



02/13/2025

Curt Saindon
Assistant Superintendent for Business Services/CSBO
Woodridge School District 68
6301 Springside Avenue
Downers Grove, Illinois 60516

Dear Curt Saindon,

First Student is pleased to submit a proposal to Community High School District 99, Woodridge School District 68, & Downers Grove Grade School District 58 (herein referred to as "the Districts") in response to your Invitation to Bid, Transportation Services. The accompanying executive summary and proposal documents outline the many ways we will use our local and national resources to meet your requirements and organizational goals with a customized approach. We are truly excited to continue our partnership with the Districts to provide safe, efficient, world-class pupil transportation for the communities of DuPage County.

In addition to over a decade of experience as the District's transportation provider, First Student currently partners with over 100 school districts within Illinois. These partnerships and continuous experience with surrounding communities provide additional assurance that our skilled management teams and local leadership will continue to utilize their knowledge of your district and its unique needs to maintain the most high-quality transportation services for your students.

The following highlights are just some of the ways that our proposed solutions will continue to benefit the District:

- A 12- year relationship with the District serving the daily transportation needs.
- Our Location Manager, Sarah Lanigan, with ten (10) years of experience serving the District and knowledge of all facets of the District's transportation operation.
- A highly qualified maintenance team with six (6) ASE certified technicians (3 of whom are Master ASE Certified) and a maintenance operation with ASE Blue Seal Recognition and Lean Gold Wrench status.
- Industry-leading technology suite and safety solutions that bring unmatched transparency, accountability, and safety to the students, families, and the District.
- An expertly maintained fleet, ensuring the safety of the District's students.
- First Student has standardized wages across Chicagoland, setting the standard in the industry. We will keep wages competitive in the marketplace to hire and retain the highest caliber staff for the District's transportation services.



While our entire proposal encompasses our ability to meet the RFP requirements, the evaluation criteria checklist was designed to showcase our alignment with the district's specific requests, providing a roadmap of our capabilities that ensures our shared approach to transportation services.

We understand your decision regarding student transportation services has an impact on many stakeholders, and we have developed this highly competitive proposal with each in mind. We welcome the opportunity to meet with your administration, evaluation committee and/or school board to discuss our proposal in further detail.

Thank you for giving First Student this opportunity. Please feel free to contact me directly if you have any questions regarding our proposal.

Sincerely,

Chris Iddings

Area General Manager

630-637-8031

Chris.Iddings@firststudentinc.com



First Student's Executive Summary contains trade secrets that include commercial information and should be treated as confidential.

Fleet & Equipment

Our proposal includes a total of eighty-two (82) Type C (72) passenger school buses. Included in that total are twenty-five (25) new replacement units to be added in the 2025-26 school year. The fleet also includes twenty-five (25) 2025 model year units that are currently being delivered and prepared for route service in the current, 2024-25, school year.

All vehicles will be equipped with two-way radio, GPS, and video surveillance to meet the bid specifications.

A detailed breakdown of our proposed fleet can be found in the Fleet and On-Board Technology section of this bid.

Preventative Maintenance Services

Our preventative maintenance program, powered by Halo , emphasizes quality control, data-driven decision-making, and process efficiency. Some highlights include:

TAC Help Desk

The Technical Assistance Center (TAC) Help Desk is an exciting tool for First Student technicians that helps save time, reduce the use of unnecessary parts, and keep costs down. Powered by Halo , the TAC Help Desk allows technicians to share vehicle-specific information, include helpful photos, and collaborate in real-time via video chat with ASE-certified experts across North America.

Predictive Analytics

Every First Student maintenance shop uses fault-code-centered predictive analytics to identify and solve problems two to four weeks before failures occur. The system, powered by Halo , uses data pulled from buses in your fleet to identify exhaust, cooling, and ABS brake issues. The districts and First Student understand and agree that we will maintain the Districts' route buses. All buses and equipment shall be maintained in accordance with state and federal law and accepted industry maintenance standards.

Please refer to the Maintenance Program section for more information on our preventative maintenance services.

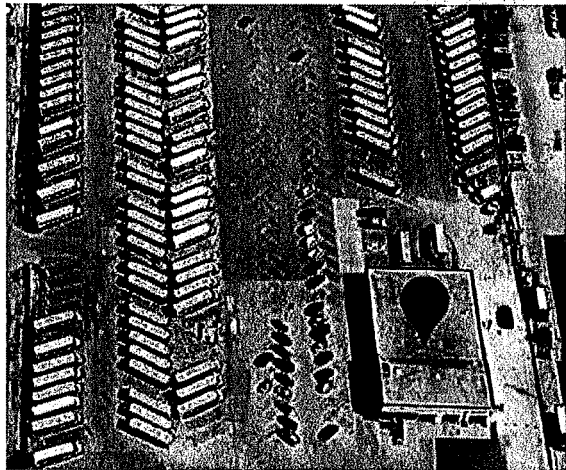
Fuel Provision

The "Base Fuel Cost" will be \$3.25 per gallon of diesel fuel, inclusive of all applicable taxes and net of any refunds or rebates as noted in the bid specifications. Our pricing has taken this provision into account.

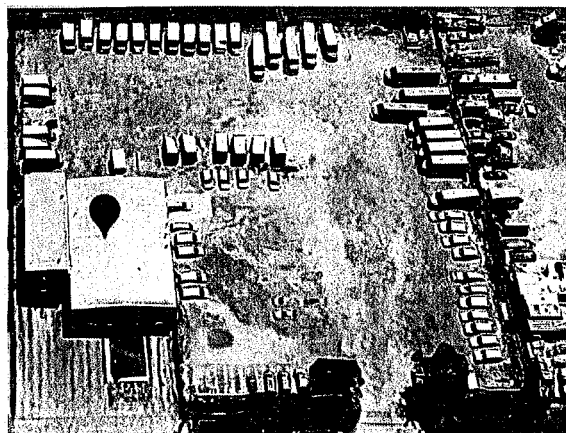
Facility Management

Our proposal is based on utilizing our current operational facilities at 250 West 63rd Street, Westmont, IL 60559 for the GenEd transportation. The SPED transportation will also utilize our Burr Ridge facility at 11S221 Madison Street, Burr Ridge, IL 60527. Both facilities have adequate space to house the vehicles needed to service the D86 student transportation needs, employee parking, a lounge for employees, and offices for administrative staff. The Burr Ridge facility has two (2) maintenance bays and the Westmont facility has six (6) maintenance bays and diesel fueling onsite.

Westmont Facility



Burr Ridge Facility





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Our pricing fully encompasses all the cost structures of the RFP specifications, along with factoring in the appropriate costs to continue to attract and retain drivers in the current labor market with the current economic headwinds we are all facing.

After a thorough review of the bid specifications, we are confident in our ability to provide the most competitive and cost-effective solutions for the Districts. Our pricing proposal is based on a guaranteed five (5) hours per day for drivers, complemented by competitive compensation packages and a fully compliant fleet of vehicles.

~~Over the five-year base term of the contract, we will replace twenty-five (25) of the eighty-two (82) vehicles, all of which will be delivered during the 2025-26 school year. Additionally, we are committed to dedicating a full-time employee as the Contract Manager, responsible for ensuring the Districts' transportation needs are consistently met.~~

~~In addition, our proposal includes the H/A/C technology platform featuring an upgraded FirstView app, turn-by-turn navigation, and enhanced analytics to monitor driver performance and route optimization.~~

~~The proposal also includes annual rate increases of 4.0% for each of the out years included in the base term, 2026-2030. For the second five-year term (2030-2035), First Student would recommend that the years 2030 through 2035 be subject to negotiation. The negotiation shall be by mutual written agreement for said pricing years and to occur on or before February 1st of the 2029-2030 School Year. This approach reflects our commitment to a cost-conscious and economically responsible partnership with the Districts.~~

Additionally, our pricing proposal includes rates for Class B vehicles (minivans) through FirstAlt, First Student's alternative transportation division. We have provided a full technical and pricing proposal for FirstAlt, which stands apart from other alternative transportation providers by working in close collaboration with our local First Student team to ensure efficient and fiscally responsible service for each of the three Districts.

A detailed breakdown of our price proposal can be found in the Bid Forms section of this bid.

Contract Start Date

Under the current scenario, our services would begin August 1, 2025. Alternate start dates are available if your districts make an award earlier or require additional time to finalize your decision.

July 1, 2025

Contract Terms & Suggested Language

Our bid assumes that, based on the ITB and this submission, the Districts and First Student sign a mutually acceptable contract for the mutually agreed-upon term. Subsequent to the award and any additional negotiation, our legal team will work with your legal representative to create a mutually agreeable contract.

For notes on suggested language to the RFP and Contract, please refer to the Contract Suggestions section.

Increase ⇒ 4.25% 4.00% 4.00% 4.00% 4.00%

Please provide the following Rate Sheet (individually and collectively as a group) (5yr rate plan w/renewable options up to 10 yrs):

	2025-26	2026-27	2027-28	2028-29	2029-30
AM Route	\$111.34 ¹	\$115.79 ¹	\$120.42 ¹	\$125.24 ¹	\$130.25 ¹
PM Route	\$139.19	\$150.91 ¹	\$156.95 ¹	\$163.23 ¹	\$169.76 ¹
Fuel Peg	(\$3.00)	\$3.25	\$3.25	\$3.25	\$3.25
Athletic/Field Trip/Charters	\$18.52	\$81.26 per hour ²	\$87.05 per hour ²	\$90.10 per hour ²	\$93.25 per hour ²
Bus Evacuations Rate	\$34.12	\$36.99 per hour	\$38.47 per hour	\$40.01 per hour	\$41.61 per hour
Jr High PM Route	\$139.19	\$145.11 ¹	\$156.95 ¹	\$163.23 ¹	\$169.76 ¹
Elementary Activity Route	\$111.67	\$116.42	\$121.08	\$125.92	\$130.96
JR High Activity Route		\$116.42	\$121.08	\$125.92	\$130.96
HS Activity Route		\$116.42	\$121.08	\$125.92	\$130.96
Midday Route		\$116.42	\$121.08	\$125.92	\$130.96
TCD (Technology Center of DuPage) Route		\$116.42	\$121.08	\$125.92	\$130.96
Singleton Route within District Boundaries		\$116.42	\$121.08	\$125.92	\$130.96
Singleton Route outside of District Boundaries	\$145.91	\$151.73	\$164.11	\$170.67	\$177.50
Vehicle Class B (Van) Route	\$14.90	\$78.00 ³	\$82.75 ³	\$85.23 ³	\$87.79 ³

¹ AM & PM Route rates assume routes are paired, sharing a bus. In the event that a route cannot be paired the unpaired rate would be \$183.77 per route

² The Athletic/Field Trip/Charter Rate is an hourly rate with a 2hr minimum trip charge per bus, billed at quarter hour increments after 2 hours.

³ Class B (Van) Route rate listed is the minimum route rate. Additional pricing information included in the FirstAlt section of our proposal.

