

BikeShare Operations, Maintenance, and Modernization

City Council Meeting | September 22, 2026



Current BikeShare Program



480

Pedal bikes in working condition

250

Bikes are out of service pending maintenance

79,000+

Rentals in 2025

1,042

Bike racks across 112 hubs

City-owned system. The City owns every bike, hub, and rack in the fleet.

Two contracts. Pedal Movement for operations and maintenance; Mobility Cloud for the Social Bicycles (SoBi) hardware and software platform.

Pedal-only fleet. No electric bicycles and no charging infrastructure in the system.

Funded by Proposition A. No General Fund dollars are used. The program generated \$210,615 in user revenue in 2025.

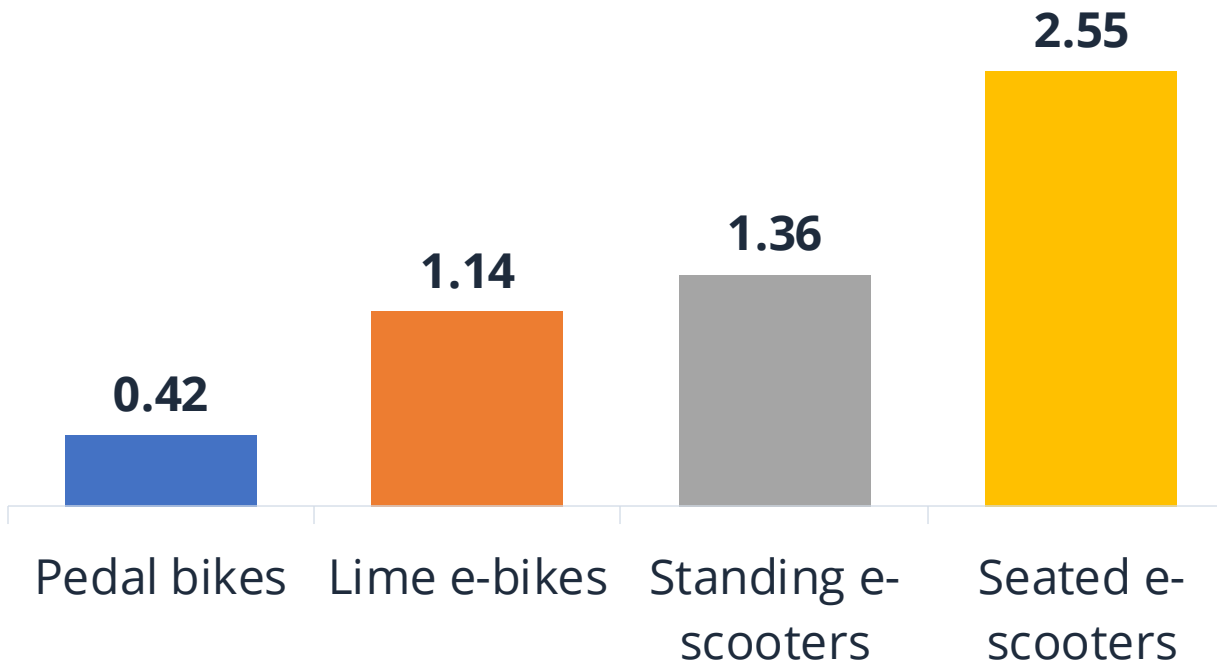
Who rides. Student memberships and the BikeShare for All equity program are the largest sources of recurring riders.

Riders Are Choosing Electric



E-bikes are used more than the City's pedal bikes.

Average trips per vehicle per day,
May to August 2026



The national trend is the same

237M

shared micromobility trips in North America in 2025, the third record year in a row

+11%

growth in trips on electric devices in 2025, against 5% growth in trips overall

70%

of riders use shared micromobility to connect to transit

Source: NABSA 2025 State of the Industry Report

Request for Proposals (RFP) Goals



**Introduce
electric bikes**

Align with customer preferences

**Scale for the
2028 Games**

Ensure an efficient car free experience for event visitors

**Safer streets,
fewer vehicle miles**

Achieve goals from Bicycle Master Plan to replace car trips with bicycle trips

**Equity and
underserved areas**

Focus on ridership growth in North and West Long Beach

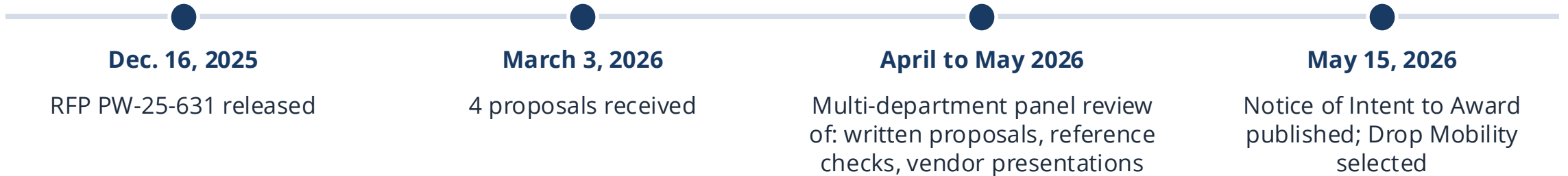
**Transparent
costs**

City is able to make more informed planning decisions within budget

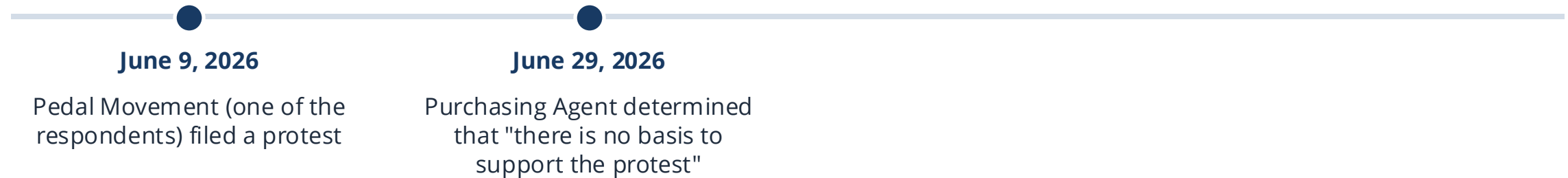
**Program
Stability**

Create long term infrastructure, software, and customer service stability

RFP Process



Protest Period



Evaluation results

Proposer	Base score	Local preference	Final score
Drop Mobility	91%	n/a	91%
Pedal Movement Inc.	79%	+10%	89%
Lyft Bikes and Scooters, LLC	73%	n/a	73%
Bluesky Energy LLC	48%	+10%	58%

RFP Response Overview



- Drop Mobility **scored highest in three of four criteria**: Method of Approach, Communications and Reporting, and Reasonableness of Cost.
- Cost was one of four weighted criteria. First year costs, as proposed, include start-up capital and first-year operations as outlined within each vendor's proposal. Proposals also diverged in years 2 and 3 based on proposed fleet growth.
- First year costs for Drop Mobility are approximately **\$5 million less** than the next competitive proposal.
- Drop Mobility's proposal allows for **existing bike parking infrastructure** to be utilized, instead of substantial up front costs to install new infrastructure, among other cost drivers.

Drop Mobility



- Founded in 2017
- Operates in 65+ municipalities and campuses across 17 states, including 7 in California with over 10,000 vehicles delivered in North America
- Transitioned Albany, NY and New Orleans, LA from SoBi pedal fleets to electric fleets while keeping City-owned equipment in service
- Retrofit kits extend the life of the City's existing SoBi pedal bicycles
- New Orleans is expanding by purchasing 500 Drop e-bikes a year for five years to reach 2,500. Blue Krewe, a local nonprofit, operates the program; Drop supplies the bikes, docks, and software
- Surge experience for major events, including the 2025 Super Bowl in New Orleans
- Two full-time employees already reside in Long Beach; locally staffed model with 16 positions in Year 1

Coverage



How Drop Works

- Drop's service model is set by each city
- The RFP allowed either option
- Drop proposed for and the City has selected the full service model

Hardware and software Only

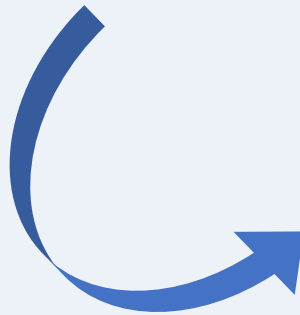
Drop supplies bikes, docks, and the platform; a city, transit agency, or nonprofit operates the system

Full-service operator

Drop supplies the equipment and platform and runs daily operations with local staff. This is the Long Beach model

Modernized Fleet

- 700 Class 1 pedal-assist e-bikes deployed in Year 1
- 150 existing City pedal bikes retrofitted with new controller and moved onto the new platform, so the pedal fleet no longer depends on parts that cannot be sourced
- Every bike is GPS-tracked, internet-connected, with a UL-certified swappable battery
- Bikes lock to docks and to the City's existing hubs, keeping current parking infrastructure in service
- Electrified docks and new hubs added as funding allows



BikeShare Access and Equity

Access and equity continue to be a prominent part of Long Beach BikeShare. The new program will maintain and expand on current priorities.

- BikeShare for All continues
- Partnership with the Multi-Service Center
- Cash and non-smartphone payment options for unbanked riders
- Multilingual app and customer service seven days a week
- Options for cargo bikes and adaptive bikes can be added in the future
- Westside and northside expansion

Cargo E-Bike



Adaptive Hand-cycle



A New Contract Structure

The new contract pays for what the program actually costs, with visibility into the true cost of service and ability to scale as budget allows.

Current contract (2017 to now)

- Fixed contract amount for operations and maintenance, regardless of fleet deployed
- Separate software contract with Mobility Cloud for the SoBi platform
- Limited visibility into program costs
- Replacement parts for the current fleet are no longer available; working bikes have fallen from roughly 650 to 480

New contract

- One consolidated contract for equipment, software, operations, and maintenance
- Variable operating costs are invoiced, reviewed, and reimbursed at actual cost
- Management fee is tiered to the fleet actually deployed: up to 800 vehicles; 801 to 1,500; 1,501 and above
- Program revenue is applied to invoices thereby streamlining operations
- Drop manufactures its own bikes and controllers; parts supply comes with the contract
- Management fee is reduced when fleet availability falls below 80 percent

The contract's not-to-exceed amount is the maximum authorized reimbursement for eligible expenses. It is not a guaranteed payment to the vendor.

Pedal Movement Contract

- The current contract No. 36734 with Pedal Movement expires on September 30, 2026
- Recommend a 3 month extension to December 31, 2026

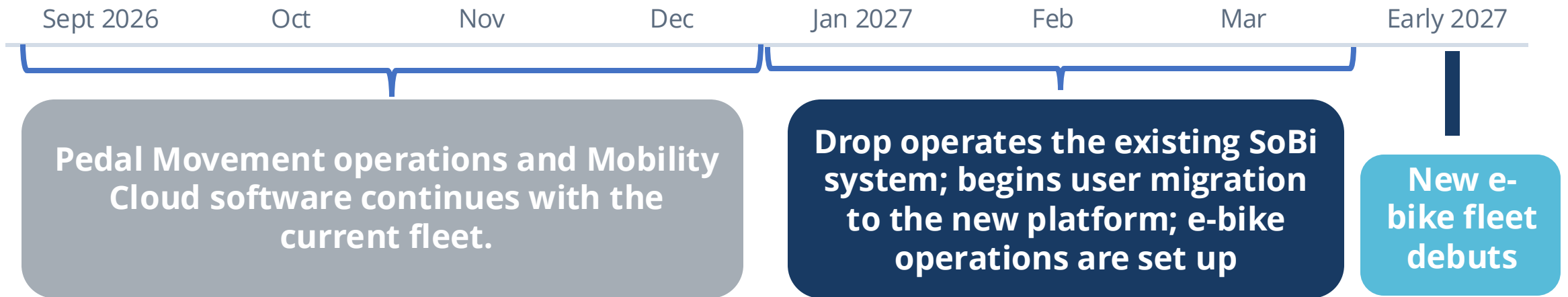
What the extension does

- Keeps the current SoBi pedal fleet in service through December 31, 2026
- Same scope of work as the current contract
- Funded through appropriated Proposition A funding
- Allows time for the new program to stand up and roll out

Cost of the extension

- The monthly rate has been static for 3 years
- The extension increases the monthly rate by 12.5% for three-months

Transition: No Gap in Service



Drop Mobility has agreed to interview existing employees on the Pedal Movement team for future employment.

Scaling: Ridership



Projected ridership and fleet size increases for contract term are based upon 1.0 to 1.25 e-bike trips per bike per day at 85% availability.

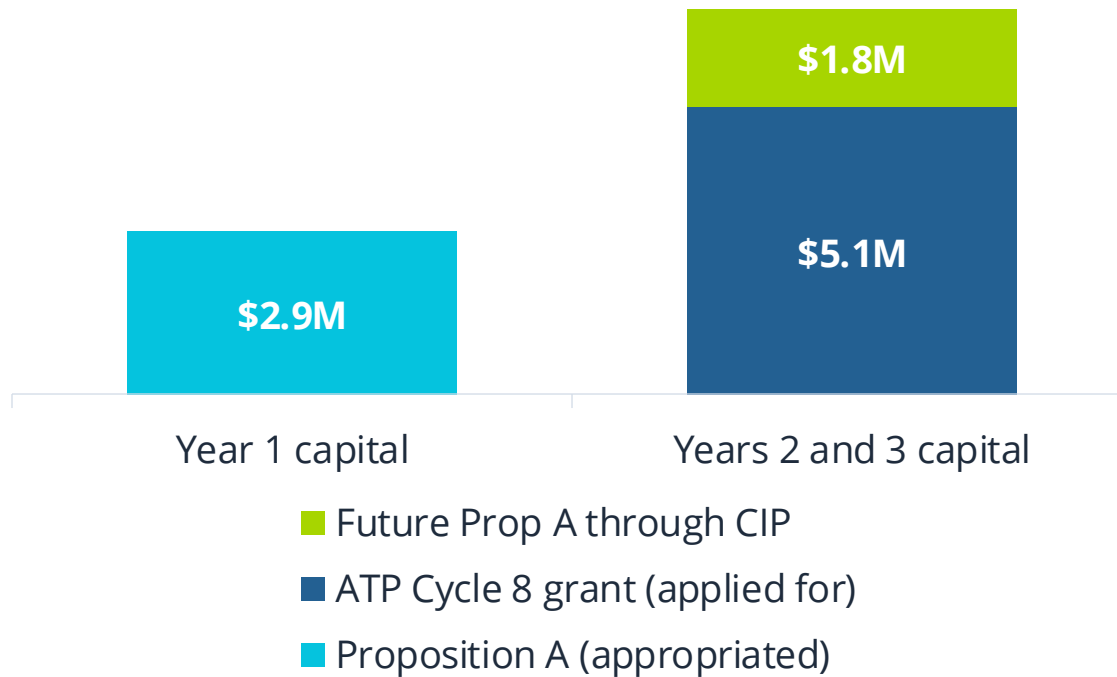
Description	Year 1	Year 2	Year 3
Pedal-assist e-bikes	700	1,400	2,000
Retrofit pedal bikes	150	450	500
Total fleet	850	1,850	2,500
Projected Annual rides	229,000	578,000	814,000

Year 1 is funded. Years 2 and 3 proceed only as revenue and grant funding allow.

Scaling: Capital Investments



How expansion capital is funded (\$ millions)



- The contract authorizes a fleet up to 2,500 with a capital investment of \$9.8M
- The City currently owns 1,042 bike racks
- Electrified docking stations will be added as funding becomes available
- Existing prop A funding will be utilized for year 1 (FY27) to grow the fleet to 850 bikes
- Prop A appropriations, potential grant funding, and program revenue will determine how large the fleet will grow beyond year 1
- If ridership does not materialize, the City operates a smaller fleet; it does not overspend.

Fiscal Impact

MORE BIKES FOR LESS MONEY!

If current contracts were possible to be expanded – no new bikes or infrastructure

Current contracts	Annually	3 years
Current contract (based on Pedal Movement extension) - 450 bikes	\$2,580,312	\$7,740,936
Software contract (Mobility Cloud)	\$99,450	\$298,350
Parts	\$150,000	\$450,000
Total	\$2,829,762	\$8,489,286

New Drop Mobility contract

New Contract	Year 1	3 years
Operations and maintenance, locked in for 3-year term with 700 e-bikes and 150 retrofit bikes	\$1,900,000	\$5,700,000
Options to increase fleet size up to 2500		\$13,500,000

\$8.5M

Three years of the current contracts with no new bikes and no capital investment

\$5.7M

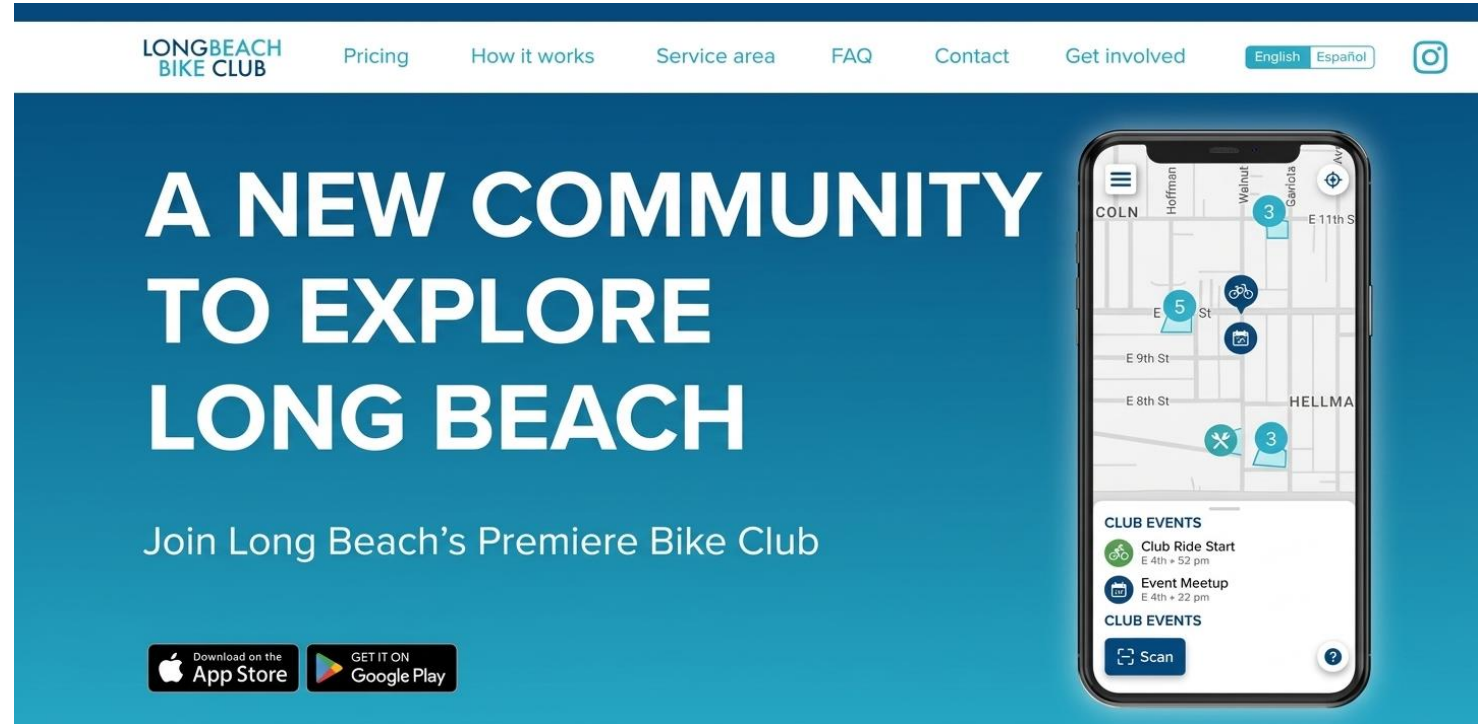
New program with 850 bikes

Next Steps

- Execute the new contract
- Transition from current vendor to new vendor
- Finalize program name and brand
- Stand up new website
- Order the e-bike fleet
- Launch the new program in early 2027
- Expand leading up to 2028 games



LONG BEACH
BIKE CLUB



Thank You

