

Bay Area Air Quality Management District

Grant Opportunity Application Guidance for Fiscal Year Ending (FYE) 2019

Pilot Trip Reduction Microtransit Projects

This competitive grant program is funded by the Bay Area Air Quality Management District's Transportation Fund for Clean Air (TFCA) Regional Fund.

Application<u>s</u> deadline for Microtransit Projects <u>must be received by</u>is 4 PM, <u>March 4March 15</u>, 2019.

Application<u>s</u> deadline for other pilot trip reduction services <u>must be</u> received by is 4 PM, February 19<u>26March 5</u>, 2019.

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December 2018 <u>RevisedLast updated: February 2019, January 2019</u>

http://www.baaqmd.gov/ptr

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Background

BAY AREA AIR QUALITY MANAGEMENT DISTRICT

The Bay Area Air Quality Management District (Air District) is the public agency entrusted with regulating stationary sources of air pollution in the nine counties that surround San Francisco Bay: Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Santa Clara, southwestern Solano, and southern Sonoma counties.

The California State Legislature created the Air District in 1955 as the first regional air pollution control agency in the country, recognizing that air pollution transcends political boundaries. The nine counties of the Bay Area form a regional air basin, sharing common geographical features and weather patterns, and therefore similar air pollution burdens, which cannot be addressed by counties acting on their own.

TRANSPORTATION FUND FOR CLEAN AIR

Vehicle emissions contribute to unhealthful levels of ozone (summertime "smog") and particulate matter. On-road motor vehicles, including cars, trucks, and buses, constitute the most significant sources of air pollution in the Bay Area. In 1991, the California State Legislature authorized the Air District to impose a \$4 surcharge on motor vehicles registered within the Bay Area to fund projects that reduce on-road motor vehicle emissions. The Air District allocates these funds through its Transportation Fund for Clean Air (TFCA) to eligible projects and programs. The statutory authority and requirements of the TFCA are set forth in California Health and Safety Code Sections 44241 and 44242.

Sixty percent (60%) of TFCA funds are awarded directly by the Air District to eligible projects and programs implemented directly by the Air District (e.g., Spare the Air) and through the Regional Fund. The remaining forty percent (40%) of TFCA funds are forwarded to the designated congestion management agency within each Bay Area county and distributed through the County Program Manager Fund (see www.baaqmd.gov/tfca4pm for details).

For Fiscal Year Ending (FYE) 2019, approximately \$10 million of the Air District's TFCA funding is reserved for trip reduction projects, of which up to \$7 million is available for a pilot trip reduction grant program targeting microtransit services.

Applicants who are interested in applying for funding to support other types of trip reduction projects are encouraged to contact the Air District to discuss their proposal <u>prior and</u>-to submit<u>ting</u> a full application. <u>Applications for other trip reduction services must be received</u> by 4 PM, February 1926March 5, 2019. Projects that have previously received TFCA funding are not eligible for additional TFCA funding.

Program Overview

Reducing single-occupancy vehicle (SOV) trips by funding services that provide first- and last-mile connections to mass transit is an integral part of the Air District's strategy for reducing air pollution and greenhouse gas emissions from the transportation sector. For over 20 years, the Air District has supported first- and last-mile fixed-route shuttle projects. Over time, as the region's light-duty vehicle fleet has become cleaner at a faster rate than most medium- and heavy-duty vehicles used in shuttle service, the

air quality benefits of fixed-route shuttle projects have decreased. To address this challenge, the Air District developed a Pilot Trip Reduction Grant Program (Program) to help transit providers test new emerging technology-enabled solutions as alternatives to fixed-route shuttle service.

The goal of this Program is to test the potential of *microtransit services* to reduce commute-hour singleoccupancy vehicle trips by conveniently and cost-effectively connecting commuters to mass transit. To be eligible for funding from this Program, projects must be located or primarily serve residents in one of the Bay Area's <u>highly impacted or priority development areas</u>, and either operate in an area where no similar service exists or significantly expand existing service. Grant funding is available to cover both initial startup costs and up to two years of operational costs. As a requirement, grantees will also need to operate the service for a period of time without any costs being reimbursed by TFCA grant funding.

A project may be comprised of a single microtransit route or multiple routes. Any applicant whose project is close to or below the minimum award limit of \$100,000 is encouraged to partner with other applicants to meet this minimum eligibility requirement.

As a condition of receiving funding through this solicitation, all grantees ("Project Sponsors") will be required to participate in workgroups to share information about their project results and lessons learned. The Air District will be sharing the results with transit and congestion management agencies to help them make informed decisions on how these solutions can supplement and/or complement existing transit services in their community.

A complete description of all project and applicant requirements are contained in this *Application Guidance for FYE 2019 Pilot Trip Reduction Microtransit Projects* (Guidance) and *applications are due by 4 PM,* <u>March 4March 15</u>, 2019.

The Air District reserves the right to modify this solicitation at its sole discretion. Please read this Guidance completely before submitting an application; incomplete submittals will not be considered.

Mandatory Pre-Application Workshop Schedule

Applicants **must attend at least one pre-application workshop**. Workshops will be held online via webinar and are limited to 100 attendees. Registration is required to attend a workshop. The workshops will cover Program requirements, the application process and evaluation criteria, and project sponsors' and project eligibility and requirements. The following workshops have been scheduled:

- January 8, 2019, 10 AM (<u>Register</u>)
- January 24, 2019, 2 PM (<u>Register</u>)
- February 8, 2019, 10 AM (<u>Register</u>)
- February 26, 2019, 2:30 PM (Register)

Based on demand, additional workshops may be scheduled. Interested parties are encouraged to sign up to receive <u>TFCA email alerts</u> and to visit the Air District's <u>FYE 2019 Pilot Trip Reduction Grant Program</u> website for Program updates.

Eligibility and Key Program Requirements

To be considered for funding, applicants and projects must meet all eligibility and Program requirements described in this Guidance.

APPLICANT ELIGIBILITY

Congestion management agencies, public transit agencies, the Metropolitan Transportation Commission, and applicants who submitted a letter of interest to the Air District by March 2018 are all eligible to apply and to serve as project leads.

Applicants who have previously failed a TFCA fiscal or performance audit in the past three years are not eligible to apply, and applicants who have previously failed to meet contractual requirements for any project funded by the Air District are not eligible to apply until all unfulfilled obligations are met.

In addition, applicants must demonstrate:

- The legal authority, as well as the financial and technical capability, to complete projects;
- That they have adequate funds to cover all stages of their proposed project(s) from commencement through completion and that they have funding available from a non-Air District source that can cover at least 10% of the total eligible project costs and ready to commit to the proposed projects ("matching funds"); and
- That, at the time of the application and at the time of issuance of the grant, they are in compliance with all local, State, and federal air quality regulations.

PROJECT ELIGIBILITY

For the purpose of this solicitation, eligible microtransit projects are those that are *technology-enabled*, private or public, *shared, multi-passenger* transportation services that operate on a demand-response system (e.g., Chariot, TransLoc, DemandTrans, Via, UberPool, Lyft Line) and that are ready to be deployed.

A Project may be comprised of a single route or multiple routes with each route being either a:

- Fixed route, with an on-demand schedule;
- Flexible route, with a fixed schedule; or
- Flexible route, with an on-demand schedule

Projects that have previously received TFCA funding are not eligible for additional funding. Projects that require the development of new software or apps that have not been previously been deployed are also not eligible.

PROJECT AND PROJECT SPONSOR REQUIREMENTS

General

Projects must meet all the following conditions:

• Provide short first- and last-mile connection to a major transit, rail, or ferry station (i.e., be within 3 miles from a station to the furthest pick-up/drop-off location);

- Be located in or primarily serve residents in a Highly Impacted Community or Episodic Area as defined by the Air District's <u>Community Air Risk Evaluation (CARE) Areas, or in a Priority</u> <u>Development Area (PDA)</u>;
- Either operate in an area where no similar service exists, or significantly expand an existing service;
- Be available to all members of the public;
- Provide service at least during peak commute hours;
- Provide service in a vehicle with a gross vehicle weight rating that is 26,000 lbs. or lighter; and
- Achieve surplus emission reductions (i.e., reductions that are beyond what is required through regulations, contracts, and other legally binding) of one ton or more for every \$250,000 of TFCA funds awarded ("cost-effectiveness threshold") (see Application, Project Evaluation, & Schedule).

Project sponsors must comply with the applicable insurance requirements (see Appendix A) for the duration of the term of the funding agreement and maintain Project-related records for at least three years following the end of the Project term.

Implementation Phase

During the Implementation Phase, the Project Sponsor must:

- Conduct all preparatory work necessary to launch service and must place the Project into service within 12 months from the date of contract execution;
- Secure vehicles, equipment, and contracted labor services needed;
- Develop outreach materials and strategies and initiate outreach to targeted communities;
- Submit progress reports every six months; and
- Ensure that any construction work is performed by a contractor licensed in the State of California. To check whether the contractor you are hiring has a valid license number, visit the <u>Contractors</u> <u>State License Board</u> website.

Operational Phase

The Operational Phase starts from the date the project is placed into service, which must be operated continuously for 12 to 24 months. Each project route or component must include a **non-grant funded period**, during which the sponsor will be demonstrating and gathering results on the financial viability of the service, for a minimum of three months. During this period, project sponsors may modify the project in some way (e.g., increase fares) to compensate for TFCA funds.

Applicants may propose an Operational Phase duration of less than 12 months only if their project is an expansion of an existing service.

During the Operational Phase, the Project Sponsor must:

- Submit progress reports every six months;
- Submit the first reimbursement request showing all eligible expenses incurred to date;
- Collect data and conduct a survey of riders using Air District approved questions, which will be provided, within the first six months of the Project's Operational Phase, and submit the results and raw data along with the progress report;

- Ensure the project meets all federal, state, and local regulatory requirements, including safety, ADA, etc;
- Allow Air District to conduct physical inspections of the project;
- Participate in Air-District led workgroups to share information about their project results and lessons learned;
- Acknowledge the Air District as a funding source.

Post-Operational Phase

After completion of the Operational Phase, Project Sponsor must:

- Submit a final report to the Air District and participate in the development of the white paper, which includes engaging in round table discussions, reviewing drafts, and providing input;
- Maintain all Project records in a centralized location throughout the project term and for three years from the date of the Air District's final reimbursement payment; and
- Allow and cooperate with Air District's performance and fiscal audits.

Program Funding and Eligible Costs

This is a competitive solicitation. As part of its review of applications received, the Air District will evaluate the cost-effectiveness of every project component (e.g. service route or vehicles if the project does not include service routes) based on the amount of funding requested by the Project Sponsor relative to the amount of criteria pollutant emissions potentially reduced by that project component. Project components with the lowest amount of funds requested relative to the amount of pollution potentially reduced will score higher in cost-effectiveness (see *Appendix B*). Applicants are encouraged to contact the Air District to discuss any questions they may have regarding the Air District's methodology for evaluating their project's cost-effectiveness prior to applying.

TFCA grant funding is paid on a reimbursement basis and may be used to cover the initial start-up costs (e.g., the purchase/lease of vehicle, outreach) and up to two years of operating costs.

- Maximum Project Award Amount is 90% of Total Eligible Costs, Not to Exceed \$1.5 million. Each applicant is also limited to a maximum total award of \$1.5 million in TFCA Regional Funds per calendar year.
- Minimum Project Award Amount is \$100,000. Applicants whose project is close to or below this threshold are encouraged to partner with other qualifying agencies in order for their project to become eligible. Additionally, Project Sponsors who modify their Project's scope at any point such that their award is reduced to below this threshold will have their entire award cancelled.
- **Match Funding:** Applicants must demonstrate that they can provide match funding to cover a minimum of 10% of Eligible Costs after all other rebates and discounts are applied. In-kind contributions will not be accepted for satisfying the match requirement.

REIMBURSEMENT PROCESS

Grant funding is paid on a reimbursement basis. Costs incurred during the non-grant funded period are ineligible for reimbursement but may be used as part of the Sponsor's required match funding. Applicants must demonstrate that they have the ability to or have supplemental funding to cover Project costs prior to reimbursement.

Installment	Milestone	Maximum Reimbursement
#		Amount (% of TFCA Funds
		Awarded)*
1	Project has been placed into service	17%
2	Project has completed 25% of the Operational Phase	34%
3	Project has completed 50% of the Operational Phase	51%
4	Project has completed 75% of the Operational Phase	68%
5	All project obligations have been completed	100%

Payment is made in up to five installments for incurred Eligible Costs as follows:

*Includes 15% retention of the funds to be reimbursed withheld from each installment until the 5th and final installment.

Project Sponsors who reduce their scope of work will have their awards amounts recalculated and/or reduced proportionally and the entire award will be cancelled if the scope of work is modified at any point such that the award is reduced to below the \$100,000 threshold.

ELIGIBLE COSTS

Only costs incurred on or after the date funding agreements have been executed are eligible for reimbursement and may be claimed as match funding.

Eligible start-up costs include:

- Purchase or lease of vehicles that provide service
- Installation of new alternative fuel stations
- Outreach activities and materials (not to exceed \$15,000)

Eligible operational costs include:

- Documented hourly labor charges (salaries, wages, and benefits) and contractor charges directly and solely related to the operation of service
- Vehicle maintenance and fuel (e.g., electricity, hydrogen)
- Transportation service provided by a third-party

INELIGIBLE COSTS

Project-related costs that are not specified in the executed funding agreement will not be considered eligible for reimbursement by grant funds and may not be counted towards the match funding requirement. The following are examples of ineligible costs:

- Any work conducted prior to the award of grant and execution of a grant agreement, including work that was required for the application;
- Feasibility and planning studies;
- Hardware, equipment, or labor costs that are not essential or directly related to the project;
- Grant administration, e.g., salaries, wages, benefits, supplies, equipment and other office expenses, including but not limited to the following types of expenses:
 - Time required to monitor and report on project status, prepare reimbursement requests and account for project and TFCA funds, maintain records, participate in audit proceedings and

workgroup activities required by this grant program, and any other requirements specified in the TFCA Funding Agreement; and

• Indirect administrative costs, including management fees and overhead (e.g., costs of utilities, office supplies, property fees/leases).

Application, Project Evaluation, & Schedule

APPLICATION INSTRUCTIONS

1. Complete and submit an online application along with the required supplemental documents. The link to the online application can be found on the Program website at www.baaqmd.gov/ptr. Note: the application will work best using Google Chrome or Mozilla Firefox browsers.

The required supplemental documents include:

- A signed Letter of Commitment from the applicant's authorized representative (e.g., Chief Executive or Financial Officer, Executive Director, or City Manager) or Resolution from the governing body (e.g., City Council, Board of Supervisors, or Board of Directors) that authorizes the submittal of the application; identifies the individual authorized to submit and carry out the proposal; and commits the sponsoring agency to provide all necessary funds to undertake the project including matching funds.
- Documentation showing the potential total number of annual users of the service during the peakcommute hour windows based on User Survey results.
- Raw data from the User Survey (see *Appendix C* more information) conducted within the past 12 months (exported in an Excel spreadsheet). Note that only surveys that use Air District approved questions will be considered.
- If applicable, documents for each proposed vehicle that will be providing service, including:
 - For projects that will use existing vehicles, a copy of the vehicle's current Department of Motor Vehicle (DMV) registration; and
 - The Executive Order for each new or existing vehicle's engine.
- A map showing each proposed service area/route.
- A line-item budget showing costs during the *Implementation* and *Operational phases*. A cost quote must be provided for each new piece of equipment, new vehicle, or technology service platform/third-party service provider.
- Mail one signed hard copy of the online application AND the required supplemental documents to the Air District at the address below. The deadline for receiving the hard copy of the package is 4 PM, March 4March 15, 2019 for microtransit solutions and 4 PM, February 1926March 5, 2019 for other trip reduction solutions (board resolutions may be submitted after the due date, but no later than April 11, 2019).

Mail to:Bay Area Air Quality Management DistrictStrategic Incentives DivisionAttn: Chengfeng Wang, Manager375 Beale Street, Suite 600San Francisco, CA 94105

EVALUATION AND AWARDS

The Air District will evaluate all applications received by the deadline, rank eligible projects according to cost-effectiveness, and recommend Program funding awards to the highest ranked projects to its Board of Directors for their consideration.

The Air District will evaluate applications using the information provided in the application and the user survey to calculate the amount of criteria emissions that can be potentially reduced by each project route/vehicle. The Air District will then determine whether the Project is cost-effective at the requested funding amount and will notify applicants if their requested amount exceeds the cost-effectiveness threshold and therefore must be reduced. Routes/vehicles with the lowest amount of funds requested relative to the amount of pollution potentially reduced will score higher in cost-effectiveness.

After completing its review, the Air District will notify all applicants of the results. Following the Air District Board's approval of proposed awards, the Air District will issue grant agreements to the awardees that must be signed and returned to the Air District within 60 days.

Only a fully-executed funding agreement (i.e., signed by both the project sponsor and the Air District) constitutes the Air District's award of funds for a project. Notices, such as a transmittal letter announcing the proposed award, do not constitute a final obligation on the part of the Air District to fund a project.

Date	Activity		
December 2018	Air District announces grant opportunity and issues Program Guidance		
1/8/2019	Online application form is available		
1/8/19 at 10 AM 1/24/19 at 2 PM 2/8/19 at 10 AM	Pre-application webinars Additional webinars, if any, will be advertised through the website.		
By 4 PM, 2/1926/19 3/5/19	Application Deadline for non-microtransit/other trip reduction services		
By 4 PM, 3/4/19 3/15/19	Application Deadline for microtransit services		
4/11/19	Deadline to receive Board/Council Resolutions		
May 2019	019 Air District Mobile Source Committee considers recommendation for awards to applicants with highest ranking projects		
June 2019	Board of Directors considers recommendation for awards to applicants with highest ranking projects Proposed funding agreements sent to awardees for signature		
By September 2019	Funding agreements executed and commencement of project-related work		

TENTATIVE SOLICITATION SCHEDULE

Other Grant Opportunities

The Air District offers grants and incentives for the following project types:

- Bicycle parking and bikeways
- On-road buses and trucks
- Zero-emissions vehicles, equipment and infrastructure
- Off-road vehicles & equipment
- Woodstove & fireplace change-outs

- Marine vessels
- Locomotives
- Community grants
- Agricultural equipment

For more information on Air District Grants and Incentives contact us:

Website: <u>www.baaqmd.gov/grants</u> Email: <u>grants@baaqmd.gov</u>

For More Information

Visit the <u>FYE 2019 Pilot Trip Reduction Grant Program</u> website for more information. Notices about this Program (including workshops and release of solicitation) will be sent via e-mail to parties that have signed up to receive <u>TFCA email alerts</u>.

If you have questions, please contact Chengfeng Wang, Air Quality Program Manager, by email at <u>cwang@baaqmd.gov</u> (subject "RE: Pilot Trip Reduction Grant Program") or by mail to 375 Beale Street, Suite 600, San Francisco, CA 94105.

APPENDIX A: Insurance Guidelines

The typical funding agreement requires that each project sponsor provide documentation showing that the project sponsor meets the following requirements for each of its projects.

- a) Liability Insurance with a limit of not less than \$1,000,000 per occurrence, of the type usual and customary to the business of the Project Sponsor, and to the operation of the vehicles, vessels, engines or equipment operated by the Project Sponsor.
- b) **Property Insurance** in an amount of not less than the insurable value of Project Sponsor's vehicles, engines or equipment funded under the Agreement, and covering all risks of loss, damage or destruction of such vehicles, vessels, engines or equipment.
- c) Acceptability of Insurers: Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A, VII. The Air District may, at its sole discretion, waive or alter this requirement or accept self-insurance in lieu of any required policy of insurance.

Insurance requirements will depend on the project scope, and may also include commercial general liability, automobile liability, automobile physical damage, and works compensation. The Air District reserves the right to specify different types or levels of insurance in the funding agreement

APPENDIX B: Attributes of Cost-Effective Projects

Examples of attributes of cost-effective projects:

- Service is provided using zero-emissions vehicles with a high utilization rate (low vehicle-topassengers ratio).
- Applicant requests relatively low amount of TFCA funds with greater amount of matching funds or proposes a project that can be developed and implemented with relatively low total cost.
- Project serves relatively large percentage of riders who would have otherwise driven alone.
- Project has a longer operation timeframe, which can allow initial costs to be amortized over a longer period and can potentially increase ridership.

The following hypothetical projects are offered to show examples of maximum funding levels:

Scenario 1: Microtransit connecting a low-density residential community to a rail station

One Nissan leaf operates during peak hours on workdays (240 days per year) picking up passengers from home to the rail station in the AM Peak and back in the PM Peak.

- Hours of operations: 6-9 AM and 3-7 PM =7 hours total
- Average of 5 boarding per hour * 7 hours = 35 boarding per day (average)
- 5-7 square miles service zone and average trip length = 4.6 miles
- Service is provided with one battery electric vehicle

Estimated maximum award for one year: \$22,700. This project would not be eligible because the max. award amount is less than the minimum requirement (\$100,000).

Scenario 2: Microtransit connecting five low-density residential communities to a rail station

Taking the above scenario, the project is expanded to five communities connecting to the same rail station. *This project is eligible because the potential award amounts meet the minimum amount requirement.* Note that to make the project more cost-effective and competitive, the applicant may request less than the estimated award amounts shown below.

Estimated maximum award for one year: \$113,500. Estimated maximum award for two years: \$227,000.

Scenario 3: Microtransit connecting employer sites to a rail station

Two electric vans operate during peak hours on workdays (240 days per year) picking up passengers from the rail station to the employer sites in the AM Peak and back in the PM Peak.

- Hours of operations: 6-9 AM and 3-7 PM =7 hours total
- Average of more than 28 boarding per hour * 7 hours = ~200 boarding per day (average)
- 5-7 square miles service zone and average trip length = 3 miles
- Service is provided with two battery electric 16-passenger vans

Estimated maximum award for one year: \$132,700. This project is eligible and applicant may request less than the amount shown above to make the project more cost-effective and competitive.

Scenario 4: Microtransit connecting five different employer communities to a rail station

The project described in Scenario #3 is expanded to five communities connecting to different rail stations. *This project is eligible and applicant may request less than the amount shown below to make the project more cost-effective and competitive.*

Estimated maximum award for one year: \$663,500. Estimated maximum award for two years: \$1,327,000.

Scenario 5: Shared-ride transportation network company (TNC) service connecting to a rail station

In this scenario, the proposed project involves riders who would hail a shared-ride/pooled service to provide first- and last- mile connections to a rail station. The average TNC passenger trip would generate an additional 2 miles between trips (1.4 miles while waiting for the next trip and 0.6 miles to the next pick-up location).¹

Estimated maximum award per trip: \$1. To be eligible, this project must be designed to provide at least 100,000 trips that meet the criteria described above in order to meet the minimum grant requirement of \$100,000. The applicant can propose a project that will complete more qualifying trips for a grant request of \$100,000 to make the project more cost-effective and competitive.

¹ <u>http://www.schallerconsult.com/rideservices/automobility.pdf</u>

APPENDIX C: Guidance for Conducting User Surveys

This document provides guidance on the questions that must be included in the user surveys. Air District staff will use the survey results to determine the amount of surplus emissions that will be reduced from each project route. Surplus emission reductions are those that are beyond what is required and are mainly calculated by summing the emissions that would have been produced by single-occupancy vehicles if your proposed project did not exist. **Applicants or Project Sponsors may modify questions and answer choices after receiving approval from the Air District.** Additional questions may be included without Air District approval.

Project Sponsors must survey a representative sample of the potential users of the proposed service during commute hours.

- 1) What is your home's zipcode? _____
- 2) What is your workplace's zipcode? _____
- 3) Of the following modes of transportation, how many days a week do you use the following for your work commute?

a.	Drive alone	days/week
b.	Carpool or vanpool	days/week
c.	Walk or Bike	days/week
d.	Take a transit service (please specify):	days/week
e.	Ride a bike or scooter	days/week
f.	Ridehailing (e.g., Uber or Lyft) or taxi	days/week
g.	Other (please specify):	days/week

4) If you drive alone or carpool/vanpool for your work commute, would you use transit instead if there was a service available [describe your proposed service] that connects to transit station [specify the transit station that your service connects to]?



 Which of the following transit stations would you be using for Station B (see graphic above)?

> [list station #1 that project would service] [list station #2 that project would service] [list station #3 that project would service]

- No [] Please explain why:
- Maybe [] Please explain why: