

SOLE SOURCE DETERMINATION
Waynesboro City Public Schools

For the Purchase of Electric School Buses

Waynesboro City Public Schools (Division) applied for and has been granted the opportunity to participate in the initial phase of a new electric vehicle (EV) school bus deployment program sponsored by, and operated in conjunction with, Dominion Energy Virginia (Dominion), in collaboration with the Virginia Department of Education (Program).

The Division was one of only 16 schools accepted to participate, out of 34 who applied for the Program. EV school buses are scheduled for delivery so use may commence in the first semester of the 2020-2021 school year.

The Program, from application to award, as well as in documentation and operation, is the functional equivalent of a grant, which provides the Division use of two EV school buses over a 15 year term. Dominion's contribution occurs through its prescription of the key components (including vehicle type and sourcing) as well as Dominion's payment of two-thirds of the capital cost of each EV school bus and the full cost to furnish and install associated charging equipment. In return, Dominion utilizes the EV school buses as a grid resource by storing additional energy in the bus batteries and drawing upon them as needed.

EV school buses provide significant benefits to the Division as they operate emission-free, use no fossil fuels, reduce noise levels, and provide savings in operating and maintenance costs, estimated to be \$6,125 per bus per year.

The Program also results in direct cost savings to the Division in terms of acquisition of needed vehicles. The Division will pay for each EV bus purchased through the Program approximately the same price it would pay for a conventional diesel bus under the Department of General Services (DGS) statewide cooperative procurement contract, plus any additional costs for vehicle options the Division selects. Typically initial capital outlay for a new electric school bus exceeds \$350,000; EV buses are available to the Division through the Program at approximately 28.5% of the typical cost of EV buses on the open market. Dominion will pay for and install necessary charging station(s). Dominion will own the batteries installed on the EV buses and guarantee the batteries for the life of the EV buses. The Program allows the Division to access the benefits of EV buses at significant savings and eliminates the need for the Division to separately source buses, charging equipment, and installation.

There are no EV buses on the DGS statewide cooperative procurement contract. Accordingly, Dominion consulted with the Virginia Department of Education (VDOE) and DGS to develop specifications and thereafter conducted its own multi-phase competitive negotiation for EV buses of the highest possible overall quality, compliant with VDOE regulations, and capable of supporting Dominion's vehicle-to-grid technology. Based on Dominion's collaboration with VDOE and DGS and its separate procurement activity, the Program stipulates the use of Saf-T-Liner C2 Jouley electric Thomas Built School Buses, for which Sonny Merryman, Inc., is the sole provider. Therefore, as authorized by Virginia Code §2.2-4303(E) and with the input of VDOE and DGS regarding procurement for the Program, the Waynesboro City School Board (School Board) has determined there is only one source practicably available for the EV school buses it will procure and it intends to negotiate with and award to Sonny Merryman, Inc., a contract for the purchase of electric school buses pursuant to the Program, without conducting additional competitive sealed bidding or competitive negotiation.

The contract will be awarded subsequent to the School Board's meeting on August 11, 2020. The School Board further directs the Division Superintendent or his/her designee to ensure this notice of the School Board's sole source determination is posted on the Division's website on the day the School Board awards or announces its decision to award the contract, whichever occurs first.