



---

# Clean Transit Enterprise (CTE) Request For Proposal (RFP)

## **Request for Proposal**

Mountain Valley Transit (MVT) is accepting proposals to transition a portion of its fleet to zero emissions through the [Colorado Clean Transit Enterprise \(CTE\)](#) program.

## **CTE Overview**

The Colorado Clean Transit Enterprise (CTE) is a specialized entity created by the Colorado General Assembly in 2021—via Senate Bill 21-260—to accelerate the electrification of public transit systems across the state and mitigate emissions from retail deliveries and oil and gas operations.

Its key mandate is to fund and support the infrastructure and vehicles needed to transition transit fleets to electric (or, where necessary, compressed natural gas fueled by renewable gas).

## **Introduction**

Founded in 1996 and based in Salida, Colorado, MVT is a non-profit transit organization committed to enhancing mobility throughout the Arkansas River Valley and San Luis Valley.

Our mission is to provide reliable and accessible transportation options for both residents and visitors—helping people reach essential destinations while reducing household transportation costs and minimizing environmental impact through shared-ride alternatives.

MVT offers on-demand, door-to-door transit to ensure that our communities stay connected in an affordable, efficient, and eco-conscious way.

## **Objective**

MVT is seeking proposals from qualified consultants to develop and implement a zero emissions vehicle program in collaboration with the standards set forth by the Colorado Clean Transit Enterprise (CTE) directives.

## **Purpose**

The goal of this project is to create a clear, cost-effective, and phased strategy for transitioning MVT's transit fleet to zero-emission vehicles. This strategy must align with Colorado's climate goals, comply with applicable state and federal regulations, and continue to meet the mobility and operational needs of the communities we serve.

## **Background**

MVT operates a fleet of 11 vehicles, all which are unleaded fuel powered. These include:

- Three (3) Mini-Van Type Units
- Eight (8) Bus/Van Type Units

MVT is also in the final phases of purchasing two (2) 7 - 8 passenger vans: one is a replacement vehicle for the Chaffee County service area, the other is an expansion vehicle for increased services in the San Luis Valley.

The objective of this project is to develop and implement a strategic plan for transitioning the organization's vehicle fleet to zero-emission vehicles. The plan must be cost-effective, scalable, and compliant with applicable environmental regulations and incentives, while meeting MVT mobility and operational needs in our service area.

## **Scope of Work (SOW)**

### **1. Fleet Assessment**

- Conduct a full inventory and analysis of the current fleet (vehicle type, age, fuel type, usage patterns, routes, maintenance cost, etc.)
- Identify vehicles suitable for immediate or phased transition.
- Evaluate duty cycles and determine zero emission vehicle suitability.

### **2. Technology and Vehicle Recommendations**

- Recommend appropriate zero emission vehicles technologies based on vehicle class and usage.
- Recommend appropriate zero emission vehicles that are appropriate for both the winter climate and mountainous terrain.
- Identify and evaluate available zero emission vehicle models for procurement.
- Analyze total cost of ownership (TCO) including capital, operational, and maintenance costs.

### **3. Infrastructure Planning**

- Assess existing fueling/charging infrastructure.
- Evaluate entity location and suitable area for infrastructure development.
- Develop a charging infrastructure deployment plan.
- Evaluate grid capacity and energy needs in collaboration with local utilities and/or governments, if necessary.

#### 4. Financial Analysis and Funding

- Provide cost estimates for the entire transition, including vehicles, infrastructure, training, and development.
- Identify key requirements that meet the CTE for funding purposes.
- Provide a cost/benefit analysis and financial roadmap, including grant opportunities, potential partnering with other agencies, etc.

#### 5. Implementation Roadmap

- Develop a phased transition plan.
- Include timelines, milestones, and Key Performance Indicators (KPI's).
- Address procurement strategy and vendor engagement.

#### 6. Training and Change Management

- Recommend training for fleet operators, maintenance staff, and administrative personnel.
- Propose change management strategies to support internal adoption and minimize disruption to operators, fleet, routes, and other stakeholders.

#### 7. Environmental and Operational Impact Analysis

- Estimate Green House Gas (GHG) emission reduction and air quality benefits from the zero emission vehicle transition.
- Estimate any increase or decrease in costs associated with transitioning to zero emission vehicles.
- Provide tool(s) for MVT to continue measuring GHG, air quality, and ongoing costs associated with zero emission vehicles; and
- Provide overview of operational routes that would be suitable for zero emission vehicles.

#### 8. Reporting and Communication

- Provide progress reporting templates and tools.
- Develop stakeholder engagement and communication strategies (internal and public-facing).

### **Deliverables**

- Fleet Transition Feasibility Study Report
- Zero Emissions Vehicle Transition Strategic Plan
- Infrastructure Deployment Plan
- Financial and Funding Report
- Implementation Timeline with Milestones
- Emissions Reduction Estimate
- Training and Change Management Plan

## **Timeline**

- |                                   |                            |
|-----------------------------------|----------------------------|
| • RFP Released:                   | 08/04/2025                 |
| • Question/Clarification Deadline | 08/18/2025 (5:00 PM - MST) |
| • Proposals Due:                  | 09/8/2025 (5:00 PM - MST)  |
| • Contract Awarded:               | 09/18/2025                 |
| • Final Deliverables Due:         | 06/30/2025 (5:00 PM - MST) |

## **Evaluation Criteria**

- Experience with fleet electrification or similar projects
- Technical expertise and approach.
- Cost-effectiveness
- Proposed timeline and deliverables
- Familiarity with regulatory environment and program incentives
- References from past similar projects and programs

## **Proposal Submission and Contact Information**

Please submit a proposal - including the following:

- Cover Letter with contact information
- Qualifications and Relevant Experience
- Approach and Work Plans
- Team Members - Roles/Responsibilities
- Project Timeline
- Fee Proposal / Cost Estimate

### Contact Information

Eric Kaiser, Operations Manager - Mountain Valley Transit  
eric@mountainvalleytransit.com  
54 Jones Ave  
Salida, CO 81211  
(463) 999-6571