



Oak Park Elementary School District 97

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TO: Dr. Carol Kelley

FROM: Mark Sheahan, Interim Chief School Business Official

RE: Regular and Transportation Bids

DATE: March 12, 2020

Working with counsel and insurance administrator, we prepared three bids: regular transportation, special education in-district transportation, and special education out-of-district transportation. The timeline was as follows:

2/19/20	Legal Ad Posted—reposted on 2/26/20
2/20/20	Bid packages sent to vendors
2/25/20	Mandatory Pre-Bid opening
3/12/20	Bid Opening

The bid packets were sent to Lakeview, Cook-Illinois (Grand Prairie), Zum, Inc., and First Student. These same firms attended the mandatory pre-bid. Questions were clarified with counsel and some concessions were made to the vendors, and revised specifications were sent to all vendors.

Bids were received by Lakeview, Zum, Inc., and Grand Prairie.

Grand Prairie only bid on ten of nineteen of our out-of-district routes, and their price of \$300 a route was not competitive.

Lakeview was the only responsible bidder for regular transportation. Their price per route is increasing by 7%, rising from \$227.12 to \$243.80. Field trips, athletics, and music shuttles will increase 13%, rising from \$38 an hour to \$43 an hour. Using twenty-eight round trip routes for 176 days, and 500 hours of field trips, we estimate the district's expenditures for regular transportation will increase by approximately \$85,000.

Zum and Lakeview were the only responsible bidders for in-district special education transportation. It is very difficult to come up with an apples-to-apples comparison as Lakeview is a typical yellow school bus company and Zum has a different model. They only service schools with a first division vehicle model. Zum would have to utilize several vehicles to do what one bus does. Without sitting down with Zum, going over every existing route, and pinning down an exact number, we found it difficult to compare the two vendors. If we use 21.5 routes for both vendors, Zum saves over \$300,000. However, if we add ten more vehicles, the savings disappear. See attachments titled: "Transportation Bid Results, Special Education In-District = Routes" and "Transportation Bid Results, Special Education In-District Ten More Routes." Given that this is our special education population and that the savings are hard to quantify, we are recommending we award these routes to Lakeview.

Lakeview's rate per route for in-district special education transportation, the early childhood routes, and the PKP routes at Longfellow will increase from \$265.98 to \$276, a 3.77% increase. This will cost the district approximately \$48,497 more. See attachment titled: "Transportation Bid Results, Special Education In-District Route: Lakeview Increases."

The out-of-district special education transportation was very difficult to compare. Zum's prices included cameras. Lakeview stated that theirs do not, but cameras will be added "at cost." The attendants for Lakeview are \$72 a day,

and Zum's are \$100 a day. Zum uses sedans where Lakeview uses larger vehicles, such as Suburbans, and where Lakeview might use one vehicle, Zum might use two. Moreover, sometimes Lakeview might use three vehicles for three students because the students cannot ride with other children. Zum has savings of about \$100,000 if we only allow two students in a vehicle with an attendant and driver, but these are higher if we add cameras to Lakeview's quotes. This is the worst case scenario for Zum, too. Zum charges \$2.50 per mile and we had asked the vendors to give us a price for 0-10 miles, 11-20 miles, and 21-30 miles. Lakeview wrote in a price for more than 30 miles. So, for example, while Zum might only bill us 14 miles, we used 20 miles on our spreadsheet. Where they might bill for 21 miles, we used 30. The savings will be greater. Please see the attachment titled "Transportation Bid Results, Special Education Out-of-District."

Zum has calculated that they will save us over \$207,000, as they used exact miles and believe they will use fewer vehicles than we have estimated. We believe we need to meet with our special education department and decide how many vehicles we truly need, and use exact mileage, before we make a recommendation. They have also indicated that they can get a minivan for routes that have more students and use one vehicle where we have two on the spreadsheet.

Given that this is our special education population, and that our special education department is asking to meet with Zum to pose questions and alleviate any concerns, we are not comfortable making a recommendation at this time, and we are asking to defer the decision to the next board meeting. We need everyone to be comfortable with a new vendor, especially one that is as different as Zum. We want both vendors to agree that the cost comparison we will share with the Board at the April meeting is accurate. We believe Zum will save us money, and it is just a matter of how much.

The bid was for a three-year contract. Lakeview's special education in-district routes with attendants will increase 2.9% in year two and 3.17% in year three. Lakeview's regular routes will increase 4.18% in year 2, and 4.72% in year 3. We will give the three-year pricing for out-of-district special education at the next meeting.

In short, we recommend we continue with Lakeview for regular routes, special education in-district routes, and field trip routes. We recommend that we meet with Zum and Lakeview to clarify the pricing, and to address any concerns that our Special Education department might have about out-of-district special education transportation.