



Concord Kannapolis Area Transit Commission

March 17th, 2026 – 11:00AM

Rider Transit Center
45 Transit Court NW, Concord, NC

Agenda

1) Call to Order & Quorum

Chair Wilson

- Quorum & Introduction of Guests - Changes or Additions to Agenda
- Public Comments from the Floor – 3 minutes per speaker

2) Approval of the 10/30/25 Meeting Minutes

Chair Wilson

3) Service Provider RFP

Rider & City Staff

Information: Presentation of the RFP process, bids received, and firm recommended for award.

Recommendation/Action: Review and consider approval of staff recommendation for award.

Reports / Other Business

Rider Staff

- Other business
- Next CKTC meeting – TBD

CONCORD KANNAPOLIS TRANSIT COMMISSION MEETING

March 17th, 2026

CONNECTING COMMUNITY



Concord Kannapolis Area Transit

CONCORD KANNAPOLIS TRANSIT COMMISSION

3/17/2026

- **Call to Order & Quorum**
 - Quorum & Introduction of Guests
 - Public comments (3 minutes)
- **Approval of the October 30th, 2025 Meeting Minutes**

CONNECTING COMMUNITY



Concord Kannapolis Area Transit

SERVICE PROVIDER RFP

- **The cities began Rider Transit in 2004 with a 3rd party Service Provider contract arrangement due to a lack of internal staff experience with public transit**
- **Drivers unionized in 2007, which requires maintaining a 3rd party Service Provider relationship under North Carolina law**
- **We are in the 10th and final year of our current Service Provider contract**
 - The current contract (5 year base, one 5 year extension) began 7/1/26 and will expire on 6/30/26 and must be rebid.

SERVICE PROVIDER RFP

- **Staff updated and revised the RFP document summer 2025**
- **The RFP was released on 8/28/25**
- **Questions regarding the RFP were due by 9/16/25**
- **A virtual Pre-Bid meeting was held on 9/17/25**
- **Proposal were due on 10/15/25**

REQUEST FOR PROPOSALS #20250828

Solicitation of the contract provider for the Concord
Kannapolis Area Transit (Rider) Fixed Route and ADA
Paratransit Services



Concord Kannapolis Area Transit

City of Concord, North Carolina

PROPOSALS DUE:
October 15th, 2025

RIDER TRANSIT CENTER
45 Transit Ct NW
CONCORD, NC 28025

SERVICE PROVIDER RFP

- **Five (5) RFP Responses were received**

- 4 complete, responsive bid submissions were received

- Keolis, MTM, Transdev, WeDriveU

- 1 incomplete, partial proposal was received and deemed non-responsive

- Wave Rideshare



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Concord Kannapolis Area Transit

SERVICE PROVIDER RFP SUMMARY OF ACTIVITY TO DATE

- **The RFP Review Committee Team:**
 - **Wilmer Melton** - City of Kannapolis
 - **Josh Smith** - City of Concord
 - **Phil Conrad** - Cabarrus Rowan MPO
 - **Charles Ratliff** - Cabarrus County Transportation Services
 - **Andy Christy** - Rider staff
 - **Jaime Tippett Poe** - Rider staff
 - **Craig Meeks** - Rider Staff
 - **L.J. Weslowski** - Rider Staff

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Concord Kannapolis Area Transit

SERVICE PROVIDER RFP SUMMARY OF ACTIVITY TO DATE

- **All four firms' Technical Proposals were deemed responsive, and all four were moved to the in-person interview phase (11/18/25)**
 - Keolis (*consensus #1 – 7 1st place, 1 tied for 1st place*)
 - MTM
 - Transdev
 - WeDriveU

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Concord Kannapolis Area Transit

SERVICE PROVIDER RFP SUMMARY OF ACTIVITY TO DATE

- **Rankings of the RFP Committee after the In Person Interviews were completed:**
 - 1st Place (*Keolis 7 votes, WeDriveU 1 vote*)
 - 2nd Place (*Keolis 1 vote, WeDriveU 5 votes, MTM 2 votes*)
 - 3rd Place (*MTM 5 votes, WeDriveU 2 votes*)
 - 4th Place (*Transdev 8 votes*)

SERVICE PROVIDER RFP SUMMARY OF ACTIVITY TO DATE

- **Initial Cost Proposals, pre BAFOs:**
 - Keolis = \$22,081,668
 - MTM = \$21,790,056
 - WeDriveU = \$18,783,990
 - Transdev = \$19,693,622
- **Final BAFO (1 to 3 rounds, 12+ weeks) Pricing:**
 - Keolis = \$19,411,467 (-\$2,670,201)
 - MTM = \$21,790,056 (no change)
 - WeDriveU = \$17,988,872 (-\$795,118)
 - Transdev = \$16,532,165 (-\$3,161,457)

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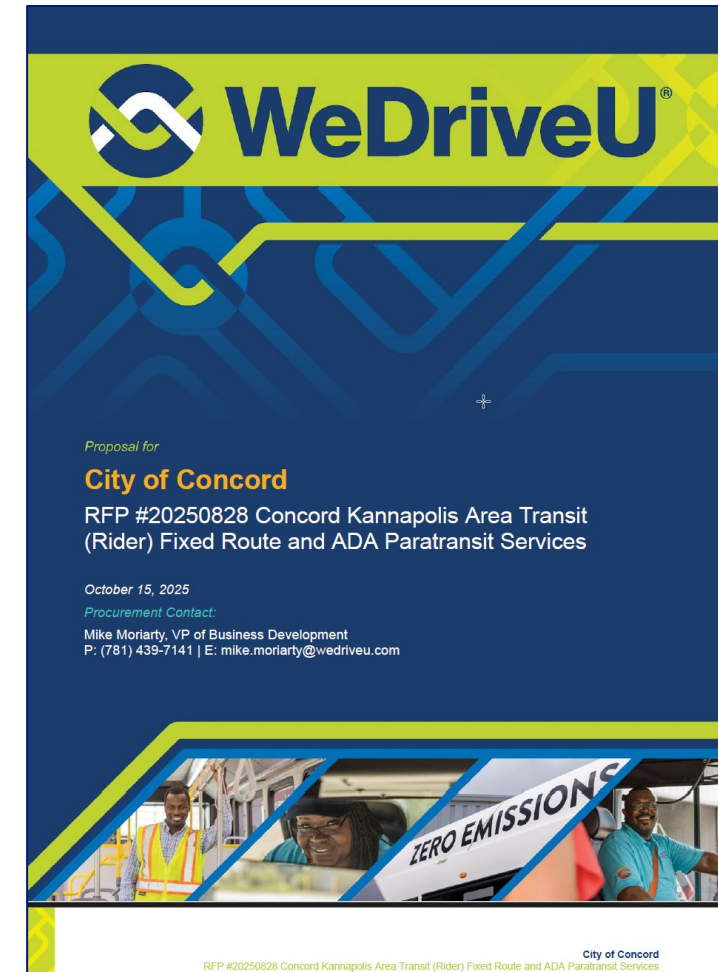


Concord Kannapolis Area Transit

SERVICE PROVIDER RFP- RECOMMENDATION OF AWARD

Recommendation for Award: WeDriveU

- Lowest **Responsive** and **Responsible** Bidder
- “**Best Value**” (combination of Technical and Cost Proposals)
- New, **larger**, more functional, **safer** and **more secure** Operations and Maintenance facility, **closer** to the Rider Transit Center
- Solid safety, training, development and **employee retention** program



WEDRIVEU

YEAR 1- YEAR 3 PRICING BREAKDOWN

Year 1		
Tier	Hourly Rate by Service	
	Fixed Route	Paratransit
115 - 124.99	\$ 100.55	\$ 118.10
105 - 114.99	\$ 104.87	\$ 123.74
95 - 104.99	\$ 109.60	\$ 130.04
85 - 94.99	\$ 116.11	\$ 138.54
75 - 84.99	\$ 123.40	\$ 148.28
65 - 74.99	\$ 132.71	\$ 160.71
55 - 64.99	\$ 144.48	\$ 176.68
% Increase YOY	33%	37%

Year 2		
Tier	Hourly Rate by Service	
	Fixed Route	Paratransit
115 - 124.99	\$ 105.15	\$ 123.33
105 - 114.99	\$ 109.10	\$ 128.71
95 - 104.99	\$ 114.01	\$ 135.19
85 - 94.99	\$ 120.17	\$ 143.44
75 - 84.99	\$ 127.37	\$ 153.17
65 - 74.99	\$ 136.70	\$ 165.77
55 - 64.99	\$ 148.49	\$ 181.92
% Increase YOY	4.02%	3.96%

Year 3		
Tier	Hourly Rate by Service	
	Fixed Route	Paratransit
115 - 124.99	\$ 109.48	\$ 128.34
105 - 114.99	\$ 114.26	\$ 134.56
95 - 104.99	\$ 119.48	\$ 141.45
85 - 94.99	\$ 125.69	\$ 149.83
75 - 84.99	\$ 132.96	\$ 159.72
65 - 74.99	\$ 142.52	\$ 172.66
55 - 64.99	\$ 154.29	\$ 188.95
	4.80%	4.63%

QUESTIONS?

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Concord Kannapolis Area Transit

RIDER TRANSIT

YEARS 1-22 VERSUS YEARS 22-23 YEAR PRICING BREAKDOWN & COMPARISON

4 Contracts, 22 years

Year 1	Year 22	Dollar Increase	Annual Ave % Rate Increase
\$55.62	\$82.46	\$26.84	2.18%
\$57.24 6/16	\$58.93 7/16	\$ 1.69	2.95%

New Contract

Year 22	Year 23	Dollar Increase	% Rate Increase – 1 Year
\$82.46	\$109.60	\$27.14	33%