1. Call to Order

2. Approval of the March 6, 2019 Board Minutes and April 3, 2019 Workshop Minutes

3. Public Comment on Non-agenda Items

4. Board Member Announcements

5. General Manager’s Report

6. Consent
   a. Approval of the Monthly Financial Report
   b. Approve a Resolution Authorizing the General Manager to Execute Change Order 01 to Contract No. CV-BB-18-002 with Ghilotti Brothers in an amount of $34,439 for Modifications to the Maintenance Pit for the Wheel Truing Machine at the Rail Operation Center

7. Direct Staff to Prepare Strategic Plan and other Supporting Documentation for Renewal of the SMART Sales Tax in March 2020

8. Approve the Creation of a Pilot Program to allow for free rides on SMART for Youth aged 18-years and younger, when accompanied by a fare-paying adult, and free parking on the days SMART provides weekend or holiday service between May 25 through September 9, 2019 (Memorial Day weekend through Labor Day weekend)

9. Approve a Resolution Authorizing the General Manager to Execute Change Order 031 to Contract No. CV-DB-16-001 with Stacy and Witbeck/Herzog, JV in an amount of $652,470 to Install Grade Crossing Improvements at Main Street in Penngrove; and Authorize the General Manager to Execute a Funding Agreement with the County of Sonoma for the Grade Crossing Improvement to Main Street, Penngrove
10. Authorize the General Manager to Execute Amendment No. 1 to the Agreement between Metropolitan Transportation Commission and VenTek Transit Inc. in an amount of $341,724.36 for the Purchase of Four (4) additional Card Vending Machines and Spare Parts for the Larkspur, Downtown Novato and Windsor Stations

11. Closed Session – Public Employee Performance Evaluation – Title: General Manager (Pursuant to Government Code Section 54957; a local agency may hold a close session during a regular meeting to consider the appointment, employment, evaluation of performance of a public employee)

12. Report Out of Closed Session

13. Next Regular Meeting Board of Directors, May 1, 2019 – 1:30 PM – 5401 Old Redwood Highway, 1st Floor, Petaluma, CA 94954

14. Adjournment

DISABLED ACCOMMODATION: If you have a disability that requires the agenda materials to be in an alternate format or that requires an interpreter or other person to assist you while attending this meeting, please contact SMART at least 72 hours prior to the meeting to ensure arrangements for accommodation. Please contact the Clerk of the Board at (707) 794-3072 or dial CRS 711 for more information.

DOCUMENTS: Documents distributed by SMART for its monthly Board meeting or committee meetings, and which are not otherwise privileged, may be inspected at SMART’s office located at 5401 Old Redwood Highway, Suite 200, Petaluma, CA 94954 during regular business hours. Documents may also be viewed on SMART’s website at: www.sonomamarintrain.org. Materials related to an item on this Agenda submitted to SMART after distribution of the agenda packet are available for public inspection at the SMART Office. For information about accessing SMART meetings by public transit, use the trip planner at www.511.
1. Call to Order

Chair Phillips called the meeting to order at 1:30pm. Directors Fudge, Hillmer, Lucan, Naujokas, Pahre, Rabbitt, Rogers and Zane were present. Director Arnold arrived later; Director Connolly absent.

2. Approval of the February 20, 2019 Board Minutes

MOTION: Director Lucan moved approval of the February 20, 2019 Board Minutes as presented. Director Zane second. The motion carried 9-0-0 (Directors Connolly absent and Arnold arrived later).

Director Arnold arrived 1:34pm

3. Public Comment

Jack Swearingen suggested discussing fare structure, sales tax extension, transit connections and the implementation of SB 1029 at the Board of Directors Workshop on April 3, 2019.

Rick Coates suggested discussing Tourism patterns.

4. Board Members Announcements

Chair Phillips stated that he will continue to meet with SMART’s staff in preparation of the Board of Directors Workshop on April 3, 2019. He thanked everyone for their feedback.

5. General Manager’s Report

General Manager Mansourian stated that he has two presentations: 1) Chief Engineer, Bill Gamlen will provide an update of the most recent storms and 2) 60 Minutes Segment – “How Safe are Americas Railroads”.
Chief Engineer, Bill Gamlen, presented pictures of the February 25th storm and Novato Creek Washout near Highway 37 area. Mr. Gamlen mentioned that the Novato Creek Washout was repaired by February 17th, however the most recent storm of February 25th and also a private levee to break near the area caused damage again. The last time the private levee had a break took approximately 9 months to repair. The flooding at Hannah Ranch Crossing caused minor delays for SMART and a bus bridge from Novato San Marin Station to Novato Hamilton Station was in placed. Mr. Gamlen indicated the following steps will take place: 1) raise track in this area; 2) restore site and 3) monitor the area through the rest of the Winter. I think I would list the different areas that he mentioned because he talked about Healdsburg

Mr. Mansourian stated that Congressman Huffman’s office contacted SMART and offered assistance if needed. Also, Senator McGuire continues to be actively involved with the most recent situation. At this time, SMART will continue to work with the County of Marin, Marin County Flood Control, Caltrans and the property owner of the levee, to repair the it.

Mr. Mansourian thanked the SMART’s Operation’s and Engineering staff who continue to work and plan ahead of the storm. SMART only had delays during the storm and service was not completely interrupted. Also, he thanked SMART riders for their patience.

Director Lucan stated that on February 20, 2019, Mr. Mansourian provided the Board an update of the Novato Creek Washout that was caused by the February 14th rain storm, since then another rain storm has occurred. Also, the Press Democrat article alluded SMART’s right-of-way being responsible for Highway 37 flood. He asked Mr. Mansourian to clarify and provide information of the cause of Highway 37 flooding. Mr. Mansourian responded that elected officials first course of action after each incident is to determine: 1) who is at fault; and 2) there is a lot of miss information that is being distributed. He indicated that Highway 37 has flooded numerous times and the railroad has not had a washout. The relationship between Highway 37 and railroad washout does not explain the numerous times that Highway 37 has been flooded in the past and closed for over 30 days two years ago. The first exist East of Highway 37 is named Marsh Road, because it was constructed on marsh land which is the lowest point in the area that Chief Engineer Gamlen pointed out. Did the railroad tracks owned by SMART and operated by freight perhaps contributed to the flood but was not the cause of the flooding on Highway 37. There are various factors that caused Highway 37 to flood he added. The Metropolitan Transportation Commission allocated approximately $3 million for Marin County to conduct a study of this section. This is a regional issue and requires all regional agencies to work together to come up with a solution, to prevent 40,000 vehicles traveling on local streets every winter due to Highway 37 flooding. It’s very unfair to say that Highway 37 flooding was caused by SMART’s right-of-way washout, when flooding constantly occurs in this area. Chief Engineer, Bill Gamlen added that this area (Highway 37) wants to be a wetland and various agencies have tried to control Novato Creek, however it is a very fragile area that affects all property owners.
Director Rabbitt stated that Cazadero had 24 inches of rain in a 24-hour period. There is a Highway 37 meeting on March 7th which he can't attend due to an Emergency Board meeting to discuss the floods. Also, there is a near-term, the intermediate term and long-term plan for this segment of highway, that is not fully funded. The near-term solution is 3-5 years process.

Mr. Mansourian showed the 60 Minutes Segment – “How Safe are America’s Railroads”. This video talked about the importance of Positive Train Control (PTC).

On February 28th and March 1st, SMART hosted a meeting with the Federal Railroad Administration, Capital Metro - Austin TX, Denton County - TX, Florida East Coast, Tri-Met and Utah Transit to exchange information regarding PTC. He said the SMART’s passenger service is very safe. He thanked the Board of Directors for approving the policy decision in 2012, for SMART to install PTC on all the trains.

Chair Phillips thanked the persistence and professionalism of SMART’s staff who have worked really hard to implement the Positive Train Control component in the SMART system.

Director Fudge stated a lot of testing needed to be completed prior to the Federal Railroad Administration to approve SMART’s Positive Train Control system which caused the start of passenger service to be delayed.

Director Naujokas asked for clarification as to why Positive Train Control (PTC) costs a lot of money. Mansourian responded that the Congressional mandate states that each railroad agencies develops a system with the list of approved mandated items that are needed. There are only two private company in the entire nation that have the PTC experts and since there are only two agencies that do this and the demand is very high which has caused a significant delay for various railroad agencies. Mr. Parkes stated that every railroad agency in the nation are competing for the same resources in order to meet the deadline to install the PTC system.

Director Pahre thanked Mr. Parkes for his knowledge and working with the Federal Railroad Administration to get approval on SMART’s Positive Train Control System.

Director Hillmer stated that how significant the time factor is for the cost of the system. Mr. Mansourian stated that SMART is the first new passenger service system to have Positive Train Control system in the Nation.

Chair Phillips stated that it is a significant cost to have a safe passenger service.

Mr. Mansourian announced that the on February 27th the Metropolitan Transportation Commission approved $12.6 grant for the Bicycle and Pedestrian Pathway.

He said that 2,576 State bills have been introduced to Legislation as of February 22nd. SMART staff will review the bills and bring forward to the Board for any appropriate bills support.
Lastly, SMART has carried 1,052,372 passengers and 99,491 bicycles. SMART will celebrate the 100,000-bicycle next week, he encouraged everyone to ride SMART and be part of the celebration.

Public Comments
Rick Coates stated that Amtrak is spending a lot of money to upgrade private railroad safety standards.

6. Consent
   a. Approval of Empire Cleaners Contract Amendment No. 2
   b. Approval of Intelligent Technology Solutions, LLC. Contract Amendment No. 4
   c. Approve a Resolution for Designation of SMART Authorized Agents and Other Required Documents for State Low Carbon and Transit Operating Program Funds

Chair Phillips asked for Board and public comments on the proposed Consent Agenda.

MOTION: Director Hillmer moved approval of the Consent Agenda as presented. Director Naujokas second. The motion carried 10-0-0 (Directors Connolly absent).

7. Adopt and Support Assembly Bill 147 (Burke/McGuire) regarding collection of use taxes and retailers and marketplace facilitators engaged in business in California

Programming and Grants Manager, Joanne Parker stated that the item she is presenting is a recent Assembly Bill that was introduced to Legislation on February 22nd. This Assembly Bill 147 (AB 147) requires online retailers to collect and remit sales tax regardless of whether the online retailer has a physical presence in the state where the order was delivered. The California Department of Tax and Fee Administration (CDTFA) proposal relies the $100,000 threshold used in South Dakota, but CDTFA would apply that dollar threshold to sales within each taxing jurisdiction.

AB 147 is proposing a $500,000 statewide threshold. State and local sales taxes would both be collected once a statewide total of $500,000 in sales is reached. This bill would also require sales tax to be collected on all sales made through an intermediary, such as eBay or Amazon.

This bill is being expedited with the goal of being enacted before April 1, 2019, which is the date the California Department of Tax and Fee Administration’s proposal will take effect. AB 147 is being considered by the Assembly for approval on March 11th.

Therefore, SMART is recommending adopting and supporting AB 147.

MOTION: Director Rogers moved to Adopt and Support Assembly Bill 147 (Burke/McGuire) regarding collection of use taxes and retailers and marketplace facilitators engaged in business in California as presented. Director Fudge second. The motion carried 10-0-0 (Directors Connolly absent).
Authorize the General Manager to Enter into Purchase Agreements for one used Hyrail Excavator and two used Ballast Cars up Utilizing a Competitive Negotiation Process in an amount not to exceed $300,000

Procurement Coordinator, Ken Hendricks stated that item for your approval today is to authorize the General Manager to solicit proposals and negotiate a purchase agreement for one used Hyrail Excavator and two used Ballast Cars.

The budget for Fiscal Year 2018-19 includes funding for the purchases bases on receiving a dollar-for-dollar matching state grant.

This equipment will allow SMART to perform ballast restoration projects, vegetation removal, debris clean-up, and emergency repair work in-house.

For SMART to solicit proposals to competitively negotiate for specialized rail transit equipment, your Board is required to authorize this action (by 2/3 vote). Therefore, staff recommends authorizing the General Manager to enter into purchase agreements for a used Hyrail Excavator and two used Ballast Cars utilizing a competitive negotiation process up to a combined not-to-exceed amount of $300,000.

Comments
Vice Chair Pahre asked if the ballast cars only hold ballast. Mr. Hendricks responded that it holds ballast and distributes ballast at the bottom.

MOTION: Director Pahre moved to Authorize the General Manager to Enter into Purchase Agreements for one used Hyrail Excavator and two used Ballast Cars up Utilizing a Competitive Negotiation Process in an amount not to exceed $300,000 as presented. Director Arnold second. The motion carried by roll count 10-0-0 (Directors Connolly absent).

Chair Phillips adjourned the Board to closed session at 2:29PM on the following:

Closed Session
a. Conference with General Manager, Farhad Mansourian, pursuant to Government Code Section 54956.8 regarding real estate property negotiations.
   Property: Sonoma-Marin Area Rail Transit District
   Property Address: Right-of-Way (MP 14.9-68 and MP B25.8-B49.8)
   Negotiating Parties: Farhad Mansourian - Sonic

b. Conference with Labor Negotiator, Farhad Mansourian, General Manager pursuant to Government Code Section 54957.6
   Agency Designated Representative: General Manager
   Represented Employees: SMART Engineer Conductors Association (SECA), IAMAW Local Lodge No. 1414 and Teamsters Local 665; and Unrepresented Employees
10. Report Out of Closed Session

Chair Phillips reported out of closed session at 3:19PM on the following:

a. Conference with General Manager, Farhad Mansourian, pursuant to Government Code Section 54956.8 regarding real estate property negotiations.
   Property: Sonoma-Marin Area Rail Transit District
   Property Address: Right-of-Way (MP 14.9-68 and MP B25.8-B49.8)
   Negotiating Parties: Farhad Mansourian – Sonic

   Report Out: Direction given to staff. No action taken

b. Conference with Labor Negotiator, Farhad Mansourian, General Manager pursuant to Government Code Section 54957.6
   Agency Designated Representative: General Manager
   Represented Employees: SMART Engineer Conductors Association (SECA), IAMAW Local Lodge No. 1414 and Teamsters Local 665; and Unrepresented Employees

   Report Out: Direction given to staff. No action taken

11. Next Regular Meeting Board of Directors, March 20, 2019 – 1:30 PM – 5401 Old Redwood Highway, 1st Floor, Petaluma, CA 94954

12. Adjournment – Meeting adjourned at 3:21PM.

   Respectfully submitted,

   Leticia Rosas-Mendoza
   Clerk of the Board

   Approved on: __________________________
1. **Call to Order**

Chair Phillips called the meeting to order at 1:30pm. Directors Connolly, Fudge, Hillmer, Lucan, Naujokas, Pahre, and Rogers were present. Directors Arnold, Rabbitt and Zane arrived later.

Chair Phillips explained the format of the workshop. Staff will conduct the following presentations: Sales Tax Renewal, Operating Schedule, First and Last Mile Connectivity, Multi-Use Path, Fare, and Parking. A brief discussion on the following: Frequency of Board Meetings and Meetings in other Locations. After each section Board members will have the opportunity to ask questions and/or provide comments. At the conclusion of all presentations the Public Comments will take place.

*Future Topics for Discussion*: Long Term Goals and Objectives, Accessible Spaces Onboard, Composition of SMART Board of Directors, Sea level Rise, Fiber Optic Use in Emergencies, Quiet Zone Status, North Coast Trail Legislation and Real Estate Ownership and Development

Director Arnold arrived 1:35pm

2. **Conduct Workshop – Sales Tax Renewal, Operating Schedule, First and Last Mile Connectivity, Multi-Use Path, Fare, Parking, Frequency of Board Meetings, Meetings in other Locations and Public Comment.**

**SALES TAX RENEWAL**

Chief Financial Officer, Erin McGrath provided a PowerPoint presentation on the following:

- **Overview**
  - Ensure the Train and Path continues to serve the public for future generations
  - Brief overview of sales tax
  - Importance of Sales Tax in Financial Picture
  - How to plan for future of sales tax
Sales Tax History
- SMART’s ¼ cent sales enacted in 2008 by 70% of voters
- 2008 Expenditure Plan estimated a 20-year stream of sales tax would produce $890 million total
- Through Fiscal Year 2018, SMART received $289 million and delivered a $550 million project and built a brand-new transit agency that runs 24/7, 365 days a year
- In 2011-12 bonds were issued to deliver a $550 million project, which now resulted in our current debt service of $16 million
- Models and projects have been incorporated into Strategic Plans and approved by SMART Board
- Prior plans and models never addressed when sales tax should be renewed
- SMART has $17 million reserves in Fiscal Year 2019
- SMART Operations rely on financial support of sales tax
- Sales tax continue to grow steadily following initial recession

Sales Tax Planning
- Since testing and start of passenger service, cost pressures have pushed expenses higher than anticipated
- 10 New full-time positions within operations were added to prepare for closing the “gap” and four new train cars were purchased
- Operations Department is almost $10 million higher than anticipated in 2014
- Despite available revenues, expenses are currently bumping against revenues, and debt service continues to grow in the future years
- Potential for recession or economic slowdown would impact each and every revenue source

Sales Tax Renewal
- Without a PLAN, SMART will draw down reserve quickly, be unable to add more service and will need to reduce cost which will lead to reduce service
- SMART should continue to expand service and grow ridership
- Cuts in staff right now would reduce revenue and make the train less usable
- Better alternative = debt restructuring

Strategic Plan Update
- Updated every 5 years
- 2019 Strategic Plan Kickoff meeting with Citizens Oversight Committee (COC)
- The 2019 Strategic Plan will show the impacts of the Sales Tax renewal for long-term planning options
- The Plan shall include: projections for operating cost, revenue strategies for Healdsburg and Cloverdale and New Expenditure Plan

Why Now – Sales Tax Renewal
- Sales Tax must be renewed by 2029 expiration
- March 2020 is SMART’s best option
- If efforts fail, then we have more time to implement savings and revenue strategies

Strategic Plan 2019 Timetable
- Initial meeting in March 2019
1st Draft Plan in June 2019
2nd Draft Plan in July 2019
Final Plan for approval in September 2019

Tax Renewal Timetable
- April 17th staff gets direction
- May 15th Board Budget review
- June 5th Board Budget approval
- October 2nd Board discussion, first opportunity to vote
- November 6 Final Board Action, submitting ballot measure
- March 2020 Ballot

Recommendations
- Staff prepares an item for discussion and vote at the April 17th Board meeting to move forward with March 2020
- Items that will be brought back to the board include: 1) 2019 Strategic Plan; 2) Information needed for ballot measure; 3) Surveys and polling results; 4) Actual ordinance, official ballot statement and any legal submissions

Ms. McGrath acknowledged Citizens Oversight Committee Chair Columbo, Citizens Oversight Committee (COC) Members David Oster, Steve Rabinowitz and Steve Birdlebough who were in the audience.

Comments
COC Chair Columbo stated that their responsibility is to work with staff on SMART’s Strategic Plan. The Committee believes it’s important to supports staff in the recommendation of the Sales Tax Extension.

Chair Phillips thanked Chair Columbo being on the Committee and his commitment in working with SMART’s staff to review the Strategic Plan. He also asked if the Committee has reviewed the current rate. Mr. Columbo responded not at this time, however the Committee will be reviewing and considering various options.

Director Naujokas asked for clarification of the fiscal impacts with the debt restructure. Ms. McGrath responded that the gap is approximately $10 million a year.

Director Lucan stated that SMART still needs to complete the Strategic Plan, Larkspur Extension and Windsor Extension Projects and what does the other demands do on the Agency between now and March 2020. Ms. McGrath responded that her staff will continue to work on the Strategic Plan since it needs to be available for the rating agencies. Mr. Mansourian stated that if the Board directs staff to proceed, in the next two years SMART will; 1) complete Larkspur Extension and start passenger service; 2) start construction of the Windsor Extension Project; 3) construction of approximately 5-6 miles of pathway in Sonoma County; 4) continue to apply for grants; and 5) continue operating the agency and closing the “gap”.
Director Roger asked what levels of coordination is SMART conducting with other entities? He understands that other agencies are also considering adding revenue measures on the March 2020 ballot. Mr. Mansourian responded that he has met with the Executive Director of Sonoma County Transportation Authority to discuss options based on Board approvals. Director Rogers said that he was appointed to the reauthorization of Measure M subcommittee.

Director Hillmer asked if the Sales Tax Renewal was anticipated in the original Measure Q. Mr. Mansourian responded that he does not recall if there was a discussion at that time. He understands that transit agencies need the continuation of sales tax to operate.

Director Fudge stated that she remembers having various discussion with Lillian Hames and Charles McGlashen as to when the first Sales Tax measure was presented to the Board and knew that it would have to be extended at some point.

Director Zane asked if the original plan match the changing in the funding. Mr. Mansourian responded that the 2008 Expenditure Plan: Table 1 displays the project/pathway cost based on available information at that time. Construction cost has increased over the years and your Board in 2010 made a critical decision to phase the project in segments.

Director Connolly asked how are fare box revenues based on what was projected in Measure Q. Mr. Mansourian responded that during that time things were much more encouraging than now. SMART projected $3.9 fare revenue and has met the projection.

Director Rogers asked for clarification on Measure Q – 2008 Expenditure Plan was estimated to produced $890 million total in 20 years and SMART has received $289 million in 10 years. Mr. Mansourian responded that SMART will not receive the amount predicted in the expenditure plan and the cost for delivering the project was projected substantially lower than the real cost.

Director Rabbitt would like to receive a 20-year financial strategic plan that will help the Board make decisions. Mr. Mansourian responded that SMART’s Strategic Plan addresses the financial and capital components.

Director Lucan asked if the Board needs to give more feedback regarding this item. Mr. Mansourian responded that SMART staff will bring this item back at the April 17th Board meeting for direction/approval.

Director Hillmer stated that it will be helpful to bring focus and clarity to the economic justification connecting the projections to the need of the sales tax renewal as part of the strategy.

**OPERATING SCHEDULE**

General Manager Mansourian stated that in October and November of 2018, SMART’s staff talked about the “gap”, specifically the afternoon gap and weekend morning gap. SMART has
analyze it and identified that in order to be reduced the “gaps”, SMART needs to hire and have adequate staff and enough vehicles available. Staff will be bringing this item back to the Board in May 2019 for your consideration.

Comments
Director Fudge asked when could the third car be added to the current route. Mr. Mansourian responded not at this time, the Vehicle and Maintenance Superintendent will inform the General Manager in May with available cars.

FREQUENCY OF BOARD MEETINGS
Chair Phillips asked if there is still a need to have 2 meetings a month. Mr. Mansourian stated that based on his observation of items that staff will bring back to the Board for approval/consideration we will need to keep both meetings.

Comments
Director Zane stated that based on SMART workload it does not make sense to reduce the frequency of the meetings. Chair Phillips stated SMART will continue to hold 2 Board meetings a month.

General Manager Mansourian would like to receive feedback on what are the parking issues. He said that some stations have available parking and are not being used, while others don’t have available parking. SMART would like to find funding to fully pave the two parking stations (Airport Boulevard and Downtown Petaluma) that are gravel.

FARE POLICY
General Manager Mansourian stated that staff is researching how to provide lower passenger fares for people with low income. He introduced Programming Grants Manager, Joanne Parker who provided a PowerPoint presentation on the following:

- SMART Fare Policy Background
  - Clipper-Only Regional fare collection system
  - Fare Policy – Pay as you go
  - Fare Policy – Passes (31-day, Eco-Pass, Day pass Accumulator)
  - 5 Zone activated at start-up (no action needed from Board to open Larkspur, Windsor and Downtown Novato)
  - Transit Transfer Credits – Most progressive credit in the area ($1.50 adults and $0.75 for youth, seniors and disabled)

- Fare Equipment Selection
  - Local Manufacturer – VenTek, Inc, Petaluma, CA
  - Cash acceptance and EMV compliant (“the chip”)
  - Unique “screen flows”

- Fare Pricing
  - Examined Pricing
  - Adopted fare pricing and principles
  - Reasonable affordability
  - Institutional incentives to private sectors to choose SMART
• Fare Comparison – 2016-2019
  o Bus Operator comparison
  o Rail Operator comparison

• Fare Program – New Developments
  o Clipper Regional Pilot Program underway – Launch Mid 2019
  o Proposed 20% Fare Discount within Clipper Card
  o Adults earning less than 200% Federal Poverty Level
    ▪ Regional Third Party/Vendor participant verification

Comments
Director Zane asked about the status of the Veteran’s discount. Ms. Parker responded that Veteran’s discount is not a category in the Clipper system, however your Board approved the Eco-Pass which veterans fall into that category. Director Zane is concerned that the fares are not affordable to everyone. Perhaps once construction is completed the fares can be re-evaluated so this train could be for everyone. The Toyko train has fare box recovery, most of the trains (transportation agency) around the world are funded by the public. She suggested that SMART conducted a research to determine who would like to ride the train but is cost prohibited.

General Manager Mansourian said that he and Ms. Parker conducted calculations based on the latest Sonoma County Census data and shows that Adults earning approximately $50,000 or less will be considered for 20% discount in Pilot Program and a 3rd party administers the verification.

Director Hillmer suggested making the range in decision the widest possible for consideration. What elements contribute to the calculations and how low SMART can go.

Director Naujokas asked if the Clipper system was cost prohibited to implement the BART system where the distance is calculated by and between the two stations. Ms. Parker responded yes; SMART was offered the Clipper system with all the information they had learned over the last 20 years. Mr. Naujokas also asked what types of features can be added to the new Clipper system.

Director Rogers stated that he continues to hear from his constituents why they are still being taxed to support a train they can’t afford to ride. The introduction of the Pilot Program to the public living below the poverty level line will help to alleviate. He asked if the General Manager Mansourian can explain the fix cost to run the train when is heavily impacted and not impacted.

Mr. Mansourian responded public transit needs to be cheap, however SMART has trips that are up to capacity, and during the “free days” many complaints were received and hopes that this Pilot Program can help. Also, your Board can consider Weekend/Holiday Pilot Program to allow Youth 18-years and younger to ride for free during Summer 2019, when accompanied by a fare-paying adult. Staff can report with periodic status reports as the
program is implemented and a final report on ridership results.

Director Connolly stated that the public perception is the SMART fares are high. SMART is being very progressive on transfer policy, he highly agrees to look into participation in the Regional Pilot Program, continue to evaluate as we move toward re-structuring the debt service, securing the revenue stream and review fares over time. He announced that he was appointed Vice-Chair of the Metropolitan Transportation Operations Committee that oversees the Clipper and Regional Fare Policy and looks forward in working with everyone.

Director Lucan state that he is very excited about this new regional Pilot Program. Some are incremental riders, there are some that are riding the train who earn less than the Federal Poverty Level and another group that is not riding. How can SMART get more aggressive in the incremental riders.

Director Rabbitt asked who sets the $3.00 price per Clipper Card. Ms. Parker responded that Clipper sets the price and SMART pays Clipper for each card sold. Director Rabbitt also asked what is the fare box recovery rate. Ms. McGrath responded its about 12%.

Director Zane stated that she has staff researching how Sonoma County Transit/Bus validated Veterans to ride free on Sonoma County Busses. She would like to see more Veteran’s ride the train.

Lastly, Mr. Mansourian stated that the 12% fare recovery box rate is not low and the good news is the once the debt service is restructured and stabilized the delta funds can be placed in Operations or Capital.

Director Lucan suggested that any larger fare discussions would be in the best interest to address after the Sales Tax Renewal.

Director Rogers stated that a critical component is to outline a model of SMART’ fares plans that the public can see and understands.

**MEETING AT OTHER LOCATIONS**
Chair Phillips asked if there is any interest in having the Board Meetings at other locations.

Director Zane stated that moving the meeting to another location becomes a hardship for staff, perhaps SMART can consider having Board Workshop at a different location.

Director Arnold stated that having meetings in San Rafael is much more congested with traffic. She agrees with Director Zane that perhaps Board Workshops can be at a larger location (one in San Rafael and one in Sonoma County).

Director Naujokas stated that having Board Workshops in both counties could engage the public.
Director Pahre stated that the current Board meetings location is very accessible to the public with plenty of parking spaces.

Director Fudge stated that it could become difficult to arrange Board meetings at other locations, plus you can’t predict arriving to the meeting with the commute and traffic. Also, all the video and audio equipment are easily accessible.

BREAK at 3:10pm

RESUME at 3:20PM

**PATHWAY**

Programming Grants Manager, Joanne Parker who provided a PowerPoint presentation on the following:

- The Vision – What we’re building
- The Starting Point
- Bicycle Pedestrian Advisory Group (BPAG)
  - 2003 SMART Bicycle-Ped Advisory Group Formed
  - The BPAG was composed of key stakeholders in both the bicycle advocacy community and local governments: 14 members
- BPAG Recommendations
  - In August 2003, the BPAG produced a statement describing their recommendations
  - The BPAG recommendations were divided into two phases
  - There were findings and recommendations
- BPAG CEQA Recommendations
  - September 2004 – SMART Board directed staff to follow APAG direction and include only Phase 1 pathway segments
  - 2006 EIR cleared a pathway project that consisted of approximately 47 miles of new Class 1 pathway to be built in the rail right-of-way
- Pathway Background
  - 2008 Measure Q Ballot Measure and Ordinance
  - Recession led to funding shortfall and further phasing
  - How to get more money: SMART began with the Federal Environment Clearance (NEPA)
    - 18.2 miles of SMART Pathway corridor built by SMART and local partners
    - Additional 14.5 miles of SMART Pathway are funded and soon to be constructed
- Grants Secured by SMART
  - 2019 Active Transportation Program
    - State gave 5% of funds to Bay Area ($12M)
    - SMART received $12.6M from MTC for Pathway
- Path(way) Forward
  - SMART remains committed to the original vision of Measure Q
  - SMART has demonstrated flexibility and adaptability
SMART encourages all of our stakeholder partners to continue working with SMART to achieve our goal of building the best “Rail and Trail” possible.

Mr. Mansourian introduced Chief Engineer Bill Gamlen who illustrated the Pathway map which outlines the completed, funded, and uncompleted pathway. Mr. Mansourian stated that there was a segment of pathway in which the property owner challenged SMART on the rights to build a pathway. Mr. Gamlen added that SMART likes to construct both (rail and pathway) at the same time, when funding is available.

Director Fudge stated that an Apartment Complex development along SMART’s Right-of-Way will be considered for approval by the Town of Windsor in the next month. The project has a clause that the Developer will give SMART $350,000 for construction of pathway.

Chair Phillips stated that the Transportation Authority of Marin funded approximately $5 million, the City of San Rafael funded $400,000 and received a grant for $1.2M for the pathway segment from Anderson to Larkspur.

Director Naujokas asked if there is anything that can be done to provide a pathway from Healdsburg to Windsor. Mr. Gamlen responded that SMART could consider it, however the best practice is to look at the rail and pathway alignment at the same time.

Director Zane said that many bicyclists use the train especially for the first and last mile. Also, we should remember that the Sonoma County and Marin County Bicycle Coalitions helped pass the ¼ cent sales tax in 2008. She suggested that SMART submit Matching Grant Application to the Sonoma County Agricultural Preservation and Open Space District to continue to leveraging funds for the pathway in Sonoma County.

Director Pahre is very impressed of how much work SMART has completed. She asked how long has it taken for the completed pathway, and based on that, how long is anticipated to take for the rest of the pathway to be complete. Mr. Mansourian responded that it has taken 7 years to construct and complete the current segments of pathway and with the help of our partners. Also, there are many different factors that can prevent us from starting and completing the pathway, however SMART is very committed to continue to pursue grant funds to complete the project.

Director Rogers asked how much of Measure Q funds have been allocated to the Bicycle Pathway. Mr. Mansourian responded that he will prepare the information.

Director Lucan thanked staff for preparing the Pathway map. “It’s very helpful to look at the big picture” he commented. He asked if there is anything from the cities and county that can help collaborate to get more grants to complete the pathway. Ms. Parker responded that staff works collaborate with cities and county and also, we don’t compete for funds when there is a higher priority.
Director Zane reported that her staff informed her that in order for Veteran’s to ride free on the Sonoma County Bus, they need to present a valid Veterans ID that is provided to them at their local Veterans Office. Mr. Mansourian suggested having a meeting with the Sonoma County Administrator, Sheryl Bratton, Director Rabbitt and Director Zane to discuss details and evaluate options.

**FIRST AND LAST MILE**

Programming Grants Manager, Joanne Parker who provided a PowerPoint presentation on the following:

- First and Last-mile connection describing the beginning or end of an individual trip made primarily by public transportation, in our case by commuter rail
- What do other Commuter Rail Agencies do?
- Standard Commuter Rail Practices
- Commuter Rail-Bus Coordination
- What SMART Board Policies Support First and Last-Mile Choice
- How have SMART and Partner Agencies been supporting SMART riders?
  - Public Transit Partnership
  - Other Public Agency Support Programs
  - SMART Access Programs
- Public Transit Partnerships
- The Transit App
- Google Maps
- Other Public Agency Support Programs
  - Emergency Ride Home
  - Transportation Authority of Marin Lyft
  - Car Share/Shuttles
  - MicroTransit
  - Wayfinding Signage
  - Bike Share
- SMART Program
  - Bicycle Parking at SMART Stations
  - Bike Locker Usage
- Survey
  - How did you get from your starting point to the SMART station where you boarded the train?
    - Walked
  - How will you get from SMART station where you get off this train to your final destination?
    - Walked
  - Which connecting transit systems are SMART riders using?
    - Golden Gate Transit
- First and Last Mile - The Way Forward
  - SMART is 19-months old commuter rail-only transit agency
  - First and Last Mile solutions required
  - No shortage of ideas, however, most improvements require additional
revenues that SMART does not have
  - Other more established systems have a high percentage of local revenues dedicated to transit/supportive programs

**Comments**

Director Fudge announced that the Town of Windsor has continued to operate the Windsor Hopper, Thursday through Sunday during the peak times, which is a complimentary luxury shuttle that connects you to Windsor’s popular destinations. The shuttle also served the community during the release of Pliny the Younger event at the Russian River Brewing.

Director Naujokas asked if there is room to grow with the bicycle lockers/trains. Ms. Parker responded that there are times/events that the train is at capacity with bicycles on-board. Mr. Mansourian said that we can increase bicycle capacity on-board at the expense of removing train seats. Director Naujokas asked what is the usage of the Connector Bus traveling north. Mr. Mansourian responded that the usage was very low. After meeting with the Sonoma County Transit Executive Director, the schedule was modified, once SMART receives a report, it will be brought back to the Board for discussion/approval.

Chair Phillips asked if a survey has been conducted to ask the riders if SMART is doing what is expected in regards to the first and last mile connectivity. Mr. Mansourian responded that the Metropolitan Transportation Commission conducted a survey and SMART also conducted an extensive survey last year, that was presented in the October/November 2018 Workshop. Chair Phillips asked what is SMART’s overall goal/objective for the first and last mile connectivity. Ms. Parker responded that with SMART’s available resources and within the jurisdiction space that we control and building partnership relationship to make sure we are working together.

Director Arnold thanked General Manager Mansourian and staff for their excellent and informative presentations.

**PARKING**

Director Rogers was informed that Cotati residents near SMART station are being impacted by SMART charging for parking at the Rohnert Park station when its free to park your vehicle at the Cotati Station. He would like to have a discussion about SMART properties and charging for parking.

Director Connolly also heard a similar issue at Atherton Drive in Novato.

Director Lucan asked if SMART can have different parking policies depending of the area.

Chair Phillips suggested discussing the Parking Topic at a future meeting. Mr. Mansourian responded that he will research and report back to the Board.

Director Rogers stated that the Railroad Square Downtown Santa Rosa is very impacted by the parking and a community meeting will be held to discuss a parking district in the area.
Director Hillmer encouraged SMART to meet with the City of Larkspur Manager and Golden Gate Bridge General Manager to discuss their intent for additional Ferries.

Director Rabbitt stated that this time parking is an issue at every SMART station and perhaps later it won’t be an issue. He also wants to make sure parking is available at the future Petaluma Station site. He suggested discussing SMART’s survey of real estate property in regards to what is an asset and liability in the near future. Also, the Petaluma Trestle could be turned into a community asset vs. a liability.

Director Fudge stated that the Town of Windsor is conducting a parking study and a community meeting will be held on Monday, April 8th. One of the considerations is to evaluate parking district in Downtown Windsor. Also, once the Windsor Extension project is complete it will free-up parking spot at the Airport Station.

Mr. Mansourian stated that he will research fares and parking and report back to your Board. Chair Phillips stated that the Future Topics for Discussion: Long Term Goals and Objectives, Accessible Spaces Onboard, Composition of SMART Board of Directors, Sea level Rise, Fiber Optic Use in Emergencies, Quiet Zone Status, North Coast Trail legislation and Real Estate Ownership and Development will be discussing in the same format at a later time.

Public Comment
Duane Bellinger voiced his concerns regarding the Corona Station. He also would like the Veteran’s Discount to be agendized at a future meeting.

David Schonbrunn has opposed a series a sales tax measures and bridge toll increases. He suggested changing various factors to gain public and voter support, and to be more transparent with Financial reporting. He voiced his concerns about SMART being cost effective because there are too many staff here today.

Eris Weaver she thanked staff for the status pathway update. She is happy that he bicycle/pedestrian path will be built along with rail toward Windsor. She suggested having a timetable addressing the completion of the pathway. Also, the price structure will need to be considered/evaluated to make the First and Last-mile a successful program.

Richard Brand stated that he received wonderful information today, that he was not aware of. He suggested that SMART continue to providing SMART history to bring awareness to the public and businesses. He acknowledged Mr. Gamlen for providing the history about the pathway.

Rick Coates stated that is very important that the various trails/pathways that the cities have constructed to get connect to SMART. Also, there is a trail segment between Downtown Santa Rosa station and Prince Memorial Greenway that has not been completed. If this segment is completed it would connect to the Joe Rodota trail.
Steve Birdlebough stated that there is a lot of work needed to run a successful campaign.

Daisy Pistey-Lyhne stated that the Sonoma County Conservation Action was a huge SMART supporter in the 2006 and 2008 election. The Sonoma County Conservation Action has started campaigning and said that in order to be successful at the ballot a serious campaign will need to be run.

James Duncan read the article that he sent to the Press Democrat and published on March 31, 2019. He also distributed a copy of the article to Board members and the public.

Mr. Mansourian stated that SMART’s commitment is to continue to build the bicycle/pedestrian pathway that is the vision that was promised.

3. Next Regular Meeting Board of Directors, April 17, 2019 – 1:30 PM – 5401 Old Redwood Highway, 1st Floor, Petaluma, CA 94954

4 Adjournment – Meeting adjourned at 5:15PM.

Respectfully submitted,

Leticia Rosas-Mendoza
Clerk of the Board

Approved on: ____________________
April 17, 2019

Sonoma-Marin Area Rail Transit Board of Directors
5401 Old Redwood Highway, Suite 200
Petaluma, CA 94954

SUBJECT: Monthly Finance Reports

Dear Board Members:

RECOMMENDATION: Information Item

SUMMARY:
We are presenting the monthly financial report for activity through the month of March. All revenues and expenses are within budgeted amounts. Gross sales tax received through the month of February is $25,742,658. Fare and parking revenues are $3,155,202 which exceeds budgetary projections to date. Bond fund investments through February totaled $19,303,064 while other cash and investments equaled $46,202,800.

Very truly yours,

Erin McGrath
Chief Financial Officer

Attachment(s): 1) Monthly Financial Report
2) Contract Summary
### Budget Report

#### FY 2018-19

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<tr>
<th></th>
<th>FY 2018-19 Budget</th>
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<th>Remaining Budget</th>
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<th>FY 2018-19 Budget</th>
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<td><strong>Administration</strong></td>
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## Investment Report

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**SMART Operating Accounts**

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## Capital Project Report

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<td>San Rafael to Larkspur Extension</td>
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| Totals                             |                                                                     | $63,274,475.00             | $29,591,846.40                     |

*Actuals-To-Date includes invoices that have been approved as of March 31, 2019, but may not have been processed in SMART’s Financial System.*
April 17, 2019

Sonoma-Marin Area Rail Transit Board of Directors
5401 Old Redwood Highway, Suite 200
Petaluma, CA 94954

SUBJECT: Approval for Change Order 01 to Contract No. CV-BB-18-002 with Ghilotti Brothers, Inc. in an amount of $34,439

Dear Board Members:

RECOMMENDATION:
Approval Resolution Number 2019-03 authorizing the General Manager to execute for Change Order 01 to Contract No. CV-BB-18-002 with Ghilotti Brothers, Inc. in an amount of $34,439 and no additional time for modifications to the maintenance pit for the wheel truing machine at the Rail Operation Center.

SUMMARY:
In September 2018, your Board approved the purchase of a wheel truing machine for the Rail Operation Center and authorized a contract to modify the facility to accommodate the wheel truing machine. This Change Order provides additional modifications to the maintenance pit that have been determined necessary to accommodate changes during the fabrication of the wheel truing machine.

The wheel truing machine is currently being manufactured with a planned installation in May 2019. Due to some changes to the wheel truing machine during fabrication, there is a need for additional modifications to the concrete rail support system. In addition, the wheel truing machine requires an internet connection inside the maintenance building. This contract change order provides the necessary concrete modifications and a new fiber optic connection to the existing SMART data center to install and operate the wheel truing machine.

Staff recommends authorizing the General Manager to execute Change Order 01 for $34,439 and no additional time to Contract No. CV-BB-18-002 for a total not-to-exceed amount of $192,939.00.

FISCAL IMPACT: Funding is included in the Fiscal Year 2018-2019 budget and is supported by Senate Bill 1 funding from the State of California.

REVIEWED BY: [ X ] Finance [ X ] Counsel

Very truly yours,

Bill Gamlen, P.E.
Chief Engineer

Attachment(s): Resolution No. 2019-03
RESOLUTION OF THE BOARD OF DIRECTORS OF THE SONOMA-MARIN AREA RAIL TRANSIT DISTRICT APPROVING A CHANGE ORDER TO CONTRACT NO. CV-BB-18-002 RELATED TO MODIFICATION THE TRUING MACHINE MAINTENANCE AT THE RAIL OPERATIONS CENTER

WHEREAS, District entered into Contract No. CV-BB-18-002 with Ghilotti Brothers, Inc.; and

WHEREAS, Contract Change Order No. 01 provides additional modifications to the maintenance pit for the wheel truing machine; and

WHEREAS, the District desires for the modifications to be completed as part of the scope; and

WHEREAS, Contract No. CV-BB-18-002 was approved through a competitive solicitation and procurement process and the work included in this Change Order is consistent with the scope of work previously awarded; and

WHEREAS, this Change Order meets the specifications and requirements of Contract No. CV-BB-18-002; and

WHEREAS, Contractor and SMART staff negotiated a final cost of $34,439 for this Change Order; and

NOW, THEREFORE, BE IT RESOLVED AS FOLLOWS:

1. That the foregoing recitals are true and correct.

2. That Change Order No. 01, a copy of which is attached hereto and incorporated herein as Exhibit “A”, is hereby approved.
Resolution No. 2019-03
Sonoma-Marin Area Rail Transit District
April 17, 2019

PASSED AND ADOPTED at a regular meeting of the Board of Directors of the Sonoma-Marin Area Rail Transit District held on the 17th day of April 2019, by the following vote:

DIRECTORS:
AYES:
NOES:
ABSENT:
ABSTAIN:

________________________________
Gary Phillips, Chair, Board of Directors
Sonoma-Marin Area Rail Transit District

ATTEST:

________________________________
Leticia Rosas-Mendoza, Clerk of Board of Directors
Sonoma-Marin Area Rail Transit District
Change Order 001
Contract No.: CV-BB-18-002
Contract Title: Wheel Truing Machine

Issued to: Ghilotti Brothers, Inc.
525 Jacoby Street
San Rafael, CA 94901
Phone: (415) 454-7011

CO Title: Additional Modification to the Maintenance Pit

The Contract Price due to this CO will change by: $34,439.00
The Contract Performance Time due to the CO will be change by: 0 calendar days

EXCEPT AS MODIFIED BY THIS CHANGE ORDER, ALL TERMS AND CONDITIONS OF THE CONTRACT, AS PREVIOUSLY MODIFIED, REMAIN UNCHANGED AND IN FULL FORCE AND EFFECT. THE PARTIES AGREE THAT THIS CHANGE ORDER IS A FINAL AND EQUITABLE ADJUSTMENT OF THE CONTRACT TIME AND CONTRACT AMOUNT AND CONSTITUTES A MUTUAL ACCORD AND SATISFACTION OF ALL CLAIMS, CURRENT OR FUTURE, OF WHATEVER NATURE CAUSED BY OR ARISING OUT OF THE FACTS AND CIRCUMSTANCES SURROUNDING THIS CHANGE ORDER INCLUDING, BUT NOT LIMITED TO, DIRECT, INDIRECT AND CONSEQUENTIAL COSTS; ADDITIONAL TIME FOR PERFORMANCE; AND THE IMPACT OF THE CHANGE SPECIFIED IN THIS CHANGE ORDER, ALONE OR TAKEN WITH OTHER CHANGES, ON THE UNCHANGED WORK.

Description of change:
Due to some changes to the wheel truing machine during fabrication, there is a need for additional modifications to the concrete rail support system. In addition, the wheel truing machine requires an internet connection inside the maintenance building. This contract change order provides the necessary concrete modifications and a new fiber optic connection to the existing SMART data center to install and operate the wheel truing machine.

Concurred By: 
Project Engineer Date District Chief Engineer Date
John Riley Bill Gamlen

The undersigned agrees to the terms and conditions described herein.

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<tr>
<th>Contractor Acceptance</th>
<th>Sonoma-Marin Area Rail Transit</th>
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<td>Title: General Manager</td>
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<tr>
<td>(Authorized Signature for Contractor) Date</td>
<td>(Authorized Signature for Owner) Date</td>
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<tr>
<td>Thomas Barr</td>
<td>Farhad Mansourian</td>
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Page 1 of 2
Change Order 001
Contract No.: CV-BB-18-002
Contract Title: Wheel Truing Machine

Compensation for this Change Order will be made by adding the following Pay Item(s):

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<td>Additional Modification to the Maintenance Pit</td>
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Initials:  

Project Engineer  
Contractor  
Chief Engineer  

Page 2 of 2
April 17, 2019

Sonoma-Marin Area Rail Transit Board of Directors
5401 Old Redwood Highway, Suite 200
Petaluma, CA 94954

SUBJECT: SMART District Sales Tax Renewal

Dear Board Members:

RECOMMENDATION:
Direct Staff to Prepare Strategic Plan and other Supporting Documentation for Renewal of the SMART Sales Tax in March 2020

BACKGROUND:
SMART’s ¼ cent sales tax, enacted in 2008 by 70% of voters, has produced $289 million in revenues for SMART through Fiscal Year 2018. This revenue stream has allowed SMART to both build and operate the current transit system that runs from San Rafael in Marin to Airport Boulevard in Sonoma, and then to go on to seek additional funding for four additional rail cars, extensions to Larkspur and Windsor, and additional pathway extensions beyond our current built system. As envisioned in the findings for Measure Q, we leveraged the $289 million in sales tax received to date to bring in over $304 million for building and operating our transit system. This has led to $550 million of direct investment in the transportation infrastructure of the two Counties, with more to come.

In addition to the building of the system and creating an entire transit agency, the existence of Measure Q has also spurred the creation of jobs, such as the growth of BioMarin in San Rafael whose buildout was due to the walking distance of their new space from SMART. Commercial, retail and all-important housing is being built in Rohnert Park principally due to the SMART station there. The existence of SMART as an operating transit district has allowed also for active partnerships with others who have funded an additional $22.9 million in multiuse pathway either on or made possible by our rail right of way.

The original sales tax, Measure Q, was anticipated to bring a stream of $890 million total. However, that stream was initially reduced significantly following the great recession that occurred almost simultaneously with the vote.
The SMART Board, at that time, was forced to reconcile a lower stream of revenue with higher project costs. Project cost estimates in the original Expenditure Plan stated that the entire project could be built for $541 million. Following the addition of PTC to the project, further study during preliminary engineering, and work related to significant environmental permitting, the Board made the difficult decision to Phase the project in order to move forward and progress on the Measure Q goals.

Despite the challenging times, a repeal effort, and a delicate economic recovery, SMART was able to issue important bonds against Measure Q that allowed the project to go forward. At every step in the process, we included in our financial plans significant reserve against the unknown in the cost of operations, a reserve that exists in the Fiscal Year 2018-19 budget at $17 million. However, our prior plans did not discuss which year SMART would seek renewal of the tax. Those prior financial plans provided for the use of Measure Q not just for the construction project but also for the continued operation of the transit district. Tax funding supplements all commuter rail operations in the State of California as well as numerous transit districts.

In our planning for the next three years, we anticipate that our increasing debt service payments plus anticipated operating costs will require tapping into our healthy reserve to cover ongoing operating costs. The high cost of skilled labor needed to operate and maintain the train has been discussed numerous times with your Board. The specialized nature of the rail cars will require over $10 million in new equipment in the coming three years. The current year budget approved by the Board required an additional $5 million from that reserve in order to balance expenses against revenues.

In our efforts to evaluate SMART’s operating budget, we look to every way possible to keep costs from rising and find smarter, leaner ways to do everything. However, our train riders are demanding more service, not less. Significant operating expenditure reductions could only be achieved with a reduction in service, which would be the opposite direction from the way we as a transit provider want to move. We also do not control a large portion of our revenue other than fares, so increasing our operating revenue is also not an option. In fact, your Board has expressed interest in discussing ways to provide a reduced fare option for people with low incomes, which would lower revenues.

**PROPOSED DIRECTION:**

Therefore, we recommend that the best way to balance available revenue and expense would be to provide for a longer window for debt repayment of the original bonds. An extension of the sales tax past its current expiration date of 2029 would provide room for debt restructuring and bring expense down in the future. The sooner this is achieved, the faster the imbalance can be resolved. In addition, this year provides an opportunity to prepare for a tax renewal as part of the Measure Q-required Strategic Plan. Finally, we have an opportunity to have the tax renewal considered by a large number of voters in March of 2020 as part of California’s Presidential Primary, when voter turnout is anticipated to be high.
In order to move toward placing a measure on the March 2020 ballot, SMART would need to prepare the following documents and present them to your Board for consideration over the coming weeks and months:

- **Strategic Plan:** Involves a general discussion of current revenues and expense and projections for the future. Will also include:
  - Modeling of sales tax extension ideas and debt restructuring options
  - Identify different funding strategies for extensions to Healdsburg and Cloverdale
  - Provide information on future revenue stream available following debt restructuring
  - Estimates of future capital replacement needs for existing infrastructure, such as the repaving of pathway, replacement of train engines, upgrading of train control equipment

- **Expenditure Plan:** The Strategic Plan process would also include an expenditure plan authorizing the categories of uses for future sales tax

- **Short Range Transit Plan:** This year SMART is required to complete a Short Range Transit Plan which is required by federal rules and our funding partners at the Metropolitan Transportation Commission. This is similar to the Strategic Plan and has required elements such as:
  - Operating and Capital Planning Budget information
  - Fare Structure and Potential Changes
  - Revenue Fleet analysis
  - Service and System evaluations
  - Facilities evaluations and replacement schedules

- **Ordinance placing a Tax Renewal on the Ballot:** This would be an ordinance approving submittal of the measure to Sonoma and Marin Registrar of Voters.

- **Cost Estimates for Tax Renewal:** SMART will be required to pay for the placement of the tax renewal on the ballot of each County. We will bring that cost back to you in advance of any decision to be made.

In addition, staff will bring to your Board any further information that becomes available, including any survey or polling information on tax renewal, updated financial information, the official ballot statement, and any other legal submissions required.

As discussed at the April 3 Board Workshop, the Citizen’s Oversight Committee has already begun work on preparing and considering the Strategic Plan. The Plan will be prepared over the next few months, incorporating data from the Fiscal Year 2020 budget that will be considered by your Board in May. Final work on the Plan will be complete in September, allowing for the Board to consider a ballot measure in October and November. The schedule is as follows:

<table>
<thead>
<tr>
<th>Sales Tax Process</th>
<th>Strategic Plan Process</th>
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<tbody>
<tr>
<td>April 17 - Direct staff on tax</td>
<td>March 28 – Initial Meeting</td>
</tr>
<tr>
<td>May 15 - Board budget review</td>
<td>June 4 – First Draft Review</td>
</tr>
<tr>
<td>June 5 - Board budget approval</td>
<td>July 23 – Second Review</td>
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<tr>
<td>October 2 - Board Discussion, first chance for vote</td>
<td>Early September – Final Review</td>
</tr>
<tr>
<td>November 6 - Final Board action submitting ballot measure</td>
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<tr>
<td>March 3, 2020 – Sales Tax Vote</td>
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</table>
FISCAL IMPACT: Costs related to Measure Q renewal will be included in the budget presentation at your May 15th meeting.

REVIEWED BY: [X] Finance KR [X] Counsel

Very truly yours,

Erin McGrath
Chief Financial Officer

Attachments: Presentation from April 3 Meeting
OVERVIEW

▪ Build on Success of last 11 years, proactive planning for future

▪ Ensure that the Train and Path continue to serve the public for future generations
  » Brief overview of sales tax
  » Importance of Sales Tax in financial picture
  » How to plan for future of sales tax
  » Recommended next steps
SALES TAX HISTORY

- SMART’s ¼ cent sales tax, enacted in 2008 by 70% of voters, is essential to everything SMART has done
- Allowed SMART to stop debating and start delivering
- 2008 expenditure plan estimated 20-year stream of sales tax would produce $890 million total
- Great Recession = dropped dramatically SMART was forced to reduce expectations and Phase the project and adjust accordingly.
- Through FY 2018, received $289 million, but delivered $550 million project, built a brand new transit agency runs 24-7, 365
SALES TAX HISTORY

- SMART Board, at a critical time had the **foresight** to move forward with a Phased approach, and capitalize on the low construction costs.

- Despite the naysayers, in 2011-12 issued bonds to provide the funds deliver a now $550 million rail transit system

  (1 million passengers strong)

- Bonds issued resulted in our current debt service of $16 million, which is 42% of $38 million in sales tax this year
SALES TAX HISTORY:

» At each decision point, staff has prepared models and projections with the goal of being sustainable for the future

» Models and projections have been incorporated into Strategic Plans and approved by SMART Board

» Prior plans and models never addressed when sales tax should be renewed

» Each model and plan stressed the importance of creating significant operating reserve because of the nature of starting a brand new system with multiple unknowns

» $17 million reserve in FY 2019 against the unknown
SALES TAX HISTORY

- Like other rail transit districts, operations rely on financial support of sales tax.
- Each prior financial plan showed sales tax supplementing fare revenues; renewal essential to long-term planning.
- Fortunately, although lower than projected in 2008, tax revenue continues to grow steadily following initial recession.

*2018 Receipts affected by State Collections Backlog
SALES TAX PLANNING

- Since testing and the start of passenger service, cost pressures have pushed expenses higher than anticipated:
  - Labor costs higher to attract and retain qualified staff; competing with BART, VTA, CalTrain
  - Additional year of operating costs prior to revenue (federal approval delays) meant $18 million in costs with no fare or state revenue
  - Increased number of operations staff to ensure public safety on trains, for managing state of the art rail system and DMU operations
  - High cost of communications and train control technology (PTC) to ensure of safety & comply with regulations
  - Safety and security staff and equipment necessary to monitor the entire right of way
SALES TAX PLANNING

- Fiscal Year 2018-19 Budget included 10 new full-time positions within operations to prepare for closing the ‘gap’ and four new train cars

- Total operations department budget this year $26.9 million, which is almost $10 million higher than anticipated in 2014

- FY 2018-19 Budget approved by the Board required $5 million in reserves for operations
SALES TAX PLANNING

- Current debt service of $16 million -- this leaves only $22 million of sales tax funds for all other needs

- Other revenues:
  - Fare revenue $3.6 million
  - State Transit Assistance: $1.7 million
  - SB 1 revenues for operations: $3.9 million
  - Other state sources for capital and state of good repair

- Despite available revenues, expenses are currently bumping against revenues, and debt service grows in future years

- Potential for recession or economic slowdown would impact each and every revenue source
SALES TAX RENEWAL

- Increasing debt service payments + operating costs in early projections indicate that healthy reserve will be relied on to cover ongoing costs.
  - Ongoing maintenance of SMART’s rail cars will require $10 million additional in capital maintenance over the next three years starting with the expiration of the vehicle warranty this October

- Without a **PLAN**, SMART will draw down reserve quickly, be unable to add more service and will need to reduce costs which will lead to reduced service

- Future health of SMART system relies on addressing the need now rather than later
SALES TAX RENEWAL

- As a new, exciting alternative to the congestion and stress of commuting by car, SMART should continue to expand service and grow ridership.

- Cuts in staff in service right now would reduce revenue and make the train less usable.

- Better alternative=debt restructuring
Strategic Plan = Every 5 years

2019 Strategic Plan Kickoff last week with Citizens Oversight Committee (COC)

COC agreed plan should show impact of Sales Tax renewal in order to show long-term planning options

Assuming Sales Tax renewal, Plan will include:
  » Projections for operating costs
  » Revenue strategies for Healdsburg and Cloverdale
  » New Expenditure Plan

Creation and approval of plan in conjunction with COC will provide more details to Board members on the benefit and need for sales tax renewal
SALES TAX RENEWAL

**WHY NOW?**

- We cannot plan ongoing operations and expansions with ballot box uncertainty in our fiscal future
- Sales Tax must be renewed well before 2029 expiration
- 10-20% swing in turnout of voters in Presidential year
  - Because of 2/3 vote requirement, must renew in a large-turnout year
  - Options for Presidential years 2020 or 2024: **2024 is too late**
- If efforts fail, then we have more time to implement savings and revenue strategies, waiting any longer would not be fiscally prudent
- March 2020 Presidential Primary SMART’s best option
TIMETABLE: STRATEGIC PLAN & TAX RENEWAL

Sales Tax Process

➢ **April 17** direct staff on tax

➢ May 15 Board budget review

➢ June 5 Board budget approval

➢ October 2 Board Discussion, first chance for vote

➢ November 6 Final Board action submitting ballot measure

➢ **March 2020 Ballot**

Strategic Plan Process

➢ Initial Meeting **March**

➢ 1st Draft plan June

➢ 2nd Draft review July

➢ Final Plan approval early September 2019
RECOMMENDATION

- Staff prepare an item for discussion and vote at April 17 meeting to move forward with the targeting for a **March 2020** vote on renewing the SMART sales tax.

- Once direction is given, staff can begin preparations and bring information back to Board as needed during the year. Items to be brought back would include:
  - Finalized Strategic Plan
  - Information items needed for ballot submission
  - Surveys and/or polling results
  - Actual ordinance, official ballot statement, other legal submissions
April 17, 2019

Sonoma-Marin Area Rail Transit Board of Directors
5401 Old Redwood Highway, Suite 200
Petaluma, CA 94954

SUBJECT: Consideration of a Pilot Program providing free rides for Youth 18 years and younger, accompanied by a fare-paying adult, and free parking on weekends and holidays from May 25 through September 9, 2019 (Memorial Day weekend through Labor Day weekend).

Dear Board Members:

RECOMMENDATIONS:
Approve the creation of a Pilot Program to allow for free rides on SMART for Youth aged 18-years and younger, when accompanied by a fare-paying adult, and free parking on the days SMART provides weekend or holiday service between May 25 through September 9, 2019 (Memorial Day weekend through Labor Day weekend).

SUMMARY:
The purpose of consideration of this Pilot Program proposal is to test how to grow a generation of transit riders, create a culture of transit within the broader community and grow SMART ridership where on-board train capacity exists.

With the start of passenger rail services, Your Board established fare policy over the course of six meetings between 2014 and 2017. Included in that policy was the decision to invest in a Clipper-only fare collection system, technology and pricing decisions, and the adoption of three guiding principles. Those principles are:

- Principle of including financial sustainability for SMART in development and evaluation of fare programs;
- Principle of providing a service that is reasonably affordable for the public; and,
- Principle of incentivizing the business community and other institutions to select SMART and public transit as their transportation choice.
Shortly after service launch, the October 2017 Sonoma County firestorm presented a major disruption to SMART, both in terms of actual service provision and from the displacement of thousands of area residents, some of whom had already begun to incorporate SMART into their travel patterns.

In 2018, SMART continued to provide reliable service, with an on-time performance of 97.3% for the year, and consistent ridership patterns began to develop throughout the day and week. Financial planning and fare setting exercises anticipated approximately 300 daily passengers during the weekends, with actual ridership on weekends being realized at two to three times the anticipated number of riders. The weekdays, however, experience extreme peaking during commute periods, while on weekends on-board seat capacity remains on most trips.

During the Weekday, SMART offers 17-round trips, and the southbound morning and northbound evening commute trips regularly experience standing room only trains, with bicycle racks filled to capacity. SMART has deployed a third car into the system where possible to ease this capacity congestion. Other trains that have witnessed high levels of congestion include some surprises, such as midday northbound trips. When SMART has offered free service, all trains operate above capacity, with extremely high load factors and standing room only a common occurrence. On Weekends and Holidays, SMART operates a 5-round trip schedule over the course of the day. Weekend ridership is notably lighter than weekday ridership and, even though there are fewer train trips offered, the average number of people per train is lower on weekends than on weekdays.

In an effort to encourage new riders to try riding SMART where onboard capacity exists, this Weekend/Holiday Pilot Program is being proposed to allow Youth 18-years and younger to ride for free during Summer 2019, when accompanied by a fare-paying adult. Due to weekday load factors on-board trains during peak commute periods, limiting this Pilot Program to Weekend/Holiday periods will help maintain the capacity needed to satisfy existing SMART commuter demand for space on-board trains. This proposed program can be implemented within the Clipper regional fare collection system rules, is feasible for onboard rail operations staff to manage and is cost effective to execute.

By offering this program from May 25 through September 2 (Memorial Day weekend through Labor Day weekend) on all Weekends and Holidays, SMART will be providing free service for Youth for 33 weekend and holiday days. During Summer 2018, Youth (5-18) comprised approximately 10% of weekend riders, or about 99 per day. Of those Youth riders, 22% have fares paid for by Clipper and 78% are having their fares paid through the mobile app. Compared to the Summer 2018 riders as a whole, where 66% of all riders are paying with Clipper versus 34% paying with the mobile app. In short, people who use the mobile app on the weekends are much more likely to have kids with them. This is likely in part because of three factors:
- the first being the requirement for obtaining a Youth discount Clipper card off site prior to the day of travel,
- the second being because the parties (family) are not frequent SMART/Bay Area Transit riders, and
- the third being because the parties (family) are likely traveling in a larger group, making the ability to purchase multiple fares with one transaction on the mobile app more appealing.

SMART operations staff report customers onboard trains on Weekends/Holidays are frequently excursion travelers with grandkids or children who state they would ride more frequently if children were free. That feedback regarding the prohibitive cost to bring multiple children onboard has also been received by SMART Outreach staff at community events regarding why people have not attempted to ride the train yet.

In mid-2018, Sonoma County Transit, faced with available capacity and a desire to grow ridership on several routes, began a pilot program to provide free fares on their local bus routes, subsidized by the local governments. The pilot program is taking place in Sebastopol, Windsor, Healdsburg, Sonoma Valley and the Russian River area, with each shuttle route receiving customized branding and naming. The results have been dramatic, particularly as related to Youth riders. In particular on the Windsor and Sebastopol routes, kids are now riding the Sonoma County Transit buses to and from school, creating several routes that are filling to near capacity. On the Windsor Shuttle, ridership for Youth 18 and under is up 329% in just the first 5 months of service over the prior fiscal year. On the Sebastopol Shuttle ridership for youth is up 306% in the first 7 month of service over the prior fiscal year.

We will return to Your Board with periodic status reports as the program is implemented and a final report on ridership results, feedback from patrons, lessons learned and any recommendations regarding program modification.

In addition to the SMART Pilot Free Youth on Summer Weekend Fare Program, a Pilot Free Summer Weekend Parking Program is proposed in SMART-owned parking lots. This program is intended to facilitate access to SMART with the intention of growing SMART weekend ridership and to better align SMART parking policies with other regional transit providers, such as the Golden Gate Larkspur Ferry and BART, where parking is free on weekends for passengers of the transit system. During this pilot program for free parking, all other SMART parking regulations apply, such as no overnight parking.

**FISCAL IMPACT:** Loss of Youth 5-18 fare revenue, loss of Parking revenue, and increase in marketing and outreach costs are estimated at less than $50,000 and are anticipated to be offset by increased ridership revenues from other fare categories.

Very truly yours,

[Signature]

Farhad Mansourian
General Manager
April 17, 2019

Sonoma-Marin Area Rail Transit Board of Directors
5401 Old Redwood Highway, Suite 200
Petaluma, CA 94954

SUBJECT: Approve Change Order No. 031 to Contract No. CV-DB-16-001 with Stacy and Witbeck/Herzog JV in an amount of $652,470

Dear Board Members:

RECOMMENDATIONS:
1) Approve Resolution Number 2019-02 authorizing the General Manager to execute Change Order 031 to Contract No. CV-DB-16-001 with Stacy and Witbeck/Herzog JV in an amount of $652,470 and no additional time to the Larkspur Extension Project to Install Grade Crossing Improvements at Main Street in Penngrove.

2) Authorize the General Manager to execute a Funding Agreement with the County of Sonoma for the modifications to the Main Street at-grade crossing in Penngrove. The County is funding all of the work.

SUMMARY:
The County of Sonoma has been pursuing the implementation of a four-quadrant gates (“quad gates”) for the Main Street at-grade crossing in Penngrove in order to eliminate vehicular medians in the roadway. In addition, quad gates will improve vehicular visibility for motorists on Woodward Avenue since the existing warning gate that holds traffic back from the intersection will be eliminated. The County has also included pedestrian path-of-travel improvements for the southeast quadrant of the intersection. Overall, this work completes intersections enhancements that the County has been coordinating with the Penngrove community.

The County prepared construction documents for the improvements that SMART staff has reviewed and used to solicit pricing from the SMART Larkspur Extension Contractor, Stacy and Witbeck/Herzog, JV. The contractor submitted a price of $652,470 for the work. The County reviewed and accepted the contractor’s price.
The County has secured funding to pay for the work. On April 2, 2019, the Sonoma County Board of Supervisors approved the enclosed funding agreement that was prepared by County and SMART staff for the work.

Thus, SMART staff is recommending that your Board approve Change Order No. 031 to Contract No. CV-DB-16-001 with Stacy and Witbeck/Herzog JV in an amount of $652,470 to install grade crossing improvements in Penngrove and authorize the General Manager to execute a funding agreement with the County of Sonoma to fund the work.

**FISCAL IMPACT:** The County of Sonoma is funding the work.

**REVIEWED BY:** [X] Finance [X] Counsel

Very truly yours,

Bill Gamlen, P.E.
Chief of Engineer

Attachment(s):
1) Resolution Number 2019-02
2) Funding Agreement with the County of Sonoma
3) Visuals of Main Street, Penngrove
RESOLUTION OF THE BOARD OF DIRECTORS OF THE SONOMA-MARIN AREA RAIL TRANSIT DISTRICT APPROVING A CHANGE ORDER TO CONTRACT NO. CV-DB-16-001 RELATED TO MODIFICATION TO THE MAIN STREET, PENNGROVE AT-GRADE CROSSING

WHEREAS, District entered into Contract No. CV-DB-16-001 with Stacy and Witbeck/Herzog, JV for the Larkspur Extension Contract; and

WHEREAS, Contract Change Order No. 031 provides for at-grade crossings modifications to Main Street, Penngrove; and

WHEREAS, the District desires for the improvements to be completed as part of the scope of the work of the Larkspur Extension; and

WHEREAS, Contract No. CV-DB-16-001 was approved through a competitive solicitation and procurement process and the work included in this Change Order is consistent with the scope of work previously awarded; and

WHEREAS, this Change Order meets the specifications and requirements of Contract No. CV-DB-16-001; and

WHEREAS, Contractor and SMART staff negotiated a final cost of $652,470 for this Change Order; and

NOW, THEREFORE, BE IT RESOLVED AS FOLLOWS:

1. That the foregoing recitals are true and correct.

2. That Change Order No. 031, a copy of which is attached hereto and incorporated herein as Exhibit “A”, is hereby approved.
Resolution No. 2019-02
Sonoma-Marin Area Rail Transit District
April 17, 2019

PASSED AND ADOPTED at a regular meeting of the Board of Directors of the Sonoma-Marin Area Rail Transit District held on the 17th day of April 2019, by the following vote:

DIRECTORS:
AYES:
NOES:
ABSENT:
ABSTAIN:

________________________________
Gary Phillips, Chair, Board of Directors
Sonoma-Marin Area Rail Transit District

ATTEST:

______________________________
Leticia Rosas-Mendoza, Clerk of Board of Directors
Sonoma-Marin Area Rail Transit District
Change Order 031
Contract No.: CV-DB-16-001
Contract Title: Larkspur Extension Project

Issued to: Stacy and Witbeck/Herzog, A Joint Venture
2800 Harbor Bay Parkway
Alameda, California 94502
Phone: (510) 393-2520

CO Title: Penngrove Grade Crossing Warning System Modification

The Contract Price due to this CO will change by: $652,470.00
The Contract Performance Time due to the CO will be change by: 0 calendar days

EXCEPT AS MODIFIED BY THIS CHANGE ORDER, ALL TERMS AND CONDITIONS OF THE CONTRACT, AS
PREVIOUSLY MODIFIED, REMAIN UNCHANGED AND IN FULL FORCE AND EFFECT. THE PARTIES AGREE
THAT THIS CHANGE ORDER IS A FINAL AND EQUITABLE ADJUSTMENT OF THE CONTRACT TIME AND
CONTRACT AMOUNT AND CONSTITUTES A MUTUAL ACCORD AND SATISFACTION OF ALL CLAIMS,
CURRENT OR FUTURE, OF WHATEVER NATURE CAUSED BY OR ARISING OUT OF THE FACTS AND
CIRCUMSTANCES SURROUNDING THIS CHANGE ORDER INCLUDING, BUT NOT LIMITED TO, DIRECT,
INDIRECT AND CONSEQUENTIAL COSTS; ADDITIONAL TIME FOR PERFORMANCE; AND THE IMPACT OF
THE CHANGE SPECIFIED IN THIS CHANGE ORDER, ALONE OR TAKEN WITH OTHER CHANGES, ON THE
UNCHANGED WORK.

Description of change:
Modify the Main Street grade crossing warning system in Penngrove, including, but not limited to, installation of quad gates, installation of HMA dikes and curbs, trim existing cantilever arm, install concrete pedestrian walkway with detectible warning surfaces, installation of traffic striping, removal of medians, installation of concrete panels, removal or rotation of existing crossing signals and foundations, installation of high wind profile gate arm, and installation of traffic loops, conduits and cabling. The attached cost proposal SWH-SMART-098 provides details and is incorporated into this change order.

Concurred By: Concurred By:
Project Engineer Date District Chief Engineer Date
Ahmed Thleiji Bill Gamlen

The undersigned agrees to the terms and conditions described herein.

<table>
<thead>
<tr>
<th>Contractor Acceptance</th>
<th>Sonoma-Marin Area Rail Transit</th>
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</thead>
<tbody>
<tr>
<td>Title: Project Rep.</td>
<td>Title: General Manager</td>
</tr>
<tr>
<td>(Authorized Signature for Contractor) Date</td>
<td>(Authorized Signature for Owner) Date</td>
</tr>
<tr>
<td>Dan Elshire</td>
<td>Farhad Mansourian</td>
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</table>
Compensation for this Change Order will be made by adding the following Pay Item(s):

<table>
<thead>
<tr>
<th>Pay Item No.</th>
<th>Funding Source</th>
<th>Description</th>
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<tr>
<td>CO 031</td>
<td>1002K</td>
<td>Penngrove Grade Crossing Warning System Modification</td>
<td>LS</td>
<td>1</td>
<td>$652,470</td>
<td>$652,470</td>
</tr>
</tbody>
</table>
FUNDING REIMBURSEMENT AGREEMENT

SONOMA-MARIN AREA RAIL TRANSIT DISTRICT AND COUNTY OF SONOMA

THIS REIMBURSEMENT AGREEMENT ("Agreement") is entered into as of _______________, 2019, by and between the SONOMA-MARIN AREA RAIL TRANSIT DISTRICT (District), a public entity duly established under the laws of California, and the COUNTY OF SONOMA (County), a political subdivision of the State of California.

Recitals

A. The SMART rail corridor, historically known as the Northwestern Pacific Railroad Authority (NWPRA), generally parallels Highway 101 running north-south in Sonoma and Marin Counties. The corridor is owned by the District from Milepost (MP) 68.22 in Healdsburg southward to MP 11.4 in Corte Madera.

B. District is obligated to operate and maintain the rail corridor in accordance with applicable California Public Utilities Commission (CPUC) and Federal Railroad Administration (FRA) laws and regulations.

C. District has completed California Environmental Quality Act (CEQA) review and is proceeding with design and construction of passenger rail service and accompanying multi use path along an approximately 70-mile existing rail corridor extending from Cloverdale in Sonoma County, California, to a location near the ferry terminal in Larkspur, Marin County, California.

D. The County desires to upgrade the existing grade crossing protection system by adding exit gates to the system and installing pedestrian improvements at Main Street in Penngrove (MP 43.3) (the "Work").

E. At the request of the County, the District is agreeable to constructing the improvements through its Design-Build Contract CV-DB-11-001.

F. The list of improvements/Work is documented in Exhibit A that is incorporated and included as part of this Agreement.

G. The County is committed to contributing to paying for the Work which a change order cost proposal has been received in the amount of $652,470.

Agreement

NOW, THEREFORE, for good and valuable consideration, the receipt and adequacy of which are hereby acknowledged, County and District agree as follows:

1. RECITALS

   A. The above recitals are true and correct and are hereby incorporated in and expressly form a part of this Agreement.

2. COORDINATION

   A. County shall coordinate the Work with District’s Chief Engineer or his designee, Contact information for the parties’ respective representatives is set forth below:
### 3. SCOPE OF WORK

A. **Proposed Improvements/Work.** District shall construct grade crossing improvements at Main Street in Penngrove. The improvements are described in detail in the plans prepared by the County and included here as Exhibit A.

B. **Request for Additional Work.**

1. **Initiation Conference:** The County may initiate a request for additional work to be covered under this Agreement. Such request shall be made in writing to SMART. The request shall include a description of the proposed work. Following receipt of the request, the parties shall meet to establish and agree on the following information:

   a. Project Manager Information (name, address, phone number, fax number, and email address).

   b. Project Information (project name, project area, location map).

   c. Project/task number.

   d. Account number.

   e. Time allowed to perform the work or Construction Schedule.

2. **Agreement Memorandum.** SMART will prepare an Agreement Memorandum setting forth the terms for the additional work as established during the Initiation Conference. The Agreement Memorandum will be executed by both parties prior to SMART’s issuance of a written authorization to proceed.

### 4. DISTRICT’S RESPONSIBILITIES

District shall be responsible for the following:

A. **Insurance and Indemnification:** District shall require its contractor to insure and indemnify the County for activities associated with the Work.

B. **Contract Administration:** District shall administer the construction contract for the Work. Costs to the District of administration of the Work are reimbursable under this Agreement pursuant to Section 6 below.
5. **COUNTY’S RESPONSIBILITIES**

County agrees to perform the following:

A. **Payment**: The County shall be responsible for all costs associated with the Work which is shown in Exhibit B and any unknown or differing site condition costs which could arise as part of constructing the Work. The County shall reimburse District in accordance with Section 6 below.

B. **Final Plans, Specifications**: All design required for the Work is the County’s responsibility.

C. **Utilities**: County shall coordinate with public and private utility companies to resolve any utility conflicts that may arise as part of constructing the Work.

D. **Right of Entry**: County shall provide any required permits to the District’s Contractor at no cost for the Work.

E. **Inspection**: County shall be responsible for all inspection and acceptance of the Work. The County shall not direct the District’s contractor.

6. **REIMBURSEMENT PROCEDURES**

Within 15 days of receipt of District’s invoice, County shall reimburse District for the construction management, administrative and construction costs for the Work. The total reimbursement amount from County to District under this Agreement shall not exceed the total estimated costs set forth in Exhibit B plus the estimated costs for any additional work approved pursuant to Section 3B(2) without the prior written approval of County. District flagging, construction management and overhead costs for the Work are included in Exhibit B and will not exceed 10% of the total cost of construction of the Work.

7. **ADDITIONAL REQUIREMENTS**

A. **Amendments to Agreement**

This Agreement may be amended only by the mutual written consent of both parties.

B. **Indemnification**

Each party shall indemnify, defend, protect, hold harmless, and release the other, its officers, agents, and employees, from and against any and all claims, loss, proceedings, damages, causes of action, liability, costs, or expense (including attorneys’ fees and witness costs) arising from or in connection with, or caused by any act, omission, or negligence of such indemnifying party in connection with the performance of this Agreement. This indemnification obligation shall not be limited in any way by any limitation of the amount or type of acts, disability benefit acts, or other employee benefit acts.
C. **Termination**

This Agreement shall terminate upon County’s acceptance of the Work. Notwithstanding, the foregoing, either party may terminate this Agreement by giving 30-days prior written notice to the other party, in the manner described in Section 7.D of this Agreement, of its intent to terminate. In the event of termination, District shall provide County with immediate access to restore County facilities. County shall pay District for all expenses associated with the proportion of work completed as of the termination date.

D. **Notice**

Unless otherwise requested by a party, all notices, demands, requests, consents or other communications which may be or are required to be given by either party to the other shall be in writing and shall be deemed effective upon service. Notices shall be deemed to have been properly given when served on the party to whom the same is to be given by hand delivery or by deposit in the United States mail addressed to the party as follows:

**District:**  
Bill Gamlen, P.E  
Chief Engineer  
Sonoma-Marin Area Rail Transit District  
5401 Old Redwood Highway  
Petaluma, CA 94954

**County:**  
Johannes J. Hoevertsz, P.E.  
Director of Transportation and Public Works  
County of Sonoma  
2300 County Center Drive, Suite B100  
Santa Rosa, CA 95403

When a notice is given by a generally recognized overnight courier service, the notice, invoice or payment shall be deemed received on the next business day. When a notice or payment is sent via United States Mail, it shall be deemed received seventy-two (72) hours after deposit in the United States Mail, registered or certified, return receipt requested, with the postage thereon fully prepaid. In all other instances, notices, and payments shall be effective upon receipt by the recipient. Changes may be made in the names and addresses of the person to whom notices are to be given by giving notice pursuant to this paragraph.

E. **Governing Law**

This Agreement shall be governed by and construed in accordance with the laws of the State of California.

F. **Entire Agreement**

This instrument contains the entire agreement between the parties, and no statement, promise, or inducement made by either party or agents of the parties that is not contained in this written contract shall be valid or binding; and this contract may not be enlarged, modified, or altered except in writing signed by the parties.
G. Authority of County and District

The undersigned hereby represent and warrant that he or she has authority to execute and deliver this Agreement on behalf of County and District.

H. No Waiver of Breach

The waiver by any of the Parties of any breach of any term or promise contained in this Agreement shall not be deemed to be a waiver of such term or provision or any subsequent breach of the same or any other term or promise contained in this Agreement.

I. Time of Essence

Time is and shall be of the essence of this Agreement and every provision hereof.

IN WITNESS WHEREOF, the District and the County have executed this Agreement as of the date first above written.

COUNTY OF SONOMA: SONOMA-MARIN AREA RAIL TRANSIT DISTRICT

By: By:
Johannes J. Hoevertsz Farhad Mansourian
Director of Transportation and Public Works General Manager
County of Sonoma SMART

ATTEST:

County Clerk

APPROVED AS TO FORM: APPROVED AS TO FORM FOR DISTRICT:

By: By:
Bruce Goldstein, County Counsel Thomas Lyons, SMART Counsel
GENERAL:

1. ALL WORK INDICATED SHALL BE ACCOMPLISHED USING NEW MATERIALS, UNLESS OTHERWISE NOTED.
2. QUESTIONS OR CONFLICTS BETWEEN VARIOUS ELEMENTS OF THE CONTRACT DOCUMENTS SHALL BE IN WRITING TO THE ATTENTION OF THE ENGINEER AND RESOLVED BEFORE PROCEEDING WITH THE WORK.
3. EXISTING CONDITIONS, DIMENSIONS AND ELEVATIONS SHOWN HEREIN HAVE BEEN DETERMINED FROM THE AS-BUILT DRAWINGS OF THE PREVIOUS CONSTRUCTION CONTRACTS AND ARE FINAL TO FIELD INVESTIGATIONS. THE CONTRACTOR SHALL VERIFY ALL EXISTING INFORMATION AND REPORT ANY DISCREPANCIES TO THE ENGINEER BEFORE COMMENCING WORK.
4. AS-BUILT DRAWINGS FROM PREVIOUS CONSTRUCTION CONTRACTS FOR THE EXISTING PAVEMENT, STRUCTURES AND SECONDARY STRUCTURES ARE AVAILABLE FOR REFERENCE FROM SONOMA COUNTY.
5. ALL STREET IMPROVEMENTS SHALL BE CONSTRUCTED IN ACCORDANCE WITH THE EXISTING PAVEMENT CONDITIONS, ENGINEERING STANDARDS, ALL WORK NEEDS MATERIALS, SPECIFIED AND SHOWN ON THE PLAN, AND IN CONFORMITY WITH THE LOCAL BUILDING REGULATIONS, POLICIES, AND THE REQUIREMENTS OF THE CONTRACT DOCUMENTS.
6. PRIOR TO THE CONSTRUCTION OF ANY EXISTING PAVEMENT, THE CONTRACTOR SHALL SUBMIT A REQUEST TO THE ENGINEER FOR APPROVAL.
7. THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION. THE USA ADMINISTRATION NUMBER SHALL BE IN THE JOB SITE.
8. CONTRACTOR SHALL PROTECT EXISTING STRUCTURES, FACILITIES, SEWAGE, SEWER, UTILITIES, PLANTERS, DEVICES AND EQUIPMENT NOT DESIGNATED FOR REMOVAL FROM THE ROADWAY, PRIOR TO PROGRESS EXCAVATION OR INFERRED EXCAVATION ACTIVITIES.
9. PRIOR TO PLACING CURB, ERECTION, ASARO, CONCRETE, SUBGRADE OR BASE MATERIAL, ALL UNDISTURBED UTILITIES WITHIN THE HIGHWAY RIGHT-OF-WAY SHALL BE INSTALLED, COVERED COMPLETELY, AND THE CONSTRUCTION CONTRACTS TO BE NOTIFIED BY THE UTILITIES COMPANIES HAVING UTILITIES IN THE HIGHWAY RIGHT-OF-WAY SHALL BE COVERED COMPLETELY.
10. PRIOR TO THE COMMENCEMENT OF THE WORK ON THE HIGHWAY, THE CONTRACTOR SHALL BE CERTIFIED TO PERFORM EXCAVATION OR INFERRED EXCAVATION ACTIVITIES.
11. PRIOR TO ANY WORK BEING DONE TO A ROAD, THE ROAD SHALL BE CLOSED TO TRAFFIC, PRIOR TO THE COMMENCEMENT OF THE WORK ON THE HIGHWAY, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
12. THE CONTRACTOR SHALL PERFORM THE WORK IN SUCH A MANNER AS TO AVOID DAMAGE TO EXISTING UTILITIES OR ACTIVITIES, AND NO WORK SHALL BE PERFORMED WITHOUT THE CONSENT OF THE UTILITIES OR ACTIVITIES.
13. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
14. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
15. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
16. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
17. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
18. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
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20. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
21. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
22. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
23. PRIOR TO ANY EXCAVATION OR INFERRED EXCAVATION ACTIVITIES, THE CONTRACTOR SHALL NOTIFY UNDERGROUND SERVICE ALERT (USA) 800-642-2444, TWO (2) WORKING DAYS PRIOR TO ANY EXCAVATION.
24. CONTRACTOR SHALL PROVIDE AND MAINTAIN EXISTING UTILITIES, FACILITIES, AND SERVICES, INCLUDING ALL SCAFFOLDS AND PALING, TO THE SATISFACTION OF THE ENGINEER BEFORE PROCEEDING WITH THE WORK.
25. CONTRACTOR SHALL PROVIDE AND MAINTAIN EXISTING UTILITIES, FACILITIES, AND SERVICES, INCLUDING ALL SCAFFOLDS AND PALING, TO THE SATISFACTION OF THE ENGINEER BEFORE PROCEEDING WITH THE WORK.
26. CONTRACTOR SHALL PROVIDE AND MAINTAIN EXISTING UTILITIES, FACILITIES, AND SERVICES, INCLUDING ALL SCAFFOLDS AND PALING, TO THE SATISFACTION OF THE ENGINEER BEFORE PROCEEDING WITH THE WORK.
27. CONTRACTOR SHALL PROVIDE AND MAINTAIN EXISTING UTILITIES, FACILITIES, AND SERVICES, INCLUDING ALL SCAFFOLDS AND PALING, TO THE SATISFACTION OF THE ENGINEER BEFORE PROCEEDING WITH THE WORK.
28. CONTRACTOR SHALL PROVIDE AND MAINTAIN EXISTING UTILITIES, FACILITIES, AND SERVICES, INCLUDING ALL SCAFFOLDS AND PALING, TO THE SATISFACTION OF THE ENGINEER BEFORE PROCEEDING WITH THE WORK.
NOTE:
1. CONTRACTOR SHALL COMPLY WITH CALIFORNIA BUSINESS AND PROFESSIONS CODE SECTION 8771 (e) REGARDING REFERENCING, PRESERVING, AND RECONSTRUCTING MONUMENTS, WHETHER OR NOT MONUMENTS ARE SHOWN IN THESE PLANS.
2. ALL REFERENCES TO UTILITIES, IMPROVEMENTS, STRUCTURES, BUILDINGS, PARKING, EASEMENTS, SERVITUDE, AND ENCROACHMENTS ARE BASED SOLELY ON ABOVE GROUND, VISIBLE EVIDENCE, UNLESS ANOTHER SOURCE OF INFORMATION IS SPECIFICALLY REFERENCED HEREIN.
3. THE RIGHT-OF-WAY SHOWN HEREIN IS A PRODUCT OF RECORD MAPS ROTATED ON TO FOUND MONUMENTS, AND SHOULD NOT BE RELIED UPON AS DEFINITIVE: THE FIELD SURVEY WAS RESTRICTED TO MONUMENTS THAT WOULD ORIENT RECORD DATA, THESE LINES MAY CHANGE UPON COMPLETION OF A BOUNDARY SURVEY.
4. PROPERTY LINES SHOWN HEREIN ARE A GIS PRODUCT AND ARE PRELIMINARY IN NATURE. BASED UPON PUBLICLY AVAILABLE RECORDS, THEY SHOULD NOT BE RELIED UPON AS DEFINITIVE AND DO NOT REPRESENT A BOUNDARY SURVEY.

LEGEND:
\[ \text{CONTROL POINT} \]

---

**BASIS OF BEARINGS:**

CALIFORNIA COORDINATE SYSTEM, CS63, EPOCH 2000.00 AS SHOWN ON RECORD OF SURVEY OF THE SMART PROJECT CONTROL IN BOOK 741 OF MAPS AT PAGES 1-24.

**CONTROL POINTS**

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**CONTRACT POINTS**

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</table>
NOTES:
1. All distances shown are approximate. Verify measurements in field.
2. For abbreviations, see sheet T-1
3. Contractors shall positively identify and locate all utilities before any demolition work.

LEGEND:
- HMA TIRE TO BE REMOVED
- Exist overhead electrical utilities
- Exist electrical utilities
- Exist natural gas utilities
- Exist sewer utilities
- Exist storm drain utilities
- Exist water utilities

---

Main St
"W" Line

R/W

Building To Remain

R/W

EXIST UTILITY PODE TO REMAIN

EXIST UTILITY BOX TO REMAIN

EXIST WATER VALVE TO REMAIN (Typ)

R/W
NOTES:
1. All signs shall remain during construction unless otherwise noted.
2. The contractor shall verify all controlling field dimensions before ordering or fabricating materials.
3. All sign codes are Federal sign codes unless otherwise designated as California sign codes.
4. Existing roadside sign (one post)
5. Existing SSBM sign
6. Pavement delineation detail
7. Crosswalk and limit line per CALTRANS Std Plans A24E
8. Rem Traffic striping

LEGEND:
- Existing roadside sign (one post)
- Existing SSBM sign
- Pavement delineation detail
- Crosswalk and limit line per CALTRANS Std Plans A24E
- Rem Traffic striping

Notes:
- All signs shall remain during construction unless otherwise noted.
- The contractor shall verify all controlling field dimensions before ordering or fabricating materials.
- All sign codes are Federal sign codes unless otherwise designated as California sign codes.

Legend:
- Existing roadside sign (one post)
- Existing SSBM sign
- Pavement delineation detail
- Crosswalk and limit line per CALTRANS Std Plans A24E
- Rem Traffic striping

Notes:
- All signs shall remain during construction unless otherwise noted.
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- Existing SSBM sign
- Pavement delineation detail
- Crosswalk and limit line per CALTRANS Std Plans A24E
- Rem Traffic striping
## Work Budget

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<td>Contingency (10%)</td>
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<tr>
<td>SMART (10% of Construction Cost)</td>
<td>$ 65,247</td>
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<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$782,964</strong></td>
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February 14, 2019

Mr. Bill Gamlen  
Sonoma Marin Area Rail Transit  
5401 Old Redwood Highway  
Petaluma, CA 94954

Reference: SMART Larkspur Extension Project  
Contract No. CV-DB-16-001  
SWH Job No 16507

Subject: Quad Gates at Penngrove

Dear Mr. Gamlen,

Stacy and Witbeck/Herzog, a Joint Venture (SWH) submits pricing for the installation of Quad Gates on Penngrove Main St per drawings dated November 08, 2018. Total cost for this work is $652,470.00

Please see clarification below:

1) Any Permits are Excluded  
2) Quality Control is Excluded  
3) Cost associated with Rail Road Protection is Excluded  
4) All work to be completed during the weekday during normal daytime working hours.  
5) Cost do not include pricing for Remob after the completion of the Larkspur Project.

Please find attached cost breakdown.

Should you have any questions please do not hesitate to contact the undersigned.

Sincerely,

Stacy and Witbeck/Herzog, A JV

Nick Slama  
Contractors Representative

cc: DE, file
## COR - 72 - Quad Gates at Penngrove

<table>
<thead>
<tr>
<th>Description</th>
<th>QTY</th>
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<th>Rate/Cost</th>
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<td>Remove AC dike</td>
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<td></td>
<td></td>
<td>$ 480,255.88</td>
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**Total Change Order** $ 652,469.27
**Project:** SMART Larkspur Extension – PCO 55  
Penngrove Que Cutter Changes  

**Location:** Penngrove  
**Bid Date:** 2/12/19  
**Contract:**  

**Date:** 2/12/19  
**To:** Nicholas Slama – Stacy and Witbeck/Herzog  
**From:** Austin Smith  

---

**The Following is Our Bid for the Above-Referenced Project**

<table>
<thead>
<tr>
<th>Bid Item</th>
<th>Description</th>
<th>Quantity</th>
<th>Unit Price</th>
<th>Total</th>
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<td>Trim SMA</td>
<td>Lump</td>
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<tr>
<td></td>
<td>Trim SMA two (2) feet and relocate signal tenon</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>And gear. Traffic Control by others. *Sub required</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>B</td>
<td>Bore Under Main St</td>
<td>Lump</td>
<td>$22,000.00</td>
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<tr>
<td></td>
<td>Bore two (2) four (4) inch SCH 40 HDPE conduits</td>
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<tr>
<td></td>
<td>under Main St. Conduits will be left stubbed at</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Both sides to be routed accordingly by others. Any</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Pot hole pave/patch back, bore pit backfill, and</td>
<td></td>
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<tr>
<td></td>
<td>Traffic control to be done by others.</td>
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**Total Base Bid:** $28,000.00

**Note:**  
1. Bid Based on Monthly Progress Payments with Final Payment (including retention) due 30 days after acceptance of our work by the owner.  
2. Any Plan changes or specifications issued for this scope of work/plan sheets will require re-quoting and/or additional compensation for changes made.

**Addenda’s Noted:**  
**Excludes:**  
1) Layout/Staking  
2) Permits/Fees including Caltrans  
3) Bond  
4) Traffic Control  
5) Off Haul of Spoils  
6) PG &E Fees (if any)  
7) Hazardous Waste Removal
PROPOSAL #: 

PROJECT NAME: Penngrove Quad Gates
PROJECT LOCATION: Penngrove Ca

Stacywitbeck
Attn: Nick Slama

Ahlborn Fence & Steel, Inc. offers to provide materials and/or labor to complete the following work:

Install appx 32ft of 4ft black vinyl coated chainlink fence with top and bottom rails, core drilling existing concrete is included.

Total for work as described above, all taxes included-$5920.

All public works bids that have a bid opening date, Ahlborn Fence & Steel, Inc. must be notified within 10 days of bid date if listed as a subcontractor on this project. We reserve the right to withdraw our bid if not notified in this time frame.

EXCLUSIONS:

- Permits, bonds, and inspection fees are excluded.
- Ahlborn Fence & Steel, Inc. will be responsible for ordering a standard Underground Service Alert (U.S.A.) for location of public utilities.
- Private utilities are to be located and marked by others. Damage done to unmarked private utilities is not the responsibility of Ahlborn Fence & Steel, Inc.
- Exact line, location and elevation of the fence is to be determined by owner prior to starting work.
- All protection of potential runoff into waterways and drain systems is the responsibility of the General Contractor/Controlling Contractor.
- After execution of contract, deleted scope items may not be credited at full price due to Ahlborn Fence & Steel, Inc. administration and set up procedures.
- All excavated posthole dirt will be spread on site unless otherwise stated in this proposal.
- All painting and staining of fences are excluded unless stated otherwise in this proposal.
- Matching of colored concrete is excluded.
- Traffic control is excluded.
- This entire proposal must be included as part of the subcontract.

Note: This proposal is good for 30 (thirty) days from proposal date.
Ahlborn Fence & Steel, Inc. is a proud member of the American Fence Association, the California Fence Contractors Association, the National Ornamental & Miscellaneous Metals Association, and the North Coast Builders Exchange. We would like to thank you for taking the time to review our proposal. Should you have any questions or if I can be of further assistance, please do not hesitate to call.

Respectfully submitted,

Tom Ahlborn
AHLBORN FENCE & STEEL INC.
BID PROPOSAL

February 6, 2019

Mr. Nicholas Slama
Stacy Witbeck, Inc
2800 Harbor Bay Parkway
Alameda, CA 94502

PROJECT: Penngrove Quad Gates
DHRG ESTIMATE NO. 19-013 – REV 1

Dear Mr. Slama:

De Haro Ramirez Group proposes to furnish and install work for the above referenced project per plans and specifications by Mark Thomas dated 11/09/18, and in accordance with De Haro Ramirez Group Standard Proposal Conditions (see attached).

Specific Inclusions:

Mobilization / General Conditions:
1. Provide DHRG project superintendent and management
2. Job site clean-up of DHRG scope of work items

Off-Site Civil Concrete
1. Form and install Concrete Side Walk Per Sonoma County Standard Specification including Truncated Dome.
2. Form and install Curbs at Walk Way/Truncated Dome Edge Per Sonoma County Standard Specification.

Specific Exclusions:
1. Anything not part of “Specific Inclusions” is excluded from this bid proposal.
2. Division 1 general requirements as they pertain to G.C.
3. Site Sub Grade excavation
4. Off haul and disposal of dirt spoils
5. Hazardous material abatement or handling of any kind.
6. Furnish of steel embeds of any kind.
7. Drill & Dowel and Sandblast operation due to recent OSHA Silica restrictions
8. Furnish and installation of base rock under site concrete.
9. Fine grade and compaction of base rock under site concrete
10. Pedestrian and traffic control
Specific Conditions/Qualifications:
1. The terms and conditions of this proposal as detailed in the scope of work and the exclusions supersede the General Terms and Conditions of Stacy Witbeck or those of the Prime Contract between Stacy Witbeck and owner for project Penngrove Quad Gates for which this proposal applies.
2. This proposal is contingent upon our review of final and complete construction documents.
3. No geotechnical report has been provided for this project.
4. All changes to work and subsequent increases and/or decreases to the contract price must be directed in writing and agreed as evidenced by mutual signature on said writing.
5. Sequence and timing to be in accordance with mutually agreed upon schedule strictly followed by all concerned Contractor and subcontractor to work out a mutually agreeable pour sequence.
6. This proposal is contingent upon one continuous and uninterrupted construction mobilization.
7. If this proposal is accepted it must be attached as a rider to, or specifically reference to it in its entirety on the contract documents.
8. Pricing is based on acceptance of all bid items included in this proposal in their entirety. Pricing is subject to change upon acceptance of only select bid items without prior DHRG approval.

Standard Exclusions:
1. Anything not part of “Specific Inclusions” is excluded from this bid proposal.
2. Professional Survey and staking.
3. Permits or City/County Fees, Testing or Inspection Fees.
4. Traffic control systems, sidewalk barricades, pedestrian access structures, police supervision.
5. Preparing all concrete sub grades, and rock grades to zero tolerance average, and random deviations of plus or minus .10”. Excavation for toe under curbs.
6. Protection of existing finish surfaces.
7. Aggregate base, sand, foam fill and compaction under all paving sections.
8. Backfill and compaction of walls and planters.
9. Mass excavation and shoring for wall installation. Grade to be provided to top of wall footing.
10. Backfill upon completion of wall construction.
11. Excavation for structures.
12. All shoring and dewatering.
13. Saw cutting and demolition of existing concrete or AC.
14. AC paving, signage and striping.
15. Miscellaneous utility trench patch back.
17. Concrete work inside building lines or work shown on structural drawings.
18. Night time and weekend work.
19. Supply and Install of Masonry Items, Granit curb, bricks, boulders, decorative rocks, decomposed granite, etc.
20. Supply and install of all precast concrete items.
21. Supply and install of wood benches and other elements attached to concrete walls.
22. Patch back waterproofing due to install of concrete formwork, we will minimize penetrate and coordinate with waterproofing sub to identify penetrations.
23. Supply of all steel/misc. metals imbedded items. Noising treads, handrail sleeves, lettering, etc.
24. FOOTINGS for park luminaries, signs, benches, bike racks, play equipment, architectural elements, site furnishings, mechanical, electrical and carpentry units, trash receptacles, drinking fountains and fence post, irrigation, mechanical, electrical equipment sign relocations, etc.
25. Protection or repair due to vandalism.
26. Waterproofing and repair to waterproofed surfaces.
27. White Cement.
28. Slab sealers and joint fillers.
30. Special Insurances, waiver of subrogation, ongoing operations and excess liabilities over $2,000,000. Deductibles for OCIP/CCIP programs. DHRG reserves the right to adjust insurance premiums based on final insurance requirements.
31. OCIP/CCIP WRAP polices deductibles above $2,000.00. OCIP/CCIP workers comp deducts based on an EMR rating of 1.0.
32. Bond.

Standard Terms:
1. Monthly progress payments to 90% of degrees of completion, retention due within 30 of substantial completion.
2. Proposal expires 90 days from date shown.

Pricing:

**GRAND TOTAL** $21,506.00
(See Attached Schedule)

If you have any questions, please feel free to contact our office.

Submitted by:

De Haro Ramirez Group

By: **Ricardo Marrun**

Ricardo Marrun, Senior Estimator
## Penngrove Quad Gates

**REV 1**

**February 6, 2019**

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
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<th>Unit</th>
<th>Price</th>
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<td>SF</td>
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<td>10</td>
<td>Hoisting - Labor hours for rigging and traffic control. We figure use of Tower Crane</td>
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<td>Composite Cleanup</td>
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### TOTAL

- **BASE BID AMOUNT**: $21,264.47
- **Deduct for OCIP**: 0.00% $0.00
- **SUB-TOTAL**: $21,264.47
- **ADD TEXTURA**: 0.18% $38.28
- **ADD FOR ADDITIONAL COST OF OCIP DEDUCTABLE OF $25,000.00 (DHRG Current Deductable is $2,000.00)**: $0.00
- **ADD SF CITY GROSS RECEIPTS BUSINESSE TAX**: 0.96% $204.14
- **TOTAL**: $21,506.88

---

**Notes**

- REF! = Reference
- REF! = Deduct
- SF = Square Foot
- LS = Labor Hour
- DHRG = Deductible
- OCIP = Other Cost of Performance Improvement
- SF City = Sales Factor

---

**Page 89 of 121**
NOTES:

1. THIS DRAWING REPRESENTS TYPICAL CONCRETE AND BEDDING CONSTRUCTION REQUIREMENTS FOR ALL TYPES OF CURB RAMPS.

2. CONCRETE SHALL CONTAIN SIX SACKS OF CEMENT PER CUBIC YARD.

3. SEE GENERAL NOTES ON SONOMA COUNTY DEPARTMENT OF TRANSPORTATION AND PUBLIC WORKS CONSTRUCTION STANDARDS DRAWING 224B.
REV 1 - Pre-Cast
Concrete Not Included
January 22, 2019

Nick Slama
Stacy and Witbeck, Inc. (SWI)
2800 Harbor Bay Parkway
Alameda, CA 94502

Reference: Penngrove Quad Gates Signal Upgrades Quote (Change Notice 015) – Revised per 100% Drawings

Subject: Systems Pricing and Scope

Dear Mr. Slama,

Modern Railway Systems (MRS) is pleased to provide pricing for the above project per the below clarifications and assumptions.

A. Proposal – Basis Documentation
   1. Transmittal No. SMART/SWH - 070

B. Construction Schedule and Phasing
   1. Sequencing and internal Milestones to be agreed to in Project Schedule. MRS assumes work is to take place during the Larkspur Extension base contract work.
   2. Adequate work areas with all required civil work (including all conduit full mandreled with pull ropes installed) complete to allow for continuous Systems installation.
   3. MRS assumes no re-mobilization of crews.

C. Commercial Clarifications
   1. Insurances have been included.
   2. Railroad and Builders Risk Insurances have been excluded.
   3. Bonding has been excluded.
   4. DBE participation has been excluded.
   5. Sales Tax of 8.50% has been included.

D. Scope
   1. Furnish and Install 2 each new gates.
   2. Modification of 2 each existing gates.
   3. Modifications to existing house.
   4. Furnish and install 4 each TWC loops.
   5. Furnish and install signal cable for new gates and loops.
   6. Provide design, testing and commissioning.
   7. Remove of existing cable and gate(relocate)
E. Assumptions and Exclusions

1. All exclusions and assumptions per our base proposal remain.
2. All conduit and pull boxes excluded.
4. Traffic control is excluded.
5. All traffic signal work is excluded.

F. Price

$369,854.00

We appreciate this opportunity and we look forward to helping to make this project successful. If you have any questions, please do not hesitate to contact me.

Best regards,

Harry Newell
HNewell@modrailsystems.com

Attachments:
Form BS – Bid Schedule – Larkspur Extension

Cc:
Ryan Snow
Paul Rieger
Steve Lindsay
Jeff Willcox
### Scope of Work

The work included:
- Design, furnish, install, test and commission gate modifications at the Main St. crossing in Pennegrove
- Furnish, install and test two (2) new gates
- Modifications to two (2) existing gates including offset gate arm conversion bracket, wind guard and mast
- Furnish and install new cable for gates and TWC loops
- Furnish, install and test four (4) new TWC loops (conduit, J-box by others)
- Remove of existing cable and gate (relocate)

### Notes / Exclusions:
- Exclusions and assumptions from base contract remain for this Change Order
- Excludes infrastructure including but not limited to conduit, handholes, pullboxes and manholes
- Excludes traffic control, flagging, railroad flagging, EIC's and watchmen
- Removal of existing crossing gate and associated foundation at northeast corner of Woodward (sheet 9 of 12 / Note 8 on 12 of 12)
- Excludes all traffic signal work including but not limited to trimming of existing controller

### Subcontractors

<table>
<thead>
<tr>
<th>Item</th>
<th>QTY</th>
<th>UNIT</th>
<th>Unit Costs</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
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**Subtotal (Subcontractors)** $279,492

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**Subtotal (MRS Indirects)** $51,617

### Equipment

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<td>1/2 Ton Pickup (Supervision)</td>
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**Subtotal (Equipment)** $2,445.92

### Travel & Per Diem

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**Subtotal (Travel & Per Diem)** $5,000.00

### Other

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**Subtotal (Other)** $11,676

### All Direct Costs

**Subtotal (All Direct Costs)** $330,226

**Markup** 12% $39,627

**Total Sell Price** $369,854
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**Subtotal**

- Material: $35,549
- Tax: 6.0%
- Subtotal Material: $38,562.37
- Subtotal Equipment & Small Tools: $23,349.34
- Subtotal Labor, Equipment, Material: $61,911.71
- Installer Indirects: 0%
- Total Indirects: $0
- Sub/Prime Markup: 0%
- Sub/Prime Markup: $0
- Total Price: $61,911.71
December 19, 2018
Serialized No.: ALSTOM/MRS-0005


Subject: Change order for Penngrove Quad Gates – New 100% Drawings November 9, 2018.

Dear Mr. Harry Newell,

Alstom Signaling Operation is pleased to provide a proposal regarding the Changes identified below on the new 100% drawings for Penngrove Crossing received by email November 26, 2018. The additional work consists of the items identified below.

System Engineering: 0 hours $0
Application Engineering: 4 hours $621
Project Management: 2 hours $474
Total Labor: 6 hours $1,095

Additional Material:
- Install new mast and sidelights facing Woodward Ave in NW quadrant
- Exit gates have double sided junction boxes
- Add three foot offset gate arm conversion bracket
- Offset wind guard in NW quadrant

Material total: $6,089
Shipping $500
Sum of Labor and Material $7,584
Tax: $692
Grand Total: $8,375

Alstoms’ total quoted price for your solution is set out herein in U.S. Dollars, shipment shall be per Inco terms 2010 Ex-Works JOBSITE, and is exclusive of all tariffs, licenses, bonds, and permits.

Material shipment will be at lead time once a change order or NTP- Notice to Proceed is received.

Should you have any questions, please feel free to contact me.

Sincerely,
Shawn Crabtree  
Senior Project Manager  
Alstom Signaling Operation, LLC  

cc: Bill Shields
May 2, 2018  
Serialized No.: ALSTOM/MRS-0084

REF: 1) Subcontract Agreement, dated 28th day of June, 2013, by and between Alstom Signaling Operation, LLC, hereinafter called “Alstom”, and Modern Railway Systems, Inc., hereinafter called “MRS”. Project Name: SMART E-ATC Project  
2) Drawings from Main St.

Subject: Penngrove Quad Gate

Dear Mr. Steve Lindsay,

Alstom is pleased to provide a proposal for the Penngrove Quad Gate and Ped Gate Change per MRS’s request email dated 4/17/18 titled Penngrove Quad Gate and Ped at Grade Crossing.

Breakout per below:

Material = $77,406  
AE Hours 238 hours = $33,161  
PM hours 24 = $4,202  
Tax = $10,329  
Total: **$125,098**

Includes:
- 2 new WCH Exit gates with lamps and bells and 4 new gate arms with lamps  
- Loop detectors with ground loop cable  
- Integration of change into existing shelter location  
  - New Charger  
  - Additional ElectroLogIXS I/O  
  - Plans  
  - New application Logic

The schedule will be a mutually agreeable schedule once a Change Order is received.

Alstoms’ total quoted price for your solution is set out herein in U.S. Dollars, shipment shall be per Inco terms 2010 Ex-Works JOBSITE, and is exclusive of all tariffs, licenses, bonds, and permits.

This proposal will remain valid for sixty - (60) days from the date of this letter.
Alstom welcomes the opportunity to provide a solution to your transportation needs. If you have any questions or require any further assistance, please feel free to contact us.

Sincerely,

[Signature]
Shawn Crabtree
Senior Project Manager
Alstom Signaling Operation, LLC

cc: Bill Shields
**Concrete Crossings & Railroad Products**  
Washington, California, Nebraska, & Texas Mfg. Facilities  
Home Office: 7304 NE St. Johns Rd. Vancouver, WA 98665  
Phone (360) 694-3221 * Fax (360) 694-3882 * Mobile (503) 803-0629

---

**Price Quotation: Concrete Crossing Panels - SMART Larkspur**

**Location:** Petaluma, CA  
**Submittal Date:** 1/15/2019

**Customer:** Stacy and Witbeck / Herzog Joint Venture  
**Address:** 5401 Old Redwood Highway, Suite 200  
Petaluma, CA 94954  
**Phone:** 510-393-2520

<table>
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<th>Unit $</th>
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<tbody>
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<td>Omega Steel-Clad Concrete Crossing Panels. SMART Standard 8.125' Lag-Down Panels Designed For Use With 115 RE Rail. Panels Are Constructed Using Air Entrained 6000+ psi Concrete Mix, Two Mats Of #5 ASTM A706 Rebar Reinforcement, 3&quot; X 3&quot; Steel Angle Frame, Pre-Attached Rubber Flangeway Filler With 2.5&quot; ADA Gauge Flangeway Opening, Non-Conductive Gauge Panel Shunt Break, Stainless Steel Lifting Eyes, Skid- Resistant Finish, And Liquid Membrane Concrete Sealant. Precast Panel Design Meets AASHTO HS20-44 Load Rating. Designed For Use On 10' Prestressed Concrete Ties Spaced 24&quot; On Center. <strong>ALL STEEL, CONCRETE, AND RUBBER PRODUCTS ARE MADE IN THE USA.</strong></td>
<td>$192.00</td>
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<tr>
<td>1</td>
<td>Optional Steel End Deflector Plates ($425 Per Set). One Set Covers Both Ends Xing</td>
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<td></td>
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**Note:** Due To Unpredictable Fuel Prices, All Freight Rates Are Subject To Change At Actual Time Of Delivery.

**Total:** $4,370.00

**Delivery:** Special Order - TBD based on current workload  
**Terms:** Net 30 Days  
**Quoted By:** Mark L. Mottola  
**Title:** Sales Mgr.

---

Thank you for the opportunity to bid on this job, if you have any questions please feel free to call.  
Please note that quotations are valid for SIXTY (60) DAYS from submittal date. **State Sales tax not included.**
Transmittal

Contract No.: CV-DB-16-001
Contract Title: Larkspur Extension Project

Transmittal No: SMART/SWH – 070

From: Ahmed Thleiji
Office Engineer
Sonoma-Marin Area Rail Transit
5401 Old Redwood Highway, 2nd Floor
Petaluma, California 94954

To: Dan Elshire
Project Manager
Stacy and Witbeck, Inc.
2800 Harbor Bay Parkway
Alameda, California 94502

Date: 12/04/2018

Subject: Transmittal 070 – Change Notice 015 Penngrove Grade Crossing Warning System Modification

Sending Via: Email

☐ Shop Drawings  ☐ Copy of Letters  ☐ Plans
☐ Prints  ☐ Change Orders  ☐ Change Notices
☐ Specifications  ☐ Other
☐ Samples  ☐ CEPC

Transmitted as Noted Below:

☐ For Approval  ☐ For Your Use  ☐ As Requested  ☒ For Review and Comment

Transmittal Items:
SMART signed Change Notice 015

Notes:

Please see attached Change Notice and provide a cost proposal as requested in the Change Notice.

Signed:  12/04/18

Field File Number(s):

Distribution:
Change Notice No. 015
Contract No.: CV-DB-16-001
Contract Title: Larkspur Extension Project

Date Prepared: 11/29/2018
Change Notice Title: Penngrove Grade Crossing Warning System Modification

COST & TIME PROPOSAL ONLY. Contractor shall submit, within fourteen days (14) of this request, a detailed price and schedule proposal supported with documentation that reflects all direct and indirect cost and time-related impacts on the Contract. Change Notice shall be in compliance with “General Condition 4.2.1 Change Notices and Change Requests”.

Scope of Work:

Please provide a price proposal for the following changes on the Main Street grade crossing warning system in Penngrove, including, but is not limited to:

- Installation of quad gates
- Installation of HMA dikes and curbs
- Trim cantilever arm
- Install concrete pedestrian walkway with detectible warning surfaces
- Installation of traffic striping
- Removal of medians
- Installation of concrete panels
- Removal or rotation of existing crossing signals and foundations
- Installation of high wind profile gate arm
- Installation of traffic loops, conduits, and cabling

See attached plan for more information.

Issued By: Ahmed Thleiji
Title: Project Engineer

Concurred By: Bill Gamlen
Title: Chief Engineer

Acknowledged By: [Signature]
Title: Project Representative

1/15/19
GENERAL:

1. All work required shall be accomplished using new materials, unless otherwise noted.

2. Questions or conflicts between various elements of the Contract Documents shall be brought to the attention of the Engineer and resolved before proceeding with the work.

3. Existing conditions, elevations, and locations shown herein have been verified from the original drawings of the previous contractor. Any work performed to existing conditions, elevations, and locations shall be verified by the Contractor prior to proceeding with the work.

4. All existing drawings from previous construction contracts for the existing rail stations and secondary structures are available for reference from Sonoma County.

5. All street improvements shall be constructed in accordance with the California Roadway Design Guidelines. All work and materials specified and shown on the plans within Sonoma County Roadways must conform to Sonoma County's Most Current Standards and Specifications. All improvements shall be completed in accordance with the requirements of Title 22 of the California Code of Regulations and the California Building Code. All construction shall be inspected by the Sonoma County Engineer's Division. Contact Sonoma County Construction Inspector prior to starting any work to arrange for inspection.

6. All revisions to this plan may be reviewed by the Sonoma County Representative prior to construction. These drawings are not intended to be used as construction documents. The deviation of these drawings is the responsibility of the Contractor.

7. The Contractor shall obtain Underground Service Alerts (USA) prior to removing the existing rail stations and structures from the Sonoma County Representative prior to acceptance of the work as complete.

8. This plan shows the existing rail stations and structures from Sonoma County's为准 drawings. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

9. The Contractor shall verify all underground utilities before proceeding with the work to avoid unforeseen costs and delays.

10. This plan shows the existing rail stations and structures from Sonoma County's为准 drawings. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

11. All projects shall be started in accordance with the Sonoma County Standards and Specifications. All work and materials specified and shown on the plans within Sonoma County Roadways must conform to Sonoma County's Most Current Standards and Specifications. All improvements shall be completed in accordance with the requirements of Title 22 of the California Code of Regulations and the California Building Code. All construction shall be inspected by the Sonoma County Engineer's Division. Contact Sonoma County Construction Inspector prior to starting any work to arrange for inspection.

12. Any work performed to existing conditions, elevations, and locations shall be verified by the Contractor prior to proceeding with the work.

13. All existing drawings from previous construction contracts for the existing rail stations and secondary structures are available for reference from Sonoma County.

14. The Contractor shall be responsible for all changes made to the plans and specifications. The Contractor shall submit all changes to the Engineer for review and approval.

15. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

16. The Contractor shall be responsible for all changes made to the plans and specifications. The Contractor shall submit all changes to the Engineer for review and approval.

17. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

18. The Contractor shall be responsible for all changes made to the plans and specifications. The Contractor shall submit all changes to the Engineer for review and approval.

19. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

20. The Contractor shall be responsible for all changes made to the plans and specifications. The Contractor shall submit all changes to the Engineer for review and approval.

21. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

22. The Contractor shall be responsible for all changes made to the plans and specifications. The Contractor shall submit all changes to the Engineer for review and approval.

23. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

24. The Contractor shall provide and maintain adequate sanitary facilities (public and Sonoma County compliant) at the site during all phases of construction.

25. No work shall be performed without inspection by Sonoma County. Any work that has been completed without inspection by Sonoma County is subject to re-inspection by the Engineer. The Contractor shall provide 72 hours notice for inspection work.

26. Salt and salinity control measures are required for work year-round. All work shall be performed in accordance with the California Code of Regulations and the California Building Code. All construction shall be inspected by the Sonoma County Engineer's Division. Contact Sonoma County Construction Inspector prior to starting any work to arrange for inspection.

27. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

28. The Contractor shall coordinate these plans and drawings with plans, drawings, and specifications from other disciplines, and Sonoma County standards and specifications for all construction. All work shall be performed in accordance with the California Code of Regulations and the California Building Code. All construction shall be inspected by the Sonoma County Engineer's Division. Contact Sonoma County Construction Inspector prior to starting any work to arrange for inspection.

29. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

30. The Contractor shall be responsible for all changes made to the plans and specifications. The Contractor shall submit all changes to the Engineer for review and approval.

31. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

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43. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

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49. All existing drawings from previous construction contracts for the existing rail stations and structures are available for reference from Sonoma County. The USA shall not provide USA to the Contractor for these drawings as they are not intended for use as construction documents.

50. The Contractor shall be responsible for all changes made to the plans and specifications. The Contractor shall submit all changes to the Engineer for review and approval.
VISUAL OF MAIN STREET, PENNGROVE
April 17, 2019

Sonoma-Marin Area Rail Transit Board of Directors
5401 Old Redwood Highway, Suite 200
Petaluma, CA 94954

SUBJECT: Authorize the General Manager to execute Amendment No. 1 to the Agreement between Metropolitan Transportation Commission and VenTek Transit Inc. dated November 1, 2015 and assigned to SMART on January 1, 2019, to Purchase Four Card Vending Machines and Spare Parts

Dear Board Members:

RECOMMENDATIONS:
Authorize the General Manager to execute Amendment No. 1 to the Agreement between Metropolitan Transportation Commission and VenTek Transit Inc., dated November 1, 2015 and assigned to SMART on January 1, 2019, for the purchase of four Card Vending Machines (CVMs) and spare parts in an amount of $341,724.36 for the Larkspur, Downtown Novato and Windsor Stations.

SUMMARY:
The Metropolitan Transportation Commission (MTC) manages the regional Clipper electronic ticket program throughout the Bay Area. MTC supported the opening of SMART by adding us to the Clipper program which included purchasing Card Vending Machines (CVMs) from VenTek, providing card readers and tremendous support as we opened a new passenger rail system in the North Bay. Once the CVMs were purchased, MTC assigned the Agreement with VentTek to SMART in case we wanted to purchase additional CVMs and/or spare parts.

SMART now requires four (4) CVMs for the upcoming Larkspur (2), Downtown Novato (1) and Windsor (1) stations. The contract that MTC executed with VenTek Transit provides for option purchases through November 30, 2019. SMART staff negotiated option pricing based upon the option terms in the contract for $341,724.36. The City of Novato has budgeted for the purchase of a CVM for the Downtown Novato station as part of the construction of their third station. Both the Larkspur Extension and Windsor Extension Projects include the purchase of CVMs in their budgets as well.
Thus, SMART staff is recommending that the Board of Directors Authorize the General Manager to execute Amendment No. 1 to the Card Vending Machine Contract with VenTek Transit to Purchase Four Card Vending Machine and spare parts for $341,724.36.

**FISCAL IMPACT:** The purchase of the CVMs and spare parts is included in the respective project budgets and accounted for in the Fiscal Year 2020 budget.

**REVIEWED BY:**  
- [X] Finance  
- [ ]  
- [X] Counsel  

Very truly yours,

Bill Gamlen, P.E.  
Chief of Engineer

Attachment(s): Amendment No. 1 to the Agreement between Metropolitan Transportation Commission and VenTek Transit Inc. dated November 1, 2015
FIRST AMENDMENT TO DESIGN-BUILD AGREEMENT BETWEEN VENTEK TRANSIT INC. AND METROPOLITAN TRANSPORTATION COMMISSION AS ASSIGNED TO SONOMA-MARIN AREA RAIL TRANSIT DISTRICT

This First Amendment dated as of April 17, 2019 (the “First Amendment”) to the Design-Build Agreement by and between the Metropolitan Transportation Commission (MTC) and VenTek Transit Inc. (“VenTek”) for Sonoma-Marin Area Rail Transit Clipper® Card Vending Machines, dated as of November 1, 2015 (the “Original Agreement,” and transferred and assigned to Sonoma-Marin Area Rail Transit District (“SMART”) through the “Assignment Agreement between MTC and SMART,” dated January 1, 2019, and now as amended by this First Amendment, the “Agreement”).

RECITALS

WHEREAS, MTC entered into the Original Agreement with VenTek for SMART Clipper® Card Vending Machines (CVMs), dated November 1, 2015, as the same may have from time to time been modified amended and supplemented;

WHEREAS, pursuant to Article 13 of the Agreement, MTC assigned the Agreement to SMART effective January 1, 2019;

WHEREAS, Paragraph 2.2 of Attachment A, Scope of Work and Technical Specifications, and Paragraphs A.2 and A.4 of Attachment C-1, Materials Price Schedule, to the Agreement provide SMART with the option to purchase additional CVMs and spare parts at agreed to fixed prices;

WHEREAS, SMART now desires to exercise its option to purchase four (4) additional CVMs and four (4) sets of spare parts, for SMART’s Novato, Larkspur, and Windsor stations up to an amount not-to-exceed three hundred forty-one thousand, seven hundred twenty-four dollars and thirty-six cents ($341,724.36); and to extend the term until December 31, 2021;

NOW, THEREFORE, in consideration of the recitals set forth above and the covenants contained herein, it is mutually agreed by and between the parties that:

AGREEMENT

1. The Agreement is amended to include and incorporate Attachment K, Purchase Option for Four (4) Additional CVMs and Spare Parts.

2. Except to the extent the Agreement is specifically amended or supplemented hereby, the Agreement, together with all supplements, amendments and exhibits thereto is, and shall continue to be, in full force and effect as originally executed.
and nothing contained herein shall, or shall be construed to, modify, invalidate, or otherwise affect any provision of the Agreement.

IN WITNESS WHEREOF, the parties hereto have executed this First Amendment as set forth below.

SONOMA-MARIN AREA RAIL TRANSIT DISTRICT

Dated: _____________ By________________________________
            Farhad Mansourian, General Manager

VENTEK TRANSIT INC.

Dated: _____________ By________________________________
            Its __________________________________

APPROVED AS TO FORM:

Dated: _____________ By________________________________
            District Counsel
ATTACHMENT K
Purchase Option for Four (4) Additional CVMs and Spare Parts

Overview

SMART has exercised its option to purchase four (4) Card Vending Machines and 4 sets of spare parts for its Larkspur Station (2 CVMs), Novato Station (1 CVM) and Windsor station (1 CVM).

Scope of Work and Payment Requirements

SMART will pay VenTek for the work described below, a total amount, including (as applicable) labor, supervision, applicable surcharges such as taxes, insurance, and fringe benefits, indirect costs, overhead, profit, subcontractors’ costs (including mark-up), travel, equipment, materials and supplies, expenses and any fixed fee, not-to-exceed three hundred forty one thousand, seven hundred twenty four dollars and thirty-six cents ($341,724.36).

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<th>Item</th>
<th>Description</th>
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<td>Labor (hours) - Field Service</td>
<td>$125.00</td>
<td>60hrs</td>
<td>$7,500.00</td>
</tr>
<tr>
<td>2</td>
<td>Materials (CVMs)</td>
<td>$72,434</td>
<td>4</td>
<td>$289,736</td>
</tr>
<tr>
<td></td>
<td>Credits: Coin Hoppers</td>
<td>$1777</td>
<td>4</td>
<td>($7,108)</td>
</tr>
<tr>
<td></td>
<td>UX300 hardware only</td>
<td>$690</td>
<td>4</td>
<td>($2,760)</td>
</tr>
<tr>
<td></td>
<td>UX100 Hardware only</td>
<td>$440</td>
<td>4</td>
<td>($1760)</td>
</tr>
<tr>
<td></td>
<td>$69,527.00</td>
<td>4</td>
<td>$278,108.00</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Materials - Spare Parts - Coin Vault (Item No. 02-511-D)</td>
<td>$1,320.00</td>
<td>4</td>
<td>$5,280.00</td>
</tr>
<tr>
<td></td>
<td>Materials - Spare Parts - BNR Medium Cashbox; 1,400 Bank Note (Item No. 70-BV-BNR-M)</td>
<td>$1,045.00</td>
<td>4</td>
<td>$4,180.00</td>
</tr>
<tr>
<td></td>
<td>Subtotal</td>
<td></td>
<td></td>
<td>$318,000.00</td>
</tr>
<tr>
<td>4</td>
<td>Sales and Use Tax on Material Only CA (Sonoma County Petaluma 8.25%)</td>
<td></td>
<td></td>
<td>$23,724.36</td>
</tr>
<tr>
<td></td>
<td>TOTAL</td>
<td></td>
<td></td>
<td>$341,724.36</td>
</tr>
</tbody>
</table>

VenTek/SMART
First Amendment
MTC-VENTEK Agreement Dated November 1, 2015 and assigned to SMART on January 1, 2019
Payment Schedule: SMART shall make payments to VenTek as follows:

Larkspur (2) CVMs, Novato (1) CVM, and spare parts (4 sets)
30%: Successful factory production of three (3) CVMs
70%: Upon installation and testing of three (3) CVMs, and delivery of 4 sets of spare parts

Windsor (1) CVM
30%: Successful factory production of one (1) CVM
70%: Upon installation and testing of one (1) CVM

Contractor to submit invoices within 30 days after completion of deliverables. Invoices shall be sent to: emcgrath@sonomamarintrain.org. SMART shall have 30 days from receipt of invoice to make payment.

Deliverables:

The total production time for the CVMs, including factory testing, will be six (6) months. Approximately one additional month will be required to install, configure, and field test the new CVMs before they can be placed into revenue service. VenTek will require access to the new sites approximately four (4) weeks prior to installation.

As with the initial contract, VenTek will require mounting studs in the concrete at the station locations, provision for AC power, and two communication connections, one direct to the Internet for communication to the TRX credit/debit server and a second one back to the VenTek Central Controller (VCC) server at the ROC.

Unless otherwise agreed to in writing by the parties, VenTek’s services shall be performed in accordance with the following schedule:

- August 31, 2019: Installation sites ready for pre-installation and communications testing for Larkspur and Novato stations.
- September 30, 2019: CVMs production complete for four (4) CVMs. After CMV built for Windsor, VenTek to store until ready for installation.
- October 31, 2019: Three (3) CVMs installed and tested (for Larkspur and Novato Stations), and delivery of four (4) sets of spare parts
- November 1, 2019: Three (3) CVMs ready for revenue service for Larkspur and Novato
- Third Quarter of 2021: One (1) CVM installed and tested and ready for revenue service for Windsor. SMART to identify a more defined schedule at a later date. SMART will have the site ready for pre-installation and communications testing one month prior to installation.

Term: This Option shall extend the Agreement to December 31, 2021.

VenTek/SMART
First Amendment
MTC-VENTEK Agreement Dated November 1, 2015 and assigned to SMART on January 1, 2019