



Selkirks - Pend Oreille Transit Authority
31656 HWY 200, Box 8 Ponderay, ID 83852 (mailing address)
31656 HWY 200, Suite 102 Ponderay, ID 83852 (physical address)
208-263-3774

Public Notice of Special Regular Board Meeting Agenda

8:15 a.m., Tuesday, December 12, 2023
SPOT Office, 31656 Hwy 200, Suite 102, Ponderay, ID
Zoom Meeting ID: 881 0991 9681
Passcode: 456790

1. Call to Order and Roll Call
2. Public comment period for items not on the Agenda (including questions from the press)
3. Approval of Minutes
 - a. Action Item: Approve Minutes of the November 16, 2023, SPOT Board meeting.
 - b. Action Item: Approve Minutes of the November 28, 2023 Special SPOT Board meeting.
4. Financial Reports
 - a. Action Item: Approve Payment of Prepaid Bills and Outstanding Bills
5. Staff Reports
 - a. Ridership Donna Griffin
 - b. Operations Donna Griffin
6. Committee Reports
 - a. Boundary County Service Development Committee
 - b. Finance Committee
7. Action and Discussion Items:
 - a. Action and Discussion Items: Approve an option for funding for the cost of buses.
 - b. Action Item: Grant applications 2024 – 2026
 - i. One-time CARES Application
 1. Add a diagnostic computer and needed software
 - ii. VIP or CARES or Two-year Congressional Application
 1. Add one more demand bus for existing service
 - c. Action Item: Financial considerations
8. Comments from the Chair and Board Members
9. Adjournment

Note: Public information on agenda items is available from the SPOT office at 31656 Highway 200 Suite 102, Ponderay, ID or call (208) 263-3774. Any person needing special accommodation at the above noticed meeting should contact SPOT three days prior to the meeting at (208) 263-3774.

**MEETING MINUTES
SPOT**



**SELKIRK PEND OREILLE TRANSIT
November 16, 2023**

Nancy Lewis CALLED THE MEETING TO ORDER AT 11:00 A.M.

PRESENT: Clif Warren, Colleen Culwell, Donna Griffin, Gary Kunzeman, Nancy Lewis, Ron Smith, Shannon Pittman, Zale Palmer

Absent: Wally Cossairt

Public Comment Period: No comments.

MINUTES: Approve minutes of the October 19, 2023 regular meeting as presented.

Motion to approve the minutes of the October 19, 2023 regular meeting as presented. Zale Palmer/ Gary Kunzeman. All in favor. Approved

FINANCIAL REPORTS:

Accept Financial Reports for October.

Motion to accept the financial reports for October. Clif Warren/ Zale Palmer. All in favor. Approved

Approve payment of prepaid bills and outstanding bills.

Motion to approve payment of prepaid bills and outstanding bills. Zale Palmer/ Ron Smith. All in favor. Approved

STAFF REPORTS:

Ridership: Donna Griffin reported that ridership for the fixed route overall is on track to exceed last year's ridership. Same for the para transit. Boundary County ridership is still lower. Ridership might come out to match last year. Donna is still working on more marketing – meeting in person with groups that may utilize the service. Schweitzer is planning to open for the season November 24th.

Operations: Donna Griffin reported AAA sent a contract extension that includes \$10,500 more in funding than the original contract. Disposing of three old buses that have previously been declared surplus property. They are not worth stripping for parts. Attorney has provided a checklist to follow. Buses to be disposed of are 107, 111, 106. Received approval to install a bench at the fairgrounds. The fairgrounds is removing their porta potty that our drivers use. Drivers will be told to utilize the facilities at the Red Barn once ski season opens. Feds are requiring that we use the GTSF system to upload our fixed route stop locations into their system.

COMMITTEE REPORTS:

A. Boundary County Service Development Committee: Ron Smith reported they are watching the ridership numbers. Discussing discontinuing the Tuesday trips to Sandpoint. May possibly change it to an in-town day.

B. Finance Committee Update: The financial reports were reviewed and approved. Zale reported the committee discussed mechanic pay increase not covered last month's discussions of driver & admin pay increases. Committee recommends an increase. It has been one year since the krugerrand was placed in lost and found, however the prosecutors office has not released it to us yet. Committee reviewed the shelter grant balance. ITD approved to remove the installation of bike racks from the scope of work. Eureka is requesting additional funds for shelter construction due to increased cost of materials.

ACTION & DISCUSSION ITEMS:

A. Action Item: Executive Session. Tabled.

B. Action Item: Authorize advertisement for Safety and Operations Manager position. Donna distributed the job description for review. Board discussed various points. A special meeting has been scheduled for 10am November 28, 2023 to discuss further.
No action taken.

C. Action Item: SPOT staff pay increase

a. Mechanic. Donna presented school district rate for entry level mechanic is \$23.39 up to \$29.63 for skilled mechanic. Looking for pay increase to \$24.50. An 8% pay increase for SPOT's mechanic would bring him to \$22.60/hr plus \$1 hazard pay.

Motion to increase mechanic base pay rate to \$22.60 effective October 1, 2023 plus \$1 hazard pay already in place. Zale Palmer/ Gary Kunzeman. All in favor. Passed.

b. Assistant Director. Donna presented Shannon was awarded a 5% pay increase as approved for admin staff, but drivers were awarded an 8% pay increase. She does occasionally drive vehicles and assist with moving them for repair purposes. The Finance Committee recommends not awarding the additional 3%. This would raise her pay rate to \$24.50/hr including hazard pay.

No action taken.

D. Action Item: Consider a Christmas Bonus for employees.

Donna mentioned drivers would prefer gift cards instead of cash bonuses.

Motion to award \$50 Christmas bonus for all employees via gift cards. Zale Palmer/ Gary Kunzeman. All in favor. Approved.

E. Action Item: Grant Applications 2024 - 2026.

a. Two Year Congressional Application suggestions

i. Existing Services – Donna plans to apply for funding for existing services, including Mountain Route which Schweitzer expects to continue past this current ski season.

ii. Capital/Asset Replacement – Buses (replacement for existing services) – Would include two Mountain buses, two Fixed Route buses, two Para Transit buses.

iii. Add Demand Service in Bonner County – Need county participation before this can move forward.

iv. Transit facility – Need a place where buses can be worked on, parked, etc. Donna is discussing various options with Bonner County and with City of Ponderay.

Motion to authorize Donna to proceed with 5311 grant request for 2024-2026 and 5339 grant for capital/asset replacement. Gary Kunzeman/ Zale Palmer. All in favor. Passed.

Grant requests for Bonner County demand service and transit facility tabled.

b. One-time CARES Application suggestions – Available in October 2024 and no match requirements.

i. Communication Equipment

ii. Office Equipment

1. Computers, phones, printer/scanner, and operating system.

Motion to apply for one-time CARES grant for communication and office equipment. Zale Palmer. Ron Smith. All in favor. Passed.

- c. **VIP or CARES funding Bus replacement or rehab (fixed)** – Available in October 2024 and no match requirements for CARES grant. Bus 219 requires a new engine and other substantial work. Or it may need to be replaced.

Motion to apply for funding via either VIP or CARES grants for replacement or rehab. Zale Palmer/ Ron Smith. All in favor. Passed.

- F. **Action Item: Schweitzer Mountain Route.** Contract received back from Schweitzer with federally required wording removed. ITD stated the wording is required. Wording was added back and ITD has approved the contract. Contract has been given to Clif to deliver to Schweitzer for signature.

Motion to authorize Nancy Lewis to sign the contract if it meets all requirements. Zale Palmer/ Gary Kunzeman. All in favor. Passed.

- G. **Action Item: Boundary County Service.** Discussed changing Tuesday service schedule.

Motion to discontinue Tuesday service to Sandpoint and change it to local service day effective January 1, 2024. Ron Smith/ Zale Palmer. All in favor. Approved.

- H. **Action Item: Financial Considerations.**

None.

COMMENTS FROM THE CHAIR AND BOARD MEMBERS: No comments.

Meeting adjourned 12:26 p.m.

**SPECIAL MEETING MINUTES
SPOT**



**SELKIRK PEND OREILLE TRANSIT
November 28, 2023**

Nancy Lewis CALLED THE MEETING TO ORDER AT 10:10 A.M.

PRESENT: Clif Warren, Colleen Culwell, Donna Griffin, Gary Kunzeman, Nancy Lewis, Ron Smith, Shannon Pittman, Zale Palmer

Absent: Wally Cossairt

Public Comment Period: No comments.

ACTION & DISCUSSION ITEMS:

- A. Action Item: Draft and approve Job Description for Safety and Operations Manager.** Proposed job description was distributed for review. Various comments and discussion. Some changes proposed.
Motion to accept the job description with proposed changes. Zale Palmer/ Ron Smith. All in favor. Approved.

- B. Action Item: Authorize advertisement for Safety and Operations Manager position.**
Motion to authorize advertisement of Safety and Operations Manager position. Clif Warren/ Zale Palmer. All in favor. Approved.

- C. Action/Discussion Item: Cost increase three new buses.** Donna received notice that the cost of buses that have been on order are increasing again for additional \$19,500. Letter received cited that Washington State policy allows for cost increases up to 50%. Grant was applied for and approved to cover the previous cost increase. Also, might have grant funds left over on rehab grant to cover this additional cost increase. Need to have attorney review the order contract to see if costs increases are allowed per the contract. Plus, if any allowance for costs to SPOT for delay in bus delivery.
No action taken.

Meeting adjourned 10:53 a.m.

Selkirks-Pend Oreille Transit Authority
Paid Bills Detail
As of November 28, 2023

	<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Open Balance</u>
Coleman Oil				
	Bill	11/12/2023	CP-0053179	2,019.93
	Bill	11/19/2023	CP-0055799	1,944.77
	Bill	11/26/2023	CP-0056670	1,853.39
Total Coleman Oil				<u>5,818.09</u>
Elite Tire & Suspension				
	Bill	11/15/2023	137372	1,273.00
Total Elite Tire & Suspension				<u>1,273.00</u>
Goldenwest Mobility				
	Bill	11/09/2023	24765	335.72
	Bill	11/13/2023	24773	185.30
Total Goldenwest Mobility				<u>521.02</u>
III-A Trust				
	Bill	11/21/2023	Dec 2023	2,115.00
Total III-A Trust				<u>2,115.00</u>
KG&T Septic, Inc.				
	Bill	11/13/2023	39179	134.32
Total KG&T Septic, Inc.				<u>134.32</u>
Mike White Ford of Sandpoint				
	Bill	11/09/2023	34649	2,053.05
	Bill	11/15/2023	34780	50.48
Total Mike White Ford of Sandpoint				<u>2,103.53</u>
Pressure Clean Services, Inc.				
	Bill	11/11/2023	17257	164.00
	Bill	11/19/2023	17272	160.00
	Bill	11/24/2023	17292	80.00
Total Pressure Clean Services, Inc.				<u>404.00</u>
Verizon Wireless				
	Bill	11/13/2023	9949228064	299.89
Total Verizon Wireless				<u>299.89</u>
Ziplay Fiber - BF				
	Bill	11/13/2023		38.96
Total Ziplay Fiber - BF				<u>38.96</u>
TOTAL				<u><u><u>12,707.81</u></u></u>

Selkirks-Pend Oreille Transit Authority
Paid Bills Detail
As of December 6, 2023

	<u>Type</u>	<u>Date</u>	<u>Num</u>	<u>Open Balance</u>
Coleman Oil				
	Bill	11/30/2023	CP-0062201	1,170.35
	Bill	12/03/2023	CP-0062639	551.22
Total Coleman Oil				<u>1,721.57</u>
First Bankcard				
	Bill	11/29/2023		1,629.49
Total First Bankcard				<u>1,629.49</u>
Mike White Ford of Sandpoint				
	Bill	11/28/2023	34966	102.79
	Bill	12/04/2023	34988	454.43
	Bill	12/06/2023	35122	107.64
Total Mike White Ford of Sandpoint				<u>664.86</u>
Mountain Ledgers				
	Bill	11/30/2023	7120	1,012.50
Total Mountain Ledgers				<u>1,012.50</u>
Napa Auto Parts				
	Bill	12/03/2023	166309	57.96
	Bill	12/03/2023	166317	13.68
	Bill	12/03/2023	166316	37.08
	Bill	11/30/2023	165968	39.58
	Bill	11/29/2023	165770	49.90
Total Napa Auto Parts				<u>198.20</u>
Pressure Clean Services, Inc.				
	Bill	12/02/2023	17305	200.00
Total Pressure Clean Services, Inc.				<u>200.00</u>
RWC Group				
	Bill	11/30/2023	RA106009375:01	1,109.01
	Bill	12/01/2023	RA106009391:01	600.03
	Bill	12/04/2023	XA106066796:01	2,640.07
Total RWC Group				<u>4,349.11</u>
Spokane Testing Solutions				
	Bill	11/25/2023	15663	120.00
Total Spokane Testing Solutions				<u>120.00</u>
Ziplay Fiber				
	Bill	11/22/2023		272.57
Total Ziplay Fiber				<u>272.57</u>
TOTAL				<u><u>10,168.30</u></u>

Selkirks-Pend Oreille Transit Authority
Unpaid Bills Detail
As of December 6, 2023

Type	Date	Num	Open Balance
America's Ink and Toner Supply, Inc.			
Bill	11/08/2023	33947	995.10
Total America's Ink and Toner Supply, Inc.			995.10
Bryson Sales & Service, Inc.			
Bill	12/01/2023	197289	628.92
Total Bryson Sales & Service, Inc.			628.92
Eagle Drug and Alcohol Testing LLC			
Bill	11/12/2023	101124	25.00
Total Eagle Drug and Alcohol Testing LLC			25.00
Lake City Law Group PLLC			
Bill	11/07/2023	34729	20.00
Total Lake City Law Group PLLC			20.00
Schweitzer Mountain Resort.			
Bill	11/30/2023	Nov miles	7,032.50
Total Schweitzer Mountain Resort.			7,032.50
SHL CPAs PLLC (Anderson Bros)			
Bill	11/30/2023	10416	3,500.00
Total SHL CPAs PLLC (Anderson Bros)			3,500.00
TOTAL			12,201.52



SELKIRKS PEND OREILLE TRA
 Account number ending in 2396
 For billing cycle ending 11/29/2023

New Balance
\$1,629.49

Minimum Payment
\$35.00

Payment Due
12/25/2023

Your Account Summary

Previous Balance	\$711.88
Payments	-\$711.88
Other Credits	\$0.00
Purchases	\$1,629.49
Balance Transfers	\$0.00
Cash Advances	\$0.00
Fees Charged	\$0.00
Interest Charged	\$0.00
New Balance	\$1,629.49
Statement Closing Date	11/29/23
Days in Billing Cycle	33
Total Credit Limit	\$10,000.00
Available Credit	\$8,370.00
Cash Limit	\$2,000.00
Available Cash	\$2,000.00

Your Payment Information

New Balance	\$1,629.49
Minimum Payment Due	\$35.00
Past Due Amount	\$0.00
Payment Due Date	12/25/2023

Manage your business expenses with convenient online access.



- Make secure online payments
- Access current and historical statements, up to 7 years old
- Monitor monthly expenses

Log in today to explore all the online possibilities!

Issued by First National Bank of Omaha (FNBO®).

Pay your bill: card.fnbo.com | Questions: 800-819-4249



Account Number XXXX-XXXX-XXXX-2396

New Balance	Minimum Payment	Payment Due
\$1,629.49	\$35.00	12/25/2023

Amount Enclosed: \$

Make checks payable to FNBO or pay online at card.fnbo.com.

SELKIRKS PEND OREILLE TRA
 DONNA M GRIFFIN
 31656 HIGHWAY 200
 PONDERAY ID 83852-9500

FNBO
 P.O. Box 2818
 Omaha, NE 68103-2818

Change of Address? If yes, please complete the reverse side of the form.

4988656260672396 0000000003500 0000000162949

Payment Requirements: Payments must be (1) accompanied by the bottom portion of the first page of this billing statement; (2) received no later than 5:00 p.m. (Central Time) on the Payment Due Date at the location we have specified for receipt of your payment; (3) made only by one check or money order with the account number listed thereon if your payment is made by mail; (4) made in U.S. Dollars; and (5) sent in the enclosed envelope to the P.O. Box specified on the top of the front of this statement. If we accept a payment that does not comply with these requirements, there may be a delay in crediting your account, which may result in additional interest and fees. If your payment is returned unpaid by your bank for insufficient funds, we may re-present your check electronically. If you want to make a single payment on multiple accounts, please contact Commercial Card Customer Service for specific instructions.

Credit Limits: Only the "Cash Limit" portion of your Credit Limit is available for cash advances. "Available Credit" or "Available Cash" refers to the part of your Credit Limit or Cash Limit that was available as of this billing statement's closing date and may not reflect overlimit or credit balance amounts. We may raise or lower your Credit Limit and/or Cash Limit at any time and may restrict the amount that is available for Balance Transfers. After we credit a payment to your account, there may be a delay before it operates to restore your Available Credit or Available Cash. There may be a delay in restoring your Available Credit until we determine a payment is unlikely to be returned for insufficient funds or for some other reason. If an individual Credit Limit has not been established for an account by the Company, its authorized representative or the account owner, the Credit Limit disclosed on statements for any such account may disclose an amount up to the Credit Limit of the Company's account (which may not accurately reflect the actual Credit Limit available for the Company's account).

Errors, Questions and Charges Not Recognized:

- Merchants may bill under different names and/or locations. If possible, verify the dollar amount to a sales receipt.
- When returning merchandise through the mail, always request a returned receipt.
- Be sure to obtain a cancellation number when canceling lodging reservations.
- Regarding problems with goods or services, first attempt to resolve with the merchant.

Liability for Unauthorized Use: If you notice the loss or theft of your credit card or a possible unauthorized use of your card, you should write to us immediately at P.O. Box 3696 Omaha, NE 68103-0696 or the facsimile number 402-602-6098 or call us at 1-800-688-7070. If we issue less than ten cards: (1) You will not be liable for any unauthorized use that occurs after you notify us; (2) You may, however, be liable for unauthorized use that occurs before your notice to us; and (3) In any case, your liability will not exceed \$50. If we issue ten or more cards, the Company, its authorized representative and/or the account owner shall be liable for any and all unauthorized use thereof.

Information Provided to Credit Bureaus: Information about your account is periodically provided to one or more credit bureaus. Late payments, missed payments, or other defaults on your account may be reflected in your credit report. If you think any information regarding you or your account is inaccurate, write to us on a separate sheet at: P.O. Box 3412, Omaha, NE 68103-0412.

SMBUS/ESCOM

.....

To ensure accuracy, please print clearly using uppercase letters and numbers only.
Please do not use red ink, a gel pen or pencil.

Cardholders can change their address and add contact information online.

Change of Address, Phone or Email

Address _____	Home Phone _____
Apt/Bldg # _____	Work Phone _____
City _____	Cell Phone _____
State, ZIP _____	Email Address _____

If you have a Credit Card for business purposes, and are requesting an address change, we may request additional information.



SELKIRKS PEND OREILLE TRA
 Account number ending in 2396
 Transactions for billing cycle ending 11/29/23

CURRENT POINT BALANCE

12,856

You earn 6 points per \$1 spent on qualifying Business Expenses (up to \$26,000 during a period of 12 billing cycles. After \$25,000, earn 1 point per \$1 spent); 2 points per \$1 spent on qualifying Gas and Dining Purchases (up to \$25,000 during a period of 12 billing cycles. After \$25,000, earn 1 point per \$1 spent); and 1 point per \$1 spent on other purchases.

Point activity summary for the period covered by this statement:

- 1,530 Regular points earned this month
- 502 Business Expense points earned this month
- 0 Gas and Dining points earned this month
- 0 Bonus points earned this month
- 2,032 Total points earned this month
- 0 Points redeemed this month
- 12,856 Current point balance

Points that will be expiring on your next statement closing date.....0

Keep using your card to increase your rewards total. The more you purchase, the more rewards you earn!

Review your Reward Terms and Conditions for details including earning, redemption, expiration, or forfeiture.

167

TRANSACTION DETAIL

Transactions

Trans Date	Post Date	Reference Number	Transaction Description	Credits (CR) and Debits
11-01	11-02	24692163305104037510048 2	GOOGLE *GSUITE_spotbus cc@google.com CA	\$24.00
11-07	11-09	24622753312500781454438 1	CREATIVE BUS SALES AZ 909-465-5528 AZ	\$598.63
11-10	11-10	74418003314027555076487	PAYMENT - THANK YOU	\$711.88 CR
11-13	11-14	24011343317000043556462 2	ZOOM.US 888-799-9666 WWW.ZOOM.US CA	\$15.99
11-15	11-15	24692163319104937786122 7	UNITY SCHOOL BUS PARTS 800-937-3906 MI	\$47.86
11-14	11-16	24164073319105005486909	STAPLES 00105726 PONDERAY ID	\$60.26
10-26	11-17	24622753320100492204691 1	CREATIVE BUS SALLS AZ PHOENIX AZ	\$276.94
10-26	11-17	24622753320100492204774 1	CREATIVE BUS SALES AZ PHOENIX AZ	\$528.88
11-15	11-17	24943013320010188620517	THE HOME DEPOT #1810 PONDERAY ID	\$65.82
11-16	11-17	24559303320900010900014	SANDPOINT PACKINSHIP PONDERAY ID	\$1.49
11-20	11-21	24137463325001701578462	AUTOZONE #6225 PONDERAY ID	\$9.62

Fees Charged

Total Fees for this period

\$0.00

Interest Charged

Interest Charge on Purchases	\$0.00
Interest Charge on Cash Advances	\$0.00
Interest Charge on Balance Transfers	\$0.00
Total Interest for this Period	\$0.00

Charge Summary Your Annual Percentage Rate (APR) is the annual interest rate on your account (v) Variable rate (f) Fixed rate

	Annual Percentage Rate (APR)	Special Offer or Eligible Purchases APR Expiration Date	Balance Subject to Interest Rate	Days Rate Used	Interest Charge
Purchases	25.24% (v)	NA	\$1,635.17	33	\$0.00
Cash Advance	30.49% (v)	NA	\$0.00	33	\$0.00

2023 Total Year-to-Date

Total Fees Charged in 2023 \$39.00

Total Interest Charged in 2023 \$57.42

Contact Information

Contact us online
card.fnbo.com

Talk To Us
1-800-819-4249
(TDD Telecommunications Device
for the Deaf: 1-800-925-2833)

Mail Payments To
FNBO
P.O. Box 2818
Omaha, NE 68103-2818



Selkirks - Pend Oreille Transit Authority
31656 HWY 200, Box 8 Ponderay, ID 83852 (mailing address)
31656 HWY 200, Suite 102 Ponderay, ID 83852 (physical address)
208-263-3774

SPOT Agenda Item Summaries

Meeting Date: December 12, 2023

Agenda Item: 7a.

From: Donna Griffin

Topic: Approve an option for funding the cost of buses

Background: Northwest Bus Sales informed us of a price increase for the bus bodies passed on from Endera. These bus bodies are for the three new buses that we expect to receive in March 2024. Discuss options for this bus order.

Meeting Date: December 12, 2023

Agenda Item: 7b.

From: Donna Griffin

Topic: Grant Applications 2024-2026

Background: 1) Following the discussion above and depending on the outcome, we may need to apply for a grant to fund the order an additional Demand bus. Options include VIP, CARES or Two Year Congressional Application:
2) Add one diagnostic computer and software to the one-time CARES Application.

Meeting Date: December 12, 2023

Agenda Item: 7c.

From: Donna Griffin

Topic: Financial considerations

Background: Financial discussion and considerations.

SPOT Ridership

2023	Fixed	Para	Bonnors Ferry	Mountain Route	Total
23-Jan	4672	563	230	22489	27954
23-Feb	4200	509	204	19502	24415
23-March	4835	600	261	19601	25297
23 April	4197	477	152	4612	9438
23 May	4489	548	139	0	5176
23 June	4199	565	190	0	4,954
23 July	5986	489	129	628	7232
23 August	6820	536	216	0	7572
23 September	4231	547	149	2810	7737
23 October	4185	511	152	0	4848
23 November	4079	565	145	1214	6003
2023 TOTAL	51,893	5,910	1,967	70,856	130,626

2022	Fixed	Para	Bonnors Ferry	Mountain Route	Total
22-Jan	3986	365	136	20650	25137
22-Feb	3795	447	187	16777	21206
22-Mar	4399	538	277	12794	18008
22-Apr	3639	482	189	3470	7780
22-May	3752	467	191		4410
22-Jun	3827	588	185		4600
22-Jul	4417	480	202	494	5593
22-Aug	5132	596	217		5945
22-Sep	3888	545	223	2419	7075
22-Oct	4027	509	179		4715
22-Nov	3577	498	195	1815	6085
22-Dec	3776	478	237	21208	25699
2022 TOTAL	48,215	5,993	2,418	79,627	136, 253

2021	Fixed	Para	Bonnors Ferry	Mountain Route	Total
January	3334	270	111	9300	13015
February	3278	311	96	7894	11579
March	4345	414	111	6715	11585
April	3513	331	97	1531	5472
May	3949	299	69		4317
June	3782	375	119		4276
July	4420	388	169	524	5501
August	3965	460	139		4564
September	3392	459	123	3382	7356
October	3471	425	190		4086
November	3478	429	200	562	4669
December	3873	401	256	14,413	18943
2021 TOTAL	44,800	4,562	1,680	44,321	95,363

2019	Fixed	Para	Bonnors Ferry	Mountain Route	Total
September	4042	401	230	1269	5,942
October	4310	457	239		5,006
November	4473	395	226	393	5,487
December	4806	383	258	13013	18,460
2019 TOTAL	56,599	019	2,924	35,514	100,056



Northwest Bus Sales, Inc
33207 Pacific Highway South
Federal Way, WA 98003
Phone (253) 841-9997
Fax (253) 845-9384
www.nwbus.com

To: Donna Griffin
 Selkirks Pend Oreille Transit Authority
 From: Rob Goolsby – Northwest Bus Sales
 Re: Price Increase History

Hi Donna,

Thank you for your continued patience and understanding. As requested, the purpose of this letter is to address two items: 1) A summary of the cost increases, attributed to body and chassis, and, 2) a guarantee that this will be the final price.

Below is a breakdown of the changes which have been applied to your orders.

Build "A", Qty (2) buses	*TransAir AC*	Build "B", Qty (1) bus	*TransAir AC*
Original Price	\$102,459	Original Price	\$92,844
Floorplan Change	\$8,731	Body Increase	\$14,865
Body Increase	\$14,865	Chassis Increase	\$9,000
Chassis Increase	\$9,000	NWB Concession	-\$865
NWB Concession	-\$865		<u>\$115,844</u>
	<u>\$134,190</u>		

As seen above, the cost of the body and the chassis were the factors which led to the price increases. Northwest Bus Sales has purchased the chassis for your buses, so that is now a fixed cost. The body increase, issued by Endera, brought their pricing to current levels. Endera currently has your builds scheduled for this spring and are wanting to purchase all materials. The body cost, as currently calculated, represents the cost of the materials they will be using for your builds. We have discussed this with Endera and were given a verbal guarantee that if these orders are approved (as soon as possible), this will be the cost. With these two costs fixed, Northwest Bus Sales feels confident that this will be the final price for these buses.

Best Regards,

Rob Goolsby
 Northwest Bus Sales
 206-445-8591
rob@nwbus.com