



SFMTA



# Solaris Battery Bus Procurement

SFMTA Board of Directors Meeting

August 5, 2025

# Context



Improvements in Muni reliability are driving our **growing ridership and customer satisfaction**



Reliability improvements are built on our **transformed fleet management program**, proactive maintenance, and newer vehicles



This procurement supports those strategies — and our **mode shift and emissions reduction goals**

# Background

2018

The California Air Resources Board (CARB) adopts the Innovative Clean Transit (ICT) regulation calling for full electrification by 2040.

2022

The SFMTA's first battery buses enter revenue service.

2023

Updated SFMTA's Zero Emission Vehicle Policy to align with the ICT regulation, allowing for the procurement of all zero-emission technologies.

2024

The SFMTA completes its pilot program evaluation and develops its future electrification strategy.

2025

The SFMTA intends to procure 12 40-ft and 6 60-ft battery electric buses from multiple bus manufacturers.

# Background

- The SFMTA needs to replace 112 aging hybrid buses. We will accomplish this by procuring 94 hybrid buses and 18 battery electric buses.
- The procurement of 94 40-ft hybrid buses was approved last year.
- As per the SFMTA's procurement strategy, we intend to purchase 12 40-ft and 6 60-ft battery electric buses from multiple bus manufacturers.

**Woods Yard Pilot  
Phase II  
(12 more Battery-  
Electric-Bus Chargers)**

**Islais Creek Pilot  
Phase I  
(6 Battery-Electric-  
Bus Chargers)**

**Kirkland Yard  
Electrification**

**Islais Creek  
Electrification**

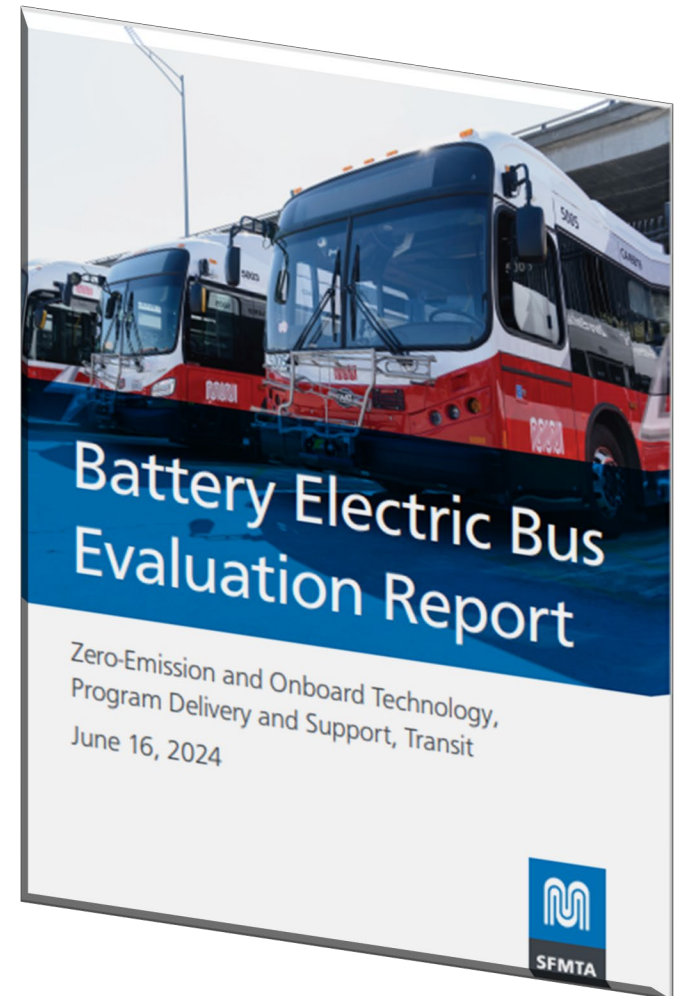
**Presidio Yard  
Modernization**

**Paratransit  
Electrification**

**Electrification Program**

# Pilot Program Results

- The SFMTA should seek to procure buses from multiple manufacturers.
- New Flyer and Gillig are currently the only viable US manufacturers for the SFMTA's future battery-electric bus (BEB) procurements.
- Solaris, the largest zero-emission bus manufacturer in Europe, is planning to establish a presence in the US market.





# Upcoming BEB Procurements

- The SFMTA previously received approval for the procurement of 4 40-ft and 3 60-ft BEBs from New Flyer (FT110).
- The SFMTA is currently seeking approval for the procurement of 3 40-ft and 3 60-ft BEBs from Solaris (FT117).
- By the end of Q3 2025, the SFMTA also plans to seek approval for the procurement of 5 40-ft BEBs from Gillig (FT110).



# Contract No. SFMTA-2025-23-LOC

## Contract

**To procure 3 40-ft and 3 60-ft low floor,  
battery electric buses**

Including spare parts, tools, manuals, and training from  
Solaris Bus US, Inc.

## Amount

**Not to exceed \$9,964,706**

## Term

**Expiring December 19, 2027**

# Solaris Bus Contract Budget

Solaris Contract	Cost
3 40-ft Battery-Electric Buses	\$4,218,588
3 60-ft Battery-Electric Buses	\$5,576,118
Spare Parts	\$30,000
Training & Training Kits	\$50,000
Allowance for regulatory mandated changes	\$60,000
Special Tools	\$30,000
<b>Solaris Contract No. SFMTA-2025-23-LOC Total</b>	<b>\$9,964,706</b>



# Tariff Considerations

- SFMTA and Solaris to discuss tariff impacts 3 months before production begins.
- Worked with the City Attorney's Office to include several options for adjusting the contract, including:
  - Reducing bus quantity
  - Adjusting pricing per bus
  - Cancelling the contract at no cost
- Any increase in the contract amount would be handled through contract modification.



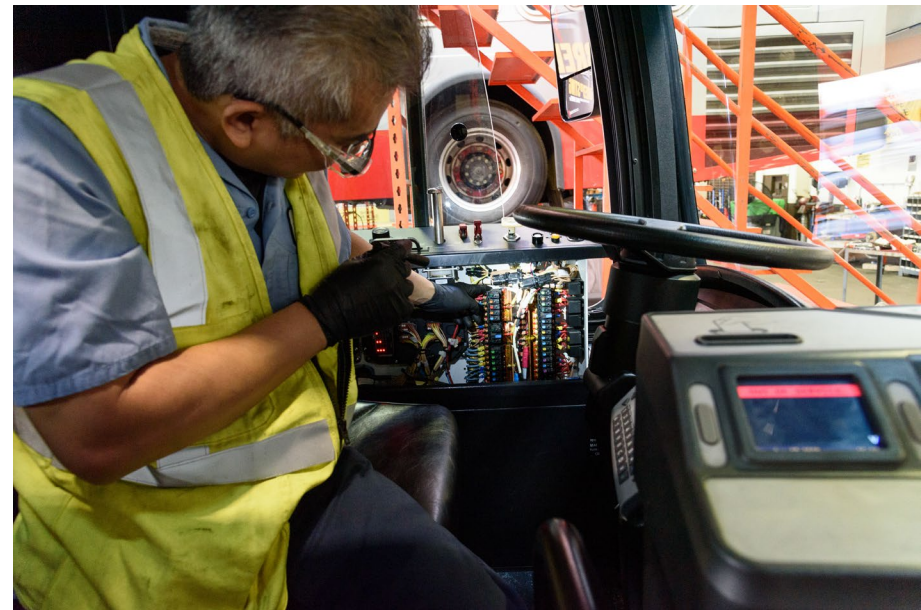
# Budget and Funding Sources

Solaris Project Component	Amount (M)
Solaris Bus Contract	\$9.96
Solaris Associated Cost Items (Planning & Preliminary Engineering, Detail Design, Construction Management)	\$3.98
<b>Total</b>	<b>\$13.94</b>

Solaris Project Funding Source	Amount (M)
CCSF-LCFS-FY22	\$0.19
MTC RM3 FY24	\$3.7
SFCTA Prop L	\$10
General Fund	\$0.05
<b>Total Funding for this Project</b>	<b>\$13.94</b>

# Solaris Bus – Local Presence

- Subsidiary of CAF Group. CAF
  - Production facility in NY
- Planning to bid on state cooperative contracts
- Establishing a US bus manufacturing and parts facility soon
- Able to share parts with King County.



# Today's ask:

**Authorizing the Director of Transportation to execute Contract No. SFMTA-2025-23-LOC with Solaris Bus US, Inc.,** to procure three 40-foot and three 60-ft battery-electric transit buses from Solaris Bus US, Inc., along with associated spare parts, special tools, manuals, and training through a cooperative purchasing agreement established by King County Metro for an amount not to exceed \$9,964,706 and a term not to exceed three years.

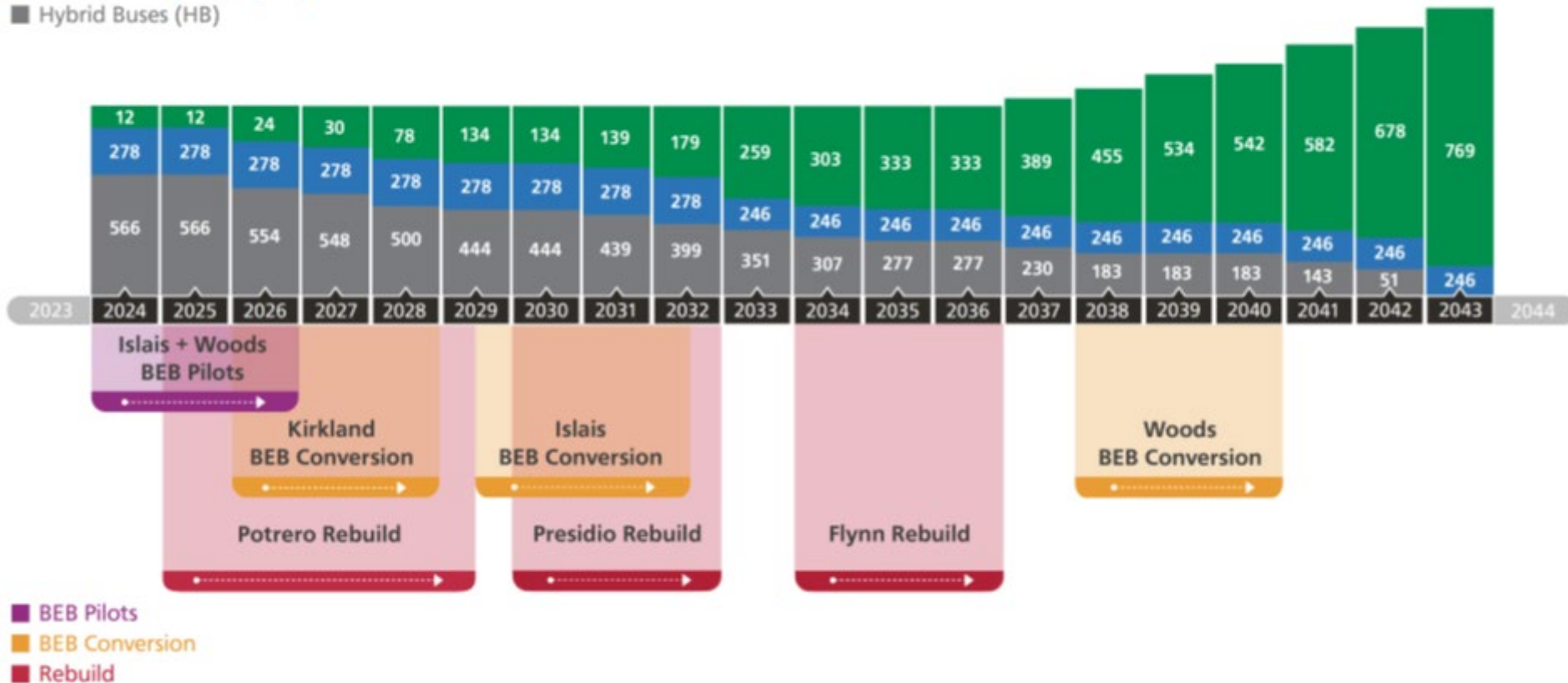
# Hybrid and ZEV Procurements





# Future Fleet Composition

- Battery Electric Buses (BEB)
- Electric Trolley Buses (ETB)
- Hybrid Buses (HB)





A blue-tinted photograph of a San Bruno Rapid bus at a stop. The bus is white with blue and red accents. The destination sign on the front reads "9R SAN BRUNO RAPID Downtown". The bus number "8801" is visible on the front. A license plate "149 055" is also visible. Several passengers are boarding the bus, and others are walking on the sidewalk. The background shows trees and a clear sky.

# Thank you