




THE PUBLIC SCHOOLS OF BROOKLINE
BROOKLINE, MASSACHUSETTS 02445

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LINUS J. GUILLORY, JR., PhD
SUPERINTENDENT OF SCHOOLS

Memorandum

TO: Linus Guillory, Superintendent
Ruth Quinn Berdell, Business Consultant
School Committee

FROM: Matthew J. Gillis, Director of Operations & Facilities 

RE: **Exercise Contract Extension Option Year 1 for Eastern Bus and Local Motion**

DATE: **January 26, 2023**

CC: Evan Schwartz, Transportation Coordinator
David Geanakakis, Chief Procurement Officer, TOB

PSB's transportation contract for regular education and METCO bus service is three-year contract, with five individual option years. The three-year minimum contract began in FY21 and ends in FY23, the option years are individual decisions and can extend service under these terms and prices through FY28. Each of the following option years should, starting with FY24, be awarded by the School Committee.

Action

In short, based on the contract the pricing as bid, I recommend the following motions:

"Move to approve the contract extension for Eastern Bus for FY24 for In-Town Transportation as bid."

"Move to approve the contract extension for Local Motion for FY24 for METCO transportation as bid."

After a positive vote, I will send written notification to vendors, both of whom verbally confirmed they would like continue service with PSB.

Rationale # 1 Market Conditions not Favorable to Better Pricing

The last time we received bids, January 2020, pre-pandemic, market conditions were more favorable to buyer. Diesel fuel was averaging \$3.12 a gallon in January 2020, compared to \$5.38 January 2023 a 72% increase. Labor shortages, equipment delays, supply chain issues, market impacts from war overseas were not much of an impediment for school transportation planning in 2020. Post pandemic, all of those topics have been factors in driving prices upward.

Rationale # 2 FY24 Budget

The second reason, the FY24 budget is built on the bid price from each vendor. If rebidding in the near future will likely drive up costs, with little chance of a new vendor, I do not expect folks will want go out for bid in 2023. Other school systems are seeing 9-20% rate increases and some have rejected bids and rebidding (with altered contract terms) to try and obtain a price that fits their budget.

Bid Form A

In Town Transportation

Method of Award

TOTAL AWARD

The method of award will be the total contract price per category for the first three years of the contract. Option years have been exercised in prior contracts and may be exercised in the future, PSB reserves the right not to exercise the option if rebidding is deemed to be in the best interest of the Town of Brookline. The start time and dismissal times are not expected to change from the 2019-20 school year. The BHS early arrival and late bus BHS trips also expected to keep the same times. Monitors are used rarely and not part of determining the low bidder, but having price for the service when needed is required.

Per Diem Summary	FY21	FY22	FY23	FY24	FY25	FY26	FY27	FY28
Base Routes	Contract	Contract	Contract	Option 1	Option 2	Option 3	Option 4	Option 5
K-8/BHS	460	480	500	525	550	575	600	625
Late Run (above 4 hrs of student ride time per vehicle)	270	280	290	300	310	320	330	340
Athletic/Field Trips	SEE BID FORM C			-----	-----	-----	-----	----->
In Town - Drop Off Only	↓	↓	↓	↓	↓	↓	↓	↓
Round Trip	↓	↓	↓	↓	↓	↓	↓	↓
Out of Town Hourly Rate	↓	↓	↓	↓	↓	↓	↓	↓
Vendor supplied Monitor AM	150	160	170	180	190	200	210	220
Vendor supplied Monitor PM	150	160	170	180	190	200	210	220
Total	n/a	-----	-----	-----	-----	-----	-----	----->

Service Category A: Regular Buses

\$ 460 Price Per Day x 6 Buses, (71 or 71+ Passenger, K-8 and BHS Trips) X
180 Days = \$ 496,800 FY21 (Year 1) Annual Cost

\$ 480 Price Per Day x 6 Buses, (71 or 71+ Passenger, K-8 and BHS Trips) X
180 Days = \$ 518,400 FY22 (Year 2) Annual Cost

\$ 500 Price Per Day x 6 Buses, (71 or 71+ Passenger, K-8 and BHS Trips) X
180 Days = \$ 540,000 FY23 (Year 3) Annual Cost

Total Base Contract Regular School Year Busing \$ 1,555,200

~~Service Category A-BID ALTERNATE ALL ELECTRIC BUS~~

\$ 3,000 ~~ALTERNATE~~ Price Per Day x 6 Buses, (71 or 71+ Passenger, K-8 and BHS Trips) X 180 Days = \$ 3,240,000 FY21 (Year 1) Annual Cost

\$ 3,200 ~~ALTERNATE~~ Price Per Day x 6 Buses, (71 or 71+ Passenger, K-8 and BHS Trips) X 180 Days = \$ 3,456,000 FY22 (Year 2) Annual Cost

\$ 3,400 ~~ALTERNATE~~ Price Per Day x 6 Buses, (71 or 71+ Passenger, K-8 and BHS Trips) X 180 Days = \$ 3,672,000 FY23 (Year 3) Annual Cost

Total Base Contract ALL ELECTRIC BUSES

\$ 10,368,000

Chuck Winitzer

Signature of Authorized Bidder

Charles Winitzer

Name of Individual Completing Form

EASTERN BUS COMPANY

Name of Company Bidding

Bid Form B

METCO Transportation

Method of Award

TOTAL AWARD

The method of award will be the total contract price per category for the first three years of the contract. Option years are likely to be exercised, PSB reserves the right not to exercise the option if rebidding is deemed to be in the best interest of the Town of Brookline. The start time and dismissal times are not expected to change from the 2019-20 school year. Monitors are used occasionally, and monitor pricing will not be used in determining the low bidder.

Per Diem Summary	FY21	FY22	FY23	FY24	FY25	FY26	FY27	FY28
Base Routes	Contract	Contract	Contract	Option 1	Option 2	Option 3	Option 4	Option 5
METCO	492	500	508	518	528	538	548	558
METCO Late Run	410	420	430	440	450	460	470	480
METCO AM Monitor	148	154	160	166	172	178	184	190
METCO PM Monitor	148	154	160	166	172	178	184	190
Total	1,198	1,228	1,258	1,290	1,322	1,354	1,386	1,418

Service Category B: METCO Buses

\$ 492.00 Price Per Day x 3 Buses, (71 or 71+ Passenger, METCO Round Trip) X 180 Days = \$ 265,680.00 FY21 (Year 1) Annual Cost

\$ 500.00 Price Per Day x 3 Buses, (71 or 71+ Passenger, METCO Round Trip) X 180 Days = \$ 270,000.00 FY22 (Year 2) Annual Cost

\$ 508.00 Price Per Day x 3 Buses, (71 or 71+ Passenger, METCO Round Trip) X 180 Days = \$ 274,320.00 FY23 (Year 3) Annual Cost

Subtotal Base Contract METCO Regular School Day Year Busing

\$ 810,000.00

METCO Late Bus # of days is estimated for M, W, Th during school year

Days = $\frac{\$ 410^{ea}}{\$ 41,000^{ea}}$ Price Per Day x 1 Bus, (71 or 71+ Passenger, METCO Late Run) X 100
FY21 (Year 1) Annual Cost

Days = $\frac{\$ 420^{ea}}{\$ 42,000^{ea}}$ Price Per Day x 1 Bus, (71 or 71+ Passenger, METCO Late Run) X 100
FY22 (Year 2) Annual Cost

Days = $\frac{\$ 430^{ea}}{\$ 43,000^{ea}}$ Price Per Day x 1 Bus, (71 or 71+ Passenger, METCO Late Run) X 100
FY23 (Year 3) Annual Cost

Subtotal Base Contract METCO Late Bus (One Way Drop-Off)
\$ 126,000^{ea}

Total METCO Cost Per Contract (Add 2 subtotal lines)
\$ 936,000^{ea}

Bruce Barrows
Signature of Authorized Bidder

BRUCE BARROWS
Name of Individual Completing Form

LOCAL MOTION INC.
Name of Company Bidding

Big School Bus Market Research

Town	First Year of New Contract	Old Per Diem	New Per Diem	Percentage	Old Vendor	New Vendor
Newton	22-23	\$600	\$630	5.00%	Eastern	Eastern
Needham	21-22	\$370	\$400	8.00%	Connolly	Connolly
Wellesley	22-23	460	550	19.60%	Eastern	Eastern
Dedham	22-23	387.5	423	9.16%	Connolly	Connolly
Lexington	22-23	\$524	\$550	4.96%	C&W	C&W
Dudley-Charlton	23-24		<i>Rebid</i>			
Watertown	23-24	\$388	\$458	18%	Localmotion	Localmotion
Belmont	23-24	\$460	TBD [1]		Eastern	
Cambridge						
Natick	23-24	407	TBD [2]		Connolly	
Arlington	Own & Operate Buses					