

RFQ C-20035 Student Transportation Services

Award Information

**Summary**

The current agreement for student transportation services expires July 31, 2020. The pre-bid meeting was held on October 28, 2019 and there were six interested parties in attendance. The request for proposal was due November 20, 2019 and three proposals were received. Proposals were received from Student Transportation of America (STA), First Student, and North American Central School Bus. Student Transportation of America was very aggressive with its bid and provided the low bid of the three proposals received. The next lowest bidder was North American Central School Bus with rates approximately 6.5% over STA and First Student with proposed rates approximately 10% over STA.

The administration requests approval of the bid award and agreement with Student Transportation of America for a three-year term through 2023 with two one-year renewal options.

**Financial Impact**

The annual cost of student transportation services is approximately \$12,500,000 and will be covered by the Transportation operating budget. The proposal provides for annual increases of approximately two percent during the term of the agreement.

BASIC TRANSPORTATION SERVICE  
RFP #C-20035  
BID SUMMARY

VENDORS:	2020/21	2021/22	2022/23	2023/24	2024/25	5 Yr Total
CURRENT ANNUAL	\$10,614,004.20					
STUDENT TRANSPORTATION OF AMERICA	\$10,932,147.99	\$11,151,168.21	\$11,374,083.81	\$11,601,565.49	\$11,833,596.80	\$56,892,562.29
Increase in \$\$	\$318,143.79	\$219,020.22	\$222,915.60	\$227,481.68	\$232,031.31	
Increase in %	3.00%	2.00%	2.00%	2.00%	2.00%	
STUDENT TRANSPORTATION OF AMERICA (alternate)	\$10,720,225.98	\$10,988,071.83	\$11,262,873.96	\$11,544,445.81	\$11,833,056.95	\$56,348,674.53
Increase in \$\$	\$106,221.78	\$267,845.85	\$274,802.13	\$281,571.85	\$288,611.15	*Adjust fleet to 7-year average & 10-year max
Increase in %	1.00%	2.50%	2.50%	2.50%	2.50%	
NORTH AMERICA CENTRAL SCHOOL BUS	\$11,638,278.81	\$11,987,406.09	\$12,347,008.83	\$12,717,419.09	\$13,098,941.67	\$61,789,054.49
Increase in \$\$	\$1,024,274.61	\$349,127.28	\$359,602.74	\$370,410.26	\$381,522.57	
Increase in %	9.65%	3.00%	3.00%	3.00%	3.00%	
FIRST STUDENT	\$12,203,425.26	\$12,508,566.21	\$12,821,309.82	\$13,141,842.57	\$13,470,388.63	\$64,145,532.49
Increase in \$\$	\$1,589,421.06	\$305,140.95	\$312,743.61	\$320,532.75	\$328,546.06	
Increase in %	14.97%	2.50%	2.50%	2.50%	2.50%	
FIRST STUDENT (alternate)	\$12,081,391.01	\$12,383,480.55	\$12,693,096.72	\$13,010,424.14	\$13,335,684.74	\$64,165,088.19
Increase in \$\$	\$1,467,386.81	\$302,089.54	\$309,616.17	\$317,327.42	\$325,260.60	
Increase in %	13.83%	2.50%	2.50%	2.50%	2.50%	

Total days of school for all schools for the 2018-19 school year was 174. However, state statute now allows Missouri school districts to report a minimum number of hours rather than days for a total of 1,044 hours. The estimated number of days for the 2019-20 school year is 171 days; however, this may vary slightly in future years based on state requirements.