



Utah Transit Authority

MEETING MEMO

669 West 200 South
Salt Lake City, UT 84101

Board of Trustees

Date: 6/22/2022

TO: Board of Trustees
THROUGH: Jay Fox, Executive Director
FROM: William Greene, Chief Financial Officer
PRESENTER(S): Kensey Kunkel, Mgr. Business Dev. and Sales

TITLE:

Fare Agreement: ECO Trip Rewards Trip Based Agreement Amendment No. 2 (Salt Lake City Corporation)

AGENDA ITEM TYPE:

Service or Fare Approval

RECOMMENDATION:

Approve Amendment No. 2 to the ECO Trip Rewards Trip Based Agreement with Salt Lake City Corporation

BACKGROUND:

The current contract between UTA and Salt Lake City Corporation (SLC Corp.), which was approved by the UTA board on June 3, 2020, allows SLC Corp. to provide a transit pass option to their employees. Employees can opt in or out to receive a UTA transit pass. SLC Corp. pays for each trip taken by their authorized users on UTA transit services. Authorized users include all persons employed by SLC Corp that hold a pass. All pass holders are required to "tap-on/off" the UTA system. A trip report is generated each month summarizing the tap activity.

Total boardings for SLC Corp. last year (2020-21) was about eighteen thousand (18,000) which qualified them for a discount of 5% to be applied to their invoice. This discount is based on the number of trips taken as part of a trip rewards program set up by UTA over 5 years ago.

The current contract will expire on June 30th of this year.

DISCUSSION:

Both UTA and SLC Corp. desire to extend their current Trip Rewards Agreement one (1) additional year. The updated contract term will be July 1, 2020 through June 30, 2023.

Total annualized boardings July 2021 through June 2022 for SLC Corp. is estimated to be about twenty-eight thousand (28,000) which qualifies for a discount of 5% to be applied to the monthly invoice.

All other terms of the contract will remain the same.

CONTRACT SUMMARY:

Contractor Name:	Salt Lake City Corporation
Contract Number:	20-F0051-2
Base Contract Effective Dates:	July 1, 2020 through June 30, 2022
Extended Contract Dates:	July 1, 2022 through June 30, 2023
Existing Contract Value:	\$84,400
Amendment Amount:	\$65,000-\$75,000 (estimate)
New/Total Contract Value:	\$149,000 to \$159,000
Procurement Method:	NA
Budget Authority:	NA

ALTERNATIVES:

1. Not approve the modification and renegotiate a new contract price and term
 2. Not approve the modification and forgo revenue
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FISCAL IMPACT:

- Estimated revenue of \$65,000 to \$75,000 (2022-23)
- Total revenue over three (3) years is estimated to be \$149,000 to \$159,000:

Year	Value
2020-21: Base Contract	\$27,000
2021-22: Amendment 1	\$58,000
2022-23: Amendment 2	\$65,000 to 75,000
Total	\$149,000 to \$159,000

ATTACHMENTS:

Amendment 2