



Geneva Community Unit School District 304

Mary Dunmead - Director of Transportation
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Memorandum

To: Dr. Kent Mutchler, Superintendent

From: Mary Dunmead, Director of Transportation

Date: May 22, 2018

Re: Bid Award – 2018-19 and 2019-20 School Bus Purchase

The administration sought and received bids for the 2018-19 and 2019-20 school bus purchases. The bus fleet for the 2018-19 and 2019-20 school year is forty-nine, 72 passenger buses.

The legal requirement was met with the publishing of the appropriate legal notice. The bid opening was held on Monday, December 4 at 10:00 a.m., at the District office. Bids were opened and publicly read aloud with the following in attendance: Todd Latham, Coordinator – Business Services and Mary Dunmead, Director of Transportation, and Helen Klatter, Administrative Assistant.

Two school bus providers submitted bids. The bids results are summarized on the attached spreadsheet.

This is for a two (2) year purchase, with buy back at the end of the second year.

Recommendation:

I recommend that the Board of Education accept the bid submitted by Midwest Transit Equipment (IC) as the provider of school buses for the 2018-19 and 2019-20 school year in accordance with their bid submittal. The gross amount of the bid award is \$4,109,728; once the buy-back funding and rebate is factored in, the net amount of the bid award is \$525,361.92.

GENEVA CUSD 304 - 71-PASSENGER BUS BID November 30, 2015 at 11:00 a.m.

Forty Nine (49) 72-Passenger School Buses

FY 2016-17 and FY 2017-18

	QTY	CAP	SALES PRICE	BUYBACK %	BUYBACK AMOUNT	NET PRICE (2 YEARS)	NET 2 YR COST
Midwest Transit Equipment 146 W. Issert P. O. Box 582 Kankakee, IL 60901	49	72	\$82,100/\$4,022,900	86.00%	\$70,606/\$3,459,694	\$11,494/\$563,206	\$563,206
Midwest Bus Sales (THOMAS) 3135 N. Maine Princeton, IL 61356	49	72	\$84,960/\$4,163,040	75.00%	\$63,720/\$3,122,280	\$21,240/\$1,040,760	\$1,040,760
Central States Bus Sales (BLUE BIRD) P. O. Box 220 Big Rock, IL 60511	49	72	\$82,850/\$4,059,650	85.20%	\$70,588.20/\$3,458,821.80	\$12,261.80/\$600,828.20	\$600,828.20

GENEVA BID TAB 2018

12-4-17

MIDWEST TRANSIT

Midwest Transit is providing a volume rebate. After delivery and full payment is made, Midwest Transit Equipment will provide a cash rebate of \$50,000 if we are awarded 49 or more buses.

SALES PRICE	BUYBACK %	BUYBACK AMOUNT	COST TO THE DISTRICT 2 YEARS	COST TO THE DISTRICT EACH YEAR	# OF UNITS	TOTAL COST 1 YEAR	TOTAL COST 2 YEARS	REBATE	TOTAL AFTER REBATE	DIV BY 49. Cost to the District after rebate for 2 years	Cost per year after rebate
\$83,872.00	86	\$72,129.92	\$11,742.08	\$5,871.04	49	\$287,680.96	\$575,361.92	-\$50,000.00	\$525,361.92	\$10,721.67	\$5,360.84

CENTRAL STATES

SALES PRICE	BUYBACK %	BUYBACK AMOUNT	COST TO THE DISTRICT 2 YEARS	COST TO THE DISTRICT EACH YEAR	# OF UNITS	TOTAL COST 1 YEAR	TOTAL COST 2 YEARS
\$81,425.00	80	\$65,140.00	\$16,285.00	\$8,142.50	49	\$398,982.50	\$797,965.00

VENDOR	TOTAL SALES	TOTAL BUYBACK	TOTAL COST TO THE DISTRICT FOR 2 YEARS	REBATE	TOTAL COST TO THE DISTRICT FOR 2 YEARS AFTER REBATE	TOTAL COST PER YEAR	UNIT COST PER YEAR (49)
Midwest Transit	\$4,109,728.00	\$3,534,366.08	\$575,361.92	-\$50,000.00	\$525,361.92	\$262,680.96	\$5,360.83
Central States	\$3,989,825.00	\$3,191,860.00	\$797,965.00	\$0.00	\$0.00	\$398,982.50	\$8,142.50

Total cost to the District

Midwest Transit \$525,361.92

Central States \$797,965.00

Midwest low by \$272,603.08