

43 From a transit and infrastructure standpoint, it is probably the most ideal situation
44 they can have. CVTD is well perceived by the congressional delegation, as well as in
45 other states; it's viewed as one of the best small urban transits in the country. The fact
46 that CVTD remains zero fare sticks out in their minds. The District has built a good
47 reputation in D.C. Going forward within the context of the infrastructure bill; the
48 biggest challenge is the pay for. Those who will be the most well positioned will be
49 those who can demonstrate the ability to leverage the federal dollars. Going forward,
50 the District needs to have a potential match package lined up, whether those are funds
51 in reserve or funds that the District may be able to acquire from the state. The time to
52 ask for a 15 or 20 million dollar project is now. Jeannie Simmonds asked if the kind
53 of major project that he sees an infrastructure bill funding would be the rapid transit
54 extension up to Brigham City that Utah has been considering (and that CVTD could
55 possibly connect to). Tim Stewart responded yes; CVTD could possibly piggyback
56 off a UTA request, or something else, as an option. CVTD is not limited to one ask;
57 they could ask for two or three projects (with a priority attached) knowing that they
58 won't get them all.

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60 8. Consideration of Tentative FY2019 budget – Curtis Roberts, Chief Financial Officer:
61 Roger Jones reiterated the steps in the budget process; the board approves a tentative
62 budget in November and a final budget in December. Board members had the
63 opportunity to attend three different budget workshops. Roger asked the board if they
64 wanted to review the budget again or how they'd like to approach it. Jeannie
65 Simmonds stated that she feels like the board has talked about the budget a lot.
66 Jeannie Simmonds moved that the board tentatively approve the FY2019 budget as
67 presented. Dean Quayle seconded. Discussion about the marketing firm. Shaun
68 Bushman said that he'd rather see the money go towards service than marketing.
69 Roger Jones said that the more he thought about it, the more he thought that it might
70 be a good experiment, something to try to help people realize the value and
71 importance of riding transit when they can; he questioned it initially, but now he's in
72 support of it. Jeannie Simmonds agreed with Roger and said that while ridership has
73 been down, she'd think that this would be the focus of the marketing efforts (and a
74 way to measure whether this initial effort is successful). Jeannie said that while the
75 District might want to do everything in house, this might not always be the best
76 approach. She used the example of USU—comparing the videos they did internally
77 and those they hired out, they are night and day different; now they make the viewer
78 want to go to USU because the videos are so good. She's hopeful that spending these
79 funds will make the transit district front and center in more peoples' minds and help
80 them realize the accessibility and usability of the system. Dean Quayle and Roger
81 Jones both said that this was well put. Holly Broome-Hyer commented that marketing
82 people understand the science behind it and how to target different people. Jeannie
83 Simmonds added that it would not be a three-year commitment (rather a one-year
84 agreement), so the board has the opportunity to see how the marketing firm does.

85 Todd Beutler commented that the marketing firm agreed that they should be able to
86 move the needle on ridership and getting the name of the transit district out there (and
87 what it is as far as a community asset) with definite metrics behind it. Cecelia Benson
88 said that she'd felt the same way as Shaun until she'd looked at the previous
89 companies that had hired the marketing firm and the phenomenal job they'd done for
90 them; she added that public perception is as important as ridership and she supports
91 them trying it out this year. Ron Natali added that he thinks the marketing plan is a
92 good choice and a good move. Lyle Lundberg asked who the marketing people are
93 trying to inform because people in the community know about the buses, as the buses
94 are everywhere. Todd Beutler answered that one of the number one questions that
95 staff still gets is how much they charge for a fare—the District has been zero-fare
96 since 1992 (there are also people who comment that they didn't know that there was a
97 bus system here). Todd added that they need to help the community understand that
98 it's not just about getting people on the bus (although that is definitely one of the
99 main goals); they want to communicate that individuals in the community know
100 people who benefit from the bus, so they can understand how their tax dollars are
101 being used. Roger Jones added that he's worked for a government association that's
102 been around for 48 years and most people don't know what it is; additionally, most
103 transit has marketing people on staff, the District doesn't. Dean Quayle asked if the
104 marketing firm had started the process now. Todd answered that they will not start the
105 marketing plan until January; last year's budget only authorized funds to redo the
106 website and to get a marketing plan. Shaun Bushman stated that he's been convinced
107 about the marketing plan being a worthwhile experiment. Norman Larsen motioned to
108 remove the voter survey and the update to the preliminary plans for the new facility
109 from the budget. Ron Natali said that as Tim Stewart mentioned previously, the
110 District wants to be ready to try for federal funds for a new facility, so they need to
111 know what the costs are. Todd commented that the cost estimates for the new facility
112 plans are from 2010, so it's been several years. Roger Jones added that they want the
113 voter survey done so that they can see if the marketing plan is working. Erik Ashcroft
114 said that it doesn't make sense to throw away money on a new design. Ron Natali
115 answered that it's not a new design; it's just bringing the design up to date on current
116 standards and costs. Glen Schmidt commented that he agrees with updating the
117 preliminary design plans, so that the plans are ready to present; they want to have an
118 accurate estimate, so they don't underestimate and not ask for enough funds. Roger
119 Jones called for a vote on the motion to delete the voter survey and the update to the
120 preliminary plan for the new facility from the budget. Norman Larsen and Erik
121 Ashcroft voted yes; all others voted no. Motion failed. Additional discussion about
122 the new facility plans and the voter survey. Roger Jones called for a vote to approve
123 the tentative budget for FY2019. Norman Larsen and Erik Ashcroft voted no; all
124 others voted yes. Motion passed.

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- 126 9. Service expansion recommendations – Todd Beutler, General Manager: Todd Beutler
127 updated board members on the changes to the service expansion handout, such as the
128 amount of time needed to implement a change. Board members can consider the
129 different options, such as service to additional community events (which would need
130 to be significant in nature and impact traffic). Roger Jones clarified that this list of
131 possible service expansion recommendations are for the board members to think
132 about and not for approval in the current board meeting.
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- 134 10. Board Chair’s Report: Roger Jones invited the board members to go to the Cache
135 Valley Business Summit and gave them details about the event.
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- 137 11. General Manager’s Report: Todd Beutler reminded board members about the board
138 social. Lieren Hansen updated the board on the efforts being made to get input from
139 Millville about the possible change of service. Todd mentioned the possibility of
140 doing a field trip in March or April to give the board an opportunity to tour the bus
141 rapid transit (BRT) line that they have put in Utah County. UTA has committed to do
142 that line zero fare for three years, as their main focus is to grow ridership and get
143 people out of their cars.
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- 145 12. **Adjourn:** Board Chair Roger Jones asked for a motion to adjourn. Dean Quayle
146 moved.