

## EXHIBIT B



March 2, 2020

Paul Starling  
Gainesville RTS  
PO Box 490 / Station 52  
Gainesville, FL 32627

Dear Paul,

Thank you for our recent discussion regarding your plans to apply for grant funding under the Federal Transit Administration's (FTA) Low or No Emission Vehicle Program (Low-No) for 2020. As you know, FTA allows for partnerships under the Low-No Program to provide funding for project consulting to assist agencies with their ZEB projects. The Center for Transportation and the Environment (CTE) provides technical assistance on Zero Emission Bus projects to ensure the most successful and efficient deployment of zero-emission bus technologies. Costs associated with CTE's services are eligible expenses under the program. We appreciate the opportunity to again be considered as a partner in this year's application.

CTE proposes the following: CTE shall assist Gainesville RTS with developing their Low-No grant application in exchange for being a named partner in the application. CTE will not charge a fee to help with the grant application. As a named partner, CTE shall provide fee-based technical support services described below if Gainesville RTS is successful with their application and awarded funding through the 2020 Low-No grant program.

**Charger and Rate Modeling** – Utilizing the Route & Vehicle Modeling results previously completed for RTS and the currently planned bus deployments and charger configuration, CTE will evaluate various charging scenarios and develop an energy consumption model that can be used as a guide in making operational decisions. These results will inform the “refueling” strategy required to support the agency's intended duty cycles. Through rate modeling, CTE will review the utility rate schedules that would be the most appropriate for the type of charging that the transit agency will use in the deployment and estimate the annual cost of energy to deploy the battery electric buses. **CTE Fee: \$10,000**

**Performance Validation** – Early in the project, the agency will have made some key operational and service decisions based on the modeled performance of the bus. After buses are delivered, but before they are placed into passenger service, CTE will run a series of tests to validate that the vehicle(s) achieve the expected levels of performance based on the models previously generated. If there are any discrepancies between the modeled performance and the tested

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performance, CTE will work with the agency to understand the cause of the difference and reevaluate any operational and service decisions before placing the buses into service. **CTE Fee: \$20,000**

**Benefits Assessment and Deployment Validation** – CTE will collect operational data to measure and report actual energy savings, cost savings, and emissions reductions from revenue service. These data will be used to generate a series of Key Performance Indicators (KPIs) to validate that the ZEBs are meeting performance goals and are achieving the expected benefits. Reporting will begin upon vehicle revenue service deployment and continue for one year. **CTE Fee: \$72,000**

**Buy America Pre-Award Audit** – CTE will provide qualified auditors to conduct a Pre-Award Buy America Audit to ensure the buses and charging equipment meet Buy America Pre-Award requirements. An audit report will be submitted to the agency. **CTE Fee: \$5,000**

Please feel free to reach out if you have any questions or for additional details regarding this proposed scope and the associated fees.

Sincerely,



Stephen J. Clermont  
Director, Planning & Deployment  
Center for Transportation & the Environment