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THE DOVER SCHOOL DISTRICT

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TO: Members Dover School Board
FROM: Elaine M. Arbour, Superintendent of Schools
DATE: November 9, 2015
RE: Award for *Student Transportation Services*

On October 5, 2015, the District solicited a public bid seeking proposals from qualified student transportation management companies to provide daily transportation services for in-district regular education starting July 1, 2016. The District requested proposals for a three-year contract with an option for a one or two-year extension. Two vendors were present for the mandatory pre-proposal meeting on October 15th and both vendors submitted a proposal on November 2, 2015. Results are as follows:

Regular Routes

Vendor	Number of Buses	Daily Rate Year One	Daily Rate Year Two	Daily Rate Year Three	Annual Total Year One	Annual Total Year Two	Annual Total Year Three
First Student	22 (84 Capacity)	\$332.94	\$342.93	\$353.22	\$1,296,468	\$1,335,369	\$1,375,439
Student Transportation of New Hampshire	20	\$377.50	\$386.95	\$396.60	\$1,336,350	\$1,369,803	\$1,403,964
	22 (77 Capacity)	\$377.50	\$386.95	\$396.60	\$1,469,985	\$1,506,783	\$1,544,360
First Student Savings at 22 Buses		\$44.56	\$54.01	\$63.66	\$173,517	\$171,414	\$168,921

Field/Athletic Trip Rates (In-District)

Field/Athletic Trip Rates (Out-of-District)

Vendor	Field/Athletic Year One	Field/Athletic Year Two	Field/Athletic Year Three	Field/Athletic Year One	Field/Athletic Year Two	Field/Athletic Year Three
First Student	\$23.40	\$24.00	\$24.85	\$23.40/\$2.60	\$24.00/\$2.70	\$24.85/\$2.80
Student Transportation of New Hampshire	\$52.50	\$53.80	\$55.20	\$47.50/\$1.50	\$48.70/\$1.55	\$49.90/\$1.60

Fuel Adjustment Rates (range for the duration of contract)

Vendor	Diesel Fuel	Gasoline Fuel
First Student	\$2.50 to \$2.80	\$2.30 to \$2.70
Student Transportation Of New Hampshire	\$2.40 to \$2.80	\$1.70 to \$2.10

Dover School District Mission Statement

Strengthening our community by educating every child, every day!

The District is currently using First Student on a contractual basis for in-district regular education transportation, and the fleet consists of twenty-two (22) buses. While First Student's proposal is approximately 13% lower than Student Transportation of New Hampshire's proposal in Year One, there is also an expectation of higher quality service from the Dover community and School Board. Some highlights of Student Transportation of New Hampshire's proposal include the following:

- Twenty-two (22) new 77-passenger diesel buses.
- A small price decrease for the use of a smaller bus if used in the fleet.
- Willing to provide options for an online system for reserving buses for extracurricular activities, athletic trips and field trips that the District would have access to.
- A mechanic to be staffed at the local Dover location.
- GPS software to track buses in a live environment, manage am/pm dispatch timing, monitor route performance and to create real-time reports on bus activity.
- Optional mobile app that connects parents and school officials to the vehicles transporting their students (a fee to households would apply).

We request that the School Board proceed with an award to **Student Transportation of New Hampshire** under the condition of adding the following contract language:

- Detailed specifications and requirements as outlined in the Request for Proposal dated October 5, 2015.
- Establish quarterly review meetings to identify clear requirements and expectations, and to identify any current failures and successes.
- Define penalties for failure to meet expectations.