



City of Winston-Salem City Council Council Agenda Item Summary

Title	Resolution Authorizing the Purchase of Paratransit Buses for the Winston-Salem Transit Authority
City Council Committee	Public Works Committee
Staff Lead (Presenter)	Kelly Garvin, Assistant Director of Transportation
Department Head	Jeff Fansler, Director of Transportation
City Manager/ACM	Aaron King, ACM

Agenda Item Summary

Recommended Council Action	Resolution Approval
Suggested Motion Options	I move to approve this resolution authorizing the purchase of paratransit buses for the Winston-Salem Transit Authority.
Strategic Focus Area	Livable Community
Strategic Plan Objective	LC3: Ensuring the City is a Community of Choice for Quality of Life
Anticipated Fiscal Impact	Fiscal Impact Anticipated: See Analysis in Summary

Summary of Information

The Winston-Salem Transit Authority (WSTA) operates a fleet of 40 diesel paratransit vehicles providing TransAid service within the City. Currently, 27 of these vehicles have exceeded their Federal Transit Administration (FTA) defined useful life of seven years or 200,000 miles.

In June 2024, City Council approved the procurement of five replacement vehicles. These vehicles are anticipated to arrive by the end of November 2025. To further address aging fleet needs, staff recommends the purchase of an additional 11 vehicles as outlined below:

Quantity	Vendor	Make and Model	Passenger Capacity	Unit Cost	Total Cost
8	Interstate Transportation Sales & Service, Inc.	Ford Light Transit Vehicle (LTV)	14	\$126,360.14	\$1,010,881.12
3	Creative Bus Sales Inc.	Ford E Transit	6	\$74,514.20	\$223,542.60
					\$1,234,423.72

Rationale for Fleet Adjustment:

- **Right-Sizing:** the current fleet is made up of 16-passenger, high-roof diesel vans. Our current ridership however shows an average of 2.5 passengers per service hour. The purchase of 14-passenger vehicles will have little to no impact on WSTA's ability to meet the current demand while allowing for growth.
- **Operational Efficiency:** Smaller vehicles eliminate the CDL requirement, increasing the WSTA's contractor's ability to recruit and staff operators.
- **Sustainability:** WSTA is committed to the City's sustainability goals. Staff recommends the purchase of three electric vans as part of this procurement. This pilot program will allow WSTA to begin integrating electric vehicles into the paratransit fleet without disrupting service. Currently, TransAid vehicles average approximately 120 miles during an eight-hour shift, while the Ford E-Transit has an estimated range of about 80 miles per charge. While this presents some operational challenges, the pilot will provide valuable data on how electric vehicles perform in real-world conditions and help identify strategies to expand their use in the future.

In addition to electric vans, staff reached out to the North Carolina Department of Transportation (NCDOT) Integrated Mobility Division (IMD) to inquire about Hybrid Electric Paratransit vehicles. Per IMD's Procurement Officer there are no manufacturers of commercial Hybrid Electric LTVs for paratransit.

Procurement Method:

Vehicles are available through the NCDOT rolling stock contract Bid #54-SG-05062022, ensuring competitive pricing and delivery timelines. This method is an FTA-approved procurement process that allows agencies to leverage existing contracts to secure vehicles more efficiently (FTA Circular 4220.1G, Ch. V; FTA "Dear Colleague" letter, Oct. 1, 1998).

Staff recommends approval of this procurement in the amount of **\$1,234,423.72** to ensure safe, reliable, and sustainable paratransit service for Winston-Salem residents.

Analysis of Fiscal Impact



Vision: To be a premier city in the region providing world-class amenities while retaining a sense of charm and hospitality
Mission: To provide impactful services that enhance the quality of life for current and future generations
Values: Teamwork * Responsibility * Respect * Integrity * Customer Service

The funding for this purchase is available form FTA Section 5339 grants for which the match has already been appropriated.

Grant	FY	Section	Federal Amount	Local Match	Total	ROP
NC-2019-043	2019	5339	\$85,600	\$21,400	\$107,000	816220-5352-627906
NC-2020-052	2020	5339	\$60,000	\$15,000	\$75,000	816220-5352-627908
NC-2021-035	2021	5339	\$100,000	\$25,000	\$125,000	816220-5352-627910
NC-2025-012	2023	5339	\$400,000	\$100,000	\$500,000	816220-5352-627912
NC-2025-012	2024	5339	\$400,000	\$100,000	\$500,000	816220-5352-627916
Total			\$1,045,600	\$261,400	\$1,307,000	

Attachments

- Resolution

Committee Action	Approval 10/14/2025
For: Unanimous	Against:
Remarks:	