



**Fiscal Year 2010 & 2011  
5316 Job Access Reverse Commute and  
5317 New Freedom  
Programs Guide and Application Package**

**Miami Urbanized Area (Broward, Miami-Dade, and  
Palm Beach Counties)**

**June 2011**

**Revised August 4, 2011**

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### **Notice of Federal Grant Requirements**

Potential applicants should review the FTA's regulations at [http://www.fta.dot.gov/laws/leg\\_reg\\_808.html](http://www.fta.dot.gov/laws/leg_reg_808.html) and required Certifications and Assurances at [http://www.fta.dot.gov/funding/grants\\_financing\\_93.html](http://www.fta.dot.gov/funding/grants_financing_93.html) prior to applying. Selected recipients will be required to comply with all applicable FTA regulations and agree to applicable Certifications and Assurances in order to be eligible for a grant award.

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## JARC AND NF PROGRAM OVERVIEW

The Safe, Accountable, Flexible, Efficient Transportation Act, a Legacy for Users (SAFETEA-LU) was enacted in August 2005 and provides funding for Federal surface transportation programs, including the Section 5316 Job Access and Reverse Commute (JARC) and Section 5317 New Freedom (NF) programs.

The **Job Access and Reverse Commute (JARC)** program is intended to provide funding for local programs that offer job access and reverse commute services which provide transportation for low income individuals who may live in the city core and work in suburban locations. The program also is intended to improve access to transportation services to employment, job training and support activities for welfare recipients and eligible low-income individuals.

The **New Freedom Program (NF)** is intended to encourage services and facility improvements to address the transportation needs of persons with disabilities that go beyond those required by the Americans with Disabilities Act (ADA).

The South Florida Regional Transportation Authority (SFRTA) as the designated recipient is responsible for overseeing and administering the JARC/NF programs in the Miami Urbanized Area (urbanized areas of Broward, Miami-Dade, and Palm Beach Counties). Through a competitive selection process, the SFRTA will select projects for FY 2010 & 2011 funding and carryover funds from FY 2007. SFRTA will submit the selected projects to the Federal Transit Administration (FTA) for final determination. Once FTA's concurrence is received, a sub-recipient agreement will be executed by the applicants and SFRTA authorizing the initiation of scope of the projects.

The potential for sustainability and self-sufficiency beyond the grant period will be a major determining factor for operating projects. In order to achieve the most benefit with available resources, project readiness will be considered for all project types.

## ESTIMATED FUNDING AVAILABILITY

Indicated below are the estimated JARC and New Freedom funds available for this application cycle. This estimate of available funding is subject to revision as previously programmed funds or additional Federal appropriations become available.

Program	FY2010	FY2011	Carryover Funds	Total
JARC	\$3,586,567	\$3,581,172	\$167,758	\$7,335,497
New Freedom	\$2,050,227	\$2,060,816	\$840,700	\$4,951,743
Total	\$5,636,794	\$5,641,988	\$1,008,458	\$12,287,240

Note: SFRTA, the Designated Recipient for JARC and New Freedom programs in the Miami UZA, may use up to 10 percent of the yearly apportionment of funding for administration, planning, and technical assistance.

## ELIGIBLE APPLICANTS

The following organizations are eligible to submit applications for JARC/New Freedom funding:

- Private nonprofit organizations;
- State or local governmental authorities, and
- Operators of public transportation services, including private, for-profit operators of public transportation services

Only organizations whose proposed public transportation projects serve the Miami Urbanized Area are eligible to apply.

## IMPORTANT PROGRAM DATES

Date(s)	Action
June 15, 2011	Call for Projects
June 28, 2011	Pre-application Teleconference
September 9, 2011	Applications due before 12:00 noon EST
October 25, 2011	PTAC Board Meeting – Presentation of preliminary Program of Projects (POP)
December, 2011	POP presented to SFRTA Board for Approval

## IMPORTANT INSTRUCTIONS FOR APPLICANTS

All applicants must strictly adhere to the following procedures:

- All applicants must use the application provided in **Appendix A** of this document. Any alterations to the application or the use of a non-standard application will result in rejection.
- All application responses must be type written. Hand written applications will be rejected.
- Incomplete applications (technically and administratively) will be rejected. The applicant must submit all necessary information to evaluate the application.
- Project cost and revenue data must be clearly provided using the forms provided in the application. Non use of the budget sheets provided in **Appendix A** will result in rejection. Additional information may be provided as an appendix to the application. The applicant must provide all the information used to estimate the proposed project cost, local match, revenues, etc. Inadequate information may result in the rejection of application.
- Applications are due to the SFRTA before 12:00 noon EST on September 9, 2011. This is a competitive process. Therefore, late or incomplete applications will be rejected regardless of the circumstances.

## TECHNICAL ASSISTANCE AND CONTACT INFORMATION

The SFRTA will provide technical assistance to prospective applicants to assist them with questions they may have with regard to the Program and Application. All applicants are strongly encouraged to participate in the pre-application teleconference. Applicants may refer to the program website or contact the SFRTA directly by phone or email. Please submit all questions in writing.

SFRTA Contact Information:

Ms. Natalie Yesbeck Pustizzi  
South Florida Regional Transportation Authority (SFRTA)  
Phone: (954) 788-7957  
Email: [JARC-NF@sfrta.fl.gov](mailto:JARC-NF@sfrta.fl.gov)  
Fax: (954) 942-3325

Program Website: [www.sfrta.fl.gov/grants](http://www.sfrta.fl.gov/grants)

## DIRECT RECIPIENT AND SUB-RECIPIENT RESPONSIBILITIES

The competitive selection process may result in JARC and/or NF funds being allocated to a transit authority that is a designated recipient of Section 5307 funds, and thus, typically receives funds directly from FTA. Such agencies will be required to become a direct recipient of JARC and/or NF funds from FTA. If this occurs, the SFRTA and the direct recipient will enter into a supplemental agreement to release the SFRTA from any liability under the grant agreement. All other recipients (i.e., sub-recipients) will be required to enter into a sub-recipient agreement with SFRTA in order to receive funding and implement the project.

The applicants must submit a resolution adopted by their governing body specifying the applicant has the authority to file a grant application to the SFRTA, indicating who has the authority to act on behalf of the applicant, and that the applicant will provide local share. The local match certification is provided in **Appendix A**.

All applicants are encouraged to work with other interested parties that may be affected by the proposed project. Projects are evaluated, in part, on an applicant's demonstrated efforts to coordinate with other parties. Evidence of such coordination may be demonstrated through letters of support or through other appropriate documentation.

## PROJECT ELIGIBILITY AND EXPENSES

The JARC projects should comply with program objectives outlined in FTA Circular C. 9050.1, and the NF projects should comply with the program objectives outlined in FTA Circular C. 9045.1. For a detailed list of eligible projects, please refer to **Appendix B: JARC and NF Eligible Projects**. Furthermore, to be eligible for funding, projects must be consistent with and derived from a locally developed, coordinated public transit-human services transportation plan (HSTP/"Coordinated Plan"). Broward, Miami-Dade, Palm Beach Counties have developed Transportation Disadvantaged Service Plans (TDSPs) that are considered as Coordinated Plans. Applicants are encouraged to familiarize themselves with the local HSTP/TDSP. The Coordinated Plans of Broward, Miami-Dade, and Palm Beach Counties are available online in the SFRTA website [www.sfrta.fl.gov/grants](http://www.sfrta.fl.gov/grants).

The proposed JARC and NF projects must be confined to the geographic boundaries of the Miami Urbanized Area (Broward, Miami-Dade, and Palm Beach counties).

Operating, capital, and mobility management/planning projects are eligible under both the JARC and NF programs. General administrative expenses are not considered as an eligible expense.

For JARC, operating, capital and mobility management/planning expenses are eligible that support the development and maintenance of transportation services designed to transport low-income individuals and welfare recipients to and from jobs and activities related to their employment and to support reverse commute projects.

For New Freedom, operating, capital and mobility management/planning expenses are eligible that support new public transportation services and alternatives beyond those required by the Americans with Disabilities Act of 1990 (ADA) designed to assist individuals with accessing transportation services, including to and from jobs and employment services.

For the purpose of the New Freedom Program, "new" service is any service or activity that was not operational on August 10, 2005, as evidenced by inclusion in the Transportation Improvement Plan

(TIP) or the State Transportation Improvement Plan (STIP). In other words, if not for the New Freedom Program, these projects would not have consideration for funding and proposed service enhancements would not be available for individuals with disabilities. Recipients or sub-recipients may not terminate ADA paratransit enhancement or other services funded as of August 10, 2005, in an effort to reintroduce the services as “new” and then receive New Freedom funds for those services.

Projects currently receiving JARC/NF funds may be eligible for continued funds. If the funding request is for expanding an existing service that currently does not receive JARC/NF funding, only the expansion portion of the project may be eligible for JARC/NF funding.

## PURCHASE OF VEHICLES

All vehicle purchases must comply with procurement requirements outlined in FTA Circular 4220.1 or latest version. The applicants are responsible for the procurement process and will be reimbursed only after the purchase invoices are submitted. No advance payments will be made by SFRTA to applicants toward purchasing of vehicles under any circumstances.

## LOCAL MATCH REQUIREMENTS

JARC and New Freedom funds may be used to finance capital, mobility management/planning and operating expenses. The federal share of eligible capital and mobility management expenses may not exceed 80 percent of project costs. The federal share of eligible operating expenses may not exceed 50 percent of project costs.

<i>Type of Funding</i>	<b>Match Requirements</b>	
	<i>Maximum Federal Share</i>	<i>Minimum Local Share</i>
Capital	80%	20%
Operating	50%	50%
Mobility Management/Planning	80%	20%

Consistent with FTA guidance, the local share must be provided from sources other than U.S. Department of Transportation (USDOT) funds. No FTA program funds can be used as a source of local match for other FTA programs, even when used to contract for service. Examples of sources of local match that may be used include the following:

- State or local appropriations
- Other non-DOT Federal funds
- Dedicated tax revenues
- Private donations
- Net income generated from advertising and concessions
- Toll Revenue Credit (Capital Projects only)

Fare box revenue is considered an income and is deducted from the total operating cost to determine the net cost of the activity. However, it is important to note that fare box revenue may not be used as local match. A sample calculation to determine local cash match for two projects is provided below.

Steps to Calculate Local Match	Operating Projects (50% Local Match Required)	All Other Projects (20% Local Match Required)
1) Start with Total Project Budget:	\$100,000	\$100,000
2) Deduct Project Income (e.g., fare box revenue for operating projects):	(\$10,000)	(\$0)
3) Deducting the revenue or project income produces the net project cost:	\$90,000	\$100,000
4) Multiply the net project cost by the required percentage match:	x 50%	x 20%
5) The resultant figure is the minimum amount of local match required:	\$45,000	\$20,000

## APPLICATION REVIEW AND SELECTION PROCESS

The SFRTA is conducting this call for projects as part of a competitive selection process. After initial screening by SFRTA staff to determine eligibility, the SFRTA's Planning Technical Advisory Committee (PTAC), which consists of representatives from two Florida DOT districts, as well as three local transit operators, two Regional Planning Councils, and three MPOs, will evaluate and score the applications. The evaluation will be strictly based on the content of the written application. The ranked Program of Projects (POP) will then be submitted to the SFRTA Governing Board for approval at its regularly scheduled meeting in December 2011. Once approved, the POP will be submitted to FTA for final determination of funding.

The criteria and methods for ranking project applications can be found in **Appendix C: Selection Criteria**. The criteria are designed to affirm project eligibility of the submitted projects and to gauge the relative strengths of the projects with respect to:

- Eligibility
- Coordination and Consistency with the HSTP/TDSP
- Project readiness/ability to implement
- Sustainability
- Need
- Efficiency

## FUNDING LIMITATIONS

Applicants may request for project funding of up to two years in any funding cycle. However, projects may be limited to one year of funding at the discretion of the PTAC. The PTAC may recommend project approval at an amount and scope less than originally requested. Grant contract budgets may be lower than amounts originally awarded based on refined cost estimates.

Funds should be expended three years from the date of award.

## FINANCIAL MANAGEMENT

Applicants whose projects are selected for JARC and/or New Freedom Program funds will be required to comply with all FTA requirements and are subject to audits and monitoring reviews.

## REPORTING REQUIREMENTS

Successful applicants will be required to comply with FTA reporting requirements. Quarterly reports and performance measures should be submitted directly to the SFRTA.

## APPLICATION DEADLINE

The application deadline is **12 noon (EST), September 9, 2011**. Applications must be received by SFRTA by this time to be eligible for consideration. **Applications found to be incomplete or received after the deadline will not be considered for funding.** No exceptions will be made.

## APPLICATION SUBMITTAL

Six (6) completed hard copy applications and one (1) digital application must be submitted to:

South Florida Regional Transportation Authority  
Attn: JARC/NF  
800 NW 33rd Street  
Pompano Beach, FL 33064

## APPENDIX A: APPLICATION PACKAGE

### Contents of Grant Application Package

Application Checklist

Section 1: Summary of Application

Section 2: Project Information

Section 3: Additional Information – Operating Projects Only

Section 4: Additional Information – Capital/Mobility Management Projects Only

Section 5: Summary of Project Cost

Section 6: Letters of Support

### Exhibits

Exhibit A1: Governing Board Resolution and Local Match Certification

Exhibit A2: Local Match Certification

Exhibit B: Public Hearing

Exhibit C: Single Audit Act

Exhibit C-1: Certification of Exemption

Exhibit D: Federal Certification and Assurances

Exhibit E: Disadvantaged Business Enterprise Program

## Application Checklist

The following information must be included in the final JARC or New Freedom application packet to be considered complete. Incomplete applications will be disqualified after the application deadline has passed. Six (6) copies of the application must be submitted on 8 ½ x 11 inch paper and bounded with a paper clip or black binder clip **and** in electronic format on a CD. Failure to provide either will disqualify project from consideration.

ALL PROJECT APPLICATIONS MUST BE **RECEIVED** AT THE SOUTH FLORIDA REGIONAL TRANSPORTATION AUTHORITY OFFICE BY **SEPTEMBER 9, 2011 AT 12:00 NOON EST.**

- Signed Application Checklist
- Section 1: Summary of Application
- Section 2: Project Information
- Section 3: Additional Information - Operating Projects Only
- Section 4: Additional Information - Capital/Mobility Management Projects Only
- Section 5: Summary of Project Cost
- Section 6: Letters of Support
- Exhibit A1: Governing Board Resolution and Local Match Certification
- Exhibit A2: Local Match Certification (To be filled by entities without a Governing Board)
- Exhibit B: Public Hearing
- Exhibit C: Single Audit Act
- Exhibit C-1: Certification of Exemption
- Exhibit D: Federal Certification and Assurances
- Exhibit E: Disadvantaged Business Enterprise Program

Name: Jorge Azor  
(Individual authorized to execute contracts with South Florida Regional Transportation Authority)

Signature: \_\_\_\_\_

Date: 09/09/2011

**SECTION 1: SUMMARY OF APPLICATION**

**Application Type**

Please indicate whether this is a JARC or New Freedom Application. CHECK ONLY ONE PROGRAM. If both Program boxes below are checked, the application may be deemed ineligible.

- Section 5316 – Job Access and Reverse Commute (JARC)  
 Section 5317 – New Freedom

**Applicant Name and Contact Information**

Name of Applicant	Zuni Transportation
Contact Person	Mr. Jorge Azor
Address	23635-A South Dixie Hwy. , Homestead, FL 33032
Email	jazor@zunitrans.com,
Phone Number	305-258-9864

**Organization Type**

- Local Government Authority  
 Private Non-Profit Organization *(please attach IRS 501(c)(3) documentation of non-profit status)*  
 Public Operator of Public Transportation Services  
 Private Operator of Public Transportation Services

**Partnering Organization and Contact Information** (Indicate N/A if not applicable)

Partnering Organization	N/A
Contact Person	
Address	
Email	
Phone Number	

**Project Type** (place an X in the appropriate box)

Capital Only	X
Operating Only	
Capital & Operating	
Mobility Management/Coordinated Planning	

**Project Information**

Project Name	Zuni South Dade New Freedom Service
Service Area	Miami-Dade County South of State Road 836
Start Date	July 2012
Total Project Cost	<b>\$442,485.00</b>
JARC/NF Funding Requested	<b>\$353,988.00</b>
Number of Years for Which Funding Requested	<b>1</b>
Total Local Match	<b>\$88,497.00</b>

**IMPORTANT:** Cost information provided in the above table will be used when the projects are evaluated and funding is requested for successful projects from FTA.

To the best of my knowledge, all information in this application is true and accurate. The document has been duly authorized by the governing body or authorized representative of the applicant and the applicant will comply with any certifications and assurances if the fund is awarded.

Signature of Authorized Representative	
Printed Name of Authorized Representative	<b>Jorge Azor</b>
Date	<b>09/09/2011</b>

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## SECTION 2: PROJECT INFORMATION

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- 1) **Project Title:** Zuni South Dade New Freedom Service
- 2) **Provide a description of the project.** If the project has multiple elements (i.e., operating, mobility management, capital), please include a description of how these elements relate to each other. For all services, please include anticipated hours of operation by day of week. Also, specify what populations the project will serve and how will the project be marketed to those populations. In addition, cite any market studies conducted and the corresponding recommendations that contributed to the development and/or service design of the project.

This grant application is submitted by Zuni Transportation (Zuni) a private provider of non-emergency medical and paratransit style transportation in southern Miami-Dade County, Florida since 1989. Zuni proposes a New Freedom Grant funding project in which the South Florida Regional Transportation Authority (SFRTA) would be the direct recipient of certain wheelchair accessible vehicles which would be operated by Zuni to fill the current unmet needs as stated in the SFRTA Human Services Transportation Coordinated Plan (HSTCP) and in Miami-Dade County's Transportation Disadvantaged Service Plan (TDSP). Additional company qualifications and information regarding our ability to operate a successful New Freedom project are further detailed in this application.

This application is for the purchase of ten (10) wheelchair accessible vehicles for disabled and elderly persons needing Beyond ADA-style services that are not currently available in southern Miami-Dade County. Thus, this proposal is for services specifically targeted in the New Freedom Program Circulars. The project will surpass ADA requirements in several additional ways, including 24 hour, 365 day service in all locations in the service area and without the need for advanced reservations. Our goal is to ensure that all transportation disadvantaged individuals in our service area have access to reliable, demand-responsive transportation by helping to fill local service gaps in current ADA paratransit. There are many other aspects of the New Freedom goals and objectives met by this project and these are further described below.

First, it is important to note that wheelchair accessible, demand-responsive service is one of the specific goals and objectives of the New Freedom program. In the Circulars for New Freedom, this type of service is specifically mentioned several times as an eligible New Freedom project.

Zuni would like to initiate this service and has a plan to ensure its success. For this project, drivers that operate these vehicles will be required to prioritize wheelchair trips in the service area, bringing rapid response wheelchair accessible transportation to members of the elderly and disabled community. Thus, the proposed program will bring prompt dependable service and important new transportation service options to elderly and disabled riders.

Next, as described in the following pages, this project will fill all current gaps in transportation services for riders with disabilities, specifically those gaps in ADA compliant paratransit services by providing service to southern Miami-Dade County, 24 hours-per-day 365 days-per-year, without the necessity of advanced reservations. (Note: Advanced

reservations will be suggested, however, for service from 8 p.m. through 6 a.m. and during very busy travel periods (i.e.), or for trips to the airport, to the seaport, or to the Amtrack Station.)

The proposed service will be extremely efficient, as we will be using the existing Zuni Transportation infrastructure to deliver necessary support services for the project, including advanced technology and procedures for reservations, scheduling and dispatch; please see company background exhibits for further information on these capabilities.

Our service will be accessible via a variety of methods, including phone reservations, fax capability, and internet booking. Our vehicles will be dispersed among our entire fleet throughout southern Miami-Dade, and we will guarantee their accessibility on a 24-hour basis.

Our project rationale is based on the fact that as the population centers, and also the commercial zones, of southern Miami-Dade change over time, many important destinations, such as medical facilities, move farther away from the populations who are most dependent on public transportation. Thus, although many local residents who are transportation dependent reside in certain urban or suburban corridors, their places of employment, shopping, and medical care are increasingly difficult to reach. In some cases, the transportation options for individuals to get to the extreme ends of the region and beyond lag behind the commercial growth in those areas. Some Miami-Dade County non-profit human service agencies may have transportation components, but their service areas are often limited, as well as their service hours, so therefore their service is limited in scope and may not be available to all of those in need.

#### Company Background and Qualifications:

ZUNI has been a provider of STS services in Miami Dade County since 1994. ZUNI has prided itself in providing excellent services every day as the county motto goes, and has the statistics and awards to prove it.

In 2010, Zuni completed 410,280 trips and 1,872 complaints for a ratio of .0045  
(source: Miami Dade Transit Paratransit monthly reports)

In 2009, Zuni completed 413,218 trips and 1,818 complaints for a ratio of .0044

In 2008, Zuni completed 439,648 trips and 2,256 complaints for a ratio of .0051

In 2007, Zuni completed 460,995 trips and 2,893 complaints for a ratio of .0063

In 2004, the Florida Commission for the Transportation Disadvantaged selected Zuni Transportation, Inc. as the “Operator of the Year” for 2004 at its annual training and technology conference.

In the field of safety and security, ZUNI has maintained a focus of reducing and managing risk. Zuni employs an in-house risk manager, and on the road supervisor to make sure all safety issues are handled immediately and all company policies are adhered to. Daily reports by the road supervisor are immediately provided to the General Manager, and our road

supervisor has full authority to remove a driver, or vehicle from service. ZUNI has passed all Miami Dade Transit on site safety and compliance audits that have been performed.

Zuni's safety record has been identified by national insurer Crum & Forster as "best in class" among other national paratransit firms. The national acceptable accident benchmarks are 3 preventable accidents per 100,000 miles. Zuni far exceeds this ratio as the following statistics will attest:

2007	miles: 4,121,421	15 preventable accidents	1 accident per 274,761 miles
2008	miles: 4,129,486	11 preventable accidents	1 accident per 375,408 miles
2009	miles: 4,052,295	07 preventable accidents	1 accident per 578,899 miles
2010	miles: 4,242,404	09 preventable accidents	1 accident per 471,378 miles

In 2009, the Florida Commission for the Transportation Disadvantaged presented Zuni Transportation, Inc. with the "Safety Award" at the annual training and technology conference based on its' outstanding safety record.

If the project will serve others in addition to the target population, specify how you will assure that the target population will be given priority on all project activities and how the availability of service to the target population will not be compromised by the provision of services to those other than the target population.

Yes, Zuni Transportation will help meet transportation needs of those outside the targeted population. Therefore, to ensure priority service for these beyond-ADA trips to our targeted population, all of the drivers that Zuni deploys on this service, as a condition of operating these designated vehicles, will agree to prioritize the coverage of such trips. Zuni has created operational procedures, including using GPS devices to locate the closest vehicle to a trip request, to guarantee that these requirements are complied with over the life of the project. In order to enhance vehicle availability for our proposed service for those residents of South Dade who need service after hours and on weekends, our wheelchair-accessible vehicles will feature multiple drivers, as opposed to being assigned to one driver, as is often the standard in the industry.

By making demand responsive transportation available 24/7/365, without restrictions on who can utilize the service, the general population benefits. Specifically, we will also benefit the following groups.

- Those seeking employment/employed workers who rely on public or for hire transportation to get to and from interviews/work.
- Human services agencies and non-profit organizations that may need assistance in areas not served by local transit.
- Additionally, some of these groups may offer transportation services that are limited in capacity and not able to serve all their clients who need service. Zuni will help to fill that need.
- While the vehicles will accommodate wheelchair passengers via the vehicles rear-entry ramp, ambulatory riders who may ride in the same vehicle as the wheelchair-bound rider will have

plenty of comfortable seating. The design of our proposed vehicles will provide ample room for an enjoyable, comfortable ride for all riders.

**3) Describe the geographic boundaries of the project. Applicants must attach a map (8.5 x 11) depicting the project boundaries.**

Northern Boundary- Coral Way  
Eastern Boundary- Atlantic Ocean  
Southern Boundary- Campbell Drive, Homestead  
Western Boundary- Krome Avenue

**4) Provide the total estimated population of the project service area.**

According to the website of the US Census called Quick Facts, in 2010 there were 2,496,435 people residing in Miami-Dade County. The population density was 447/km<sup>2</sup> (1,158/mi<sup>2</sup>). There were 852,278 housing units at an average density of 169/km<sup>2</sup> (438/mi<sup>2</sup>). The racial makeup of the county was 18.6% White (not Hispanic), 20.5% Black (not Hispanic) (with a large part being of Caribbean descent) and African American, 0.19% Native American, 1.3% Asian, 4.58% from other races, and 3.79% from two or more races. 60.6% of the population were Hispanic or Latino of any race. 51.4% of the county residents were born outside the United States, while 67% of the population speaks a language other than English at home.

The total of Miami-Dade County residents over 65 was 359,487, or 14.4% of the population. The total number of disabled residents was 360,944, which is 14.5% of the population. The combined total of elderly and disabled riders represents just under 29% of the entire county population.

**5) Specify which elements your project includes (check all that apply). For a detailed list of eligible projects, please refer to [Appendix B: JARC and NF Eligible Projects](#).**

- Capital (80% Federal / 20% Local Match)
- Operating (50% Federal / 50% Local Match)
- Mobility Management / Planning (80% Federal / 20% Local Match)

**6) Specify the type of project.**

- Continuation of an Existing JARC/NF Project
- Expansion of an Existing Project not previously funded through JARC/NF
- Existing fixed route service not previously funded through JARC
- New Project

**7) Estimate the number of low-income population and individuals with disabilities that will be served by the project and provide an explanation as to how the estimate was determined.**

The following information was taken from the US Census site Quick Facts, and if certain information was not available on that site it was taken from Miami-Dade County's (TDSP). The total of Miami-Dade County low-income residents that were neither disabled nor elderly is 293,302 which represents 11.7% of the population. The total number of disabled residents was 360,944, which is 14.5% of the population. When adding in the elderly that were neither disabled nor low-income (198,714) we can estimate that the the combined total of low-income, elderly and disabled riders is about 852,960, and that represents over 34% of the entire county population. This group is referred to as being transportation disadvantaged.

According to the Transportation Disadvantaged Service Plan (TDSP) Miami-Dade County remains one of the poorest places in the nation. This population includes the economically disadvantaged, children at-risk, the disabled community, seniors, the unemployed, the homeless, and adults at-risk. There are over 130,000 economically disadvantaged seniors and approximately 5000 Social Security [SSI & SSDI] enrolled in the Golden Passport program; approximately 300,000 Medicaid recipients, and approximately 25,000 enrolled in the Special Transportation program for the disabled.

According to the TDSP, the total disadvantaged population is growing and projections indicate that the disadvantaged population will soon exceed 900,000 in Miami Dade County,

**8) Please specify what unmet needs this project is designed to meet and how those unmet needs were identified.**

The ZUNI New Freedom project is designed to address several unmet needs mentioned in the FTA Circulars on New Freedom as well as in the SFRTA Human Services Transportation Coordinated Plan (HSTCP) and in Miami-Dade County's Transportation Disadvantaged Service Plan (TDSP). These unmet needs include the following:

- Promotion of new Beyond-ADA transportation services for the elderly and disabled residents of southern Miami-Dade County
- Providing Non-Emergency Transportation and Beyond-ADA paratransit-style services in southern Miami-Dade for recipients who cannot afford the costs of transportation for Social, Educational, Rehabilitative (TD), and Life sustaining & Medical Services
- Transportation of disabled passengers outside the ¾ mile A.D.A. area in South Dade to the nearest rail stations. We will offer very inexpensive zone-style fares to individuals who ride on this program. This fare will be known to the rider in advance of the trip, and will be only a fraction of the cost of a commercial wheelchair lift-van ride presently available to the public.

- Demand/Response transport of wheelchair passengers from Metro Rail stations to the next station when the elevators breakdown.
- Enhancement of interstate commerce by providing reliable airport transportation to residents in southern Miami-Dade due to the largely unavailable taxi service south of Cutler Bay
- Working with South Florida Commuter Services to market transportation services between Cutler Bay and Marathon Florida in Monroe County.
- Assist Miami-Dade Transit's Planning staff in their program of visits and helping training staff at One Stop centers

**9) Please explain how this project will address the unmet needs identified in question 8.**

We feel that our proposal addresses many of the goals addressed in the FTA Circulars on New freedom, and also those expressed in the in the TDSP, which are:

1. To better serve the populations with special transportation needs, including elderly individuals, individuals with disabilities, and low-income individuals;
2. To eliminate waste in public transportation resources through reduction of duplicated and/or fragmented services among public transit providers;
3. To maximize efficiency in public transportation through collectively developed funding prioritization and implementation strategies.

We also feel that our proposal will improve the delivery of transportation services for the target population, will generate efficiencies in operation that can lead to increased levels of service, and will encourage cooperation and coordination with a consistent means of project development Services for Meeting Unmet Needs.

Categories of services along with sample projects for meeting unmet human services transportation needs are listed below:

- Improve service to transit-dependent persons.
- Purchase vehicles to expand service
- Provide new service – time, location, capacity
- Expand existing service – time, location, capacity
- Modify existing vehicles and facilities to enhance standards beyond Americans with Disabilities Act (ADA)
- Evaluate existing and future needs of transit-dependent persons.
- Review routes and schedules relative to origin and destination. Especially where there are high concentrations of transit-dependent persons.

- Identify connection points among providers to better utilize equipment.
- Improve public transportation for elderly persons.
- Improve public transportation for persons with disabilities.
- Conduct surveys of providers and users to evaluate service effectiveness and efficiency.

10) Explain how this project will utilize or coordinate with existing public transportation providers. This should include a discussion of anticipated formal agreements, arrangements to coordinate services, joint funding initiatives, the pooling of resources and any other coordination efforts planned or already initiated.

Should Zuni be granted the award, we will be able purchase ten (10) wheelchair accessible vehicles, and thus offer both pre-arranged and demand-responsive transportation services to any and all current transit programs that are in need of accessible transportation., including the Miami-Dade STS program, and to our county's Medicaid Transportation program.

Also, through both a telephone and direct mail marketing campaign, we will offer these services directly to any and all of Miami-Dade County's human service agencies. Zuni is already a transportation provider for various social service agencies, non-profits, health care providers, medical centers, and elderly housing facilities in our service area. Through these existing accounts, our company already transports dozens of elderly and disabled each day of the week.

Since our proposed service meets many unmet needs as previously delineated in this document, we also realize that we may receive a large number of demand-responsive service requests from the general public. Cash riders will pay the same fares as riders of non-accessible taxicabs.

We will bring the same high-level of efficiency to this project that we are currently providing to our portfolio of clients, which span a broad range of businesses and human service agencies as we serve both the public and private sectors on a daily basis. We specialize in ride sharing, and we look forward to being a major component of any proposed program of mobility management in Miami-Dade County.

- 11) Explain how this project will utilize or coordinate with human service agency providers and/or other private non-profit/for-profit operators. This should include a discussion of anticipated formal agreements, arrangements to coordinate services, joint funding initiatives or the pooling of resources and any other coordination efforts planned or already initiated.

We intend to do a comprehensive program of outreach and networking with stakeholders, not only including the elderly and disabled residents of south Miami-Dade County, but also local transit organizations, human service organizations, and all non-profits who provide elderly and disabled transportation. We will also reach out to other groups like Assisted Living Facilities, Independent Living Facilities, and Nursing Homes. We feel that after making them aware of our demand/response wheelchair accessible service, many of these entities will start to utilize our inexpensive mode of transportation instead of spending heavily for capital costs the next time they have a need for service expansion. Thus, the entire community would profit by offering excellent transportation to our target population at a lower cost than in the past.

We would also like you to know that our New Freedom Program will be highly effective for two distinct reasons:

- 1) The aforementioned level of outreach to stakeholders, and
- 2) The extremely high level of technological capability that exists in our call center. Our communications, routing, scheduling, and dispatching capability will provide the highest degree of demand/response accessible wheelchair transportation available in the county.

As stated above, our clients span the gamut of local area social service agencies, hospitals and clinics, assisted living centers, government agencies, schools, insurance agencies, and other major entities that serve the elderly, disabled, and infirm populations of Miami-Dade County.

The following are a few of our many available contract or account references.

Baptist Health Systems of South Florida  
Homestead Hospital  
Mercy Hospital  
Mount Sinai Medical Center  
Pan American Hospital  
The Alliance on Aging, Inc.  
The Florida Department of Labor  
The Miami Project to Cure Paralysis  
The Military Affairs Committee  
The Office of Disability Determination  
The Special Olympics  
The United States Southern Command  
The United Way  
The University of Miami  
The Veterans Administration  
United Healthcare  
Many area nursing homes, adult living facilities and medical clinics.

12) Please provide the number of months needed upon receipt of award to begin providing services to the project's target population. If your service is dependent upon the purchase of vehicles, use the vehicle anticipated delivery date as your starting point to determine the number of months needed to begin initiation of service.

Suggested Timeline Including Proposed Milestones

Activity	Responsibility	Time Frame
Applications Due	Applicant	September 9th, 2011
Application Review	SFRTA	Months 1 & 2
Award Notification	SFRTA	Month 3
Vehicles Ordered from Manufacturer	SFRTA /Zuni	Month 3
Execute Contracts	SFRTA /Zuni	Month 10
Create press releases & community outreach materials	SFRTA /Zuni	Month 10
Coordination meetings: SFRTA, non-profits, stakeholders	SFRTA /Zuni	Month 11
Potential Drivers recruited or selected from current roster	Zuni	Month 11
Final group of selected drivers processed & tested	Zuni	Month 11
Drivers trained	Zuni	Month 12
Take Delivery of Vehicles	Zuni	Month 12
Contact stakeholders regarding roll-out	SFRTA/Zuni	Month 12
Begin Service	Zuni	Month 12

**FY 2010 & 2011 Programs Guide and Application**  
**FTA 5316 Job Access Reverse Commute (JARC) and 5317 New Freedom (NF) Programs**

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Performance Reports/ Invoices	Zuni	Monthly / Quarterly
Zuni Compliance Reviews	SFRTA	Ongoing

**13) How will the project be monitored and evaluated on an ongoing basis? What criteria will be used to establish the success of the project?**

Zuni Transportation has established specific performance measures that we will include in our project to both monitor our own performance and to evaluate ourselves on an ongoing basis. Our performance measures include the following categories:

Passenger Trips and Trip Productivity- Our statistical reports will include both the number passenger trips measured on a monthly and annual basis, but also what type of trip our client needed (i.e., ambulatory and wheelchair).

Response Time Performance- Zuni will closely monitor this essential part of the project. We will track our company's response times, also by type of trip (i.e., ambulatory and wheelchair).

Customer feedback, including complaints, compliments, or other customer service issues will be categorized according to type of trip. Zuni will act on each complaint immediately. Zuni has a long history of outstanding customer service, and we record all customer input including written complaint and incident reports. Zuni Transportation always takes steps to eliminate or minimize the circumstances which give rise to complaints. As part of our program of continuous improvement, Zuni will encourage customers to voice any dissatisfaction with the service or any suggestions so that the service can be further improved. Complaints can be defined as any written or verbal communication provided to the company, to the driver, or to officials regarding adverse service.

Each complaint received will be documented, investigated, and acted upon, regardless of the source of the complaint information. Permanent records of all complaints will be maintained and copies furnished on a periodic basis or on request in addition to the statistical summaries of complaints to be provided.

Field Observation Reports Including Safe Driving. Zuni will set up a program of field monitoring done by both supervisors and lead drivers, and we will create records of objective random and pre-scheduled field vehicle inspections. A formal inspection form and procedures will be utilized.

Breakdown Analysis. If a vehicle is repaired and additional corrective repair is then needed for the defect, this is a repeat failure and will be tracked, reported and investigated.

Telephone Response Statistics are tracked on an ongoing basis including minimizing average time to answer and abandoned calls. Additionally, please note that Zuni also tracks live statistics for faster action on many call-center measures.

All required grant and regulatory reports turned in on timely fashion.

*Please note that the FTA requires that the following measures be reported on by program:*

**JARC**

- *Actual or estimated number of jobs that can be accessed as a result of geographic or temporal coverage of JARC projects implemented in the current reporting year.*
- *Actual or estimated number of rides (as measured by one-way trips) provided as a result of the JARC projects implemented in the current reporting year.*

**New Freedom**

- *Services provided that impact availability of transportation services for individuals with disabilities as a result of the New Freedom projects implemented in the current reporting year. Examples include geographic coverage, service quality and/or service times.*
- *Additions or changes to environmental infrastructure (e.g., transportation facilities, sidewalks, etc), technology, vehicles that impact availability of transportation services as a result of the New Freedom projects implemented in the current reporting year.*
- *Actual or estimated number of rides (as measured by one-way trips) provided for individuals with disabilities as a result of New Freedom projects implemented in the current reporting year.*

**14) Does your organization or agency provide similar services to the project you are seeking to fund?**

The services proposed in our New Freedom project application are the type of service that we do every day, and that we have been providing to the residents of southern Miami-Dade County for the past 22 years. Zuni Transportation Inc. is a dynamic company committed to providing quality, cost effective transportation to South Florida.

Incorporated in 1989 by co-founders Exzun Hidalgo and Jorge Azor; Zuni Transportation has maintained a policy of conservative directed growth. This policy has led to Zuni being well positioned to take advantage of unique opportunities in South Florida's transportation industry. Zuni is a provider of Non-Emergency Ambulatory and Non-Ambulatory Transportation services commonly known as Paratransit. Paratransit firms provide governmental entities and medical providers an efficient way to transport their clients and patients.

In 1994 Zuni Transportation became one of five contractors selected to provide transportation under the Metro Dade County Special Transportation Services Contract (STS), and has been a major provider for STS clients for most of the past 17 years. This contract has annual expenditures of \$23 million a year and Zuni Transportation historically transported 25% of the daily trips performed under this contract. Zuni consistently maintained the highest customer satisfaction ratio among the 5 providers. Zuni routinely averages a 99% customer satisfaction ratio.

In addition to the aforementioned contract, Zuni Transportation, in its commitment to managed conservative growth acquired Eastern Medical Courier Services. By successfully pooling resources common to both companies, Zuni is successfully providing quality cost effective courier service to the medical community encompassing the entire Baptist Health Systems of South Florida as well as The University of Miami, Mercy Hospital, Pan American and Mount Sinai to name but a few.

In October 1997, Zuni Transportation became the primary transportation provider for the United States Southern Command, which relocated to Miami from Panama. By concentrating in the South Dade area Zuni Transportation is able to offer cost effective transportation to the medical community providing services for United Healthcare, the Office of Disability Determination for the Florida Department of Labor, area nursing homes and medical clinics.

By continuing to follow a structured plan of conservative growth Zuni Transportation is uniquely positioned to meet the ever-changing needs of the South Florida Transportation industry. Zuni drivers have to go through one of the most vigorous safety and training programs in the county and must complete the following county mandated background checks and training. Zuni complies with all local, state, and federal regulations regarding Federal Transit laws and mandates.

Zuni Transportation has a fleet that meets all of your transportation needs. Our fleet of over 105 contracted and owned vehicles includes everything from cars to buses. Our vans are equipped with hydraulic lifts to suit all wheel chair needs. All of our vehicles provide a luxurious, air conditioned ride. Every vehicle is well-maintained with our own on-site garage where our mechanics provide daily maintenance. Every vehicle meets all state regulations; in fact our vehicles are inspected by the state of Florida and Metro Dade County's vehicle and passenger regulatory divisions.

Zuni maintains all required mandated insurance. The drivers and vehicles must adhere to a Certified System Safety Plan. Zuni must comply with Federal Transit Administration, Florida DOT, and Miami-Dade for-hire rules and regulations.

Finally, Zuni also works with tourist and convention authorities with accessible transportation for their disabled delegates.

**15) Does your organization have experience in administering federal grants?**

Zuni Transportation's Staff Consultant is Mr. Joseph Rubino of J. M. Rubino Consulting. Zuni Transportation has maintained a professional relationship with Mr. Rubino since our company's inception in 1989. Should we be granted an award from the SFRTA, Mr. Rubino will lead our project implementation as well as our program of local, state, and federal compliance for this proposed project. This application includes a request for funding for consulting expenses as Mr. Rubino will play a key role in the administration of our New Freedom Project.

Mr. Rubino has more than 37 years of passenger transportation experience in the State of Florida, and was the senior manager at Miami-Dade County's largest transportation company (Metro Transportation Services) for 26 years. He was one of the pioneers of both Miami-Dade's STS program in 1974 and the county's Medicaid Transportation Program in 1973.

Mr. Rubino has more than 25 years of experience in administering federal grants. More than 20 years ago, he created the first known outsourced FTA 5310 Grant program in the United States. Working with a lease agreement approved by the FDOT, his company took over the operation of more than ten 5310- Grant transportation programs for non-profit organizations in Miami-Dade County, performed all the FDOT and FTA compliance, completed the Annual Operating Reports (AOR) and represented his non-profit clients at Miami-Dade County's annual FDOT 5310 meetings.

He is one of the most knowledgeable individuals in the United States regarding the conception and operation of New Freedom Projects. In fact, in 2008, Mr. Rubino was selected by the Federal Transit Administration (FTA) to provide assistance to private companies on government

contracting, including Medicaid, ADA-paratransit, and various federal grant programs which provide transportation for the indigent, the infirm, the disabled, and the elderly.

Mr. Rubino was the consultant on the inaugural New Freedom Programs in Washington, DC, Los Angeles, CA, Memphis, TN, Denver, CO, Dallas, TX, Boise, ID, Boston, MA, Columbia, SC, Pensacola, FL, Tampa, FL, Clearwater, FL, Pittsburgh, PA, Coos Bay, OR, New Haven, CT, West Palm Beach, FL, and more than 30 other US cities.

He is currently the transportation Staff Consultant for:

Miami Jewish Health Services  
Memorial Health Systems- Broward County  
North Broward Hospital District  
Lucas County, Ohio (Toledo)

Much of Mr. Rubino's current work involves projects funded by either the Federal Transit Administration or by state or local DOT's, but his private sector client list has included the Special Olympics, Carnival Cruise Lines, Royal Caribbean Cruise Lines, Kaiser Permanente, Motorola, Blue Cross/Blue Shield, Humana HealthCare, Prudential, United HealthCare, Cigna, HealthSouth, Tenet HealthSystems, HCA Healthcare, LogistiCare, Ericsson Communications, and Veolia North America.

From 1998 to 2003, Mr. Rubino served on the Board of Directors of the South Florida Hospital and Healthcare Association, being elected to that position by a committee of 23 CEO's of South Florida Hospitals. He is one of the nation's foremost authorities on elderly & disabled transportation, and has authored more than 300 published articles and made more than 140 speeches on the passenger transportation industry. Please see our application attachments for Mr. Rubino's complete CV containing more information on his experiences and references.

**SECTION 3: ADDITIONAL INFORMATION OF OPERATING PROJECTS**

*Questions 16 - 24 apply to projects that include an operations element. If your project does not include an operations element, please skip to question 25.*

16) Indicate the proposed operator of the service.

- Applicant will operate service  
 Service will be contracted out (if service is contracted out, please explain how an operator will be selected or if already known, please identify the operator).

17) If the proposed project is the continuation of an existing JARC/NF funded project, is the project currently meeting its main objectives including serving target population ridership projections?

N/A

18) If the proposed project is an expansion of an existing project, explain how the expanded project will differ from the current service with respect to service coverage area, hours of service, trip purpose, or level of service. For instance, will reservations requirements be less restrictive allowing same-day reservations instead of requiring reservations 24 hours in advance?

N/A

19) Explain how the project you are seeking funding for differs from other services in the area with respect to service coverage area, hours of service, trip purpose, or level of service. For instance, will reservation requirements be less restrictive allowing same-day reservations instead of requiring reservations 24 hours in advance?

Zuni Transportation intends to provide beyond-ADA service for elderly and disabled persons on its New Freedom Program. Our service will be dramatically different than that which the Miami-Dade County STS program provides. ADA required paratransit trips on the STS program are limited to those situations where a person can plan ahead for the trip (the advanced reservations requirements), and to the locations and hours where service is available. Our demand/response wheelchair-accessible service will be able to respond at all hours of the day

or night and to all locations in the service area, including to areas where there is no fixed route bus or paratransit service available. Another way that the Zuni New Freedom Program will exceed that being provide in Miami-Dade County is that there will be no requirement that an advanced reservation be made. This proposal will thus provide beyond- ADA service and allow individuals a level of freedom and flexibility for a certain portion of their transportation needs.

Zuni's New Freedom Project will provide wheelchair accessible vehicles:

- 24 hours, 365 days per year service
- To all areas of southern Miami-Dade County
- Demand/response, Same day service

**20) Explain what connections the project provides to key destinations and activity centers, particularly those destinations that present opportunities for employment assistance or employment. Be as specific as possible in identifying significant destinations.**

For the past 20+ years, our company has been transporting dozens of elderly and disabled redients of southern Miami-Dade County each day of the week from their homes for work, to medical appointments, to school, and to any other destination of their choosing In our New Freedom Program, we will bring the same efficiencies to this project that we already bring to our current clients. Our ride sharing capability, combined with our dispatch technology, demonstrate our robust ability to conduct mobility management.

Our current clients include all of our private pay riders plus the gamut of local area social service agencies, hospitals and clinics, assisted living centers, government agencies, schools, insurance agencies, travel and transportation attractions centers, major employers, other local area business and individuals. We travel multiple times per day to the county's major trip generators as well as back and forth to the residential and commerical neighborhoods that surround them.

Zuni currently provides regular service to:

Baptist Hospital  
South Miami Hospital  
Homestead Hospital  
Kendall Regional Medical Center  
Westchester Hospital  
Doctors Hospital  
The University of Miami Hospital  
Coral Gables Hospital  
Mercy Hospital  
Pan American Hospital

Major Trip Generators and Attractors in Miami-Dade County are: Special Attractions, Educational Centers, Regional Retail Centers, and Regional Hospitals. A description of some of the Major Generators are as follows:

Miami International Airport  
The University of Miami  
The Port of Miami  
Florida International University  
South Beach  
Miami Dade College  
The Miami Seaquarium  
St. Thomas University  
Metrozoo  
Barry University  
Dadeland Mall  
The Cutler Ridge Mall  
The Falls Shopping Center  
Miami International Mall

**21) Explain how this project provides access to other transportation services that go beyond the project's proposed geographic boundary.**

This project will enhance interstate commerce by providing reliable airport transportation to residents in southern Miami-Dade due to the largely unavailable taxi service south of Cutler Bay. We will also work with South Florida Commuter Services to market transportation services between Cutler Bay and Marathon Florida in Monroe County.

Also, this program will provide "First Mile, Last Mile" service to those residents who desire to access either Metro Rail or Miami-Dade Transit bus services that utilize major arterials in South Dade, like the US-1 corridor, Bird Road, Kendall Drive, and many other major thoroughfares. First Mile-Last Mile service fills a gap in service and allows elderly and disabled residents to get from their home to the transit system, and then from the transit system back to their home, all at a reasonable price and in a reasonable amount of time.

22) Please provide the projected ridership in the table below.

**PROJECTED RIDERSHIP (12-month period)**

Program	Target Population	Current Ridership (one-way trips)	Projected Ridership (one-way trips)
JARC	Low Income/Welfare		
New Freedom	Individuals with Disabilities	250	17000
	Other	250	14200
	<b>TOTAL</b>	500	31200

Explain how the ridership and cost estimates were determined.

Zuni has great experience in transporting the transportation disadvantaged of southern Miami-Dade County. During the past 22 years, we have arguably been the largest provider of wheelchair-accessible transportation for the elderly, disabled, and low-income population of South Miami-Dade. 95% of this work has been provided through government contracts like STS and Medicaid, as well as with hospiatl and human service providers. A very small amount of our trip portfolio has been to commercial cash customers, since the cost of such a service, industry wide, is prohibitive to private individuals needing wheelchair lift vans.

If Zuni receives a New Freedom Grant award, we will be able to exponentially grow our current disabled and elderly ridership totals with cash customers, as our company will pass on to our clients the savings in capital costs provided by the FTA and the SFRTA.

Projected Ridership- We hope to be able to reach out to all the disabled and elderly residents of southern Miami-Dade County that are not currently receiving transportation services sufficient to meet their needs. We realize that a large part of our projected riders will come from the same population base that currently accesses services provided by STS, Medicaid, and social service agencies like those listed elsewhere in this proposal.

The trip estimates above are based on current demand/response Beyond ADA requests we currently are able to serve, as as for our projected number of trips under this New Freedom Program. It is important to note that our current totals are limited for two reasons:

- 1) There is no currently existing, moderately priced, demand response wheelchair accessible program in Miami-Dade County. The Zuni South Miami-Dade New Freedom Program would fill that need. Currently, as you can see by the chart above, the number of elderly and disabled riders able to personally afford the cost of a ride in a wheelchair-lift van is limited.
- 2) Zuni's current fleet size is predicated on the ridership demand from our curent commercial and governmental clients. We have no current excess capacity to transport the number of riders projected in this New Freedom Program, hence, our requested vehicles would service the current ummet need through this new service we are proposing.

Zuni estimates that, with these 10 new vehicles, our company could potentially transport 156,000 one-way trips during the 5-year projected life-span of these proposed New Freedom vehicles. We arrive at this number by assuming that each of the 10 proposed vehicles at full capacity could convey an estimated 12 one-way disabled and/or elderly riders per day, or 60 per week. These 10 wheelchair-accessible lift-vans could then convey an estimated 600 one-way passengers per week, or a total of 31,200 per year.

Assuming again 5 years of usage, this number turns into 156,000 trips. That said, Zuni's excellent program of preventative maintenance has allowed our company to predict a useful life span of our vehicle to 7 or even 8 years. If these New Freedom vehicles are used for 7 years, then our trip projection goes to 218,400 trips.

**23) Please provide operating funding request in the table below.**

**OPERATING FUNDING REQUEST (50%/50% Match Required)**

	<b>12-month period</b>	<b>24-month period (maximum allowable)</b>
Total Operating Cost (all eligible operating costs)	\$0	\$0
Less Project Revenues (Fare box)	\$(0)	\$(0)
Net Project Cost	\$0	\$0
Local Share Requirement (50% of Net Project Cost)	\$0	\$0
Request for Operating Funding	\$0	\$0

*If the funding request is for any other duration, clearly state the project duration,*

Provide supplementary budget sheets to illustrate how the total operating cost was derived. If funding is sought for multiple routes, cost estimates must be provided for individual routes. Failure to provide necessary details to justify the project cost may result in rejection of the application.

If the funding request is for expanding an existing service that currently does not receive JARC/NF funding; only the expansion portion of the project is eligible for JARC/NF funding consideration.

**24) Based on the projected ridership and operating cost, estimate the cost per one-way trip.**

This pricing estimate is based on our projected ridership described in detail in Section 22 of this application.

According to formulas standard to the industry and based on data available to us from the TDSP and from the U.S. Census data as well as our industry experience, we can estimate that our projected annual trip estimate will be 31,200,000. We can also estimate that along with the

approximately 17,000 of these trips would be for disabled riders and about 14,200 of them would be for elderly riders.

However, please note that:

- 1) these projections are estimates only
- 2) these estimates reflect vehicle capability and not actual demand which could be either higher or lower
- 3) many disabled riders are also elderly
- 4) trip totals in the first year may be less due to the program getting established
- 5) although the vehicles have a useful life of 5 years according to FTA specs, the vehicles will most likely be used much longer, at least 7 to 8 years, if not more.

#### Per Trip Cost to the FTA over the Five Year Period of the Project

Although it is likely that these proposed vehicles will operate for a minimum of 7 to 8 years, the FTA depreciates the vehicles over a 5 year period. If looked at over the 5 years, the projected total of 156,000 one way trips, divided into the FTA share of \$353,988.00, would result in a cost of \$2.26 for each trip completed.

If Zuni is successful in operating these vehicles for 7 years instead of 5, then the price per trip for the FTA and the SFRTA would decrease to \$1.62 per trip.

**SECTION 4: ADDITIONAL INFORMATION OF CAPITAL/MOBILITY MANAGEMENT PROJECTS**

*Questions 25 - 28 apply to projects that include Capital and/or Mobility Management elements. If your project does not include these elements, please skip to question 29.*

25) For each capital project element, please provide the appropriate information in the table below:

**CAPITAL FUNDING REQUEST (80%/20% Match Required)**

Capital Elements	Estimated Cost	Local Share	Federal Request
Ford 350E Wheelchair -Lift Vans	\$ 348,215.00	\$ 69,643.00	\$ 278,572.00
Dispatch/vehicle technology	\$ 40,270.00	\$ 8,054.00	\$ 32,216.00
Consulting/Project Implementation	\$ 20,000.00	\$ 4,000.00	\$ 16,000.00
Marketing/compliance/reporting/misc	\$ 34,000.00	\$ 6,800.00	\$ 27,200.00
<b>TOTALS</b>	<b>\$ 442,485.00</b>	<b>\$ 88,497.00</b>	<b>\$ 353,988.00</b>

Provide supplementary budget sheets to illustrate how the total capital cost was derived. Failure to provide necessary details to justify the project cost may result in rejection of the application.

26) For each element identified in question #25 (with the exception of vehicles), please explain the major items that are included in the estimated cost and how the estimate was derived.

Dispatch and Vehicle Technology- Zuni Transportation is requesting that the SFRTA allow our company to acquire certain hardware and software devices that would improve our current dispatch system so that we would have the ability to not only select the closest available vehicle to each client, but to provide turn by turn directions to our drivers in both locating the client and in transportation the client to their destination.

These costs are broken down per item on our attached Excel Spread Sheet which illustrates our New Freedom Project Capital Budget. The Mentor Paratransit Package, along with the proposed AVL-GPS vehicle locator and navigator systems would allow us to accomplish this and to provide the highest level of service to the public. We also propose to deploy SmartDrive On Board Cameras and Driver Monitoring Systems, as well as real-time data collection . The cost of this technology is \$40,270.00. Zuni's local match will be \$8054.00 with the Federal 80% share being \$32,216.00.

Consulting and Implementation- Our proposal also includes \$20,000.00 of capital funds for our Project Consultant, Mr. Joseph Rubino. We will also pay the 20% match, or \$4,000.00, in this case. Mr. Rubino has consulted on more the 50 New Freedom Projects in 30-some states, and he is not only assisting in conceiving our project but he will remain part or team on into the future as our Staff Consultant. More information about Mr. Rubino is available later in the document.

Marketing, Compliance, Reporting and Miscellaneous Items- Zuni is requesting \$34,000.00 for various items which are detailed on our attached Excel Spread Sheet which illustrates our New Freedom Project Capital Budget. Zuni's local match will be \$6800.00 with the Federal 80% share being \$27,200.00.

27) For each Mobility Management/Planning project element, please provide the appropriate information below:

**MOBILY MANAGEMENT/PLANNING FUNDING REQUEST (80%/20% Match Required)**

Major Activities	Estimated Cost	Local Share	Federal Request
N/A	\$	\$	\$
	\$	\$	\$
	\$	\$	\$
	\$	\$	\$
<b>TOTALS</b>	\$	\$	\$

28) For each element identified in question #27, please explain the major items that are included in the cost estimate and how the estimate was derived.

N/A

**SECTION 5: SUMMARY OF PROJECT COST**

*Questions 29-31 apply to all projects.*

- 29) Provide the requested information in the following table for the year you are requesting funds. If you are using Toll Credits as match for an allowable activity, please indicate "Toll Credit" in the appropriate box and have the Federal share reflect 100% of the net project cost. Transfer the information from questions 23, 25, and 27 as appropriate for the funding request. If a request is for less than 12 months please note the funding period in terms of months.

Eligible Project Activities		TOTAL FUNDING REQUEST			TOTAL FUNDING REQUEST		
		Year 1 Request			Year 2 Request		
		Federal Funding	Local Match	Total Net Cost	Federal Funding	Local Match	Total Net Cost
Operating - 50% Match Required	N/A	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0
Capital - 20% Match Required	W/C Accessible Vans	\$278,572	\$69,643	\$348,215	\$0	\$0	\$0
	Consulting/Implementation	\$16,000	\$4,000	\$20,000	\$0	\$0	\$0
	Vehicle Dispatch Technology	\$32,216	\$8,054	\$40,270	\$0	\$0	\$0
	Misc Items	\$27,200	\$6,800	\$34,000	\$0	\$0	\$0
Mobility Management / Planning - 20% Match Required		\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL</b>		<b>\$353,988.</b>	<b>\$88,497</b>	<b>\$442,485</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

- 30) Indicate the source of local match for each year that funding is requested. If local match funds are being derived from an existing grant, please attach a copy of the grant agreement/contract or supporting documentation.

Company resources

- 31) Is there a commitment of funds beyond the requested grant period?  Yes  No  
 If yes, please explain the nature of the commitment.  
 If no, please explain the steps you will take to attain sustainability.

Zuni will have no problem attaining and maintaining sustainability. Thanks to our previously mentioned excellent preventative maintenance program, our vehicles will be able to fulfill their 5 year standard usage plus at least another 2 to 3 years. This dynamic, along with the demand momentum we expect to establish in our first couple of years of service will help this project to achieve sustainability.

This project will bring wheelchair accessible vehicle service to the service area including all local health and human service agencies, the public and private sector, non-profit agencies, other transportation providers (who frequently use vehicles for backup service), and individuals with disabilities. These organizations and individuals are among the largest users of vehicle service, and wheelchair populations should also receive this important service.

Involvement will be achieved through our outreach to local agencies, non-profits, and elderly and disabled advocate groups. We will work to inform local entities of this service.

Zuni plans to market the expanded services we will be able to offer with the vehicles provided by New Freedom. It is our goal and expectation to expand and promote this accessible service, which will facilitate sustainability.

Additionally, Zuni will pursue subcontracting opportunities with existing agencies that can or cannot provide accessible transportation. It is our goal to maximize utilization of the accessible vehicles.

For marketing, first as a major operator of vehicles in the service area, Zuni is pleased to have a comprehensive network of clients throughout the service area. Zuni's clients include all of its riders and the gamut of local area social service agencies, hospitals and clinics, assisted living centers, government agencies, universities and schools, insurance agencies, travel and transportation attractions centers, major employers, other local area business and individuals. On a daily basis we are communicating with these clients constantly.

Zuni's communications to this client network about these new programs will result in rapid dissemination of project information, via both direct mail and direct contact. This outreach will include a wheelchair vehicle program. The wheelchair vehicles will be further marketed via traditional advertising means, web site, advertising materials, etc. Finally Zuni's management networks with area agencies, non-profit and private sector users and facilitators of disabled transportation services. We will keep the community fully apprised on this project.

**SECTION 6: LETTERS OF SUPPORT**

**Letters of Support**

All letters of support must be submitted with the application. Letters should indicate the nature of support (financial, participation, coordination, etc.).

Indicate if letters of support are included.  Yes       No



**EXHIBIT A1: GOVERNING BOARD RESOLUTION AND LOCAL MATCH CERTIFICATION  
TO BE COMPLETED BY ALL APPLICANTS WITH A GOVERNING BOARD**

**Resolution No.**            **Zuni Has No Governing Board**

**Project Title**

Resolution authorizing applications for and execution of a Job Access Reverse Commute or New Freedom grant agreement under the South Florida Regional Transportation Authority's general authority to make such Grants.

**Whereas**, the South Florida Regional Transportation Authority ("SFRTA"), is authorized make such grants as the designated recipient of Job Access Reverse Commute and New Freedom programs for Broward, Miami-Dade, and Palm Beach counties; and

**Whereas**, the SFRTA has the power to expend funds for use in connection with Job Access Reverse Commute or New Freedom projects, and

**Whereas**, the SFRTA has the power to make and execute all contracts and other instruments necessary or convenient to the exercise of its powers, and

**Whereas**, approval for said funds will impose certain financial obligations upon the recipient.

**NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BOARD OF THE [            *Name of Applicant*]:**

**Section 1.** That the [            *Authorized Official*], {            *Title*} and his/her successor is authorized to execute and file applications on behalf of [            *Name of Applicant*] with the South Florida Regional Transportation Authority for a Job Access Reverse Commute or New Freedom grant for [            *Project Title*].

**Section 2.** That the [            *Authorized Official*], {            *Title*} and his/her successor is authorized to furnish such additional information, assurances, certifications and amendments as the SFRTA may require in connection with this Job Access Reverse Commute or New Freedom grant agreement application.

**Section 3.** That the [            *Authorized Official*], {            *Title*} and his/her successor certify that { *Name of Applicant*} will provide the required local match from {            *Source of Funds and the Amount of Local Match*} funds.

**Section 4.** That the [            *Authorized Official*], {            *Title*} and his/her successor is authorized and directed on behalf of the [            *Name of Applicant*] to execute and deliver grant agreements and all subsequent amendments thereto between the [            *Name of Applicant*] and the SFRTA for Job Access Reverse Commute or New Freedom grant, and the Secretary of the (            *Name of Applicant*) is authorized and directed on behalf of the [            *Name of Applicant*] to attest said agreements and all subsequent amendments thereto.

**Section 5.** That the [            *Authorized Official*], {            *Title*} and his/her is authorized and directed to take such action as is necessary or appropriate to implement, administer and enforce said agreements and all subsequent amendments thereto on behalf of the [            *Name of Applicant*].

PRESENTED *and* ADOPTED *the* \_\_\_\_\_ *day of* \_\_\_\_\_, 20\_\_\_\_

\_\_\_\_\_  
**Signature of Authorized Official**

\_\_\_\_\_  
**Signature of Attest**

\_\_\_\_\_  
**Title**

\_\_\_\_\_  
**Title**

**EXHIBIT A2: LOCAL MATCH CERTIFICATION**

**TO BE COMPLETED BY ALL APPLICANTS WITHOUT A GOVERNING BOARD**

The undersigned hereby certifies that \_\_\_\_\_ Zuni Transportation \_\_\_\_\_ is  
authorized to enter

(applicant)

into an Agreement with the South Florida Regional Transportation Authority to receive a  
Section 5316 (Job Access and Reverse Commute) and/or a Section 5317 (New Freedom)  
grant for programs and services designed to improve access to transportation for people  
with disabilities or individuals with lower incomes as noted herein.

The undersigned also certifies that \_\_\_\_\_ Zuni Transportation \_\_\_\_\_ agrees to  
provide the

(applicant)

requisite local share of \$88,497.00 {*Enter the amount*} from company resources {*Enter source(s)  
of funds*} funds.

Jorge Azor  
Name

President  
Title

Notary: \_\_\_\_\_

Zuni Transportation, Inc

Organization

## EXHIBIT B: PUBLIC MEETING

An opportunity for a public hearing is required **ONLY** for Public Agencies requesting capital grants under Sections 5316 and 5317. An application for Section 5316 and/or Section 5317 submitted by a public agency should contain a copy of the notice of public hearing (identified as Exhibit B) and an affidavit of publication. If Exhibit B is not applicable, this should be stated in the application.

A public notice should contain all pertinent information relating to the project (such as number and types of vehicles as well as the estimated cost of the vehicles) and should be published at least one time in a newspaper of general circulation in the applicant's service area, no less than 15 or more than 30 days prior to the submission of an application. The notice should state that persons requesting a hearing must notify the applicant of the request, in writing, and send a copy of the request for a hearing to the SFRTA.

The deadline for hearing requests **must** be prior to the date applications are due at the SFRTA. If a hearing is requested:

1. A hearing must be conducted;
2. The SFRTA must be notified of the date, time, and location of the hearing; and
3. A copy of the minutes of the hearing (to include a discussion of issues raised and resolution of issues) must be submitted to SFRTA, before a Section 5316 and/or 5317 award can be made.

**EXHIBIT C: SINGLE AUDIT ACT (as described in OMB Circular A-133)**

**1. If the applicant receives \$500,000 or more for the current fiscal year from all Federal sources:**

A. It is subject to the Single Audit Act. If this requirement applies:

- a. A copy of the applicant's most recent audit report must be submitted with the application if this was not done previously. The report should be marked "Exhibit C."
- b. If the most recent audit report was previously sent to the SFRTA, the date submitted should be shown in "Exhibit C" in the application.
- c. Applicants that received a Section 5316 and/or a Section 5317 award in the last fiscal year should include a copy of the pages from the annual audit that indicates the auditor specifically tested for Section 5316 and/or Section 5317 requirements and certifies compliance.

**2. If the applicant does not receive \$500,000 or more in Federal funds for the current fiscal year from all Federal sources combined,**

**AND / OR**

**3. If the applicant receives ONLY Section 5316 and/or Section 5317-funded vehicles/equipment,**

- a. It is exempt from the Single Audit Act.
- b. Exhibit E, Attachment 1 (below) must be submitted with the Application.

***EXHIBIT C-1 - Certification of Exemption from Single Audit Act***

IT IS HEREBY CERTIFIED THAT the applicant:

1. Will not receive \$500,000 or more for the current Fiscal Year from all federal sources combined, and is, therefore, exempt from the Single Audit Act as described in OMB A-133; and
2. In the event the applicant does receive \$500,000 or more in total from all federal sources during the current fiscal year, the applicant will comply with the Single Audit Act and submit to the SFRTA a copy of its most recent audit conducted in compliance with the Act.

**Jorge Azor, President- Zuni Transportation**

\_\_\_\_\_  
(Type name and title of authorized individual)

\_\_\_\_\_  
(Signature of authorized individual)

\_\_\_\_\_  
(Date)

## EXHIBIT D: FEDERAL CERTIFICATES AND ASSURANCES

The **last** page (Appendix A) of the annual Federal Register Notice that applies to Federal Certifications and Assurances provides applicants with a single signature page on which an applicant and its attorney must certify compliance with the requirements of the various Federal Transit Administration grants or cooperative agreements. The Federal Register Notice is revised annually and is usually available around January 1 of each year. Applicants may obtain a copy of the current year document through the internet at [http://www.fta.dot.gov/funding/grants\\_financing\\_93.html](http://www.fta.dot.gov/funding/grants_financing_93.html) (then, follow instructions on where to proceed.) If unable to access the form, applicants may contact their FDOT District Office for assistance. The appropriate signed Federal certification/assurance form must be included in the application when it is submitted to the South Florida Regional Transportation Authority.

The signature page for Federal Certifications and Assurances should be signed by an individual authorized by the applicant's governing board to sign and submit applications, and its attorney. Blue ink is suggested as it distinguishes an original signature from a photocopied signature.

### Federal Certifications and Assurances Required of Each Applicant:

- Authority of applicant and its representative
- Standard Assurances
- Debarment, Suspension, and other Responsibility Matters
- Drug Free Workplace Certification
- Intergovernmental Review Assurance
- Federal Transit Administration Master Agreement
- Nondiscrimination Assurance
- Assurance of Nondiscrimination on the Basis of Disability Procurement Compliance.

A. Applicants for Federal Assistance may signify compliance with the above certifications and assurances by placing an "X" at the top of Appendix A next to the statement that reads: "The Applicant agrees to comply with applicable requirements of Categories I-XV". If an applicant chooses to do this, no additional notation is necessary, except for the signature on the reverse.

OR

B. The applicant may signify compliance with certifications and assurances applicable only to the Section 5316 and 5317 programs, specifically, Category XIII, by placing an "X" in Category I, "Certifications and Assurances required of each applicant" (to cover the above-noted items), as well as an "X" in Category XIII.

A description of the certifications required by the Section 5316 and/or Section 5317 Program is provided in the annual Federal Register Notice.

**EXHIBIT E: DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM**

It is the policy of the South Florida Regional Transportation Authority (SFRTA) that Disadvantaged Business Enterprises, as defined in 49 CFR Part 26, shall have the maximum opportunity to participate in the performance of contracts. SFRTA will never exclude any person from participation in, deny any person the benefits of, or otherwise discriminate against anyone in connection with the award and performance of any contract covered by 49 CFR Part 26 on the basis of race, color, sex, or national origin.

Contractors are encouraged to take all necessary and reasonable steps to ensure that DBE's have the maximum opportunity to compete for and perform services on contracts, including participation in any subsequent supplemental contracts. If the Contractors intend to subcontract a portion of the services on the project, Contractor are encouraged to seek out and consider DBE's as potential subcontractors, by soliciting their interest, capability, and qualifications.

## **APPENDIX B: JARC and NF Eligible Projects**

References: FTA Circulars C 9045.1 and C 9050.1

## ELIGIBLE SECTION 5316 JOB ACCESS AND REVERSE COMMUTE (JARC) PROJECTS

Eligible projects under JARC may include, but are not limited to:

- late-night and weekend service;
- guaranteed ride home service;
- shuttle service;
- expanding fixed-route mass transit routes;
- demand-responsive van service;
- ridesharing and carpooling activities;
- transit-related aspects of bicycling (such as adding bicycle racks to vehicles to support individuals that bicycle a portion of their commute or providing bicycle storage at transit stations);
- local car loan programs that assist individuals in purchasing and maintaining vehicles for shared rides;
- promotion, through marketing efforts, of the:
  - use of transit by workers with nontraditional work schedules;
  - use of transit voucher programs by appropriate agencies for welfare recipients and other low-income individuals;
  - development of employer-provided transportation such as shuttles, ridesharing, carpooling; or
  - use of transit pass programs and benefits under Section 132 of the Internal Revenue Code of 1986.
- supporting the administration and expenses related to voucher programs;<sup>1</sup>
- acquiring Geographic Information System (GIS) tools;
- implementing Intelligent Transportation Systems (ITS), including customer trip information technology;
- integrating automated regional public transit and human service transportation information, scheduling and dispatch functions;
- deploying vehicle position-monitoring systems;
- subsidizing the costs associated with adding reverse commute bus, train, carpool van routes or service from urbanized areas and non-urbanized areas to suburban work places;
- subsidizing the purchase or lease by a non-profit organization or public agency of a van or bus dedicated to shuttling employees from their residences to a suburban workplace;
- supporting new mobility management and coordination programs among public transportation providers and other human service agencies providing transportation. Mobility management activities may include:<sup>2</sup>

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<sup>1</sup> This activity is intended to supplement existing transportation services by expanding the number of providers available or the number of passengers receiving transportation services. Vouchers can be used as an administrative mechanism for payment to providers of alternative transportation services. The JARC program can provide vouchers to low-income individuals to purchase rides, including (1) mileage reimbursement as part of a volunteer driver program, (2) a taxi trip, or (3) trips provided by a human service agency. Transit passes for use on fixed-route or Americans with Disabilities Act of 1990 (ADA) complementary paratransit service are not eligible. Vouchers are treated as an operational expense which requires a 50/50 (Federal/local) match.

- the promotion, enhancement, and facilitation of access to transportation services, including the integration and coordination of services for individuals with disabilities, older adults, and low-income individuals;
- support for short-term management activities to plan and implement coordinated services;
- the support of state and local coordination policy bodies and councils;
- the operation of transportation brokerages to coordinate providers, funding agencies and customers;
- the provision of coordination services, including employer-oriented Transportation Management Organizations' and Human Service Organizations' customer-oriented travel navigator systems and neighborhood travel coordination activities such as coordinating individualized travel training and trip planning activities for customers;
- the development and operation of one-stop transportation traveler call centers to coordinate transportation information on all travel modes and to manage eligibility requirements and arrangements for customers among supporting programs; and
- operational planning for the acquisition of intelligent transportation technologies to help plan and operate coordinated systems inclusive of Geographic Information Systems (GIS) mapping, Global Positioning System technology, coordinated vehicle scheduling, dispatching and monitoring technologies as well as technologies to track costs and billing in a coordinated system and single smart customer payment systems (acquisition of technology is also eligible as a standalone capital expense).
- otherwise facilitating the provision of public transportation services to suburban employment opportunities.

The labor protection provisions of Section 5333(b) apply to the JARC program.

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<sup>2</sup> SAFETEA-LU specified that mobility management expenses are eligible under all FTA grant programs as a capital cost (e.g., 80 percent Federal participation). Mobility management techniques may enhance transportation access for populations beyond those served by one agency or organization within a community. For example, a non-profit agency could receive JARC funding to support the administrative costs of sharing services it provides to its own clientele with other low-income individuals and coordinate usage of vehicles with other non-profits, but not the operating costs of the service. Mobility management is intended to build coordination among existing public transportation providers and other transportation service providers with the result of expanding the availability of service.

## ELIGIBLE SECTION 5317 NEW FREEDOM (NF) PROJECTS

Eligible projects under New Freedom may include, but are not limited to:

### 1. New Public Transportation Services Beyond the ADA

- Enhancing paratransit beyond minimum requirements of the ADA. ADA complementary paratransit services can be eligible under New Freedom in several ways as long as the services provided meet the definition of “new.” Eligible projects may include:
  - expansion of paratransit service parameters beyond the 3/4-mile required by the ADA;
  - expansion of current hours of operation for ADA paratransit services that are beyond those provided on the fixed-route services;
  - the incremental cost of providing same day service;
  - the incremental cost of making door-to-door service available to all eligible ADA paratransit riders, but not as a reasonable modification for individual riders in an otherwise curb-to-curb system;
  - enhancement of the level of service by providing escorts or assisting riders through the door of their destination;
  - acquisition of vehicles and equipment designed to accommodate mobility aids that exceed the dimensions and weight ratings established for common wheelchairs under the ADA and labor costs of aides to help drivers assist passengers with oversized wheelchairs;<sup>3</sup> and
  - installation of additional securement locations in public buses beyond what is required by the ADA.
- Feeder services. New “feeder” service to commuter rail, commuter bus, intercity rail, and intercity bus stations, for which complementary paratransit service is not required under the ADA.
- Making accessibility improvements to transit and intermodal stations not designated as key stations. Improvements for accessibility at existing transportation facilities that are not designated as key stations established under 49 CFR 37.47, 37.51, or 37.53, and that are not required under 49 CFR 37.43 as part of an alteration or renovation to an existing station, so long as the projects are clearly intended to remove barriers that would otherwise have remained. New Freedom funds are eligible to be used for new accessibility enhancements that remove barriers to individuals with disabilities so they may access greater portions of public transportation systems, such as fixed-route bus service, commuter rail, light rail and rapid rail. This may include:
  - building an accessible path to a bus stop that is currently inaccessible, including curb cuts, sidewalks, accessible pedestrian signals or other accessible features;
  - adding an elevator or ramps, detectable warnings, or other accessibility improvements to a non-key station that are not otherwise required under the ADA;
  - improving signage, or wayfinding technology; or
  - implementation of other technology improvements that enhance accessibility for people with disabilities including Intelligent Transportation Systems (ITS).
- Travel training. New training programs for individual users on awareness, knowledge, and skills of public and alternative transportation options available in their communities. This includes travel instruction and travel training services.

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<sup>3</sup> This concept would permit the acquisition of lifts with a larger capacity, as well as modifications to lifts with a 600 lb design load, and the acquisition of heavier-duty vehicles for paratransit and/or demand-response service.

## 2. New Public Transportation Alternatives Beyond the ADA

- Purchasing vehicles to support new accessible taxi, ride sharing, and/or vanpooling programs. New Freedom funds can be used to purchase and operate accessible vehicles for use in taxi, ridesharing and/or van pool programs. The vehicles must be able to accommodate a passenger who uses a “common wheelchair” as defined under 49 CFR 37.3, at a minimum, while remaining in his/her personal mobility device inside the vehicle, and meeting the same requirements for lifts, ramps and securement systems specified in 49 CFR part 38, subpart B.
- Supporting the administration and expenses related to new voucher programs for transportation services offered by human service providers. This activity is intended to support and supplement existing transportation services by expanding the number of providers available or the number of passengers receiving transportation services. Only new voucher programs or expansion of existing programs are eligible under the New Freedom Program. The New Freedom Program can provide vouchers to individuals with disabilities to purchase rides, including: (a) mileage reimbursement as part of a volunteer driver program; (b) a taxi trip; or (c) trips provided by a human service agency. Transit passes for use on existing fixed-route or ADA complementary paratransit service are not eligible. Vouchers are an operational expense which requires a 50/50 (federal/local) match.
- Supporting new volunteer driver and aide programs. New volunteer driver programs are eligible and include support for costs associated with the administration, management of driver recruitment, safety, background checks, scheduling, coordination with passengers, and other related support functions, mileage reimbursement, and insurance associated with volunteer driver programs. The costs of new enhancements to increase capacity of existing volunteer driver programs are also eligible. FTA notes that any volunteer program supported by New Freedom must meet the requirements of both “new” and “beyond the ADA.”
- Supporting new mobility management and coordination programs among public transportation providers and other human service agencies providing transportation. Mobility management is an eligible capital cost. Mobility management techniques may enhance transportation access for populations beyond those served by one agency or organization within a community. Mobility management activities may include:
  - the promotion, enhancement, and facilitation of access to transportation services, including the integration and coordination of services for individuals with disabilities, older adults, and low-income individuals;
  - support for short term management activities to plan and implement coordinated services;
  - the support of state and local coordination policy bodies and councils;
  - the operation of transportation brokerages to coordinate providers, funding agencies and customers;
  - the provision of coordination services, including employer-oriented Transportation Management Organizations’ and Human Service Organizations’ customer-oriented travel navigator systems and neighborhood travel coordination activities such as coordinating individualized travel training and trip planning activities for customers;
  - the development and operation of one-stop transportation traveler call centers to coordinate transportation information on all travel modes and to manage eligibility requirements and arrangements for customers among supporting programs; and
  - operational planning for the acquisition of intelligent transportation technologies to help plan and operate coordinated systems inclusive of Geographic Information Systems (GIS) mapping, Global Positioning System Technology, coordinated vehicle scheduling, dispatching and monitoring technologies as well as technologies to track

costs and billing in a coordinated system and single smart customer payment systems (acquisition of technology is also eligible as a standalone capital expense).

The labor protection provisions of Section 5333(b) do not apply to New Freedom Programs funds.

## APPENDIX C: Selection Criteria

The attached series of tables categorize the specific criteria that will be used to assess the applications in accordance to:

- Eligibility (Table 1)
- Coordination and Consistency with the HSTP/TDSP (Table 2)
- Project Readiness/Ability to Implement (Table 3)
- Sustainability (Table 4)
- Need (Table 5)

The Selection Criteria match those questions in the application that are primarily designed to elicit information specific to each criterion. The set of evaluation criteria was developed based on the federal requirements.

<b>TABLE 1: Project Eligibility Screening Criteria</b>	<b>Relevant Application Questions</b>	<b>Relevance to Type of Project</b>	<b>Point Value of Criteria</b>
1. Proposed project addresses unmet needs of welfare recipients, eligible low-income persons and other individuals in urbanized areas seeking employment or employment-related activities in suburban areas (JARC) OR addresses unmet transportation needs of persons with disabilities seeking integration into the workforce or full participation in society (New Freedom).	2, 3, 4, 7	All	Eligible / Not Eligible
2. Project application identifies and addresses an unmet need identified in the Human Services Transportation Plan (HSTP)/Transportation Disadvantaged Service Plan (TDSP). This should include: (1) a description of the project; (2) identification of the unmet needs addressed by the project; (3) how the project will address the unmet need(s), e.g., in terms of serving new riders, a new area, a new day and/or times, a higher frequency, less advance notice, more driver assistance, etc.; and (4) an estimated quantification of benefits. Any additional obligations, e.g., the provision of ADA complementary paratransit as a result of implementing a new fixed bus route in a previously unserved area, should be noted.	2, 8, 9	All	Eligible / Not Eligible
3. Local match will be supplied.	30, 31 (Support Documentation)	All	Eligible / Not Eligible
4. Project is consistent with FTA guidelines on eligible JARC and New Freedom projects and activities.	All	All	Eligible / Not Eligible

<b>TABLE 2: Coordination and HSTP/TDSP Consistency Criteria (30 points)</b>	<b>Relevant Application Questions</b>	<b>Relevance to Type of Project</b>	<b>Point Value of Criteria</b>
5. Project employs one or more strategies that provide: <ul style="list-style-type: none"> <li>• Multi-county service with agency coordination and resource sharing = 10 points</li> <li>• Multi-municipality (but intra-county) service with resource sharing = 5 points</li> <li>• No service or coordination beyond municipality or program = 0 points</li> </ul>	3, 8, 9, 10, 11,	All	0, 5, or 10
6. Project employs one or more strategies included in the applicable HSTP/TDSP or otherwise demonstrates innovation.	8, 9	All	0 or 10
7. Does the project utilize or coordinate with existing public transportation providers; or existing public and private human service agencies; or reflect partnerships with non-transit entities and/or private non-profit/for-profit organizations?	10, 20, 21,	All	0, or 10

<b>TABLE 3: Project Readiness / Ability to Implement Criteria (20 points)</b>	<b>Relevant Application Questions</b>	<b>Relevance to Type of Project</b>	<b>Point Value of Criteria</b>
8. Is the project ready to implement? Does the project require additional planning, design and/or engineering before the project can be implemented? <ul style="list-style-type: none"> <li>Evidence provided that clearly demonstrates all project planning is complete = 10 Points</li> <li>Project planning is incomplete, but a clear schedule of milestones and an explanation of how milestones will be met is provided = 5 Points</li> </ul>	12	All	0, 5, or 10
9. Agency and/or agency contractor(s) qualifications and experience (including key personnel) demonstrate that they have managed similar projects. <ul style="list-style-type: none"> <li>Have experience with similar projects = 10 Points</li> <li>Have managed projects funded through federal grants = 5 Points</li> </ul>	14, 15, 16	All	0, 5, or 10

<b>TABLE 4: Sustainability Criteria (20 points)</b>	<b>Relevant Application Questions</b>	<b>Relevance to Type of Project</b>	<b>Point Value of Criteria</b>
10. Project is sustainable beyond identified project period. <ul style="list-style-type: none"> <li>Applicant has identified sources to fund project above and beyond current levels of funding if project is deemed successful = 10 Points</li> </ul>	13, 30, 31	All	0 or 10
11. Key stakeholder support is demonstrated for the project. <ul style="list-style-type: none"> <li>Project application include letters of support from key stakeholders that delineate specific nature of participation and local share commitment(s) = 10 Points</li> <li>Project application include letters of support from key stakeholders = 5 Points</li> </ul>	Letters Submitted	All	0, 5, or 10

<b>TABLE 5: Need Criteria (30 points)</b>	<b>Relevant Application Questions</b>	<b>Relevance to Type of Project</b>	<b>Point Value of Criteria</b>
12. Project is an existing pilot JARC/NF project. <ul style="list-style-type: none"> <li>Ridership has increased compared to pre-project ridership or has met other significant objectives = 20 points</li> <li>Ridership has not increased or the applicant has not provided before and after ridership information = 0 points</li> </ul>	2, 6, 17, 22	Existing Pilot JARC/NF Project	0 or 20

TABLE 5 (Continued): Need Criteria	Relevant Application Questions	Relevance to Type of Project	Point Value of Criteria
13. Severity of need addressed by new, expanded, or existing project (no prior JARC/NF funds). <ul style="list-style-type: none"> <li>• New project designed to accommodate the needs of target populations of JARC/NF programs. No such service/linkage/agency coordination/sharing of resources currently exists in area = 20 points.</li> <li>• Expansion of an existing service to accommodate the needs of target populations of JARC/NF programs. Current service does not accommodate riders requiring high-level of service, specific trip purpose, and/or same-day service = 10 points</li> <li>• Continuation of an existing fixed route service (<u>JARC only</u>). Current service demonstrates compliance with JARC program goals by serving low income population and/or reverse commute = 5 points</li> </ul>	2, 6, 8, 9, 18, 19, 21	No Prior JARC/NF Funds	0, 5, 10, or 20
14. Estimated number of lower income individuals able to access jobs as a result of the project (JARC) OR persons with disabilities served as a result of the project (New Freedom).	7, 13, 20	All	0, 5, or 10 (based on relative ranking)

# **ATTACHMENTS**

**Attachment #1- Map of Service Area- Southern Miami-Dade**

**Attachment # 2- New Freedom Project Capital Budget, Excel Chart**

**Attachment # 3- Letters of Support**

**Attachment #4- Zuni Staff Bios, Jorge Azor, and Zuni Team**

**Attachment # 5- Vehicle Quote**

**Attachment # 5- Consultant Quote and Credentials**

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## Carlos Azor, General Manager

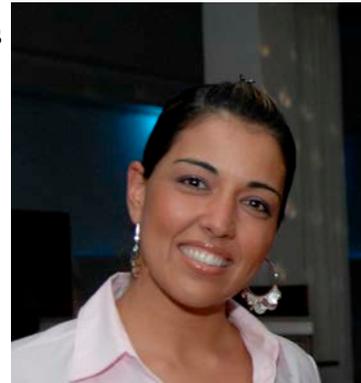
Carlos Azor, younger brother of ZUNI President Jorge Azor has been General Manager since 2004. Mr. Azor has learned his craft from the ground up since first joining ZUNI in 1999. Mr. Azor has been a mechanic apprentice, driver, dispatcher, and router before assuming his position as GM. He is a lead by example Manager who demands compassion, loyalty, hard work, and dedication from his staff. Carlos is responsible for supervision of dispatch, routing and drivers. Under Mr. Azor's leadership, ZUNI has improved all phases of its operations from efficiencies to complaints to safety. In 2004, ZUNI received the Operator of the Year award from the Florida Commission for the Transportation Disadvantaged, and the Safety Award in 2009. Also in 2009, under his leadership ZUNI received the "Best in Class" award from national insurance company: Crum & Forster. Mr. Azor has completed Training Certifications in Accident Investigation, Paratransit Management, Train the trainer, Reasonable Suspicion and Drug Testing compliance. In his spare time, Carlos enjoys supporting all the local sports teams in Miami.



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## Neisy Nunez, Vice President / Office Manager

Neisy has been involved in the family business since she was 16 years old. Neisy learned the business early on from her Uncle: ZUNI co-founder Exzun Hidalgo. Neisy has worked in one form or another at ZUNI upon her graduation from South West Sr. High in 1999. She has served as a driver, dispatcher, billing clerk, before assuming her current position of Office Manager. Neisy performs all Human Resource functions for the firm including payroll, benefits, health insurance, and profit sharing plan. Neisy has completed training certifications in human resources, dispatch, drug and alcohol, and audit compliance. In her spare time, Neisy volunteers for United Way and Special Olympics.



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**Mercedes Hidalgo-Lezcano, Vice President**

Mercedes has worked at Zuni Transportation, Inc. since 1993. In the aftermath of Hurricane Andrew, then ZUNI President Exzun Hidalgo asked his sister Mercedes to help in the billing, and administration end of the operation. Mercedes has been with ZUNI ever since serving in whatever capacity she is needed. Currently, Mercedes oversees the billing department verifying passenger counts through the Trapeze system; preparing daily, weekly, and monthly reports. Mercedes also conducts on the road spot checks of the drivers to ensure their manifests are properly filled out and accurate.



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**Eduardo Moron, Fleet Manager**

ZUNI fleet manager Eduardo Moron supervises the maintenance department. He is responsible for scheduling, managing, supervising of all maintenance personnel. He is responsible for personally taking ZUNI vehicles to the For-Hire Inspection station of Miami Dade County because he solicits PTRD's opinions of ZUNI's vehicles. Eddie started with ZUNI in 1995 as a mechanic apprentice to ZUNI President Exzun Hidalgo, and has worked his way up to his current position of Fleet Manager. Eddie monitors preventative maintenance schedules, training bulletins, and vehicle technical specs to ensure all ZUNI vehicles are performing at optimal levels. He also provides guidance and advice to ZUNI President regarding new vehicle specs and ordering. In his spare time, Eddie enjoys spending time with his 2 daughters and going fishing.



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Karin Mas, Risk Manager

Karin Mas joined the ZUNI team in 2006. Mr. Mas, as all new employees must do had to start his training from the ground up. First serving as a mechanic apprentice, dispatch trainee, and billing clerk, Mr. Mas has learned the intricacies' of the transportation business. When the ZUNI President wanted to hire a Risk Manager in mid 2007, Karin showed management why the right person was right here in the office. Mr. Mas was instrumental for organizing, and creating a large database of all ZUNI accidents dating back to 1990. The accidents were categorized by accident type, driver, location, vehicle type, and weather conditions. The database gave management an excellent picture into reasons, and causes of accidents. ZUNI has modernized these reports and now can track all vehicle miles, miles per accidents, and frequencies. ZUNI has improved its accident record, and safety initiatives each of the last 3 years. In 2009, the Florida Commission for Transportation Disadvantaged awarded ZUNI the 2009 Safety Award for the entire State of Florida. Along with this database, Mr. Mas follows through on the handling of all claims, and coordinates with our insurance company: reports, interviews, pictures, and site visits. Mr. Mas handles all pre-employment, random, and post accident drug testing, and prepare these reports for the President. A self-described "computer geek", Mr. Mas has modernized ZUNI's computer systems, reports, and taught dispatchers, and managers how to better use today's available technology and work smarter. A 1999 graduate of South Miami Sr. High, Karin has resided in Miami-Dade all of his 29 years.



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**Jorge E. Azor, President / CEO, Zuni Transportation, Inc.**

Zuni Transportation, Inc. President Jorge E. Azor is one of the most experienced transit professionals in South Florida. Jorge graduated from Miami Beach Sr. High in 1978, and Florida State University in 1983 with degrees in accounting and finance. Jorge has lived in South Florida for 49 years. Jorge began his career in 1983 when he went to work for Metro Limo Inc. right out of college. Metro Limo was a large taxi, limo, and paratransit conglomerate that managed the STS contract from 1976-1994. Mr. Azor served as Metro Limo's operations manager until 1989. In 1987, Miami Dade officials selected Jorge to oversee the wheelchair transport of all residents, and visitors to the Pope John II Papal Mass at the Tamiami Fairgrounds. On that particularly rainy day, more than 4000 wheelchair bound worshippers were able to see the mass along with several hundred thousand other onlookers. It was in 1989, that he joined forces with longtime friend and former driver: Exzun Hidalgo and co-founded Zuni Transportation, Inc. On February 12, 1990, ZUNI rolled out its first vehicles to commence providing Paratransit services. Jorge saw early on the importance and need of the Paratransit industry, and has been instrumental in its development and history in Miami Dade County. Since its modest beginnings in 1990, ZUNI has grown from a small minority owned firm to one of the largest privately owned transportation concerns in Florida. ZUNI received local and state recognition in the aftermath of Hurricane Andrew in 1992, when it hit the streets just days after the storm looking for its dialysis clients in the affected area of south Dade. ZUNI coordinated and transported Medicaid customers that needed to be dialyzed all the way to north Dade and Broward County so they could receive treatment. At the time, ZUNI principals did not know if they would be reimbursed for the service, but knew it was the right thing to do. In 1994, Jorge was selected as the private provider representative for Miami-Dade's Transportation Disadvantaged Commission (TD). He has served on this Board since and been it's vice chair since 1998. The TD program brings in much needed state revenue for Miami-Dade every year, and Jorge has tirelessly advocated, lobbied, and brought awareness of the important need of this program to our State lawmakers. Mr. Azor makes it a point to personally attend the STS riders meeting, and reads and answers each complaint. Mr. Azor has been asked to speak on transportation issues at the state TD convention and at seminars. Through Mr. Azor's leadership, ZUNI is also one of the most active corporate citizens in Miami-Dade County as members of the Greater Miami Chamber, and the Homestead-Florida City Chamber. Mr. Azor serves on the Board of the South Florida Golf Foundation, Florida State University Boosters, the Military Affairs Committee of Homestead-Florida City. He is a volunteer for Untied Way, Baptist Health Foundation, and the Miami Project to cure Paralysis. Under his leadership, ZUNI has maintained the lowest number of customer complaints, and best safety record in the STS program.



## **Bio of Joseph M. Rubino, Principal of J. M. Rubino Consulting**

Joseph M. Rubino is one of the nation's premier transit consultants and has worked on projects involving ground passenger transportation in 37 states. Mr. Rubino, whose career in the industry has spanned 36 years as an executive and now as a consultant, not only has great expertise in transit operations, business development, and regulatory issues, but he is also one of the most sought-after informational and motivational speakers in the industry.



In the past twelve months alone, he has been selected to work on four national projects funded by either the Federal Transit Administration (FTA) or the Transportation Research Board (TRB):

- Working with the nationally renowned research firm WESTAT, Mr. Rubino has been selected to study the patient transportation practices at Veterans Administration hospitals and medical centers across the country. His report will be published by the Transportation Research Board.
- Again working with WESTAT, Mr. Rubino was engaged to discover "The Use of Taxicabs in Paratransit", which involved studying the transit systems of some 40 U.S. cities. His report is being published by Easter Seals Project Action.
- Working with the national consulting firm The KFH Group, Mr. Rubino was chosen by the Taxicab, Limousine, and Paratransit Association (TLPA) to conduct a series of seminars on behalf of the FTA. The seminars in eleven US cities were designed to help private companies learn how to access government grant programs, including those involving taxicabs accessible to the disabled.
- Mr. Rubino was also selected by the TLPA to provide technical assistance to transportation companies nationwide on getting involved in their local transit planning processes.

Mr. Rubino has worked on transit projects involving many large and small municipalities across the nation, including the cities of San Francisco, CA, San Jose, CA, Los Angeles, CA, Coos Bay, OR, Boise, ID, Houston, TX, Dallas, TX, El Paso, TX, Chicago, IL, Denver, CO, Fort Collins, CO, Boulder, CO, Kansas City, MO, Evansville, IN, Indianapolis, IN, Columbus, OH, Newark, OH, Cincinnati, OH, Akron, OH, Toledo, OH, Cleveland OH, Pittsburgh, PA, Philadelphia, PA, Allentown, PA, Buffalo, NY, New York City, NY, South Hampton, NY, Ft. Lee, NJ, Baltimore, MD, Frederick, MD, Washington, D.C., Memphis, TN, Miami, FL, South Miami, FL, Miami Beach, FL, Hialeah, FL, Orlando, FL, Ft. Meyers, FL, St. Petersburg, FL, West Palm Beach, FL, Boca Raton, FL, Jacksonville, FL, Daytona Beach, FL, Pensacola, FL, Charlotte, NC, Columbia, SC, Milwaukee, WI, Madison WI, Minneapolis, MN, and St. Cloud, MN.

Due to his involvement with many of this country's groundbreaking transit projects, Mr. Rubino's career track mirrors the development of the Taxicab, Paratransit, and non-emergency medical transportation industries, as well as Innovative Services like Mobility Management. In fact, much of Mr. Rubino's career consists of creating services and methods that had, to most

available evidence, NEVER been used before. As General Manager of Metro Transportation in Miami, FL, Mr. Rubino created the country's first known taxicab driver training film in 1976. That same year, he was part of the team that initiated one of the country's first paratransit call centers, and the first paratransit brokerage.

In his career, he has mastered the craft of on-site organizational development consulting, assisting municipalities and private companies in setting up and improving a variety of programs at once – business development, operational efficiency, service quality improvement, employee/independent contractor recruitment/training, and others. He has authored orientation and training programs for drivers, dispatchers, routers, and customer service staff, in the taxicab, bus, limousine and special needs transit industries. His systems and methods have consistently increased productivity and lowered costs for his clients.

Though much of Mr. Rubino's work involves projects funded by either the Federal Transit Administration or by state or local DOT's, his private sector client list has included the Special Olympics, Carnival Cruise Lines, Royal Caribbean Cruise Lines, Kaiser Permanente, Motorola, Blue Cross/Blue Shield, Humana HealthCare, Prudential, United HealthCare, Cigna, HealthSouth, Tenet HealthSystems, HCA Healthcare, LogistiCare, Ericsson Communications, and Veolia North America.

He has provided expert witness testimony on dozens of cases involving transportation regulatory issues, and he has been a featured speaker on a variety of subjects at various transportation conventions. He has made more than 140 industry speeches or presentations since 2000. His featured speech at the Taxicab, Limousine, and Paratransit's (TLPA) 2007 Spring Conference in Baltimore was so well-received that it was featured in two different industry publications- TLC Magazine and the TLPA Dispatch.



*Mr. Rubino Addressing the TLPA 2007 Baltimore Conference (Picture courtesy TLC Magazine)*

### **Noteworthy Accomplishments**

- Appointed to 1st Coast Mobility Coalition by Jacksonville Transit Authority (2007)
- Elected to Citizens Committee of 1st Coast TPO, Jacksonville, FL. in 2006 and continues to serve in that position.
- Chosen in 2006 by the City of Charlotte, NC. to speak to local business, civic and community leaders on the subject of "Excellence in Transportation."
- Advised the City of Pembroke Pines, FL. regarding Mobility Management. (2005).
- Advised the South Broward Hospital District regarding employee, volunteer and outpatient transportation (2007-09)

Mr. Rubino resides in Saint Augustine, Florida, and can be reached directly at (904) [797-6941](tel:9047976941) or via e-mail at [JMRubino@aol.com](mailto:JMRubino@aol.com). For more information about Mr. Rubino, please visit his company's web site at [www.jmrubinoconsulting.com](http://www.jmrubinoconsulting.com).

Zuni Transportation New Freedom Capital Budget

Equipment	Quantity	Unit Cost	Total
Vehicles:			
2011 Ford E-350 Extended Van with ADA lift and Sure-Loc tie downs and restraints	10	\$ 34,821.50	\$ 348,215.00
AVL/GPS:	10	\$ 300.00	\$ 3,000.00
Mentor Paratransit Package	10	\$ 2,800.00	\$ 28,000.00
Monthly Data Service (annual)	10	\$ 132.00	\$ 1,320.00
Installation/Training/Licensing	10	\$ 410.00	\$ 4,100.00
Cameras:			\$ -
SmartDrive On board Cameras and Driver Monitoring Systems	10	\$ 385.00	\$ 3,850.00
Monthly Reporting Service (annual)	10	\$ 480.00	\$ 4,800.00
Installation/Training/Licensing	10	\$ 120.00	\$ 1,200.00
Project Compliance/Monitoring and Reporting	240	\$ 75.00	\$ 18,000.00
Marketing & Promotions	200	50.00	\$ 10,000.00
Project Consulting/Implementation			\$ 20,000.00
Total Capital Budget			\$ 442,485.00

# Southern Miami-Dade County



- Points of Interest
- Parks & Golf Courses
- Medical Facilities
- Airports

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February 8, 2010

To Whom It May Concern:

This letter serves to inform that Easter Seals adult day care participants have been transported by Zuni transportation for the last several years. Our experience with Zuni's driver has been very positive. Drivers are very professional and empathetic. They are able to address the needs of senior riders.

I can also add that we have had very scheduling conflicts. Clients are picked up on time at home as well as the return has been for the most part on schedule. If a driver is delayed, we receive a call informing of this fact.

If you need additional information, please don't hesitate to call me at (305) 547-4721.

Sincerely,

Angela Aracena  
Senior Director  
Adult Day Services



# Homestead Behavioral Clinic

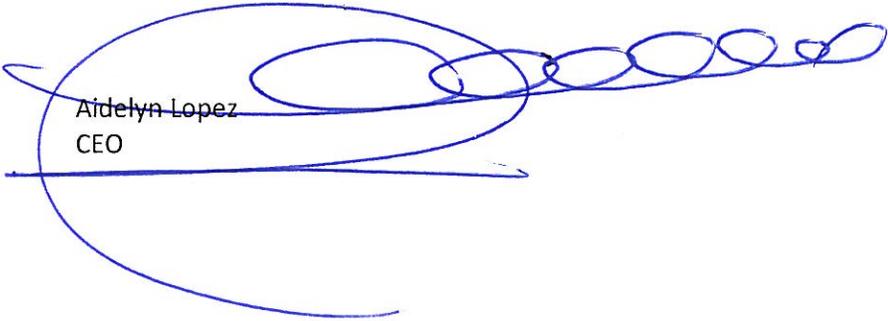
February 9, 2010

To Whom It May Concern:

This letter is to convey that Homestead Behavioral Clinic is very satisfied with the services provided by Zuni Transportation and it's staff. We are quite pleased with the drivers and the way they treat our clients as well as their ability to transfer them safely to and from our facility. We always observe the Zuni staff to display great teamwork and are very prompt in helping this facility and it's clients with any needs we may have. It is our great pleasure to have this company working with us and we hope to continue due so in the future.

If you need any further information, please do not hesitate to contact me at 305-248-3488 ext 215.

Sincerely,

  
Aidelyn Lopez  
CEO





# Good Hope Equestrian Training Center

P.O. Box 700016 • Miami, Florida 33170-0016

February 9, 2010

Zuni Transportation  
23635-A South Dixie Highway  
Miami, Florida 33032

To Whom It May Concern:

The Good Hope Equestrian Training Center, Inc. has been utilizing Zuni services for the past nine and a half years. Many of the participants at GHETC continue to utilize Zuni transportation to attend their day program, employment sites, as well as to participate in community based activities. Throughout this period of time, the drivers have been kind & patient while transporting our participants. We highly recommend that this agency continue providing Paratransit services to the disabled in our community, because they have safe, reliable and trustworthy drivers who are compassionate about serving and meeting the needs of the disabled community.

GHETC is Miami-Dade County's premiere rehabilitative, educational, vocational and recreational facility serving the needs of South Florida's disabled persons. Through thoughtfully designed programs such as Adult Day Training, Supported Employment, Companion services and Therapeutic Horseback Riding, children and adults are enabled to augment independence and their personal quality of life.

Please feel free to call me at (305) 258-2838 if you have any questions pertaining to this letter of recommendation.

Best wishes,

A handwritten signature in cursive script that reads "Margaret Bass".

Margaret Bass, Ph.D.  
Executive Director

**Healthcare Solutions Network  
19355 South Dixie Hwy  
Miami, FL 33157  
PH: 305-259-8882 FAX: 305-234-6164**

January 25, 2010

To whom it may concern:

We have been using your services (Zuni Transportations) for that past several years and are very pleased with your company and its employees. We believe that your company is an outstanding transportation service and is highly recommended.

If any additional information is needed, please do not hesitate to contact the undersigned.

Sincerely yours,

A handwritten signature in cursive script that reads "Lisset M. Palmero". The signature is written in dark ink and is positioned above the printed name and title.

Lisset M. Palmero  
Office Manager



*"Providing full range of services for persons with disabilities"*

Date: January 26, 2010

RE: STS/ Zuni Transportation

To Whom It May Concern:

Zuni Transportation is dependable, professional, and well organized. The company has been a pleasure to work with over the years. Their dedication to serve and compassion to help the elderly and disabled community is rare to encounter when providing transportation. The effort of the drivers and staff to ensure that their passengers arrive safely and on time is greatly appreciated.

I would highly recommend Zuni Transportation as an asset to any company for their continued quality service.

Sincerely,

A handwritten signature in black ink that reads "Ella Mayo". The signature is written in a cursive style with a large, sweeping "E" and "M".

Ella Mayo

Vice President



January 25, 2010.

RE: STS/ZUNI TRANSPORTATION

To whom it may concern:

It gives me great pleasure to recommend STS/Zuni transportation. I have personally worked with Zuni for over a year now, and in that time they have always been punctual and very courteous to our residents. I appreciate their attention to detail and have never had any calls for complaint with any of their drivers.

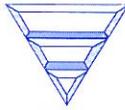
I recommend them with enthusiasm, and if given the opportunity, would hire them again for future work.

Sincerely,

A handwritten signature in black ink, appearing to read "Sheila Melhbaum", written in a cursive style.

Sheila Melhbaum

Medical records custodian



## Fresenius Medical Care

January 25, 2010

Re: STS/Zuni services

To whom it may concern:

I would like to commend Zuni transportation for its continued high quality services.

The staff at our dialysis unit praises them on an ongoing basis. They run in a timely fashion and take special care of the patients; treating them with utmost respect and dignity. We know we can always rely on them.

If you would like to discuss this, please do not hesitate to contact me at 305-252-7575.

Sincerely,



---

Maggie Zaitz, LCSW  
Licensed Clinical Social Worker

**Fresenius Medical Services**

---

BMA Cutler Ridge 189428 Dixie Hwy. Miami, FL 33157 305-252-7575 Fax: 305-252-9539



ST. ANNE'S  
NURSING CENTER

11855 Quail Roost Drive  
Miami, Florida 33177  
Tel: (305) 252-4000  
Fax: (305) 969-6752

January 25, 2010.

Re: STS/Zuni Services

To whom it may concern:

I would like to commend Zuni transportation for its high quality services.

The staff at St Anne's Nursing Center is very satisfied on an ongoing basis. Zuni transport is always on time and take good care of our patients with lots of dignity and respect. I recommend this transportation services to anyone.

Please do not hesitate to contact me , if further information is needed.

Sincerely,

Damaris Rodriguez, MSW  
Social Services Director





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---

11450 S W 79<sup>th</sup> Street .Miami, Florida 33173. ph 305/279.7999. Fax 305.279.6627. [info@chcmiami.org](mailto:info@chcmiami.org)  
February 24, 2009

Ms. Rita Kane  
Section Chief  
MDT Paratransit Operations  
701 NW 1 Ct. 11<sup>th</sup> Floor  
Miami, FL 33136

Dear Ms. Kane,

I have been employed at Community Habilitation Center (*CHC inc*) for twenty-five years. I have known and worked with many supervisors, managers, and drivers of various transportation companies that have provided services to our individuals with disabilities. I could state from my own personal experience that there are very few companies that meet the professionalism and excellence in the field of transportation like Zuni Transportation. Zuni deserves special recognition for their hard work, commitment, and dedication to people with disabilities in the community. In addition, Zuni is the "only transportation company" that has generously assisted *CHC inc.* with our fundraising activities in order to support the valuable services provided to our individuals.

Mr. Jorge Azor, President, and Carlos Azor, General Manager, have been extremely helpful and supportive of our organization in so many different ways. In the past, they have resolved transportation issues in an expedite manner, worked cooperatively with the administrative staff, and supervised and executed transportation services efficiently. It is always a pleasure to work with them, because they truly listen to our concerns and always provide effective solutions to our transportation problems. Their ultimate concern is to provide good quality of services to our individuals, and they understand this priority.

In addition, it is crucial to mention Zuni's drivers who have direct and daily contact with our individuals, their families and our staff members. According to our observation, most of them are punctual, responsible, and reliable, especially Tommy Opreso and Angel Rodriguez. Our staff members are extremely grateful to Mr. Opreso and Mr. Rodriguez for their genuine concern to the safety and well-being for our individuals. They maintain on-going communication with our staff members whenever there are any concerns with our individuals in the van. They also have a good rapport with the individuals which is due to their empathy and compassion for them. We are very grateful for their kindness and excellent services.

in conclusion, Miami Transit Transportation and *CHC inc.* are fortunate to have Zuni providing dependable transportation to people with special needs in the community. Their services should be commended.

Sincerely,

Lourdes Matamoros,  
Director of Social Services

cc: Jorge Azor, President  
Carlos Azor, General Manager  
Tommy Opreso, STS driver  
Angel Rodriguez, STS driver

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**Time & Expense Estimate for New Freedom Program Consulting**

**September 9<sup>th</sup>, 2011**  
**Quotation for: Zuni Transportation**  
**Attention: Jorge Azor**

**Estimated Hours for FTA New Freedom Grant Implementation:**

<b>160 Hours @ \$110.00/hour- (20 days @ 8/hrs/day)</b>	<b>\$17,600.00</b>
<b>Expenses- (Travel, hotel, meals) (20 days @ \$120.00/day)-</b>	<b>\$ 2,400.00</b>

---

**Total Estimated Fees** **\$20,000.00**

7/14/2011

Quote is valid for 30 days

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<b>COMPANY</b> ZUNI TRANSPORTATION		<b>SALESPERSON</b> JOE REILLY	<b>QUOTE #</b>
<b>CONTACT</b> JORGE AZOR		<b>COUNTY</b> DADE	<b>TAX ID #</b> 76-6113494
<b>STREET</b> 23635-A SOUTH DIXIE HWY		<b>YEAR, MAKE &amp; MODEL</b> 2011 FORD E-350 EXT V-8	<b>JOB REFERENCE</b>
<b>CITY, STATE, ZIP</b> MIAMI, FL 33032		<b>F.O.B.</b> MIAMI, FL	<b>E-MAIL ADDRESS</b> jazor@zunitrans.com
<b>PHONE</b> 305-258-9864	<b>FAX</b> 305-258-0536	<b>DELIVERY</b> 4-5 weeks from receipt of order	
VEHICLE and EQUIPMENT DESCRIPTION			
Qty			
	<b>Chassis: New 2011 Model Year Ford</b>		
3	E350 5.4L V8 EXTENDED Length Van w/ Power Group		
1	Extended length one-piece fiberglass roof with FMVSS 220 certified support cage; 6 cross tubes and 3 longitudinal members; 1-1/2" insulation between headliner and top		
1	Extended 16" Executive TV raised roof, in Oxford white to match (includes exterior height windshield sticker)		
1	Extended TV/Mid-size ABS plastic headliner with 4 dome lights, storage over driver/passenger - AC (4 VENTS) VENTED TO HEADLINER		
	<b>Raised doors, painted to match</b>		
1	12" tapered rear doors with rear door grabbers		
	<b>Interior flooring:</b>		
6	Rows of bolted "L" track, with 5/8" commercial grade plywood subfloor (refer to attached drawing)		
4	Pockets L track to finish of L-Track to the walls		SEE FLOOR PLAN
1	Altro floor covering, in gray - EXTENDED length van    # 1 COMMERCIAL FLOORING		
1	MobilityWorks one-piece ABS plastic interior wall system with door covers, in gray - EXTENDED length van		
1	Rear heat & air conditioning - 30,000 BTU AC - 32,000 BTU Heat		
1	Window tint		
1	Braun automatic ADA lift, 34" x 51" platform, Century series model C919 iB, REAR door mounted, ADA interlock, spot lights on lift, FMVSS 403 & 404 compliant - manual roll stop		
4	Sure-Lok retractable 4-point wheelchair tiedowns, with manual lap & shoulder restraints (LEVEL 2)		
4	SHOULDERS RESTRAINTS TO ADD ON TOTAL of 8		SEE FLOOR PLAN
1	Three (3) passenger side-facing handi-flip seat, with lap belts		SEE FLOOR PLAN
1	Build out floor at side door ( Fill in stepwell area )		
1	Dash-mounted display for interlock functions		
1	Back-up alarm		
1	Complete safety kit (5 lb. fire extinguisher, first aid kit, web cutter, triangle reflector kit) DO NOT INSTALL PUT IN VAN		
1	Vehicle prep - cleanup, QA, payload, required certifications/labels, training CDs, emergency exit & no smoking stickers		
1	DELIVERY INCLUDED		
	GPC # KE013		
<b>Total vehicle package (before rebates)</b>			<b>\$43,953.00</b>
<b>Dealer document fee / temp tag</b>			<b>\$68.50</b>
<b>Commercial rebate</b>			<b>\$0.00</b>
<b>Mobility rebate</b>			<b>\$1,200.00</b>
<b>Additional Ford rebate or special finance rate</b>			<b>\$0.00</b>
<b>Government Price Concession for qualified buyers (with valid GPC code)</b>			<b>\$8,000.00</b>
<b>Total vehicle package (after applicable rebates &amp; discounts) *</b>			<b>\$34,821.50</b>
<i>Plus tax and title fee if applicable</i>			
<small>*Manufacturer's discounts and rebates are subject to change</small>			
All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado, and other necessary insurance. Our workers are full covered by worker's comp insurance. CREDIT CARDS WILL BE ACCEPTED FOR DEPOSITS ONLY.		<b>QUOTE APPROVAL</b>	
		Authorized Signature: _____ <small>A non-refundable deposit of \$1,000.00 is required on all special order units</small>	