

**Clipper Contract Change Order Amendment – Clipper Card Procurement: Cubic Transportation Systems, Inc. (\$1,000,000)**

---

**Subject:**

Request for approval of a Change Order Amendment for procurement of Clipper cards: Cubic Transportation Systems, Inc. (Cubic) (\$1,000,000).

**Background:**

Since its inception, the Clipper program has issued nearly ten million cards. Demand has remained steady since BART reintroduced all-Clipper vending at the SFO airport station in October 2023, with the program issuing approximately 150,000 new adult cards each month. This amendment is intended to make funds available in the Change Order should an additional order need to be placed to have sufficient inventory to last until the start of C2 fare media usage. Based on our current rate of distribution, our existing inventory of Clipper cards should last through April 2025. If additional cards are ordered, but not used before the end of C1, they can still be used in the next generation system.

The Clipper program partially offsets the cost of cards by charging most adults a \$3 card acquisition fee. MTC does not recoup the full cost of producing a card with the \$3 card acquisition fee. The current cost of each card is approximately \$2.55, while the program cost of issuing each card is approximately \$1.85, bringing the total cost of issuing a new card to approximately \$4.40. Funds from the \$3 card fee will be used to partially fund this Change Order Amendment. The funds in this Change Order Amendment were fully contemplated in the Two-Year Budget and Work Plan approved by the Board in May 2024. The funds for this proposed change order amendment are currently available in the Clipper card fee account.

**Issues:**

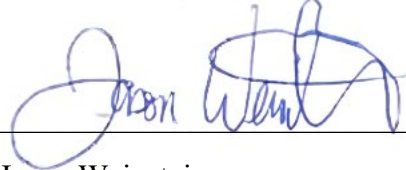
None identified

**Recommendation:**

Staff recommends that the Board approve a Contract Change Order Amendment with Cubic in an amount not to exceed \$1,000,000, to produce Clipper cards for distribution to customers.

**Attachments:**

None.

A handwritten signature in blue ink, appearing to read "Jason Weinstein", is written over a horizontal line.

Jason Weinstein



## Request for Board Approval

---

### Summary of Proposed Contract Change Order Amendment

Contractor: Cubic Transportation Systems  
Oakland, CA

Work Project Title: Clipper Card Procurement (Change Order Amendment, CO-145)

Purpose of Project: To procure Clipper cards

Brief Scope of Work: Under this Change Order Amendment, Cubic will purchase Clipper cards as directed by MTC. This Amendment adds funds to an already existing Change Order.

Project Cost Not to Exceed: \$1,000,000 (this Change Order Amendment)

Total contract value including amendments before this amendment = \$188,617,405

Total contract amount with this amendment = \$189,617,405

Funding Source: Clipper cardholder administrative fees, STP, CMAQ, STA, STP Exchange, Regional Measure 2 Capital and Regional Measure 2 Operating, Regional Measure 3, SB1 State of Good Repair

Fiscal Impact: Funds available in the Clipper card fee account and in the 2024-25 MTC agency budget.

Motion by Board: That the Change Order Amendment with Cubic for the purposes described above and in the Clipper Executive Director's summary sheet dated September 23, 2024, is hereby approved by the Clipper Executive Board.

Clipper Executive Board:

---

Robert Powers, Chair

Approved: September 23, 2024