



Request for Proposals

PROJECT 26T02

REGIONAL TRANSIT PARTNERSHIP STRATEGY

ISSUE DATE

August 30, 2025

DUE DATE

September 17, 2025, 2 P.M.

Submit Questions and Proposals (by email only) to:

Tim Briggs: tbriggs@baltometro.org

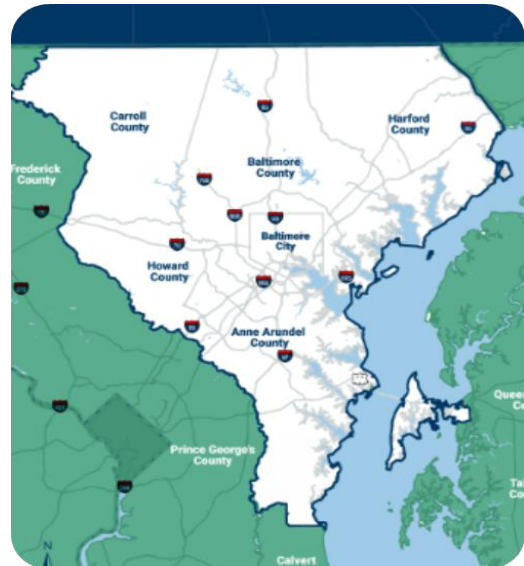
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Introduction

BMC is a private nonprofit organization committed to identifying regional interests and developing collaborative strategies through plans and programs, which will improve the quality of life and economic vitality throughout the region. BMC's Board of Directors includes the Mayor of Baltimore City, Executives of Anne Arundel, Baltimore, Harford and Howard counties, a Carroll County Commissioner, a Queen Anne's County Commissioner, a Delegate and Senator from the State of Maryland, and a gubernatorial appointee.

The Baltimore Regional Transportation Board (BRTB) is the designated Metropolitan Planning Organization (MPO) for the Baltimore region. The members consist of designated representatives from Baltimore City, Anne Arundel County, Baltimore County, Carroll County, Harford County, Howard County, Queen Anne's County, and the City of Annapolis, plus the Maryland Department of Transportation, the Maryland Department of the Environment, the Maryland Department of Planning, the MDOT Maryland Transit Administration, and the Regional Transportation Agency of Central Maryland. The Baltimore Metropolitan Council (BMC) staff provides technical support to the BRTB.



The work of BMC staff includes transportation forecasting and analysis, economic and demographic research, computer mapping applications, air and water quality programs, multimodal planning, cooperative purchasing, workforce development, housing and rideshare coordination.

Purpose

The Baltimore Metropolitan Council (BMC) is soliciting proposals from qualified firm(s) to identify areas where transit is provided by both public and private providers and develop a strategy to foster greater collaboration among transit agencies and private shuttle providers. Overall, the project seeks to:

- Understand the scope of shuttle services provided by educational and medical institutions in the Baltimore region and their relationship to existing and planned public transit service.
- Identify opportunities for improved coordination and collaboration to support existing transit service, planned infrastructure investments, and develop future transit corridors.
- Gather data about private shuttle providers to support regional planning efforts and inform future studies.

Scope of Work

Task 1 - Project Management

The task will be managed by BMC staff and will include a Work Group consisting of key MTA and a local transit provider. The Consultant shall coordinate with the BMC project manager to schedule and facilitate a kickoff meeting with the Work Group that is organized by BMC staff, to launch the work program for the project and clarify roles, project schedule, scope of work, deliverables and project approach.

The Consultant shall communicate progress of the work regularly with the BMC Project Manager, prepare and submit monthly invoicing in the first week of each month

following the invoice period, coordinate reviews with the project Work Group, and present updates at key milestones. The consultant shall prepare a presentation to the Technical Committee and the Baltimore Regional Transportation Board upon completion of the project.

The Consultant shall communicate progress of the work regularly with the BMC Project Manager through short (i.e., 30 minute) phone calls or virtual meetings that are scheduled approximately every two weeks throughout the project; prepare and submit monthly invoicing in the first week of each month following the invoice period; and coordinate with the Steering Committee at key milestones.

Deliverables:

- Agenda and meeting minutes for kick off and bi-weekly progress check-ins
- Project schedule to be reviewed at each bi-weekly progress check-in meeting

Task 2 – Service Assessment

This study is an opportunity to collect and analyze data about private providers and incorporate it into regionwide transit service planning. The selected firm will gather publicly available information (ex. schedules, routes, stops) for institutions in the Baltimore region that run shuttle services that connect to off-campus destinations (retail, housing, employment, transit stop/hub) and operate fixed-route service and schedule. The firm will document key information about each service including the yearly schedule (ex. if running only during school session), days of operation, and span of service and develop a GIS map that includes the routes and stops of all shuttle providers. If a private provider also operates microtransit service this information should be collected as well. It is anticipated that this will include the following institutions, but the selected firm should conduct research to identify additional providers that meet the above parameters.

- Johns Hopkins University
- University of Baltimore
- Morgan State University
- University of Maryland Baltimore
- Coppin State University

- Maryland Institute College of Art
- Baltimore Collegetown Network
- Towson University
- University of Maryland Baltimore County
- Loyola University
- Stevenson University
- Mount Washington Pediatric Hospital
- Bowie State University (possible connections with RTA)
- Baltimore City Community College (serves Bio Park)

Using the map (developed in Task 2) of private provider routes and stops as a tool, the selected firm will assess the current service environment and identify service patterns, concentrations of stops, key destinations, and other indicators of transit demand. This analysis should include overlaying existing public transit service (available on the BMC open data site, <https://gisdata.baltometro.org>) and corridors identified in the Central Maryland Transportation Plan to highlight complimentary services and stops. Questions to consider include:

- Does current shuttle service follow an existing route or future transit corridor?
- Does current shuttle service connect to Metro, Light Rail, or MARC stops?
- Does current shuttle service indicate demand for a new route or service?
- How many existing public transit stops are in proximity to the institution and what destinations do they serve?
- Do public and private providers use the same stops?
- Do current shuttle service schedules, frequencies, and service span align with public transit?

Technical Memo #1, a summary of findings from the service assessment, will document the analysis performed and summarize key findings to inform future tasks.

Deliverables:

- GIS Map. Consultant will follow BMC's data policy as noted below.
 - The consultant will deliver a file geodatabase containing all spatial data from the project as well as an ArcGIS Pro project package for any maps created.
 - Transit route and stop data should be created as feature classes in a file geodatabase with appropriate attribute fields to capture the available information about each route. Vertices for route lines should be edge snapped to the MDOT SHA Roadway Centerlines with Functional Classification dataset from [MD iMAP](#).
- Technical Memo #1

Task 3 – Provider Outreach and Data Collection

The selected firm will develop and administer a survey of institutional providers to understand current operational characteristics including ridership, demographics, budget, service goals, and other transportation programs (ex. parking fees, subsidized transit, rideshare programs). Data of this type has not been collected previously on a region-wide basis and selected firm should account for time needed to gather data from providers, including meeting with providers if needed. Survey should include the option for providers to receive a copy of the final report.

In addition, the selected firm will identify a subset of providers for in-depth stakeholder interviews or focus group sessions to understand the needs of the providers, their riders, and their experiences with public transit in the Baltimore region. The goal of these sessions is to understand opportunities and constraints for collaboration between private institutions and public transit agencies. Technical Memo #2 will summarize the findings from outreach including the focus group summaries and facilitated discussions

If potential partner(s) are identified through the outreach, then the firm will conduct two to three facilitated discussions to develop the framework for a pilot program.

Deliverables:

- Institutional Provider Survey
- Technical Memo #2

Task 4 – Case Studies

The selected firm will review academic and industry literature to identify three to five successful collaborations between transit agencies and educational or medical institutions. Case studies should include a range of partnerships including marketing and branding, service coordination and planning, fare/pass subsidies, and funding sources. At least two of the case studies should include interviews with key personnel at the transit agency or institutional partner to understand the process for forming and maintaining partnerships between institutions and transit agencies. A memo should document the lessons learned and applicability to the Baltimore region for each case.

Deliverable:

- Technical Memo #3 – Case Study Report

Task 5 – Recommendations and Final Report

The selected firm will synthesize findings to develop opportunities for collaboration and recommended next steps for improved service coordination, planning, and infrastructure investments in public transit. The recommendations should include development of a framework for ongoing coordination between transit agencies and institutional partners, such as a future pilot program or data sharing between agencies. Lastly, the firm will prepare and present a summary of the report to the Technical Committee and the Baltimore Region Transportation Board (BRTB).

Deliverables:

- Draft and Final Report
- Presentation to Technical Committee and BRTB.

Consultant Qualifications

Qualified firms will demonstrate relevant experience in the following areas:

- Planning and design of transit networks.
- Analysis of service changes using traditional and non-traditional measures (ex. access to opportunity).

- Conducting stakeholder engagement and hosting meaningful conversations around public transit.
- Translating needs and priorities into actionable transit policy and programs.
- Applying innovative approaches to challenging problems and reframing what is possible

Upon delivery of the closeout materials, the consultant will coordinate a final project debriefing meeting (virtual). The debriefing will review the goals/purpose of the project and discuss if the RFP as well as consultant scope and management structure met the original purpose and any unforeseen challenges that could have been foreseen with a purpose of improving future project scoping.

For projects with any spatial data or mapping, but no online components: The consultant will deliver a file geodatabase containing all spatial data from the project as well as an ArcGIS Pro project package for any maps created.

Note on data availability: Consultant should not assume the availability of any data other than what is publicly available from federal, state, and local governments or hosted on our BMC Regional GIS Data Center site (<https://gisdata.baltometro.org/>). The proposal should include a list of any other datasets required or suggested for analysis, along with pricing information for commercial datasets.

Proposal Content and Requirements

The proposal shall consist of two separate parts: (1) a Technical Proposal, and (2) a Cost Proposal. Each offeror shall provide their technical proposal and cost proposal in separate .pdf files. Proposals shall meet, at a minimum, the following requirements.

Technical Proposal

The Technical Qualifications shall contain the following:

- *Cover Letter* – summarizing the offeror’s expertise and availability to do the work, all firms on the team and DBE commitment. Letter must be signed by an executive with authority to commit the offeror and stating the period for which the proposal is valid. (1 page maximum)
- *Experience and Qualification* – The offeror shall list the qualifications of the prime and subconsultants, as applicable, with regard to the selection criteria identified in this RFP. The summary should contain information on projects of a similar nature that offeror has completed, including brief descriptions, dates, and names of contact persons. In the project descriptions, identify the roles of the identified project manager and key personnel. Please include links to relevant work if possible. (10 pages maximum)
- *Work Program* – Offerors shall provide a discussion of each task to be undertaken, how it will be performed, and the products/deliverables to be provided. An overall schedule of work in Gantt chart or similar format should be included. Offerors may include but are not limited to the tasks identified in the Scope of Work, and are encouraged to suggest modifications that would facilitate a successful work program. (14 pages maximum)
- *Project Management* – Designation of a project manager and the responsibilities of the manager and key staff. Resumes of the project manager and key staff from any firm involved, should be included in this section. Note that the resulting contract will require commitment of the specified personnel. (9 pages maximum)
- *DBE Participation* – The offeror shall present the program for assuring the maximum opportunity for participation by Disadvantaged Business Enterprises (DBEs) in accord with BMC’s goals. See the section of MANDATORY STATEMENTS for statement of DBE participation goals.
- *Other Information* – Any other material that the offeror wishes to provide. Please limit to relevant information. (4 pages maximum)

The body/narrative of all documents will be formatted to a 12-point font size. Headers and cover pages may utilize larger font sizes. Cover, table of contents or divider pages

without content will not be counted toward the page limits. Digital signatures are acceptable for all documents.

Cost Proposal

The Cost Proposal shall be composed of two parts: (1) Project Budget and (2) Affidavits and Certifications.

- Project Budget – Proposers shall provide a price quote as a fixed price in United States dollars. The price quote shall include the number of labor hours and cost by staff member and total hours and cost estimated for each task, including the prime firm and all subconsultants. Direct costs shall be itemized by category (e.g., travel, per diem, printing and reproduction, /etc.) for the entire project. The invoice submission schedule is anticipated monthly.
- Affidavits and Certifications – An electronic signature is acceptable on the Proposal Affidavit attached at the end of this RFP and shall be included in the Cost Proposal.
- Additionally, if there are any proposed exceptions to the “sample” form contract, these should be noted here.

BMC reserves the right to reject proposals that do not meet the Technical and Cost Proposal requirements.

Submission of Proposals

All offerors shall submit by email two (2) separate digital pdf files – one (1) for each of the Technical and Cost Proposals to tbriggs@baltometro.org.

The proposal must be received by BMC no later than **2:00 PM on September 17, 2025**. Proposals arriving after the deadline will not be accepted. Note that BMC's email will accept files up to 25MB. If your proposal documents exceed 25MB, please upload the documents to a file sharing service like Google Drive or Dropbox and email the link to the files.

Please direct any questions to Tim Briggs at tbriggs@baltometro.org no later than 2:00 P.M. September 3, 2025. All questions will be collected and answers will be posted to BMC's website by September 5, 2025. Questions arriving after Month, day will not be answered.

BMC will not pay for the development and submission of proposals in response to this RFP. BMC reserves the right to reject any proposals without cost or detriment to BMC.

The offeror shall not make changes in the specifics put forth in a proposal, including staff participation, without the prior written consent of BMC.

The BMC Staff member listed above shall be the sole point of contact for any offeror during the procurement process.

BMC reserves the right to waive minor irregularities, to negotiate in any manner necessary to best serve the public interest, and to make a whole award, multiple awards, a partial award, or no award. BMC reserves the right to cancel this RFP, in whole or in part, any time before the closing date.

Tentative Schedule

RFP Issued	August 6, 2025
Proposal Questions Due	September 3, 2025, 2 P.M.
Answers to Questions Posted	September 5, 2025
Proposals Due	September 17, 2025, 2 P.M.
Consultant Selection	Early October
Start of Work	Late October
Completion of Work	June 30, 2026

Consultant Selection Criteria

BMC staff and/or appropriate project partners will conduct an evaluation of proposals. All proposals will be evaluated on the basis of technical merit and proposed cost. Teaming is permissible but the offeror will be with a single prime contractor. Technical merit will be evaluated as follows:

Topic	Considerations	Maximum Points
Project Management	Staff Roles and Responsibilities; Subconsultant/DBE Integration; Staff Availability and Commitment	20 pts
Experience and Qualifications	Firm Experience with Similar Projects; Staff Experience	30 pts
Work Program	Understanding of Issues/Objectives; Technical Approach; Clarity of Deliverables	35 pts
Proposal Quality	Cover Letter; Adherence to Proposal Requirements; Proposal Presentation	15 pts
Available Technical Score		100 pts

This is not a low-bid procurement. The FY 2026 UPWP budgeted \$250,000 for the consultant part of this task but proposals will be considered outside of this range if the proposed work program will provide a greatly superior product.

BMC reserves the right to negotiate with one or more offerors selected based on the initial technical merit and proposed cost. Offerors may be asked to make personal appearances or to provide additional information regarding their proposals.

“Sample” Form Contract

BMC’s form contract is available on BMC’s website and is incorporated into this solicitation.

https://baltometro.org/sites/default/files/bmc_documents/RFP/sample-rfp-contract_fy2022.pdf

By the act of submitting a proposal, the offeror expressly acknowledges that he/she/it accepts the terms and conditions as stated in the form contract unless exceptions are submitted in writing with the proposal. Any proposed exceptions or alternations should be noted at the end of the Cost Proposal. BMC reserves the right to amend the terms of the form contract as it sees fit during contract negotiation.

The offeror’s acceptance of, or deviations from, the form contract terms and conditions are considered during the evaluation and subsequent award.

If the offeror submits an exception that alters BMC’s risk, liability, exposure in, or the intent of this procurement, BMC reserves the right in its sole and absolute discretion to deem the offeror non-responsive.

Confidentiality

Offerors must specifically identify any portions of their proposals deemed to contain confidential information, proprietary information or trade secrets. Those portions must be readily separable from the balance of the proposal. Such designations will not be conclusive, and offerors may be required to justify why such material should not, upon written request, be disclosed by BMC under the Public Information Act, State Government Article, Title 10, Sub-Title 6, of the Annotated Code of Maryland, as

amended. BMC may disclose such information if required by law, court order or subpoena.

Maryland Registration/Qualification Requirements

BMC requires vendors to register or qualify to do business with Maryland Department of Assessments and Taxation (SDAT) in accordance with the Annotated Code of Maryland, Corporations and Associations Article: §2-102 Formation generally, §7-202 Registration to do interstate and foreign* business, and/or §7-203 Qualification to do intrastate business.

For information on registering or qualifying a corporation, LLC, LLP or LP, call SDAT at 410-767-1340. Sole Proprietors and General Partnerships should call 410-767-4991 or you may download the SDAT forms at:

<http://www.dat.state.md.us/Pages/sdatforms.aspx>

The successful offeror may be required to submit a Good Standing Certificate (also known as "Certificate of Status") issued by SDAT within 10 days of being notified of potential award.

(*Note: "a corporation, association, or joint-stock company organized under the laws of the United States, another state of the United States, a territory, possession, or district of the United States, or a foreign country," Md. Code Ann., Corporations & Associations, §1-101.)

Mandatory Statements

Public Information Act Notice

Offerors should give specific attention to the identification of those portions of their proposals they deem to be confidential, proprietary information or trade secrets and provide any justification why such materials, upon request, should not be disclosed.

Disadvantaged Business Enterprise Notice

Disadvantaged business enterprises (DBEs) are encouraged to respond to this solicitation. It is the intent of BMC that certified minority business enterprises and sub-contractors be given the opportunity to submit proposals to this RFP and will not be subject to discrimination on the basis of race, color, sex, or national origin in consideration for an award.

All selected contractors will be required to abide by the DBE Program of the Baltimore Regional Transportation Board (BRTB). The DBE Program may be found on BMC's website.

Disadvantaged Business Enterprise Subcontract Participation Goal

The Baltimore Metropolitan Council hereby notifies all offerors that in regard to any contracts entered into pursuant to this advertisement; MBEs and WBEs will be afforded full opportunity to submit expressions of interest in response to this notice and will not be subject to discrimination on the basis of race, color, sex or national origin, in consideration for an award.

It is the goal of BMC that certified businesses participate in all competitively bid federal-aid contracts. A DBE subcontract participation **goal of 28.4 percent** of the total contract amount has been established for this procurement. Prime contractors holding a DBE certification will be awarded full (100 percent) credit for the DBE goal. Offerors must make a good faith effort to meet this goal in order to receive appropriate consideration. The offeror can demonstrate that it has made a good faith effort by meeting the goal or by documenting good faith efforts to do so in its proposal. Determination of good faith

efforts will be made at the discretion of appropriate BMC staff. All offers submitted in response to this RFP must include a statement specifying the Maryland Department of Transportation (MDOT) has certified the DBE or DBEs utilized to meet this requirement. If the DBE has not been certified by MDOT but has been certified by other state transportation agencies receiving federal funding, the name of the agency should be included in the proposal. BMC reserves the option to accept this certification in lieu of MDOT certification.

Proposal Affidavit

A. (ANTI-BRIBERY AFFIRMATION). I HEREBY CERTIFY THAT

(1) I am the (title) _____ and the duly authorized representative of (offeror) _____ and that I possess the legal authority to make this Affidavit on behalf of myself and the offeror for which I am acting.

(2) Except as described in paragraph 3 below, neither I, nor to the best of my knowledge, information, and belief, the above offeror, nor any of its officers, directors, or partners, nor any of its employees directly involved in obtaining contracts with the State or any county, bi-county, multicounty agency or subdivision of the State has been convicted of, or has pleaded nolo contendere to a charge of, or has during the course of an official investigation or other proceeding, admitted in writing or under oath acts or omissions committed after July 1, 1977, which constitute bribery, attempted bribery, or conspiracy to bribe under the provisions of Article 27 of the Annotated Code of Maryland or under the laws of any state or federal government.

(3) State "none" or, as appropriate, list any conviction, plea or admission described in paragraph 2 above, with the date; court official, or administrative body; and the sentence or disposition, if any: _____.

(4) **I ACKNOWLEDGE THAT** this Affidavit is to be furnished to the Procurement Officer, and may be furnished to the Attorney General pursuant to Sections 16-201, et seq., of the State Finance and Procurement Article of the Annotated Code of Maryland. I acknowledge that if the representations set forth in this Affidavit are not true and correct, the Council may terminate any contract awarded and take any other appropriate action.

B. (NON-COLLUSION AFFIRMATION). I HEREBY FURTHER AFFIRM THAT neither I nor, to the best of my knowledge, information and belief, the above firm nor any of its other representatives I here represent have:

(1) Agreed, conspired, connived or colluded to produce a deceptive show of competition in the compilation of the bid or offer being submitted herewith;

(2) In any manner, directly, or indirectly, entered into any agreement, participated in any collusion to fix the bid price or price proposal of the offeror herein or any competitor, or

otherwise taken any action in restraint of free competitive bidding in connection with the contract for which the within bid or offer is submitted.

C. (PROCUREMENT AFFIRMATION). I HEREBY FURTHER AFFIRM THAT

(1) Neither the above business nor, to the best of my knowledge, information, and belief, any officer, controlling stockholders, partner, principal, or other person substantially involved in the contracting activities of the business has in the past five (5) years: (a) been convicted under state or federal statute of a criminal offense incident to obtaining or attempting to obtain or performing a public or private contract, fraud, embezzlement, theft, forgery, falsification or destruction of records, or receiving stolen property; (b) been found civilly liable under state or federal antitrust statutes for acts or omissions in connection with the submission of bids or proposals for a public or private contract; (c) been convicted of any violation of a state or federal antitrust statute; (d) been convicted under the provisions of Title 18 of the United States Code for violation of the Racketeer Influenced and Corrupt Organizations Act, 18 USC Section 1961 et seq.; or (e) the Mail Fraud Act, 18 USC Section 1341 et seq., for acts arising out of the submissions that would constitute grounds for conviction or liability under any statute described above. Also, the undersigned offeror was not founded or established or is not operated in a manner designed to evade the application or defeat the purpose of the Debarment Regulations, COMAR 21.08; is not currently suspended or debarred pursuant to COMAR 21.08 or by the action of any other public entity; and is not a successor, assignee, subsidiary, or affiliate of a suspended or debarred business.

(2) (a) If the affirmation described in subsection (1) cannot be given and debarment proceedings have not been instituted against the business pursuant to COMAR 21.08, indicate the reasons why the affirmation cannot be given, including any conviction or admission described in subsection (1), above, with the date, court and sentence or disposition, if any; the name(s) of the person(s) involved, and their current positions and responsibilities with the business; the activity specified in COMAR 21.08 in which each person was involved; and the details of the person's participation in the activity, including the name(s) of an entity involved and the person's positions and responsibilities with the entity. (Attach additional sheets as necessary.)

(b) If the affirmation described in subsection (1) cannot be given, and debarment proceedings have been instituted against the business pursuant to COMAR 21.08, indicate the status of such proceedings.

I ACKNOWLEDGE THAT this Affidavit is to be furnished to the Procurement Officer and may be distributed to units of: (1) the State of Maryland; (2) counties or other subdivisions of the State of Maryland; (3) other states; and (4) the federal government. I further acknowledge that this Affidavit is subject to applicable laws of the United States and the State of Maryland, both criminal and civil, and that nothing in this Affidavit or any contract resulting from the submission of this bid or proposal shall be construed to supersede, amend, modify or waive, on behalf of the State of Maryland or any unit of the State of Maryland having jurisdiction, the exercise of any statutory right or remedy conferred by the Constitution and the laws of Maryland in respect to any misrepresentation made or any violation of the obligations, terms and covenants undertaken by the above firm in respect to (1) this Affidavit, (2) the contract, and (3) other Affidavits comprising part of the contract.

I DO SOLEMNLY DECLARE AND AFFIRM UNDER THE PENALTIES OF PERJURY THAT THE CONTENTS OF THIS AFFIDAVIT ARE TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE, INFORMATION, AND BELIEF.

(Date)

(Affidavit)

