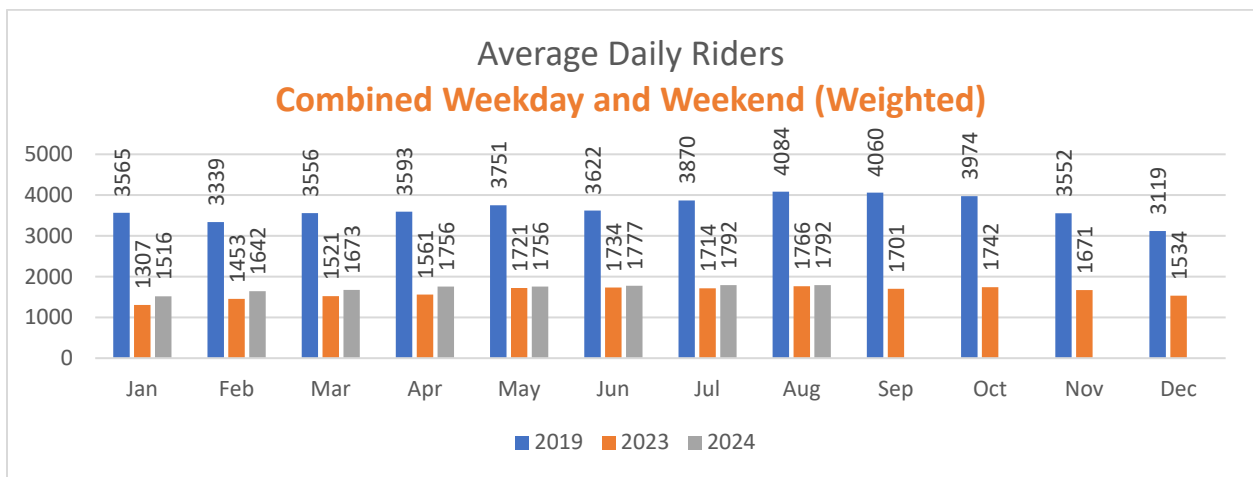
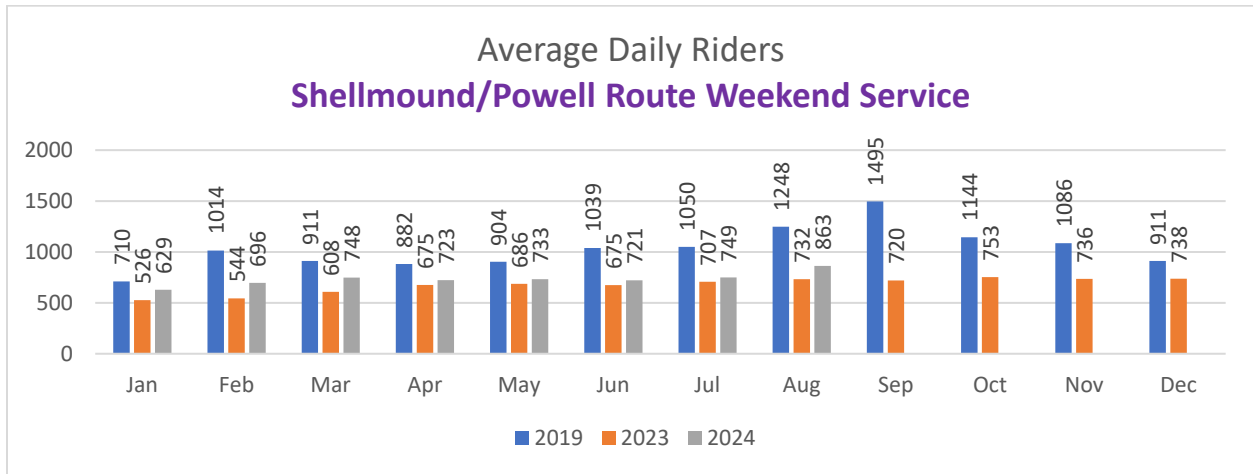
Weekday ridership in August 2024 peaked at 5:00 PM. Saturday ridership peaked at 3:30PM and Sunday ridership peaked at 4:00 PM

## Average Daily Ridership Comparisons (YTD)

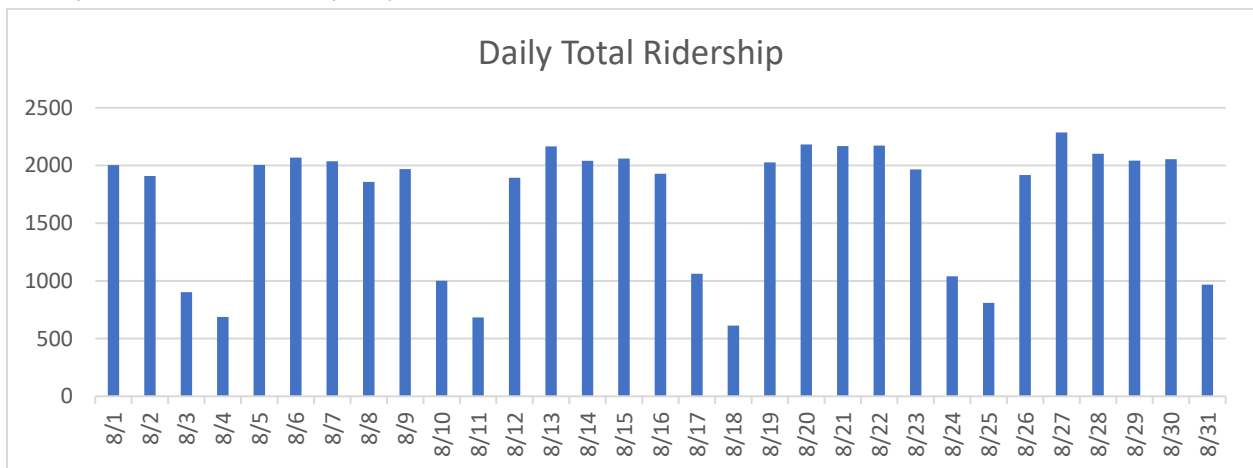


*2019 Average Weekday Riders includes Standard and Commute services. Watergate Express is included in 2019 Shellmound/Powell.*

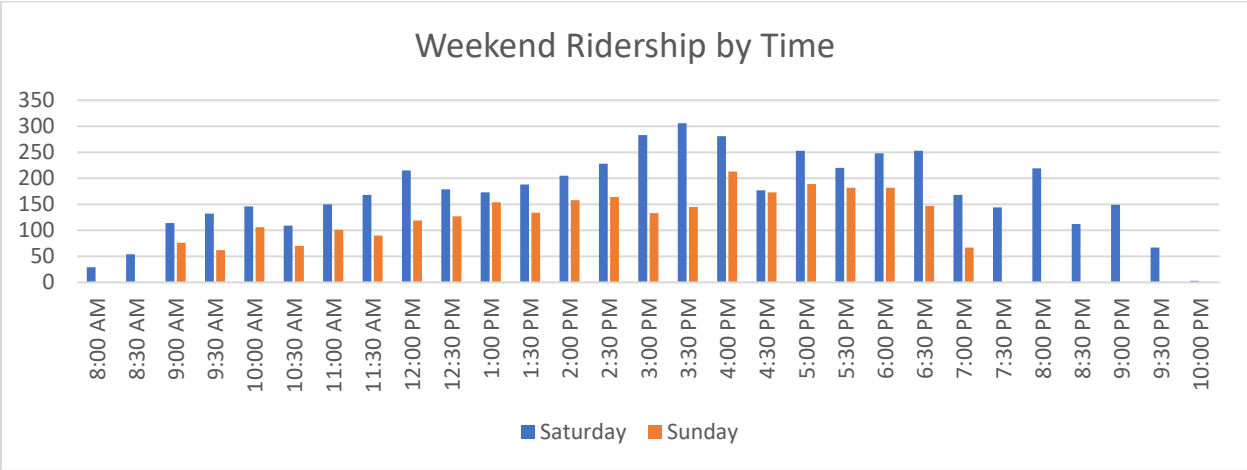
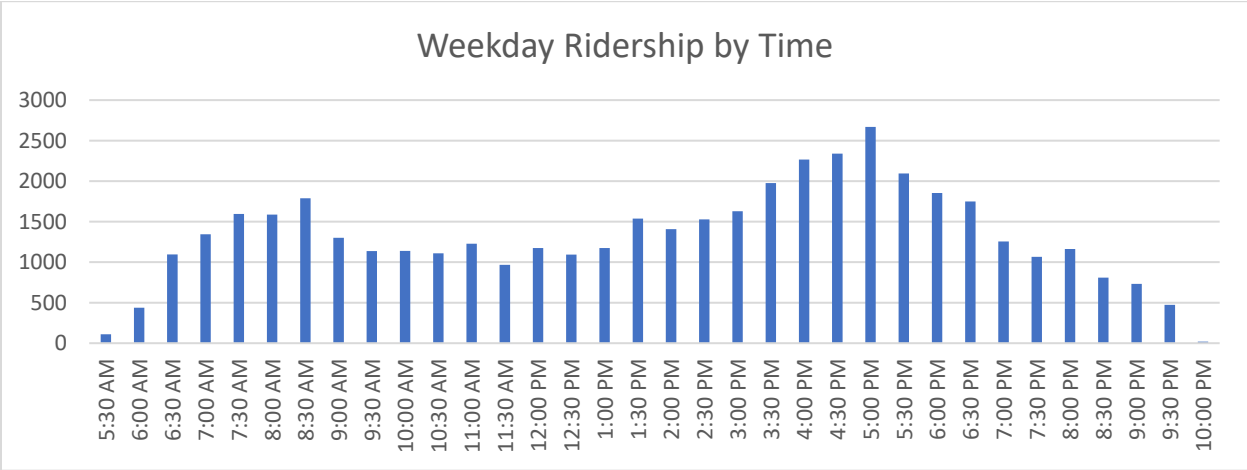
## Average Daily Ridership Comparisons (YTD) (cont'd)



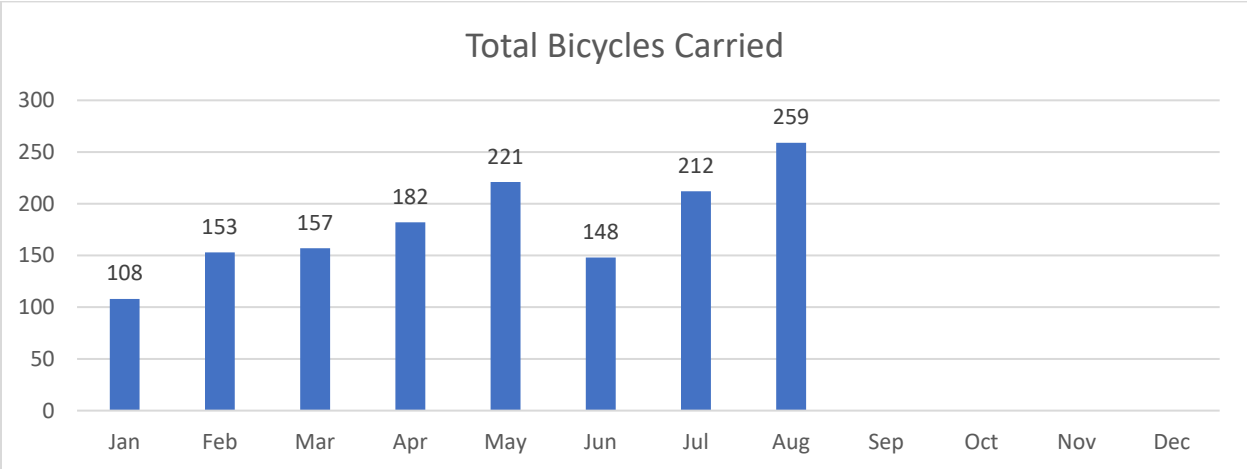
## Daily Total Ridership by Date



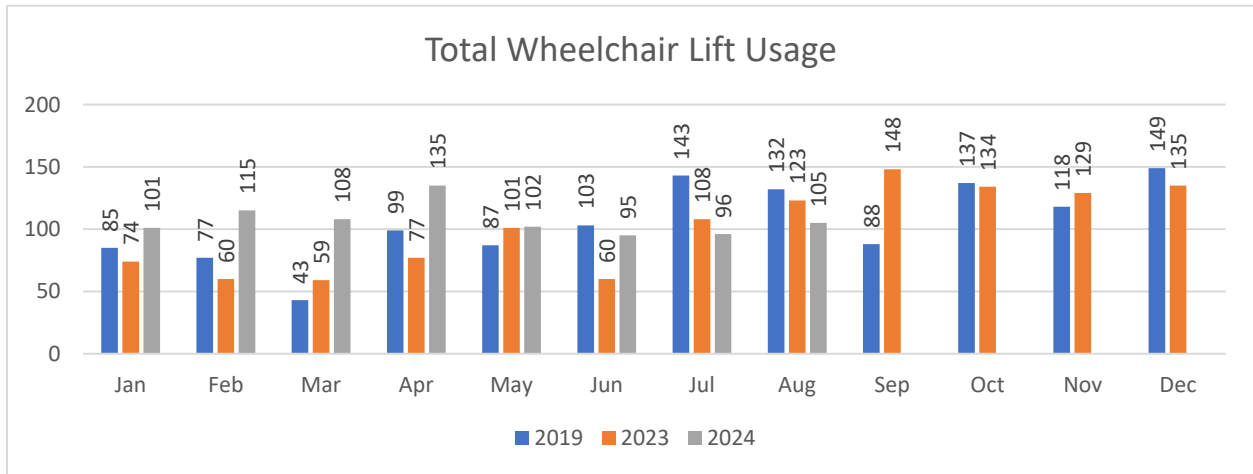
# Monthly Total Ridership by Time



# Additional Ridership Data



## Additional Ridership Data (cont'd)



## Monthly Total Use (Boarding & Alighting) by Stop

### Hollis Weekday Service

Hollis	Boarding	Alighting	Total Use	% of Total Use
MacArthur BART Station	6910	13391	20301	63.3%
Hollis @ 59th NB	1953	63	2016	6.3%
Berkeley Bowl SB	1387	381	1768	5.5%
Hollis @ 65th SB	1348	84	1432	4.5%
Park Ave @ San Pablo (IHOP) WB	841	314	1155	3.6%
Hollis @ 63rd SB	736	13	749	2.3%
Hollis @ 53rd SB	702	16	718	2.2%
Horton @ 59th (Amtrak) NB	242	388	630	2.0%
Park Ave @ Pixar EB	484	70	554	1.7%
Emery St @ 40th EB	342	182	524	1.6%
Hollis @ 65th NB	129	257	386	1.2%
Hollis @ 45th SB	263	66	329	1.0%
Stanford Ave @ Horton WB	104	190	294	0.9%
Hollis @ 59th SB	133	156	289	0.9%
Park Ave @ Pixar WB	144	115	259	0.8%
Hollis @ 53rd NB	133	115	248	0.8%
Hollis @ 45th NB	158	50	208	0.6%
Hollis @ 64th NB	50	150	200	0.6%
<b>Total</b>	<b>16059</b>	<b>16001</b>	<b>32060</b>	<b>100.0%</b>

## Monthly Total Use (Boarding & Alighting) by Stop (cont'd)

### Shellmound/Powell Weekday Service

Shellmound/Powell Weekday	Boarding	Alighting	Total Use	% of Total Use
MacArthur BART Station	8023	25158	33181	57.8%
Christie @ Trader Joe's SB	2834	178	3012	5.2%
Shellmound @ Marriott SB	2363	60	2423	4.2%
40th @ San Pablo EB	1979	195	2174	3.8%
40th @ San Pablo WB	1927	239	2166	3.8%
Powell @ Police/Fire Station EB	1852	181	2033	3.5%
40th @ Horton EB	1518	172	1690	2.9%
40th @ Hollis WB	1177	88	1265	2.2%
40th @ Horton WB	880	224	1104	1.9%
Shellmound @ Christie NB	636	335	971	1.7%
Shellmound @ Public Market NB	519	265	784	1.4%
The Towers	597	168	765	1.3%
40th @ Emery WB	700	60	760	1.3%
Shellmound @ Bay St (IKEA) NB	332	387	719	1.3%
Powell @ The Marina	575	109	684	1.2%
Christie @ Public Market SB	569	40	609	1.1%
40th @ Emery EB	412	141	553	1.0%
Powell @ Watergate Market WB	291	230	521	0.9%
40th @ Hollis EB	469	46	515	0.9%
65th @ Shellmound	404	89	493	0.9%
Christie @ 64th SB	269	146	415	0.7%
Powell @ Hilton Garden Inn WB	214	42	256	0.4%
Christie @ FedEx SB	159	37	196	0.3%
Christie @ 65th SB	93	27	120	0.2%
<b>Total</b>	<b>28792</b>	<b>28617</b>	<b>57409</b>	<b>100.0%</b>

Monthly Total Use (Boarding & Alighting) by Stop (cont'd)

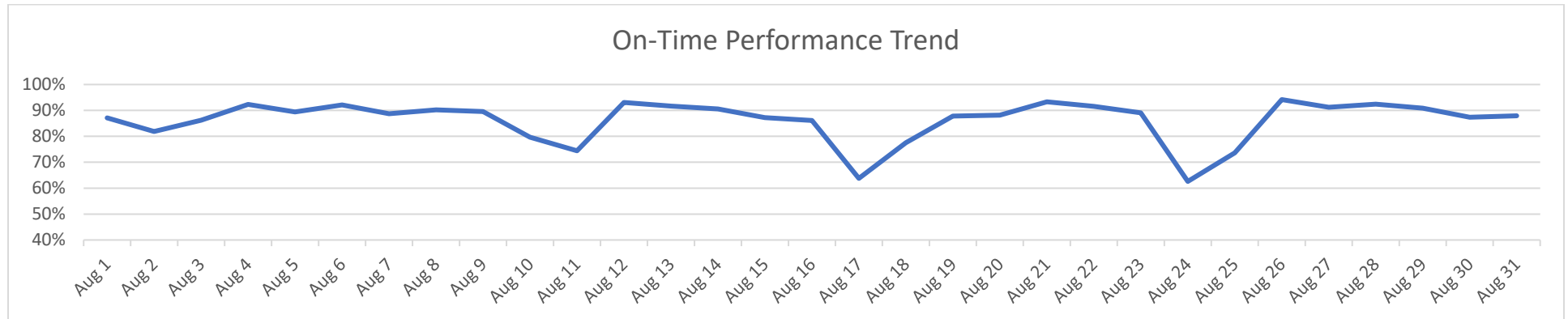
Shellmound/Powell Weekend Service

Shellmound/Powell Weekend	Boarding	Alighting	Total Use	% of Total Use
MacArthur BART Station	2344	5922	8266	53.2%
Christie @ Trader Joe's SB	855	92	947	6.1%
Shellmound @ Marriott SB	811	24	835	5.4%
40th @ San Pablo WB	465	126	591	3.8%
40th @ Horton EB	453	130	583	3.8%
40th @ San Pablo EB	377	160	537	3.5%
Shellmound @ Christie NB	192	233	425	2.7%
40th @ Horton WB	283	139	422	2.7%
Powell @ Police/Fire Station EB	366	49	415	2.7%
Shellmound @ Bay St (IKEA) NB	102	281	383	2.5%
40th @ Hollis WB	313	39	352	2.3%
Shellmound @ Public Market NB	123	116	239	1.5%
65th @ Shellmound	161	70	231	1.5%
Powell @ The Marina	164	45	209	1.3%
40th @ Emery WB	169	25	194	1.2%
40th @ Emery EB	99	88	187	1.2%
40th @ Hollis EB	128	23	151	1.0%
Christie @ 64th SB	102	47	149	1.0%
Powell @ Watergate Market WB	57	77	134	0.9%
Christie @ Public Market SB	89	10	99	0.6%
The Towers	27	43	70	0.5%
Powell @ Hilton Garden Inn WB	35	9	44	0.3%
Christie @ FedEx SB	30	10	40	0.3%
Christie @ 65th SB	20	7	27	0.2%
<b>Total</b>	<b>7765</b>	<b>7765</b>	<b>15530</b>	<b>100.0%</b>

## On-Time Performance

On-Time Performance data is gathered from the TripShot app, which provides accurate GPS data for the shuttles and records the arrival and departure times for each of the timepoints along each route.

A shuttle is considered On-Time if it arrives up to 5 minutes after the scheduled time or departs no earlier than 1 minute before the scheduled time.



Route	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	Grand Total
Hollis	91%	91%			96%	95%	90%	95%	93%			92%	95%	91%	93%	93%			91%	88%	95%	93%	92%			97%	94%	93%	94%	90%		93%
Shellmound/Powell	83%	73%			83%	89%	88%	86%	87%			95%	89%	90%	81%	79%			85%	89%	92%	90%	86%			91%	88%	92%	88%	84%		87%
Shellmound/Powell Weekend			86%	92%						80%	74%						64%	78%						63%	74%						88%	78%
Grand Total	87%	82%	86%	92%	89%	92%	89%	90%	90%	80%	74%	93%	92%	91%	87%	86%	64%	78%	88%	88%	93%	92%	89%	63%	74%	94%	91%	92%	91%	87%	88%	86%

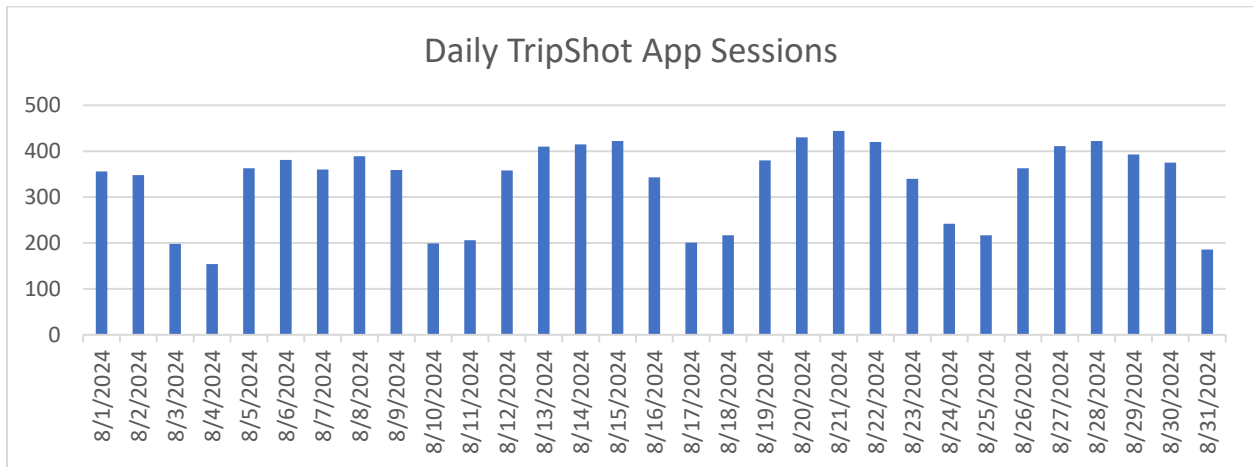


# TripShot

## Utilization

The TripShot app does not require users to create accounts and the only data that is gathered is the IP address of the device, which changes based on the networks or cell towers that the device connects to. Because of this, it is not possible to track the number of TripShot app users, however, it is possible to track the number of app “sessions.” While this does not allow us to know how many people are using the app, it does tell us how often it is used.

Total Monthly App Sessions: 10,302



## Ridership

As the drivers continue to learn this new TripShot system, they are tracking ridership both in TripShot as well as through manual tallies. The data derived from TripShot will serve as the primary source of information with the manual tallies serving as a backup/validation.

For the month of August 2024, the total TripShot-reported ridership was 52,616 and the total driver-reported ridership was 52,642, a 0.05% variance.

While this dual-tracking practice continues, the two datasets will regularly be compared to identify areas of improvement as well as drivers who may require additional training.



# EMERYVILLE TRANSPORTATION MANAGEMENT ASSOCIATION

## STAFF REPORT MEMORANDUM

DATE: September 17, 2024  
SUBJECT: 2024 ETMA 2nd Quarter Financial Report

### Revenue

- On an accrual basis, we have received 180% of our anticipated quarterly revenue, with 97% actually being deposited. This is due to the PBID and City Contribution invoices being sent out in June 2024, as opposed to July, as anticipated.
  - This represents 90% of the budgeted annual revenue.
- Outstanding annual revenue will be derived from the Third-Party shuttle programs, interest, and investments.

### Expenditures

- Direct Costs
  - Emery Go-Round Operations was 99% of the anticipated quarterly budget
  - Emery Go-Round Fuel was 84% of the anticipated quarterly budget
  - The Sub-Total of Direct Costs were 98% of the anticipated quarterly budget
- Reimbursable Shuttle Programs Costs were 95% of the anticipated quarterly budget
- Indirect Costs: The Sub-Total of Indirect Costs were 97% of the anticipated quarterly budget
- Overall, ETMA expenditures were 97% of the anticipated quarterly budget through the end of the 2<sup>nd</sup> quarter of 2024, representing 44% of the total annual budget

## ETMA 2024 1st Quarter Financial Report: Accrual Basis

REVENUE	2024 Annual Budget	Expected Revenue to Date	Accrued Revenue to Date	Variance to Date	% of the Quarterly Revenue Accrued	% of the Annual Revenue Accrued
<b>PBID Revenue</b>						
PBID Revenue	4,505,002	2,252,501	4,505,002	2,252,501	200%	100%
<b>Non-PBID Revenue</b>						
City of Emeryville - General Benefit Contribution	609,273	304,637	609,273	304,636	200%	100%
ETMA Direct Billed Revenue	115,360	115,360	116,984	1,624	-	101%
8 to Go Revenue	165,481	73,548	72,764	(784)	99%	44%
WBS Revenue	339,594	168,304	167,340	(964)	99%	49%
Emery Express Revenue	292,581	163,876	149,489	(14,387)	91%	51%
Misc. Revenue (Interest income, investments, etc.)	215,338	50,429	6,691	(43,738)	-	3%
Subtotal Non-PBID Revenues	1,737,627	876,154	1,122,541	246,388	128%	65%
<b>TOTAL REVENUE</b>	<b>6,242,629</b>	<b>3,128,654</b>	<b>5,627,543</b>	<b>2,498,889</b>	<b>180%</b>	<b>90%</b>

EXPENDITURES	2024 Annual Budget	Expected Expenditures to Date	Accrued Expenditures to Date	Variance to Date	% of the Quarterly Budget Accrued	% of the Annual Budget Accrued
<b>Direct Costs</b>						
EGR Operations	2,739,162	1,370,553	1,362,861	(7,692)	99%	50%
EGR Maintenance	102,280	51,140	40,391	(10,749)	79%	39%
EGR Fuel	240,000	120,000	100,571	(19,429)	84%	42%
EGR Communications	101,569	9,182	10,294	1,113	112%	10%
EGR Misc. Operations Expenses	10,000	As Needed	-	N/A	N/A	0%
EGR Bus Leases/Purchases/Savings	500,000	53,402	53,402	(0)	100%	11%
Subtotal Direct Costs	3,693,011	1,604,277	1,567,519	(36,757)	98%	42%
<b>Reimbursable Program Costs</b>						
8 to Go Operations	155,881	68,748	67,758	(990)	99%	43%
West Berkeley Shuttle Operations	280,359	139,856	137,459	(2,397)	98%	49%
Emery Express Operations	227,977	129,963	115,695	(14,268)	89%	51%
Subtotal Reimbursable Program Costs	664,218	338,567	320,912	(17,655)	95%	48%
<b>Indirect Costs</b>						
Professional Services	510,000	255,000	251,137	(3,863)	98%	49%
Occupancy (Facilities related expenses)	527,000	263,500	253,961	(9,539)	96%	48%
TMA Insurance	60,801	53,429	49,164	(4,265)	-	81%
Conferences, Meetings, Office Expenses	10,000	As Needed	1,090	N/A	N/A	11%
Membership & Public Outreach	10,000	As Needed	-	N/A	N/A	0%
Pilot Projects & Research	25,000	As Needed	-	N/A	N/A	0%
Subtotal Indirect Costs	1,142,801	571,929	555,352	(16,577)	97%	49%
Contingency	135,000	As Needed	-	N/A	N/A	0%
<b>TOTAL ETMA EXPENDITURES</b>	<b>5,500,030</b>	<b>2,514,773</b>	<b>2,443,783</b>	<b>(70,990)</b>	<b>97%</b>	<b>44%</b>

## ETMA 2024 1st Quarter Financial Report: Cash Basis

REVENUE	2024 Annual Budget	Expected Revenue to Date	Cash Revenue to Date	Variance to Date	% of the Quarterly Revenue Received	% of the Annual Revenue Received
<b>PBID Revenue</b>						
PBID Revenue	4,505,002	2,252,501	2,252,501	0	100%	50%
<b>Non-PBID Revenue</b>						
City of Emeryville - General Benefit Contribution	609,273	304,637	304,637	(0)	100%	50%
ETMA Direct Billed Revenue	115,360	115,360	116,984	1,624	-	101%
8 to Go Revenue	165,481	73,548	75,872	2,324	103%	46%
WBS Revenue	339,594	168,304	129,992	(38,312)	77%	38%
Emery Express Revenue	292,581	163,876	149,029	(14,847)	91%	51%
Misc. Revenue (Interest income, investments, etc.)	215,338	50,429	6,691	(43,738)	-	3%
Subtotal Non-PBID Revenues	1,737,627	876,154	783,205	(92,948)	89%	45%
<b>TOTAL REVENUE</b>	<b>6,242,629</b>	<b>3,128,654</b>	<b>3,035,706</b>	<b>(92,948)</b>	<b>97%</b>	<b>49%</b>

EXPENDITURES	2024 Annual Budget	Expected Expenditures to Date	Cash Expenditures to Date	Variance to Date	% of the Quarterly Budget Expended	% of the Annual Budget Expended
<b>Direct Costs</b>						
EGR Operations	2,739,162	1,370,553	1,106,943	(263,610)	81%	40%
EGR Maintenance	102,280	51,140	61,385	10,245	120%	60%
EGR Fuel	240,000	120,000	101,558	(18,442)	85%	42%
EGR Communications	101,569	9,182	18,818	9,636	205%	19%
EGR Misc. Operations Expenses	10,000	As Needed	-	N/A	N/A	0%
EGR Bus Leases/Purchases/Savings	500,000	53,402	53,402	(0)	100%	11%
<b>Subtotal Direct Costs</b>	<b>3,693,011</b>	<b>1,604,277</b>	<b>1,342,105</b>	<b>(262,171)</b>	<b>84%</b>	<b>36%</b>
<b>Reimbursable Program Costs</b>						
8 to Go Operations	155,881	68,748	54,264	(14,484)	79%	35%
West Berkeley Shuttle Operations	280,359	139,856	112,056	(27,800)	80%	40%
Emery Express Operations	227,977	129,963	95,668	(34,296)	74%	42%
<b>Subtotal Reimbursable Program Costs</b>	<b>664,218</b>	<b>338,567</b>	<b>261,987</b>	<b>(76,580)</b>	<b>77%</b>	<b>39%</b>
<b>Indirect Costs</b>						
Professional Services	510,000	255,000	217,133	(37,867)	85%	43%
Occupancy (Facilities related expenses)	527,000	263,500	255,048	(8,452)	97%	48%
TMA Insurance	60,801	53,429	49,164	(4,265)	-	81%
Conferences, Meetings, Office Expenses	10,000	As Needed	490	N/A	N/A	5%
Membership & Public Outreach	10,000	As Needed	-	N/A	N/A	0%
Pilot Projects & Research	25,000	As Needed	-	N/A	N/A	0%
<b>Subtotal Indirect Costs</b>	<b>1,142,801</b>	<b>571,929</b>	<b>521,836</b>	<b>(50,094)</b>	<b>91%</b>	<b>46%</b>
Contingency	135,000	As Needed	-	N/A	N/A	0%
<b>TOTAL ETMA EXPENDITURES</b>	<b>5,500,030</b>	<b>2,514,773</b>	<b>2,125,928</b>	<b>(388,845)</b>	<b>85%</b>	<b>39%</b>

## ETMA 2024 1st Quarter Financial Report: Reimbursable Shuttle Programs

West Berkeley Shuttle						
	2024 Annual Budget	Expected Revenue to Date	Accrued Revenue to Date	Variance to Date	% of the Quarterly Revenue Accrued	% of the Annual Revenue Accrued
<b>REVENUE</b>	<b>339,663</b>	<b>172,927</b>	<b>167,340</b>	<b>(5,587)</b>	<b>97%</b>	<b>49%</b>
<b>EXPENDITURES</b>						
Shuttle Operations	274,137	137,068	137,499	430	100%	50%
Professional Services	15,000	7,500	7,470	(30)	100%	50%
Communications	839	419	419	-	100%	50%
Website, Misc	60	60	125	65	209%	209%
Real-Time Tracking	5,324	5,324	0	(5,324)	0%	0%
<b>Subtotal Direct Costs</b>	<b>295,359</b>	<b>150,372</b>	<b>145,513</b>	<b>(4,859)</b>	<b>97%</b>	<b>49%</b>
Indirect Costs (15%)	44,304	22,556	21,827	(729)	97%	49%
<b>TOTAL EXPENDITURES</b>	<b>339,663</b>	<b>172,927</b>	<b>167,340</b>	<b>(5,587)</b>	<b>97%</b>	<b>49%</b>

8 to Go						
	2024 Budgeted Revenue	Expected Revenue to Date	Accrued Revenue to Date	Variance to Date	% of the Quarterly Revenue Accrued	% of the Annual Revenue Accrued
<b>REVENUE</b>	<b>151,236</b>	<b>75,618</b>	<b>72,764</b>	<b>(2,854)</b>	<b>96%</b>	<b>48%</b>
<b>EXPENDITURES</b>						
Shuttle Operations	128,016	64,008	64,982	974	102%	51%
Shuttle Maintenance	6,000	3,000	0	(3,000)	0%	0%
Professional Services	11,514	5,757	5,213	(545)	91%	45%
Fuel	4,769	2,385	2,094	(290)	88%	44%
Communications	937	469	475	6	101%	51%
				-		
<b>TOTAL EXPENDITURES</b>	<b>151,236</b>	<b>75,618</b>	<b>72,764</b>	<b>(2,854)</b>	<b>96%</b>	<b>48%</b>

Quarterra (Lennar) - The Emery Express						
	2024 Budgeted Revenue	Expected Revenue to Date	Accrued Revenue to Date	Variance to Date	% of the Quarterly Revenue Accrued	% of the Annual Revenue Accrued
<b>REVENUE</b>	<b>292,581</b>	<b>154,104</b>	<b>149,489</b>	<b>(4,615)</b>	<b>97%</b>	<b>51%</b>
<b>EXPENDITURES</b>						
Shuttle Operations	220,000	110,000	108,620	(1,380)	99%	49%
Professional Services	15,840	7,920	7,920	-	100%	50%
Fuel	20,000	10,000	7,615	(2,385)	76%	38%
Communications	1,000	500	419	(81)	84%	42%
<b>Subtotal - Direct Costs</b>	<b>256,840</b>	<b>128,420</b>	<b>124,575</b>	<b>(3,845)</b>	<b>97%</b>	<b>49%</b>
Indirect Costs (20%)	51,368	25,684	24,915	(769)	97%	49%
<b>TOTAL EXPENDITURES</b>	<b>308,208</b>	<b>154,104</b>	<b>149,489</b>	<b>(4,615)</b>	<b>97%</b>	<b>49%</b>

Reimbursable Program management is built into ALTRANS' flat monthly fees for ETMA management. As such, while the Reimbursable Program stakeholders will be charged the above management costs, the ETMA will not be billed separately for these charges.

# Emeryville TMA 2025 Preliminary Budget

	2025 Preliminary Budget	2025 Draft Budget	ASSUMPTIONS
<b>REVENUE</b>			
PBID Revenue	4,746,070	4,746,070	Approved 3% increase from 2024
PBID District Related Costs	(105,183)	(105,183)	1.7% of assessment to County Assessor +24,500 to City for legal and administrative fees
<b>NET PBID</b>	<b>4,640,887</b>	<b>4,640,887</b>	
City of Emeryville - GBC	639,966	639,966	12.29% of EGR Operating Budget, per PBID Mgmt Plan. Does not include expenses derived from Reimbursable Shuttle Programs
Direct Bill Revenue	120,277	120,277	Increase based on PBID Increase
8 to Go Revenue	180,287	163,576	
WBS Revenue	358,231	363,561	WBS Expenditures + 15% Ind. Cost Markup
Emery Express Revenue	356,440	359,025	EmExp Expenditures + 20% Ind. Cost Markup
Misc. Revenue (Int. Income, Investments)	243,641	199,774	Estimated Growth for Existing CD Accounts if Reinvested
<b>Subtotal Non-PBID Revenues</b>	<b>1,898,842</b>	<b>1,846,180</b>	
<b>TOTAL REVENUE</b>	<b>6,539,728</b>	<b>6,487,067</b>	

EXPENDITURES			ASSUMPTIONS
<b>Direct Cost</b>			
EGR Operations	2,949,996	2,947,825	Estimated 8% Rate Increase
EGR Maintenance	100,000	100,000	
EGR Fuel	216,727	216,730	2023-24 to Date Fuel Cost Per Service Hour = \$6.70
EGR Communications	117,274	117,274	Includes TripShot + APC Service for 21 Vehicles
EGR Misc Operations Expenses	10,000	10,000	
EGR Bus Leases/Purchases	500,000	500,000	\$254,204: 4 New buses at \$254k for 60 mo. in 2024 + \$127,102: 4 New buses at \$254k for 60 mo. in July 2025 \$118,693: Capital Expense Savings
<b>Subtotal Direct Cost</b>	<b>3,893,997</b>	<b>3,891,829</b>	
<b>Reimbursable Program Costs</b>			
8 to Go Operations	180,287	163,576	Estimated 8% Rate Increase
West Berkeley Shuttle Operations	311,505	316,140	Estimated 8% Rate Increase
Emery Express Operations	297,033	299,188	Estimated 8% Rate Increase
<b>Subtotal Reimbursable Program Costs</b>	<b>788,825</b>	<b>778,904</b>	
<b>Indirect Costs</b>			
Professional Services	505,879	505,879	Management, Accounting, Legal, Audit
Occupancy (Facilities related expenses)	525,332	526,052	Site lease, security, utilities, yard maintenance
TMA Insurance	62,000	62,000	
Conferences, Meetings, Office Expenses	10,000	10,000	
Membership & Public Outreach	10,000	10,000	
Pilot Projects & Research	200,000	200,000	Implementation of Potential Service Enhancements
<b>Subtotal Indirect Costs</b>	<b>1,313,211</b>	<b>1,313,931</b>	
<b>TOTAL ETMA BUDGET/EXPENSES</b>	<b>5,996,033</b>	<b>5,984,664</b>	
<b>TOTAL EGR BUDGET/EXPENSES</b>	<b>5,207,208</b>	<b>5,205,760</b>	

Reserve Balance Summary			
Projected Fund Balance on Dec 31, 2024	5,820,537	5,820,537	
2025 Increase (Decrease) in Funds	543,696	502,403	
Projected Fund Balance on Dec 31, 2025	6,364,233	6,322,940	
15% Operating Reserve (per ETMA Policy)	899,405	897,700	The Operating Reserve includes those expenses budgeted for Reimbursable Shuttle Programs
Est. Avail. Fund Balance of Dec 31, 2025	5,464,828	5,425,240	

# Emeryville TMA Budget Forecast through 2030

	Actuals	Actuals	Actuals	Budget	Budget	Forecast	Forecast	Forecast	Forecast	Forecast
REVENUE	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
<b>PBID Revenue</b>										
PBID Revenue	4,178,547	4,343,798	4,474,112	4,607,835	4,746,070	4,888,452	5,035,106	5,186,159	5,341,744	5,501,996
District Related Costs	(95,535)	(98,345)	(100,560)	(102,833)	(105,183)	(107,604)	(110,097)	(112,665)	(115,310)	(118,034)
<b>Net PBID</b>	<b>4,083,012</b>	<b>4,245,453</b>	<b>4,373,552</b>	<b>4,505,002</b>	<b>4,640,887</b>	<b>4,780,848</b>	<b>4,925,009</b>	<b>5,073,494</b>	<b>5,226,434</b>	<b>5,383,962</b>
<b>Non-PBID Revenue</b>										
City of Emeryville - General Benefit Contribution	556,368	564,726	634,164	609,273	639,966	679,917	718,277	759,494	803,786	851,388
ETMA Direct Billed Revenue	109,764	109,764	113,373	116,774	120,277	123,886	127,602	131,430	135,373	139,434
8 to Go Revenue	101,668	112,688	111,384	165,481	163,576	177,462	191,595	206,859	223,344	241,147
WBS Revenue	230,352	254,027	295,013	337,353	363,561	393,891	425,303	459,228	495,866	535,436
Emery Express Revenue	-	187,805	351,911	289,412	359,025	389,067	420,087	453,589	489,770	528,846
Misc. Revenue (Interest income, investments, etc.)	1,989	1,630	45,473	215,338	199,774	207,765	213,998	218,278	222,643	227,096
<b>Subtotal Non-PBID Revenues</b>	<b>1,000,140</b>	<b>1,230,640</b>	<b>1,551,318</b>	<b>1,733,631</b>	<b>1,846,180</b>	<b>1,971,989</b>	<b>2,096,863</b>	<b>2,228,878</b>	<b>2,370,783</b>	<b>2,523,348</b>
<b>TOTAL REVENUE</b>	<b>5,083,151</b>	<b>5,476,093</b>	<b>5,924,870</b>	<b>6,238,632</b>	<b>6,487,067</b>	<b>6,752,837</b>	<b>7,021,872</b>	<b>7,302,372</b>	<b>7,597,217</b>	<b>7,907,310</b>

	Actuals	Actuals	Actuals	Budget	Budget	Forecast	Forecast	Forecast	Forecast	Forecast
EXPENDITURES	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
<b>Direct Costs</b>										
EGR Operations	2,066,386	2,117,761	2,431,320	2,725,819	2,947,825	3,183,651	3,438,343	3,713,410	4,010,483	4,331,322
EGR Maintenance	156,801	191,239	194,494	102,280	100,000	100,000	100,000	100,000	100,000	100,000
EGR Fuel	185,781	262,333	214,510	240,000	216,730	250,000	250,000	250,000	250,000	250,000
EGR Communications	53,814	47,272	112,872	101,569	117,274	120,000	120,000	120,000	120,000	120,000
EGR Misc. Operations Expenses	564	-	343	10,000	10,000	10,000	10,000	10,000	10,000	10,000
EGR Bus Leases/Purchases	391,759	266,246	161,953	500,000	500,000	500,000	500,000	500,000	500,000	500,000
<b>Subtotal Direct Costs</b>	<b>2,855,105</b>	<b>2,884,852</b>	<b>3,115,492</b>	<b>3,679,668</b>	<b>3,891,829</b>	<b>4,163,651</b>	<b>4,418,343</b>	<b>4,693,410</b>	<b>4,990,483</b>	<b>5,311,322</b>
<b>Reimbursable Program Costs</b>										
8 to Go Operations	110,936	113,042	105,505	155,881	163,576	176,662	190,795	206,059	222,544	240,347
West Berkeley Shuttle Operations	209,507	253,269	247,133	280,359	316,140	341,432	368,746	398,246	430,105	464,514
Emery Express Operations	-	123,159	283,832	227,977	299,188	323,123	348,973	376,890	407,042	439,605
<b>Subtotal Reimbursable Program Costs</b>	<b>320,443</b>	<b>489,471</b>	<b>636,469</b>	<b>664,217</b>	<b>778,904</b>	<b>841,217</b>	<b>908,514</b>	<b>981,195</b>	<b>1,059,691</b>	<b>1,144,466</b>
<b>Indirect Costs</b>										
Professional Services	483,428	430,492	522,621	510,000	505,879	531,173	557,732	585,618	614,899	645,644
Occupancy (Facilities related expenses)	245,895	496,647	484,070	527,000	526,052	552,354	579,972	608,970	639,419	671,390
TMA Insurance	21,840	49,235	55,275	60,801	62,000	65,100	68,355	71,773	75,361	79,129
Conferences, Meetings, Office Expenses	143	210	231	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Membership & Public Outreach	5,403	3,368	220	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Pilot Projects & Research	-	-	-	25,000	200,000	200,000	200,000	200,000	200,000	200,000
Bus Yard	2,335,188	88,456	5,800	-	-	-	-	-	-	-
<b>Subtotal Indirect Costs</b>	<b>3,091,897</b>	<b>1,068,408</b>	<b>1,068,216</b>	<b>1,142,801</b>	<b>1,313,931</b>	<b>1,368,627</b>	<b>1,426,059</b>	<b>1,486,362</b>	<b>1,549,680</b>	<b>1,616,164</b>
Contingency	-	-	-	135,000	-	-	-	-	-	-
<b>TOTAL ETMA BUDGET/EXPENSES</b>	<b>6,267,445</b>	<b>4,442,731</b>	<b>4,820,178</b>	<b>5,621,687</b>	<b>5,984,664</b>	<b>6,373,495</b>	<b>6,752,916</b>	<b>7,160,967</b>	<b>7,599,854</b>	<b>8,071,952</b>

Beginning of Year Fund Balance (Net Assets)	4,236,247	3,031,153	4,081,065	5,203,591	5,820,537	6,322,940	6,702,282	6,971,238	7,112,643	7,110,006
Increase (Decrease) in Funds	(1,184,294)	1,033,362	1,104,692	616,946	502,403	379,342	268,956	141,405	(2,637)	(164,641)
Non-Cash Dep., Amortization, Financing Adjustment	(20,800)	16,549	17,834	-	-	-	-	-	-	-
<b>Net Change in Assets</b>	<b>(1,205,094)</b>	<b>1,049,911</b>	<b>1,122,527</b>	<b>616,946</b>	<b>502,403</b>	<b>379,342</b>	<b>268,956</b>	<b>141,405</b>	<b>(2,637)</b>	<b>(164,641)</b>
End of Year Fund Balance (Net Assets)	3,031,153	4,081,065	5,203,591	5,820,537	6,322,940	6,702,282	6,971,238	7,112,643	7,110,006	6,945,364
15% Operating Reserve (per ETMA Policy)	940,117	666,410	723,027	843,253	897,700	956,024	1,012,937	1,074,145	1,139,978	1,210,793
Est. Avail. Fund Balance	2,091,037	3,414,655	4,480,564	4,977,284	5,425,240	5,746,258	5,958,301	6,038,498	5,970,028	5,734,572

## ASSUMPTIONS

1. PBID Revenue Forecasting based on a 3% annual increase.
2. Investment interest rates estimated to begin declining in 2027
3. Operations Expense Forecasting based on an 8% annual increase for Emery Go-Round and Reimbursable Shuttle Programs
4. Assumes Quarterra continues to operate the Emery Express after their initial 5-year commitment (2022-2027)
5. Professional Services, Occupancy and TMA Insurance Forecasts based on a 5% annual increase

# Emeryville TMA 4 Year Budget vs Actuals

REVENUE	2021 Final	2021 Actual	% +/-	2022 Final	2022 Actual	% +/-	2023 Final	2023 Actual	% +/-	2024 Revised	Accrued thru Q2	% +/- To Date	2025 Draft
<b>PBID Revenue</b>													
PBID Revenue	4,178,547	4,178,547	100%	4,343,798	4,343,798	100%	4,474,112	4,474,112	100%	4,607,835	4,607,835	200%	4,746,070
District Related Costs	(95,535)	(95,535)	100%	(98,345)	(98,345)	100%	(100,560)	(100,560)	100%	(102,833)	(102,833)	200%	(105,183)
<b>Net PBID</b>	<b>4,083,012</b>	<b>4,083,012</b>	<b>100%</b>	<b>4,245,453</b>	<b>4,245,453</b>	<b>100%</b>	<b>4,373,552</b>	<b>4,373,552</b>	<b>100%</b>	<b>4,505,002</b>	<b>4,505,002</b>	<b>200%</b>	<b>4,640,887</b>
<b>Non-PBID Revenue</b>													
City of Emeryville - General Benefit Contribution	556,368	556,368	100%	564,726	564,726	100%	634,164	634,164	100%	609,273	609,273	200%	639,966
ETMA Direct Billed Revenue	109,578	109,764	100%	109,578	109,764	100%	112,865	113,373	100%	116,774	116,984	-	120,277
8 to Go Revenue	109,000	101,668	93%	128,250	112,688	88%	145,900	111,384	76%	165,481	72,764	99%	163,576
WBS Revenue	340,000	230,352	68%	252,498	254,027	101%	322,000	295,013	92%	337,353	167,340	99%	363,561
Emery Express Revenue	-	-	-	229,200	187,805	82%	428,400	351,911	82%	289,412	149,489	91%	359,025
Misc. Revenue (Interest income, investments, etc.)	3,500	1,989	57%	3,000	1,630	54%	3,000	45,473	1516%	215,338	6,691	-	199,774
Subtotal Non-PBID Revenues	1,118,446	1,000,140	89%	1,287,252	1,230,640	96%	1,646,329	1,551,318	94%	1,733,631	1,122,541	128%	1,846,180
<b>TOTAL REVENUE</b>	<b>5,201,458</b>	<b>5,083,151</b>	<b>98%</b>	<b>5,532,705</b>	<b>5,476,093</b>	<b>99%</b>	<b>6,019,881</b>	<b>5,924,870</b>	<b>98%</b>	<b>6,238,632</b>	<b>5,627,543</b>	<b>180%</b>	<b>6,487,067</b>
<b>EXPENDITURES</b>													
<b>Direct Costs</b>													
EGR Operations	2,400,000	2,066,386	86%	2,420,000	2,117,761	88%	2,700,000	2,431,320	90%	2,725,819	1,362,861	99%	2,947,825
EGR Maintenance	315,000	156,801	50%	300,000	191,239	64%	220,000	194,494	88%	102,280	40,391	79%	100,000
EGR Fuel	300,000	185,781	62%	325,000	262,333	81%	360,000	214,510	60%	240,000	100,571	84%	216,730
EGR Communications	60,000	53,814	90%	55,000	47,272	86%	55,000	112,872	205%	101,569	10,294	112%	117,274
EGR Misc. Operations Expenses	15,000	564	4%	5,000	-	0%	10,000	343	3%	10,000	-	N/A	10,000
EGR Bus Leases/Purchases/Savings	500,000	391,759	78%	500,000	266,246	53%	500,000	161,953	32%	500,000	53,402	100%	500,000
<b>Subtotal Direct Costs</b>	<b>3,590,000</b>	<b>2,855,105</b>	<b>80%</b>	<b>3,605,000</b>	<b>2,884,852</b>	<b>80%</b>	<b>3,845,000</b>	<b>3,115,492</b>	<b>81%</b>	<b>3,679,668</b>	<b>1,567,519</b>	<b>98%</b>	<b>3,891,829</b>
<b>Reimbursable Program Costs</b>													
8 to Go Operations	109,000	110,936	102%	128,250	113,042	88%	145,900	105,505	72%	155,881	67,758	99%	163,576
West Berkeley Shuttle Operations	320,000	209,507	65%	252,498	253,269	100%	280,000	247,133	88%	280,359	137,459	98%	316,140
Emery Express Operations	-	-	-	191,000	123,159	64%	357,000	283,832	80%	227,977	115,695	89%	299,188
<b>Subtotal Reimbursable Program Costs</b>	<b>429,000</b>	<b>320,443</b>	<b>75%</b>	<b>571,748</b>	<b>489,471</b>	<b>86%</b>	<b>782,900</b>	<b>636,469</b>	<b>81%</b>	<b>664,217</b>	<b>320,912</b>	<b>95%</b>	<b>778,904</b>
<b>Indirect Costs</b>													
Professional Services	515,000	483,428	94%	550,000	430,492	78%	575,000	522,621	91%	510,000	251,137	98%	505,879
Occupancy (Facilities related expenses)	350,000	245,895	70%	365,000	496,647	136%	510,000	484,070	95%	527,000	253,961	96%	526,052
TMA Insurance	22,000	21,840	99%	25,000	49,235	197%	50,000	55,275	111%	60,801	49,164	-	62,000
Conferences, Meetings, Office Expenses	25,000	143	1%	10,000	210	2%	10,000	231	2%	10,000	1,090	N/A	10,000
Membership & Public Outreach	25,000	5,403	22%	15,000	3,368	22%	10,000	220	2%	10,000	-	N/A	10,000
Pilot Projects & Research	-	-	-	25,000	-	0%	25,000	-	0%	25,000	-	N/A	200,000
Bus Yard	1,200,000	2,335,188	195%	-	88,456	-	-	5,800	-	-	-	-	-
<b>Subtotal Indirect Costs</b>	<b>2,137,000</b>	<b>3,091,897</b>		<b>990,000</b>	<b>1,068,408</b>		<b>1,180,000</b>	<b>1,068,216</b>		<b>1,142,801</b>	<b>555,352</b>	<b>97%</b>	<b>1,313,931</b>
Contingency/Reserve Replenishment				347,757	-	-	135,000	-	-	135,000	-	N/A	-
<b>TOTAL ETMA BUDGET/EXPENSES</b>	<b>6,156,000</b>	<b>6,267,445</b>	<b>102%</b>	<b>5,514,505</b>	<b>4,442,731</b>	<b>81%</b>	<b>5,942,900</b>	<b>4,820,178</b>	<b>81%</b>	<b>5,621,687</b>	<b>2,443,783</b>	<b>97%</b>	<b>5,984,664</b>
<b>TOTAL EGR BUDGET/EXPENSES</b>	<b>5,727,000</b>	<b>5,947,002</b>	<b>104%</b>	<b>4,942,757</b>	<b>3,953,260</b>	<b>80%</b>	<b>5,160,000</b>	<b>4,183,709</b>	<b>81%</b>	<b>4,957,470</b>	<b>2,122,871</b>	<b>97%</b>	<b>5,205,760</b>
	<b>2021 Budget</b>	<b>2021 Actual</b>		<b>2022 Budget</b>	<b>2022 Actual</b>		<b>2023 Budget</b>	<b>2023 Actual</b>		<b>2024 Revised</b>			<b>2025 Draft</b>
<b>Beginning of Year Fund Balance (Net Assets)</b>		4,236,247			3,031,153			4,081,065		5,203,591			5,820,537
<b>Increase (Decrease) in Funds</b>	(954,542)	(1,184,294)		18,200	1,033,362		76,981	1,104,692		616,946			502,403
<b>Non-Cash Depreciation, Financing and Amortization Adjmts</b>		(20,800)			16,549			17,834		-			-
<b>Net Change in Assets</b>		(1,205,094)			1,049,911			1,122,527		616,946			502,403
<b>End of Year Fund Balance (Net Assets)</b>		3,031,153			4,081,065			5,203,591		5,820,537			6,322,940

At the time of the 2024 Final Budget approval, MV's pricing for 8 to Go and Emery Express were still in negotiations. As such, Expenditures and Revenue from those programs did not reflect what was ultimately agreed upon by MV and the ETMA. The 2024 Revised column accounts for the revised/agreed upon rates to give an accurate comparison between what is expected for 2024 and what is proposed for 2025.



## Reimbursable Shuttle Programs 2025 Budget

8 to Go		
	2024 Budgeted Revenue	Assumptions/Details
<b>REVENUE</b>	<b>163,576</b>	
<b>EXPENDITURES</b>		
Shuttle Operations	142,145	Based on 6 operating hours per day
Shuttle Maintenance	5,000	
Professional Services	10,508	\$800/Month Management + \$76/Month Accounting
Fuel	5,000	
Communications	923	Cell Phone and Radio
<b>TOTAL EXPENDITURES</b>	<b>163,576</b>	

West Berkeley Shuttle		
	2024 Budgeted Revenue	Assumptions/Details
<b>REVENUE</b>	<b>363,561</b>	
<b>EXPENDITURES</b>		
Shuttle Operations	296,992	
Professional Services	14,400	\$1200/Month Management
Communications	839	Radio
Website	130	
Real-Time Tracking	3,780	WBS is looking to engage TripShot at an annual \$5,324
<b>Subtotal Direct Costs</b>	<b>316,140</b>	
Indirect Costs (15%)	47,421	Rent, insurance, facility expenses, accounting services, etc.
<b>TOTAL EXPENDITURES</b>	<b>363,561</b>	

Quarterra (Lennar) - The Emery Express		
	2024 Budgeted Revenue	Assumptions/Details
<b>REVENUE</b>	<b>359,025</b>	
<b>EXPENDITURES</b>		
Shuttle Operations	271,099	Based on 7 operating hours per day
Professional Services	12,000	\$1000/Month Management
Fuel	15,250	
Communications	839	Radio
<b>Subtotal - Direct Costs</b>	<b>299,188</b>	
Indirect Costs (20%)	59,838	Rent, insurance, facility expenses, accounting services, etc.
<b>TOTAL EXPENDITURES</b>	<b>359,025</b>	

**EXHIBIT A  
Statement of Work #3**

This Statement of Work #3 (“SOW”) for West Berkeley Shuttle (“Authorized Customer”) shall be governed by, and incorporates by reference, the terms and conditions of the Services Agreement, between TripShot, Inc. (“TripShot”) and Emeryville Transportation Management Association, (“Subscriber”) dated November 1, 2023 (the “Agreement”). Capitalized terms used herein without definition shall have the definitions set forth in the Agreement.

**1. CONTACT AND ACCOUNTING INFORMATION**

TripShot Contact Information	TripShot Accounting Information
Contact Name: Michael Cunningham Contact Address: 3031 Tisch Way 110 Plaza West San Jose CA 95128  Contact Phone #: 888-638-3095 Contact Email: <a href="mailto:mcunningham@tripshot.com">mcunningham@tripshot.com</a>	Accounting Address: TripShot, Inc. 2010-A Harbison Dr #521 Vacaville CA 95687  Accounting Email: <a href="mailto:accounting@tripshot.com">accounting@tripshot.com</a>

Subscriber Contact Information	Subscriber Accounts Payable Information
Contact Name: Daniel Oliver Contact Address:  3609 Bradshaw Rd. Ste H-347 Sacramento, CA 95827  Contact Phone#: 408-258-7267 x503 Contact Email: <a href="mailto:admin@emeryground.com">admin@emeryground.com</a>	AP Contact Name: Daniel Oliver AP Phone #: 408-258-7267 x503 AP Email: <a href="mailto:admin@emeryground.com">admin@emeryground.com</a>  PO Number:

**2. SERVICES**

<b>Start Date</b>	September 1, 2024
<b>Included Vehicle Quantity</b>	1

Core Product	Description
1. Fixed Route SaaS	<ul style="list-style-type: none"> <li>• Unified platform to manage vehicles, drivers, vendors, and schedules</li> <li>• Route Scheduler- manage rides by driver, day, vehicle, shifts</li> <li>• Real-time vehicle dispatch</li> <li>• Driver schedule view - ability to see and accept all assigned routes</li> <li>• Protection vehicle support</li> <li>• Single interface to add/edit/remove route schedules</li> <li>• Map shuttle route manually or by using suggested routes</li> <li>• Customized geo-fences</li> <li>• Routes are managed from a central admin web portal updating rider and driver applications in real-time</li> </ul>

	<ul style="list-style-type: none"> <li>• Route list view provides all available routes, real-time vehicle status, arrival times</li> <li>• Support system for multiple schedules and future schedule planning</li> <li>• Fast and accurate GPS – capturing GPS every second</li> <li>• Automatically updates ETAs using real time traffic updates</li> <li>• Arrival detection</li> <li>• Integrates with real-time traffic</li> <li>• Predicts real-time arrival times</li> <li>• Historical drive time data</li> <li>• Automatically generated based on vehicle location</li> <li>• Detailed reporting by stop, time period, route, shuttle</li> <li>• Dispatch View</li> <li>• Historical ride playback, including on time performance and speed</li> <li>• Digital passenger counting</li> </ul>
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App	Description
1. Rider App	<ul style="list-style-type: none"> <li>• Riders can identify closest stop locations and view all available Routes to a destination</li> <li>• Integrated walking/biking/driving directions</li> <li>• Mark Routes as “Favorites”</li> <li>• Multi modal support</li> <li>• Riders can subscribe to stop-level notifications</li> <li>• Alert options include: approaching shuttle and delayed shuttle</li> <li>• Automated alerts and announcements send via TripShot Rider App Automatically generated based on vehicle location</li> </ul>

Support	Description
2. TripShot Standard Support	<ul style="list-style-type: none"> <li>• Unlimited access via email and chat bots during business hours (M-F 5am to 5pm PT)</li> <li>• Monthly office hours</li> </ul>

Included Hardware	Description
1. Tablet: Samsung Tab A9+ (1)	<ul style="list-style-type: none"> <li>• Mobile Device Management (MDM) configuration</li> <li>• TripShot Driver app installed + configured</li> <li>• Device properly tested and validated before shipping out to field</li> <li>• Device configurations align with subscriber requirements</li> </ul>

3. **CONDITIONS.** In addition to the terms and conditions set forth in the Services Agreement, the following Conditions apply explicitly to this SOW.

- 3.1 TripShot will not be held responsible for any city, county, or transit authority violations, including but not limited to; a) permit fees, b) penalty fees, c) citations, and d) administrative fees for lack of compliance.
- 3.2 Subscriber is responsible for ensuring the mobile device is properly installed, powered and operating.
- 3.3 TripShot recommends that each device has a cellular data connection at all times during operation.
- 3.4 TripShot will not be required under the SOW to create any test, sandbox, demo or other instance of Services for any other customer or potential customer of Subscriber, except the Authorized Customer named above. Any additional customer instances are subject to a separate SOW, which may be negotiated upon Subscriber’s representation to TripShot that Subscriber is in contract with an Authorized Customer.

- 3.5 Subscriber will take good care of the Hardware and will be solely responsible for, and assumes all risk of, any loss, theft, or damage to the Hardware, reasonable wear and tear excepted.
  - 3.6 Hardware will be covered under the manufacturer's warranty. The warranty shall be voided if the Hardware is modified, tampered with, misused, or subjected to abnormal working conditions.
  - 3.7 Hardware sales are final. TripShot will not accept returns except to facilitate OEM Warranties.
  - 3.8 Subscriber may order additional Hardware from TripShot at a price quoted on a per-order basis. The pricing below does not apply to future orders.
4. **TERMS.** This SOW will commence upon the SOW Start Date and continue for a period of one year (“Initial SOW Term”). Upon expiration of the Initial SOW Term, this SOW will automatically renew for additional one-year terms (each a “Renewal SOW Term”, and together with the Initial Term the “SOW Term”) unless a party provides at least 30 days’ written notice of its intent not to renew prior to expiration of the then-current Term. Furthermore, notwithstanding anything to the contrary, this SOW may be terminated by either party under the terms set forth in the Agreement.
5. **INVOICING.** TripShot will invoice Subscriber on the SOW Start Date and on every anniversary of the SOW Start Date during the SOW Term and monthly in arrears for any vehicle usage over the Included Vehicle Quantity in any given month.
6. **COST RESPONSIBILITIES.** Subscriber is responsible for paying all non-disputed invoice charges as described in the Agreement. TripShot is responsible for paying all costs associated with provisioning and operating Services.
7. **PRICING SCHEDULE**

Item	Quantity	Unit Price	Amount
Annual TripShot SaaS Licensing Fee	1	\$3,180.00	\$3,180.00
Annual Tablet Access Fee	1	\$600.00	\$600.00
Instance Creation Fee	1	\$2,500.00	\$2,500.00
Samsung Tab Active 9 and Setup	1	\$380.00	\$380.00
<b>Initial SOW Term Total</b>		<b>\$6,660.00</b>	
<b>Renewal SOW Term Total<sup>1</sup></b>		<b>\$3,780.00</b>	

- 7.1 The SaaS pricing above will remain valid during the Initial SOW Term. TripShot may adjust the pricing for any Renewal SOW Term. TripShot will provide written notice of any renewal price increase at least 30 days prior to commencement of any Renewal SOW Term.
- 7.2 If Subscriber exceeds the Included Vehicle Quantity in any given month, TripShot shall invoice Subscriber \$320.00 per vehicle used in excess of the Included Vehicle Quantity for that month.
- 7.3 Subscriber may increase the above quantities for any year or Renewal SOW Term by providing written notice prior to commencement of any year or Renewal SOW Term.
- 7.4 <sup>1</sup>If none of: renewal price increase, quantity adjustment, new hardware order
- 7.5 Prices shown above do not include any state and local taxes that may apply. Any such taxes are the responsibility of the Subscriber and will appear on the final Invoice.

The parties have executed and delivered this SOW as of the date of the last signature below. Each undersigned represents and warrants that he or she has the full power and authority to enter into, sign and deliver this SOW on behalf of his or her respective party. This SOW may be executed in counterparts and/or by facsimile, each of which when so executed and delivered shall be deemed an original and all of which, when taken together, shall constitute one instrument.

**TripShot, Inc.**

**Emeryville Transportation Management Association**

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**AMENDMENT NO. 2 TO AGREEMENT BETWEEN  
EMERYVILLE TRANSPORTATION MANAGEMENT ASSOCIATION AND ALTRANS TMA, INC.  
FOR EXECUTIVE DIRECTOR SERVICES**

**THIS IS AMENDMENT NO. 2** (“Amendment No. 2”) to the agreement dated March 1, 2023 between the Emeryville Transportation Management Association, a California non-profit corporation, herein called the “Association,” and ALTRANS TMA, Inc., a California “S” corporation, herein called the “Consultant.”

RECITALS

**WHEREAS**, by means of a Professional Services Agreement dated as of March 1, 2023, Association retained Consultant to provide Executive Director services for the Association from March 1, 2023 through June 30, 2024; and

**WHEREAS**, both parties agreed to extend the term of the Agreement by three (3) months to a new termination date of September 30, 2024 and for one-quarter of a new “Annual Cost Cap,” (\$106,250) to apply to the extended term; and

**WHEREAS**, Association and Consultant desire to amend Section 2 of the agreement to extend the terms of the agreement for an additional nine months, for the time period of October 1, 2024 through June 30, 2025; and

**NOW, THEREFORE, BE IT MUTUALLY AGREED**

1. That Section 2 of the agreement be modified to extend the term of the agreement through June 30, 2025 and for an “Annual Cost Cap” of \$318,750 to apply to the extended term.
2. That this Annual Cost Cap does not include the cost of any additional services provided to the separate contracts that the Association maintains with third parties.
3. That Section 3.C.1 of the agreement is amended to read as follows:

Monthly Statements: As a condition precedent to any payment to Consultant under this Agreement, Consultant shall submit monthly to the Association an invoice for \$35,417.00, plus the costs of any reimbursable services. The statement shall separately detail service rendered to the Association and the reimbursable services for third parties, including a description of completed work and the specific service contract for which the work was completed.

IN WITNESS WHEREOF, the Association and Consulted have executed Amendment No. 2 to this Agreement as of \_\_\_\_\_.

EMERYVILLE TRANSPORTATION  
MANAGEMENT ASSOCIATION

ALTRANS TMA, Inc.

BY: \_\_\_\_\_

NAME: Bobby Lee

TITLE: Chair

DATE: \_\_\_\_\_

BY: \_\_\_\_\_

NAME: Andrew Ridley

TITLE: COO

DATE: \_\_\_\_\_

APPROVED AS TO FORM

BY: \_\_\_\_\_

NAME: Michael Conneran

TITLE: Legal Council

DATE: \_\_\_\_\_

**AMENDMENT NO. 2 TO AGREEMENT BETWEEN  
EMERYVILLE TRANSPORTATION MANAGEMENT ASSOCIATION AND ALTRANS TMA, INC.  
FOR EXECUTIVE DIRECTOR SERVICES**

**THIS IS AMENDMENT NO. 2** (“Amendment No. 2”) to the agreement dated as of March 1, 2023 between the Emeryville Transportation Management Association, a California non-profit corporation, herein called the “Association,” and ALTRANS TMA, Inc., a California “S” corporation, herein called the “Consultant.”

RECITALS

**WHEREAS**, by means of a Professional Services Agreement dated as of March 1, 2023, Association retained Consultant to provide Executive Director services for the Association from March 1, 2023 through June 30, 2024; and

**WHEREAS**, Association and Consultant desire to extend the term of the Agreement by three (3) months to a new termination date of September 30, 2024; and

**WHEREAS**, Association and Consultant desire to extend the term of the Agreement by two (2) months to a new termination date of November 30, 2024; and

**NOW, THEREFORE, BE IT MUTUALLY AGREED** that Section 2 of the agreement be modified to extend the term of the agreement through November 30, 2024 and for one-sixth of a new "Annual Cost Cap," (\$70,833.33) to apply to the extended term.

IN WITNESS WHEREOF, the Association and Consulted have executed Amendment No. 2 to this Agreement as of \_\_\_\_\_.

EMERYVILLE TRANSPORTATION  
MANAGEMENT ASSOCIATION

ALTRANS TMA, Inc.

BY: \_\_\_\_\_

BY: \_\_\_\_\_

NAME: Bobby Lee

NAME: Andrew Ridley

TITLE: Chair

TITLE: COO

DATE: \_\_\_\_\_

DATE: \_\_\_\_\_

APPROVED AS TO FORM

BY: \_\_\_\_\_

NAME: Michael Conneran

TITLE: Legal Council

DATE: \_\_\_\_\_





**Model 1 Commercial Vehicles, Inc.**  
 14740 Ramona Ave  
 Chino, CA 91710

Phone: (909) 203-4800  
 Fax: (909) 465-5529  
 model1.com

**BUYER'S ORDER CONTRACT**

<b>Date:</b>	August 13, 2024	<b>Unit #(s):</b>	1713866
<b>Customer Name:</b>	Emeryville Transportation Management Association		
<b>Contact:</b>	Daniel Oliver	<b>Phone:</b>	408-258-7267
<b>Address:</b>	3640 Mandela Parkway	<b>Fax:</b>	
<b>City, State, Zip:</b>	Oakland , CA 94608	<b>E-Mail:</b>	<a href="mailto:doliver@altrans.net">doliver@altrans.net</a>
<b>Customer ID:</b>		<b>Salesperson:</b>	Andrew Freer
<b>Ship To Address:</b>	Attn: Daniel Oliver - Emeryville Transportation Management Association - 3640 Mandela Parkway		
<b>Ship To Address Cont'd:</b>	Oakland , CA 94608		
<b>Ship To Phone:</b>	408-258-7267	<b>Ship To Email:</b>	doliver@altrans.net
<b>Finance Source:</b>		<b>Contact:</b>	
<b>Address:</b>		<b>Phone:</b>	
<b>City, State, Zip:</b>		<b>County:</b>	
<b>Description of Vehicle:</b>	2023 Ford Transit T350_3.5L V-6_6 Passengers and 2 Wheelchair Positions		
Delivery Included / DMV Registration Included			
<b>VIN #:</b>	1FBAX2C83PKA69443		
<b>Engine Type:</b>	Gas	<b>FOB Terms:</b>	Shipping
<b>Number of Passengers:</b>	6	<b>Wheelchair Positions:</b>	2
<b>Estimated Delivery Date:</b>	3-4 Weeks ARO	<b>Payment Terms:</b>	Net Upon Receipt
<b>Possession State:</b>		<b>CA</b>	
		Unit Price	\$ 86,940.00
		Delivery	\$ -
		Incentive (Non-Taxable)	\$ -
		Rebates (Taxable)	\$ (1,000.00)
		Doc Prep Fee (Taxable)	\$ 85.00
		<b>Base Selling Price</b>	<b>\$ 86,025.00</b>
		ADA Amount (Non Taxable)	<b>\$ 9,000.00</b>
		Total Taxable Amount	\$ 78,025.00
		<b>Sales Tax* (Estimated)</b>	<b>\$ 7,997.56</b>
<b>10.250%</b>	<b>CA - Oakland</b>		\$ -
<b>Notes:</b>			\$ -
* The tax and fees reflected on this agreement are based on the regulations applicable at the time of drafting this contract. The actual amounts due will be based on the regulations applicable at the time title for each vehicle transfer.			\$ -
Sales tax estimate is calculated based on the location in which the customer registers the vehicle.		DMV Fees* (Estimated)	\$ 1,078.00
All rebates and incentives will be signed over to Model 1 Commercial Vehicles, Inc.		DMV Electronic Filing Fee	\$ 33.00
California State Tire Fee of \$1.75 per tire applies to all new vehicle purchase or leases.		Tire Fee	\$ 7.00
		<b>Fees Sub-Total</b>	<b>\$ 1,118.00</b>
		<b>Total Price Per Unit</b>	<b>\$ 95,140.56</b>
		Quantity	1
		<b>Contract Total</b>	<b>\$ 95,140.56</b>
		<b>0.00</b>	
		Customer Net Trade	\$ -
		Customer Deposit	\$ -
			\$ -
		<b>Balance Due</b>	<b>\$ 95,140.56</b>

**Remit To:** PO Box 713176, Chicago, IL 60677-0376

**Terms and Conditions:**

1. **DEALER MAKES NO GUARANTEE OR WARRANTY, EXPRESS OR IMPLIED.** This Vehicle is sold by Dealer "AS-IS" with no Dealer guarantee or warranty, implied or express. Dealer does not affirm or adopt any manufacturer warranties available to this Vehicle or any of its components. **DEALER HEREBY DISCLAIMS AND EXCLUDES FROM THIS SALE ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING THE IMPLIED WARRANTY OF MERCHANTABILITY AND THE IMPLIED WARRANTY OF FITNESS. CUSTOMER ACKNOWLEDGES THIS DISCLAIMER IS MADE IN CAPITALIZED, BOLD AND UNDERLINED FONT AND IS "CONSPICUOUS."**

Customer understands Dealer does not warrant the year of this Vehicle, the year of the chassis, or the year of any of its component parts, and that the manufacturer(s) of the Vehicle chassis or component is solely responsible for the year assigned to this Vehicle to the extent its year is referenced in the Agreement. If Customer is purchasing a "new" Vehicle as indicated above, Customer acknowledges that "new" means only that the Vehicle has not been previously titled although the Vehicle may have been used in a demo or a show; new does not create any warranty or expectation of value or performance. Customer understands and agrees that if either of Customer or Dealer should breach this Agreement or if Customer institutes any claim arising out of contract or the purchase of the Vehicle, the statute of limitation for any such claim is limited to one (1) year from the date of sale.

2. **DEPOSIT.** If indicated above, Customer Deposit is due at the time of signing this order contract. The balance due indicated above is due before vehicle(s) will be released to the Customer. If the vehicle(s) is not accepted by the Customer, the vehicle will be available for sale to other customers. The vehicle(s) will not be titled to the Customer until the contract total indicated above plus any interest charges indicated herein are paid in full. There is no "cooling off" or other cancellation period for vehicle sales. Therefore, you cannot later cancel this contract without the agreement of the Dealership, or for legal cause.

3. **DEALER NOT AGENT OF MANUFACTURER.** Dealer is not the agent of the manufacturer. Dealer is not responsible for changes by the manufacturer in the price, available rebate, design or accessories of specially ordered vehicles. If Dealer's price increases on a specially ordered vehicle, or if a rebate to be received by Dealer is reduced or eliminated, the Customer's price will be increased by a like amount. If Customer is dissatisfied with the increase, Customer may cancel this order and Customer's deposit and trade-in or the actual cash value of the trade-in, if sold, minus any loan, will be refunded. Customer understands that manufacturer may, from time to time, change the model, design, or other elements, including the parts and accessories, in the vehicle and at any time a manufacturer makes such changes, neither Dealer nor manufacturer are obligated to make the same changes to Customer's vehicle, even if such changes are made prior to delivery of the vehicle.

4. **DELAYS.** Customer will not hold Dealer liable for any delay caused by the vehicle or any component part manufacturer, accidents, strikes, fires, Acts of God, or any other cause beyond Dealer's control.

5. **CUSTOMER'S INSPECTION AND ACCEPTANCE OF VEHICLE.** Customer understands that damage may have occurred to the vehicle at the manufacturer(s)' factory, during transport to Dealer, or while in Dealer's possession, on Dealer's premises, or at a show or promotional event. Customer acknowledges that such damage to the vehicle, if any occurred, is typically corrected by the factory or repaired by the Dealer prior to delivery. Upon taking delivery of the vehicle, Customer acknowledges: (i) having received ample opportunity for, and actually inspecting the vehicle as fully as Customer desires and (ii) utilizing and relying solely upon Customer's own judgment to inspect and determine that the vehicle is of adequate quality, merchantable, and otherwise fit for the purposes intended by Customer such that Customer accepts the vehicle in its condition as of the date Customer signs the front page of this Agreement. Customer further acknowledges that Customer did not make Dealer aware, and that Dealer was unaware, implicitly or expressly, of any particular purpose intended by Customer for the Vehicle. Consequently, Customer has not relied upon Dealer's skill or judgment in the selection or delivery of the vehicle. Customer acknowledges that Dealer has not made any representation regarding the vehicle's condition, history, status, prior usage, quality of or regularity of care or servicing, nor the existence of prior damage and/or repair of damage except as required by law.

6. **IF NOT A CASH TRANSACTION. IF YOU ARE FINANCING THIS VEHICLE, PLEASE READ THIS NOTICE: YOU ARE PROPOSING TO ENTER INTO A RETAIL INSTALLMENT SALES CONTRACT WITH THE DEALER. PART OF YOUR CONTRACT INVOLVES FINANCING THE PURCHASE OF YOUR VEHICLE. IF YOU ARE FINANCING THIS VEHICLE AND THE DEALER INTENDS TO TRANSFER YOUR FINANCING TO A FINANCE PROVIDER SUCH AS A BANK, CREDIT UNION OR OTHER LENDER, YOUR VEHICLE PURCHASE DEPENDS ON THE FINANCE PROVIDER'S APPROVAL OF YOUR PROPOSED RETAIL INSTALLMENT SALES CONTRACT. IF YOUR RETAIL INSTALLMENT SALES CONTRACT IS APPROVED WITHOUT A CHANGE THAT INCREASES THE COST OR RISK TO YOU OR THE DEALER, YOUR PURCHASE CANNOT BE CANCELLED. IF YOUR RETAIL INSTALLMENT SALES CONTRACT IS NOT APPROVED, THE DEALER WILL NOTIFY YOU VERBALLY OR IN WRITING. YOU CAN THEN DECIDE TO PAY FOR THE VEHICLE IN SOME OTHER WAY OR YOU OR THE DEALER CAN CANCEL YOUR PURCHASE. IF THE SALE IS CANCELLED, YOU NEED TO RETURN THE VEHICLE TO THE DEALER WITHIN 24 HOURS OF VERBAL OR WRITTEN NOTICE IN THE SAME CONDITION IT WAS GIVEN TO YOU, EXCEPT FOR NORMAL WEAR AND TEAR. ANY DOWN PAYMENT OR TRADE-IN YOU GAVE THE DEALER WILL BE RETURNED TO YOU. IF YOU DO NOT RETURN THE VEHICLE WITHIN 24 HOURS OF VERBAL OR WRITTEN NOTICE OF CANCELLATION, THE DEALER MAY LOCATE THE VEHICLE AND TAKE IT BACK WITHOUT FURTHER NOTICE TO YOU AS LONG AS THE DEALER FOLLOWS THE LAW AND DOES NOT CAUSE A BREACH OF THE PEACE WHEN TAKING THE VEHICLE BACK**

7. **TITLE; ODOMETER STATEMENT.** Title to the Vehicle will remain with Dealer until the agreed upon purchase price is paid in full in cash or Customer has signed a retail installment contract and it has been accepted by a bank or finance company, at which time title shall pass to Customer even though the actual delivery of the Vehicle may be made at a later date. Customer agrees that no statement has been made as to the number of miles on any new, used, or demo vehicles, except as set forth in the odometer mileage statement as provided by the Federal Odometer Law and on the face of this Agreement as required under state law which does not constitute a warranty, express or implied, or a contractual term of this Agreement as required under state law which does not constitute a warranty, express or implied, or a contractual term of this Agreement. Customer acknowledges receipt of such Federal Odometer Statement.

8. **TRADE-IN.** If Customer is trading in a vehicle, Customer will give Dealer the original bill of sale or the title to the trade-in. Customer promises that any trade-in which Customer gives in this purchase transaction is owned by Customer free of any lien or other claim except as noted on the other side of this Agreement. Customer promises that all taxes of every kind levied against the trade-in have been fully paid. If any government agency makes a levy or claims a tax lien or demand against the trade-in, Dealer may, at Dealer's option, either pay it and Customer will reimburse Dealer on demand, or Dealer may add that amount to this Agreement as if it had been originally included. Any trade-in delivered by Customer to Dealer in connection with this Agreement shall be accompanied by documents sufficient to enable the Dealer to obtain a title to the trade-in in accordance with applicable state law. Customer warrants that the trade-in is or will be properly titled to Customer and/or Customer has the right to sell or otherwise convey the trade-in and the trade-in has never been a salvaged, reconditioned or rebuilt, flooded or a lemon buyback, and the trade-in is free and clear of all liens or encumbrances except as may be noted on the front of this Agreement.

9. REAPPRAISAL OF TRADE-IN. If Customer's initial trade-in value is determined by anything other than a physical appraisal by Dealer, Dealer may later reappraise and amend the value of the trade-in allowance at such time Dealer has the opportunity to perform a physical appraisal of the trade-in. This physical appraisal will then determine the actual trade-in allowance provided on the front side of this Agreement.

10. FAILURE TO COMPLETE PURCHASE. Customer agrees to pay the balance owed on the terms and accept delivery of the Vehicle within forty-eight (48) hours after being notified that the Vehicle is ready for delivery. Failure to timely accept delivery by Customer shall give Dealer the right to dispose of any trade-in, trading any cash consideration received as a deposit and retaining the same, and at Dealer's option, the right to retain any deposit and pursue any other remedy available under the law to adequately compensate Dealer's incidental and consequential damages and all other damages, costs, expenses, or losses incurred by Dealer because Customer failed to complete this purchase. If Dealer paid any negative equity balance on the trade-in, Customer shall pay to Dealer the amount paid on Customer's behalf. If Dealer brings an action or involves an attorney to enforce the terms of this section, Customer agrees to pay Dealer's reasonable attorneys' fees, court costs, and other expenses incurred in pursuing such action.

11. EXCLUSION OF INCIDENTAL AND CONSEQUENTIAL DAMAGES. Incidental and consequential damages arising out of the sale, use, servicing and/or quality of this Vehicle, including, but not limited to, any loss of use, loss of time, inconvenience, aggravation, loss of wages/earnings/income, fuel/transportation expenses, hotel/motel costs, insurance, storage, rental or replacement, altered or cancelled trips/vacations, the cost of any food/meals and any other incidental and consequential damages are specifically excluded and Dealer specifically disclaims liability for any such incidental and/or consequential damages. Customer acknowledges that Customer shall not seek or recover such incidental or consequential damages from Dealer. Customer acknowledges this disclaimer of incidental and consequential damages is independent of and shall survive any failure of the essential purpose of any warranty or remedy.

12. NON-DEALER WARRANTY(S) (IF APPLICABLE). Customer understands and agrees that manufacturer(s)' written warranties, if any are applicable to this Vehicle, were fully and conspicuously disclosed in writing by Dealer, by Dealer disclosing and providing any such written instruments to Customer prior to Customer signing the front side of this Agreement and Customer acknowledges having physically received such written instruments. Customer acknowledges that Dealer is not an agent of the manufacturer and that Dealer has not represented or misrepresented the terms of any applicable manufacturer(s)' written warranties because either (i) Customer has read to Customer's satisfaction the actual terms of any such written instruments, which expressly state the coverage, application period, conditions, and exclusions or (ii) Customer has voluntarily chosen not to read such warranties.

13. TAXES, INSURANCE. Customer shall be liable for all sales, use, or other taxes of a similar nature applicable to the transaction unless such payment is otherwise prohibited by law. Customer assumes responsibility to cover the Vehicle described on the front of this Agreement with necessary and proper insurance coverage and assumes all legal liability arising from the operation of the Vehicle from the time of delivery. Customer understands that Customer is not covered by insurance on the Vehicle until Customer's insurance company accepts coverage on the Vehicle. Customer agrees to hold Dealer harmless from any and all claims due to loss or damage prior to Customer's insurance company accepting coverage on the Vehicle.

14. CHOICE OF LAW AND VENUE, FEES. Any controversy, dispute or claim arising out of or relating to this Agreement or breach thereof shall be interpreted under the laws of the state in which Dealer is located and venue will be in the state and county in which Dealer is located or the applicable federal court. If Dealer brings a legal action to enforce or interpret this Agreement and prevails, Customer shall pay Dealer's reasonable attorneys' fees and costs incurred in such action. If Customer brings an action based on this Agreement and does not prevail, Customer shall pay Dealer's reasonable attorneys' fees and costs incurred in the defense of such action or any part thereof.

15. WAIVER OF JURY TRIAL; CLASS ACTIONS. Customer agrees that any controversy, dispute or claim arising out of or relating to this Agreement or breach thereof will be decided by a judge, rather than a jury. Customer further agrees in connection with this purchase to waive Customer's right to participate as a class member in any class action lawsuit that might be brought against Dealer.

16. SEVERABILITY. Customer and Dealer agree that each portion of this Agreement is such that if any term, provision or paragraph is found to be invalid, voidable, or unenforceable for any reason, such provision or paragraph may be severed and all other portions of this Agreement shall remain valid and enforceable.

17. ENTIRE AGREEMENT/NO RELIANCE. The written terms on the front and reverse side of this Contract comprise the entire agreement between Customer and Dealer, and Customer has read and understands the front and reverse side of this Agreement. No verbal, unwritten, electronic or other communication of any nature not contained in this Agreement was relied upon by Customer, became part of the basis of Customer's bargain, or is enforceable by Customer against Dealer even if alleged or determined to constitute fraud, fraudulent inducement, or fraudulent misrepresentation and no such verbal, unwritten, electronic, or other communication shall invalidate this Agreement or any written provision herein, or serve as grounds for Customer's rejection, rescission, or revocation of acceptance of this Agreement or this Vehicle, such that Customer cannot seek or obtain any statutory, legal, equitable or other relief against Dealer as a result thereof. Customer acknowledges and agrees that all discussions, negotiations, advertisements, representations, and affirmations of fact in any format, whether verbal, written, electronic or otherwise, which are not written in this Agreement, were not relied upon by Customer, are not included in this Agreement, and are not enforceable against Dealer.

**Authorized Customer's Representative**

**Model 1 Commercial Vehicles, Inc.**

Signature: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

Signature: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_



**Model 1 Commercial Vehicles, Inc.**  
 14740 Ramona Ave  
 Chino, CA 91710

Phone: (909) 203-4800  
 Fax: (909) 465-5529  
 model1.com

**BUYER'S ORDER CONTRACT**

<b>Date:</b>	September 11, 2024	<b>Unit #(s):</b>	(4) Units
<b>Customer Name:</b>	Emeryville Transportation Management Association		
<b>Contact:</b>	Daniel Oliver	<b>Phone:</b>	408-258-7267
<b>Address:</b>	3640 Mandela Parkway	<b>Fax:</b>	
<b>City, State, Zip:</b>	Oakland , CA 94608	<b>E-Mail:</b>	<a href="mailto:doliver@altrans.net">doliver@altrans.net</a>
<b>Customer ID:</b>		<b>Salesperson:</b>	Andrew Freer
<b>Ship To Address:</b>	Attn: Daniel Oliver - Emeryville Transportation Management Association - 3640 Mandela Parkway		
<b>Ship To Address Cont'd:</b>	Oakland , CA 94608		
<b>Ship To Phone:</b>	408-258-7267	<b>Ship To Email:</b>	doliver@altrans.net
<b>Finance Source:</b>		<b>Contact:</b>	
<b>Address:</b>		<b>Phone:</b>	
<b>City, State, Zip:</b>		<b>County:</b>	
<b>Description of Vehicle:</b>	2024 Starcraft Allstar XL 40_IC_6.7L Cummins_42 Passengers and 2 Wheelchair Positions		
Delivery Included / DMV Registration Included			
<b>VIN #:</b>	TBD		
<b>Engine Type:</b>	Gas	<b>FOB Terms:</b>	Shipping
<b>Number of Passengers:</b>	42	<b>Wheelchair Positions:</b>	2
<b>Estimated Delivery Date:</b>	3-4 Weeks ARO	<b>Payment Terms:</b>	Net Upon Receipt
<b>Possession State:</b>		<b>CA</b>	
		Unit Price	\$ 228,970.00
		Delivery	\$ -
		Incentive (Non-Taxable)	\$ -
		Rebates (Taxable)	\$ -
		Doc Prep Fee (Taxable)	\$ 85.00
		<b>Base Selling Price</b>	<b>\$ 229,055.00</b>
		ADA Amount (Non Taxable)	<b>\$ 9,000.00</b>
		Total Taxable Amount	\$ 220,055.00
		<b>Sales Tax* (Estimated)</b>	<b>\$ 22,555.64</b>
<b>10.250%</b>	<b>CA - Oakland</b>		\$ -
<b>Notes:</b>			\$ -
* The tax and fees reflected on this agreement are based on the regulations applicable at the time of drafting this contract. The actual amounts due will be based on the regulations applicable at the time title for each vehicle transfer.			\$ -
Sales tax estimate is calculated based on the location in which the customer registers the vehicle.		DMV Fees* (Estimated)	\$ 2,469.00
All rebates and incentives will be signed over to Model 1 Commercial Vehicles, Inc.		DMV Electronic Filing Fee	\$ 33.00
California State Tire Fee of \$1.75 per tire applies to all new vehicle purchase or leases.		Tire Fee	\$ 10.50
		<b>Fees Sub-Total</b>	<b>\$ 2,512.50</b>
		<b>Total Price Per Unit</b>	<b>\$ 254,123.14</b>
		Quantity	4
		<b>Contract Total</b>	<b>\$ 1,016,492.56</b>
		<b>0.00</b>	
		Customer Net Trade	\$ -
		Customer Deposit	\$ -
			\$ -
		<b>Balance Due</b>	<b>\$ 1,016,492.56</b>

**Remit To:** PO Box 713176, Chicago, IL 60677-0376

**Terms and Conditions:**

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Customer understands Dealer does not warrant the year of this Vehicle, the year of the chassis, or the year of any of its component parts, and that the manufacturer(s) of the Vehicle chassis or component is solely responsible for the year assigned to this Vehicle to the extent its year is referenced in the Agreement. If Customer is purchasing a "new" Vehicle as indicated above, Customer acknowledges that "new" means only that the Vehicle has not been previously titled although the Vehicle may have been used in a demo or a show; new does not create any warranty or expectation of value or performance. Customer understands and agrees that if either of Customer or Dealer should breach this Agreement or if Customer institutes any claim arising out of contract or the purchase of the Vehicle, the statute of limitation for any such claim is limited to one (1) year from the date of sale.

2. **DEPOSIT.** If indicated above, Customer Deposit is due at the time of signing this order contract. The balance due indicated above is due before vehicle(s) will be released to the Customer. If the vehicle(s) is not accepted by the Customer, the vehicle will be available for sale to other customers. The vehicle(s) will not be titled to the Customer until the contract total indicated above plus any interest charges indicated herein are paid in full. There is no "cooling off" or other cancellation period for vehicle sales. Therefore, you cannot later cancel this contract without the agreement of the Dealership, or for legal cause.

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6. **IF NOT A CASH TRANSACTION. IF YOU ARE FINANCING THIS VEHICLE, PLEASE READ THIS NOTICE: YOU ARE PROPOSING TO ENTER INTO A RETAIL INSTALLMENT SALES CONTRACT WITH THE DEALER. PART OF YOUR CONTRACT INVOLVES FINANCING THE PURCHASE OF YOUR VEHICLE. IF YOU ARE FINANCING THIS VEHICLE AND THE DEALER INTENDS TO TRANSFER YOUR FINANCING TO A FINANCE PROVIDER SUCH AS A BANK, CREDIT UNION OR OTHER LENDER, YOUR VEHICLE PURCHASE DEPENDS ON THE FINANCE PROVIDER'S APPROVAL OF YOUR PROPOSED RETAIL INSTALLMENT SALES CONTRACT. IF YOUR RETAIL INSTALLMENT SALES CONTRACT IS APPROVED WITHOUT A CHANGE THAT INCREASES THE COST OR RISK TO YOU OR THE DEALER, YOUR PURCHASE CANNOT BE CANCELLED. IF YOUR RETAIL INSTALLMENT SALES CONTRACT IS NOT APPROVED, THE DEALER WILL NOTIFY YOU VERBALLY OR IN WRITING. YOU CAN THEN DECIDE TO PAY FOR THE VEHICLE IN SOME OTHER WAY OR YOU OR THE DEALER CAN CANCEL YOUR PURCHASE. IF THE SALE IS CANCELLED, YOU NEED TO RETURN THE VEHICLE TO THE DEALER WITHIN 24 HOURS OF VERBAL OR WRITTEN NOTICE IN THE SAME CONDITION IT WAS GIVEN TO YOU, EXCEPT FOR NORMAL WEAR AND TEAR. ANY DOWN PAYMENT OR TRADE-IN YOU GAVE THE DEALER WILL BE RETURNED TO YOU. IF YOU DO NOT RETURN THE VEHICLE WITHIN 24 HOURS OF VERBAL OR WRITTEN NOTICE OF CANCELLATION, THE DEALER MAY LOCATE THE VEHICLE AND TAKE IT BACK WITHOUT FURTHER NOTICE TO YOU AS LONG AS THE DEALER FOLLOWS THE LAW AND DOES NOT CAUSE A BREACH OF THE PEACE WHEN TAKING THE VEHICLE BACK**

7. **TITLE; ODOMETER STATEMENT.** Title to the Vehicle will remain with Dealer until the agreed upon purchase price is paid in full in cash or Customer has signed a retail installment contract and it has been accepted by a bank or finance company, at which time title shall pass to Customer even though the actual delivery of the Vehicle may be made at a later date. Customer agrees that no statement has been made as to the number of miles on any new, used, or demo vehicles, except as set forth in the odometer mileage statement as provided by the Federal Odometer Law and on the face of this Agreement as required under state law which does not constitute a warranty, express or implied, or a contractual term of this Agreement as required under state law which does not constitute a warranty, express or implied, or a contractual term of this Agreement. Customer acknowledges receipt of such Federal Odometer Statement.

8. **TRADE-IN.** If Customer is trading in a vehicle, Customer will give Dealer the original bill of sale or the title to the trade-in. Customer promises that any trade-in which Customer gives in this purchase transaction is owned by Customer free of any lien or other claim except as noted on the other side of this Agreement. Customer promises that all taxes of every kind levied against the trade-in have been fully paid. If any government agency makes a levy or claims a tax lien or demand against the trade-in, Dealer may, at Dealer's option, either pay it and Customer will reimburse Dealer on demand, or Dealer may add that amount to this Agreement as if it had been originally included. Any trade-in delivered by Customer to Dealer in connection with this Agreement shall be accompanied by documents sufficient to enable the Dealer to obtain a title to the trade-in in accordance with applicable state law. Customer warrants that the trade-in is or will be properly titled to Customer and/or Customer has the right to sell or otherwise convey the trade-in and the trade-in has never been a salvaged, reconditioned or rebuilt, flooded or a lemon buyback, and the trade-in is free and clear of all liens or encumbrances except as may be noted on the front of this Agreement.

9. REAPPRAISAL OF TRADE-IN. If Customer's initial trade-in value is determined by anything other than a physical appraisal by Dealer, Dealer may later reappraise and amend the value of the trade-in allowance at such time Dealer has the opportunity to perform a physical appraisal of the trade-in. This physical appraisal will then determine the actual trade-in allowance provided on the front side of this Agreement.

10. FAILURE TO COMPLETE PURCHASE. Customer agrees to pay the balance owed on the terms and accept delivery of the Vehicle within forty-eight (48) hours after being notified that the Vehicle is ready for delivery. Failure to timely accept delivery by Customer shall give Dealer the right to dispose of any trade-in, trading any cash consideration received as a deposit and retaining the same, and at Dealer's option, the right to retain any deposit and pursue any other remedy available under the law to adequately compensate Dealer's incidental and consequential damages and all other damages, costs, expenses, or losses incurred by Dealer because Customer failed to complete this purchase. If Dealer paid any negative equity balance on the trade-in, Customer shall pay to Dealer the amount paid on Customer's behalf. If Dealer brings an action or involves an attorney to enforce the terms of this section, Customer agrees to pay Dealer's reasonable attorneys' fees, court costs, and other expenses incurred in pursuing such action.

11. EXCLUSION OF INCIDENTAL AND CONSEQUENTIAL DAMAGES. Incidental and consequential damages arising out of the sale, use, servicing and/or quality of this Vehicle, including, but not limited to, any loss of use, loss of time, inconvenience, aggravation, loss of wages/earnings/income, fuel/transportation expenses, hotel/motel costs, insurance, storage, rental or replacement, altered or cancelled trips/vacations, the cost of any food/meals and any other incidental and consequential damages are specifically excluded and Dealer specifically disclaims liability for any such incidental and/or consequential damages. Customer acknowledges that Customer shall not seek or recover such incidental or consequential damages from Dealer. Customer acknowledges this disclaimer of incidental and consequential damages is independent of and shall survive any failure of the essential purpose of any warranty or remedy.

12. NON-DEALER WARRANTY(S) (IF APPLICABLE). Customer understands and agrees that manufacturer(s)' written warranties, if any are applicable to this Vehicle, were fully and conspicuously disclosed in writing by Dealer, by Dealer disclosing and providing any such written instruments to Customer prior to Customer signing the front side of this Agreement and Customer acknowledges having physically received such written instruments. Customer acknowledges that Dealer is not an agent of the manufacturer and that Dealer has not represented or misrepresented the terms of any applicable manufacturer(s)' written warranties because either (i) Customer has read to Customer's satisfaction the actual terms of any such written instruments, which expressly state the coverage, application period, conditions, and exclusions or (ii) Customer has voluntarily chosen not to read such warranties.

13. TAXES, INSURANCE. Customer shall be liable for all sales, use, or other taxes of a similar nature applicable to the transaction unless such payment is otherwise prohibited by law. Customer assumes responsibility to cover the Vehicle described on the front of this Agreement with necessary and proper insurance coverage and assumes all legal liability arising from the operation of the Vehicle from the time of delivery. Customer understands that Customer is not covered by insurance on the Vehicle until Customer's insurance company accepts coverage on the Vehicle. Customer agrees to hold Dealer harmless from any and all claims due to loss or damage prior to Customer's insurance company accepting coverage on the Vehicle.

14. CHOICE OF LAW AND VENUE, FEES. Any controversy, dispute or claim arising out of or relating to this Agreement or breach thereof shall be interpreted under the laws of the state in which Dealer is located and venue will be in the state and county in which Dealer is located or the applicable federal court. If Dealer brings a legal action to enforce or interpret this Agreement and prevails, Customer shall pay Dealer's reasonable attorneys' fees and costs incurred in such action. If Customer brings an action based on this Agreement and does not prevail, Customer shall pay Dealer's reasonable attorneys' fees and costs incurred in the defense of such action or any part thereof.

15. WAIVER OF JURY TRIAL; CLASS ACTIONS. Customer agrees that any controversy, dispute or claim arising out of or relating to this Agreement or breach thereof will be decided by a judge, rather than a jury. Customer further agrees in connection with this purchase to waive Customer's right to participate as a class member in any class action lawsuit that might be brought against Dealer.

16. SEVERABILITY. Customer and Dealer agree that each portion of this Agreement is such that if any term, provision or paragraph is found to be invalid, voidable, or unenforceable for any reason, such provision or paragraph may be severed and all other portions of this Agreement shall remain valid and enforceable.

17. ENTIRE AGREEMENT/NO RELIANCE. The written terms on the front and reverse side of this Contract comprise the entire agreement between Customer and Dealer, and Customer has read and understands the front and reverse side of this Agreement. No verbal, unwritten, electronic or other communication of any nature not contained in this Agreement was relied upon by Customer, became part of the basis of Customer's bargain, or is enforceable by Customer against Dealer even if alleged or determined to constitute fraud, fraudulent inducement, or fraudulent misrepresentation and no such verbal, unwritten, electronic, or other communication shall invalidate this Agreement or any written provision herein, or serve as grounds for Customer's rejection, rescission, or revocation of acceptance of this Agreement or this Vehicle, such that Customer cannot seek or obtain any statutory, legal, equitable or other relief against Dealer as a result thereof. Customer acknowledges and agrees that all discussions, negotiations, advertisements, representations, and affirmations of fact in any format, whether verbal, written, electronic or otherwise, which are not written in this Agreement, were not relied upon by Customer, are not included in this Agreement, and are not enforceable against Dealer.

**Authorized Customer's Representative**

**Model 1 Commercial Vehicles, Inc.**

Signature: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

Signature: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

# FINANCING / LEASE

<b>Unit Cost</b>	\$ 254,123.14					
	<b>12 Months</b>	<b>24 Months</b>	<b>36 Months</b>	<b>48 Months</b>	<b>60 Months</b>	<b>72 Months</b>
<b>Purchase/Lease To Own/Loan</b>	\$ 22,167.16	\$ 11,641.38	\$ 8,144.65	\$ 6,373.41	\$ 5,295.93	\$ 4,589.46

\*Estimates based on approved credit

# PRICING

<i>DESCRIPTION</i>	<i>AMOUNT</i>
Bus Cost	\$254,123.14
Delivery	Included
Tax/DMV	TBD
<b>Total</b>	<b>\$254,123.14</b>

\*Pricing does not include DMV, title, or licensing. This quote is valid for 30 days from date issued.



**EMERYVILLE TRANSPORTATION MANAGEMENT ASSOCIATION**

Emery Go-Round

Bus Number	Year	Make/Model	Mileage	GPS Emitter	Planned Retirement Year	May 2023 Mileage	Year Usage
683	2013	INTERNATIONAL UC	189,005		2020	188,951	54
207	2014	INTERNATIONAL 3200	141,913		2022	141,701	212
208	2014	INTERNATIONAL 3200	138,662		2022	136,873	1,789
215	2015	INTERNATIONAL 3200	117,746		2023	117,474	272
216	2015	INTERNATIONAL 3200	127,219		2023	121,193	6,026
920	2016	INTERNATIONAL 4300	173,051		2024	158,821	14,230
921	2016	INTERNATIONAL 4300	138,015	Yes	2024	120,730	17,285
922	2016	INTERNATIONAL 4300	160,931		2024	150,017	10,914
649	2016	INTERNATIONAL 4300	127,491		2025	116,710	10,781
650	2016	INTERNATIONAL 4300	124,277		2025	108,018	16,259
651	2016	INTERNATIONAL 4300	150,009	Yes	2025	130,273	19,736
696	2017	IC CORPORATION RC505	140,008	Yes	2025	119,917	20,091
697	2017	IC CORPORATION RC505	119,842	Yes	2026	107,236	12,606
698	2017	IC CORPORATION RC505	142,435		2026	123,072	19,363
8698	2018	INTERNATIONAL 4300	122,948	Yes	2026	102,870	20,078
8699	2018	INTERNATIONAL 4300	128,700	Yes	2027	105,213	23,487
8700	2018	INTERNATIONAL 4300	108,558	Yes	2027	87,314	21,244
8701	2018	INTERNATIONAL 4300	101,628	Yes	2027	86,488	15,140
751	2019	INTERNATIONAL PC505	79,644	Yes	2028	59,095	20,549
752	2019	INTERNATIONAL PC505	79,207	Yes	2028	56,623	22,584
753	2019	INTERNATIONAL PC505	67,319	Yes	2028	44,972	22,347

West Berkeley			
Bus Number	Year	Make/Model	Mileage
1474	2016	FORD MOTOR COMPANY F550	75,181
1690	2016	FORD MOTOR COMPANY F550	155,780

Branded

Yes  
No

8 to Go			
Bus Number	Year	Make/Model	Mileage
743	2016	DODGE CARA SHUTTLE	46,414
591	2007	DODGE SPRI	96,678