

Request for Proposal (RFP) Addendum

RFP: #26-01 Exterior Bus Advertising Services

Purpose of Addendum: Alternative to a Letter of Credit, Response to Questions Received

Addendum Number: #4

Addendum Date: June 18, 2026

Point of Contact: Haley Ausserer-Zelaya, haussererzelaya@yctd.org

Dear RFP Prospective Proposers: This addendum is an integral part of the RFP package under consideration by you as a respondent in connection with the subject matter herein identified. This Addendum includes two items:

1. Alternative to a Letter of Credit
2. Response to Questions Received

Alternative to a Letter of Credit

Page 6 of RFP 26-01 for Exterior Bus Advertising Services contains the requirement, “the Proposer awarded the contract shall submit a performance guarantee in the form of an Irrevocable Standby Letter of Credit equal to 50 percent of the guaranteed amount for the second year of the Contract base term.” As an alternative, YoloTD will allow a prepaid annual Minimum Annual Guarantee in lieu of a Letter of Credit. If paid upfront, we will hold it throughout the year until the minimum amount is satisfied. Once that happens, the bus advertising vendor can choose to have the prepaid amount refunded to them or held as a prepaid MAG for the following year.

Response to Questions Received

YoloTD received the following questions between April 1, 2026 and June 16, 2026 either via email or at the optional pre-proposal conference. YoloTD’s answers are in italics.

1. Can YCTD confirm whether any advertising inventory (vehicles) is currently anticipated to be added, retired, reduced, expanded, or otherwise phased in or out at any point during the new contract term?

In December 2025, YoloTD was awarded a grant to purchase 12 electric buses and chargers. We anticipate that these will be onsite and in service, and available for exterior advertising, within 2 years. Some of these will expand the fleet and some will replace older vehicles.

Additionally, this summer, YoloTD plans to purchase 7 paratransit vehicles. 5 will replace current vehicles and 2 will expand our fleet. We anticipate that these will be available for exterior advertising by October 2026. There may be additional updates, but this is what is currently known.

2. Does the Authority anticipate introducing any new vehicles into the advertising program during the contract term? If so:
 - a. Will newly introduced vehicles be withheld from advertising installations for any period before becoming available for sale?
 - b. If yes, please describe the anticipated duration of such restrictions and the circumstances under which they would apply.

See response to question 1.

3. Under the payment provisions of the RFP, is YCTD expecting:
 - a. A monthly Minimum Annual Guarantee (MAG) payment plus a monthly revenue share payment; or
 - b. The greater of the monthly MAG or the monthly revenue share payment?

YoloTD expects to receive a monthly payment of the greater of the Minimum Annual Guarantee payment (divided by 12) or the monthly revenue share payment.

4. With respect to the Letter of Credit requirement:
 - a. Would YCTD consider allowing a prepaid annual MAG in lieu of a Letter of Credit?
 - b. If not, would the Authority consider accepting a performance bond or other comparable security instrument in place of a Letter of Credit?

YoloTD will allow a prepaid annual Minimum Annual Guarantee in lieu of a Letter of Credit. If paid upfront, we will hold it throughout the year until the minimum amount is satisfied. Once that happens, the bus advertising vendor can choose to have the prepaid amount refunded to them or held on file as a prepaid MAG for the following year. YoloTD will not accept a performance bond in lieu of a Letter of Credit.

5. Will the new electric buses that YoloTD has received a grant to purchase be Gilligs?
 - a. Will they be out on fixed route and available for exterior advertising?
 - b. Will they have a similar layout in terms of available advertising space?

Yes, the new electric buses will be Gilligs, and they will be out on fixed route and available for exterior advertising (with a similar amount of available advertising space), once they have arrived and are in service. We anticipate this timing to be within 2 years.

6. With the transition to the new transit operations contract, will staff be staying?

On August 1 YoloBus is transitioning to a new transit operations contractor, MV Transportation. Our current transit operations contractor is Transdev. MV has committed to retaining all customer service and vehicle operations staff for at least 90 days following the transition, and in most cases long-term. More detail can be found in Item 5 from the YoloTD April 2026 Board Meeting Agenda Packet.

7. How often do you wash buses?

We just fixed our bus wash, and now that it is fixed we plan to wash them 1-2x per week.

8. Are any buses out of service for a significant period at this time?

One bus needs a new transmission and is out of service until that is replaced.