

WEST BRANCH-ROSE CITY AREA SCHOOLS

2-11-13-Transportation RFP-Pre Bid Meeting Needs

Attachment B - Proposal Form

Proposer shall provide necessary information including but not limited to the information below. Proposer can attach additional pages as necessary to provide additional information or explanation.

Proposer Information: **Dean Transportation**
 Attn: Patrick S. Dean
 4812 Aurelius Road
 Lansing, MI 48910

Pricing Terms

Base Bid (District Buses / Fuel / Parts / Facilities / Routing / Maint. / Util.):	\$ 850,196
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Per RFP Base Bid Includes: Use of District Buses, Management, Driver Labor, Aide Labor, Training, & Technology.

Required Alternate No. 1:	Yrs 2 & 3	\$ 1,771,175
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Per RFP Section 2.2.4.2.1: The additional cost of providing services for two additional years. [Provided for comparative purposes. Please refer to Pricing/Assumptions pages].

Required Alternate No. 2:	ESTIMATED Performance Bond	\$ 12,800
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Per RFP 2.2.4.2.2 "The additional cost of providing a performance bond as further discussed in Section 2.4.4."

Alternate No. 3:	Vendor Fleet	\$ 215,480
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A comparison in total dollar amounts for providing services with the Proposer's own bus fleet.

Alternate No. 4:	1-Camera System	<u>\$1.54 per Bus per Day</u>
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"The additional per-unit cost of installing a video camera or comparable recording device of acceptable quality and function to allow for the School District to obtain continuously recording images of events and occurrences while the vehicle is being used to transport pupils."

Alternate No. 5:	Vendor Maintenance	\$ 240,983
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"The additional cost of providing services of a mechanic(s), rather than the School District performing those services." [INCLUDES PERSONNEL AND PARTS/FLUIDS]

PLEASE REFER TO 'COST PROJECTION AND PRICING ASSUMPTIONS' AND 'RUN DETAIL' PAGES FOR ASSUMPTIONS REGARDING PRICING.

WEST BRANCH-ROSE CITY AREA SCHOOLS(District-provided Buses)							RFP (Ver1)
Bus + Driver: Annual Transportation Cost Estimate							
Dean Est. Annual Transportation Cost	Est. %	Analysis Year 2012-2013	Contract Year 1 2013-2014	Contract Year 2 2014-2015	Contract Year 3 2015-2016	Contract Year 4 2016-2017	Contract Year 5 2017-2018
General Education [Home-to-School]	91%	\$ 756,079	\$ 776,871	\$ 798,235	\$ 820,186	\$ 842,741	\$ 865,917
Special Education [Home-to-School]	0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
School Bus Aides [IEP Spec Ed Attendant]	0%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
School Bus Monitors [Gen Ed Attendant]	2%	\$ 15,480	\$ 15,906	\$ 16,343	\$ 16,793	\$ 17,254	\$ 17,729
Field/Sports Trips	7%	\$ 55,882	\$ 57,419	\$ 58,998	\$ 60,621	\$ 62,288	\$ 64,001
SUB TOTAL	100%	\$ 827,441	\$ 850,196	\$ 873,576	\$ 897,599	\$ 922,283	\$ 947,646
(Less) Est. MDE SE Reim.	70.4165%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
NET TOTAL	100%	\$ 827,441	\$ 850,196	\$ 873,576	\$ 897,599	\$ 922,283	\$ 947,646

Per Diem + Variable Hourly Charges (Utilizing Annual CPI)						
Proposed Transportation Cost Per Day	Analysis Year 2012-2013	Contract Year 1 2013-2014	Contract Year 2 2014-2015	Contract Year 3 2015-2016	Contract Year 4 2016-2017	Contract Year 5 2017-2018
Bus+Driver Per Diem [Cost for first 4-hours]	\$166.36	\$170.93	\$175.63	\$180.46	\$185.43	\$190.53
Bus+Driver Variable Hourly [Cost per hour over 4-hours]	\$18.90	\$19.42	\$19.95	\$20.50	\$21.07	\$21.64
Opt. 1: Contractor Owned Bus Per Day (Charged Per Bus)	\$41.61	\$42.75	\$43.93	\$45.14	\$46.38	\$47.65
Opt. 2: Contractor Owned Bus Per Route (Charged Per Route)	\$50.66	\$52.05	\$53.48	\$54.95	\$56.46	\$58.01
Field/Extra Curricular Trip Rate [Per Hour, OT may apply]	\$30.83	\$31.68	\$32.55	\$33.44	\$34.36	\$35.31
SE Transportation Aides [Covers first 4-hours]	\$86.00	\$88.37	\$90.80	\$93.29	\$95.86	\$98.49
SE Transportation Aides per Hour [4-hour Minimum Applies]	\$21.50	\$22.09	\$22.70	\$23.32	\$23.96	\$24.62
Air Conditioned Buses Per Diem [Per IEPI [or Cost at Install]	\$11.50	\$11.82	\$12.14	\$12.48	\$12.82	\$13.17
Solid State DVR Video Systems [Single Camera]	\$1.50	\$1.54	\$1.58	\$1.63	\$1.67	\$1.72
White Fleet Maintenance: Labor Rate Per Hr [Parts at Cost]	\$41.00	\$42.13	\$43.29	\$44.48	\$45.70	\$46.96
2013 FCC Radio & Base Station Upgrade Cost [If Applicable]	DISTRICT	DISTRICT	DISTRICT	DISTRICT	DISTRICT	DISTRICT
Office Space, Maintenance Facility, Buses, Routing, Bus Maintenance & Parts, Parking, Utilities (paragraph 8 & 10 Items)	DISTRICT	DISTRICT	DISTRICT	DISTRICT	DISTRICT	DISTRICT
Zonar™ Live-Time GPS Systems	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
Child Reminder Systems™ [or OEM System]	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
VersaTrans RP [Annual Support \$ Fees]	OPTIONAL	OPTIONAL	OPTIONAL	OPTIONAL	OPTIONAL	OPTIONAL
Dean Training Curriculum [Healthcare, CPI, Special Needs Awareness, Defensive Driving, CPR/First Aid, and Others]	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
Fuel Provided By District or Included in Price	DISTRICT	DISTRICT	DISTRICT	DISTRICT	DISTRICT	DISTRICT
Fuel Benchmark Included (Per Gallon Net of Taxes)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Annual Contract CPI Increase [%]	Base	2.75%	2.75%	2.75%	2.75%	2.75%

ANALYSIS BASE-COST ASSUMPTIONS	
Dean Transportation understands the following assumptions to be accurate. These assumptions are the primary cost drivers for this analysis. These assumptions and pricing are subject to clarification and/or negotiation with the district.	
System Assumptions:	
1.	Pricing proposal assumes a direct 5-year contract between Dean Transportation and West Branch-Rose City Area Schools, incorporating all assumptions contained within the Proposal, and reserving the right to mutually negotiate contract terms and conditions. Bid Proposal Exceptions are noted on this Projections form, as well as the Proposal's Sample Contract section.
2.	Dean would welcome the opportunity to work with the West Branch / Rose City Area districts, as well as COOR ISD to determine additional efficiencies that might be available via <u>integrating the transportation services.</u>
3.	Dean's proposal assumes that Dean would provide (at a minimum), the staff outlined under Paragraph 5 on page 2 of this 'Cost Projection and Pricing Assumptions' section, while the District(s) would provide all routing and related software.
4.	Academic Year: <u>23 GE Run(s)</u> and 0 SE Run(s) operating on a Net 180.0-day Acad. Year with 1 Aide(s).
5.	Summer Program: 0 GE Run(s) and 0 SE Run(s) operating on a Net 0.0-day SU Program with 0 Aide(s).
6.	A <u>4-Hour Daily Minimum</u> is applied to all Home-To-School School Bus Runs and Aides.
7.	Dean-provided <u>electronic Child Reminder Systems</u> on all buses utilized for this service.
8.	Dean-provided Zonar GPS Systems <u>included</u> on all buses utilized for this service.
9.	Additional run data, including actual district run begin/end times, must be reviewed to ensure accurate 'apples-to-apples' cost estimate.
10.	Dean would work with District on any pass-through costs associated with the Patient Protection and Affordable Care Act (i.e. Act-related costs that would pertain to either the District or a Vendor, regardless of which provided the Transportation Services described in this RFP.) We are currently reviewing an updated estimate of any potential impact of this legislation with respect to the new components becoming effective in 2014 and would welcome the opportunity to review this with the District.

COST ESTIMATE VALID THROUGH MAY 31, 2013 WITH SEPTEMBER 1, 2013 START-UP. DEAN WOULD EXTEND PENDING ADDITIONAL DISCUSSION.

WEST BRANCH-ROSE CITY AREA SCHOOLS(District-provided Buses)

RFP (Ver1)

ANALYSIS ASSUMPTIONS (CONTINUED)

- 11. District-provided two-way radio upgrades to meet 2013 FCC requirements on all new buses.
- 12. Dean-provided on-site Management, Maintenance, Drivers, Bus Aides, and Substitute Driving Staff.
- 13. All Dean training has been included in the above projections and Per Diem Charges.
- 14. Assumes an 32-bus District-provided fleet with an average age not exceeding 7.0 years and an estimated 14-year useful life.
- 15. School buses would have West Branch-Rose City Area Schools on the bellline. Dean Transportation would be identified per MDOT requirements on the lower portion on the vehicle by its DOT number.
- 16. Annual cost projection assumes the route hours outlined on Dean Transportation's "Run Detail" Spreadsheet and that the time represent 'gate-to-gate' only.
- 17. This Cost Estimate **INCLUDES** Field and Athletic Trips budgeted at:

# of Trips:	337
Labor Hours:	1,813
Miles:	38,922

- 18. 'To-and-from' school pricing includes a 21.7% spare vehicle ratio (and an approximately 39.1% spare ratio when including field trip buses.) Schedule represents estimated replacements based on fleet age if Dean were to provide buses with goal of reducing overall fleet size if feasible. Actual purchases could vary.

<u>Proposed # of Vehicles to Maintain/Operate:</u>	
Regular Run Vehicles:	23
Spare Vehicles:	5
Special Trip/Athletic Spares:	4
Total:	32

Est. Optional New Equipment [Est. Based on Fleet Overview]:

2013-2014	6 new buses infused Year 1 for a 32 bus fleet
2014-2015	3 new buses infused Year 2 for a 32 bus fleet
2015-2016	2 new buses infused Year 3 for a 32 bus fleet
2016-2017	2 new buses infused Year 4 for a 32 bus fleet
2017-2018	3 new buses infused Year 5 for a 32 bus fleet
Total	16 total new buses during term of contract

- 19. Analysis includes all management, maintenance staff, driving, attendant, and sub driver staff, as well as Dean's full management support.

Proposed ON-SITE Dean Staffing Levels:

Trans. Director:	1.00 (Base Bid)	Drivers:	26.00	(Base Bid - Includes Permanent Sub. Drivers)
Asst. Trans. Director:		Trans. Aides:	1.00	(Base Bid)
Router(s):		Fleet Staff:	2.00	(Alternate Bid)
Dispatcher(s):	1.00 (Base Bid)			
Clerical:				

- 20. Analysis **INCLUDES** Dean providing **[AS PRIMARY] \$10,000,000** of liability insurance coverage, as well as Comp & Collision on all vehicles.
- 21. Cost Estimate assumes **DEAN will pay for all software license fees**, currently paid by the district. **DEAN** to provide replacement computer when current fleet and operations department computers need to be replaced.
- 22. Cost Estimate **EXCLUDES maintenance and parts for the entire school bus fleet, with all repair costs (excluding operator error) to the district.**
- 23. **"Est. MDE SE Reim."** reflects NET cost to the district **AFTER 70.4165%** reimbursement from MDOE for SE-related expenditures (if applicable). This reimbursement occurs between the State, the Intermediate School District, and the Local District. The District must review this with the ISD as actual reimbursement **CANNOT** be managed by Dean Transportation. Dean will provide a separate invoice for its dedicated Special Education services.
- 24. Cost estimate ASSUMES that **West Branch-Rose City Area Schools will provide the following Infrastructure, at no charge to Dean the following:**

Office & Vehicle Storage (Parking) Facilities	Radio Tower and Base Station (FCC 2013 Compliant)
Use of Large Repair "Shop" Tools	Internet Access
Snow Removal	Use of Phone System and Phone Numbers
Utilities, Waste Removal, Custodial Services	Use of District Vehicles for Transportation-related Issues
Vehicle Plug-In's (if applicable)	Use of District Computers & Related Technology

- 25. Except where times are included in Run Detail, Cost Analysis does **NOT** include any existing Ambucab, Taxi Cab, Parochial Schools Funding, Parental Reimbursement, Transit Passes (if applicable), or Field/Sports Trips services that are currently chartered with third-party service providers.
- 26. Changes in bell times, pick-up/drop-off windows, calendars, ride times, or other system parameters could increase or decrease this estimate. Dean Transportation will work with the West Branch-Rose City Area Schools on these factors to maximize transportation efficiency. Annually, Dean Transportation will provide efficiency recommendations to the West Branch-Rose City Area Schools Administration.
- 27. This cost analysis is based on the driver and attendant hours identified on the attached Run Detail Spreadsheet. This data is assumed NOT to include pre-trip / post-trip / fueling time. West Branch-Rose City Area Schools should **review the Run Detail Spreadsheet** to ensure an accurate analysis. If the Run Detail Spreadsheet is unrepresentative of the current system then this **cost analysis could be over/understated.**
- 28. **Dean recognizes the complexity of this type of Analysis and would welcome the opportunity to review this data with West Branch-Rose City Area Schools as well as any additional data collection that might assist in determining the best transportation option(s).**
- 29. Dean's model assumes in all structural Options that no taxes will be payable on the district facilities, and as such no tax basis has been assumed. Subsequent determination of a tax basis by municipality, county, or state could affect pricing.
- 30. At time of transition, **Fall 2013**, Dean and the district will mutually agree upon the value of the district's current parts inventory. Dean agrees to credit the School District's invoice for the agreed upon value. Dean is open to discussion regarding the transition date.

Parts Inventory Per RFP: **TBD** (est. credit for inventory, subject to change by July 1, 2012)

ACADEMIC YEAR DAILY RUN DETAIL																											
District	Run	Bus	Days	Veh. Cap.	Lit. Equipped	Run Type	# of Aides	AM Route Tier 1		AM Route Tier 2		Noon Route Tier 1		PM Route Tier 1		PM Route Tier 2		MIN HOURS: Manual		2012-2013							
								Start	End	Start	End	Start	End	Start	End	Start	End	Time	Mins		Adjust	Billable Run Hours					
WBRC	4 (Troup)	224	180	84	NO	RE	0	7:00	8:00	8:00	8:20			1:00	3:00			3:00	4:58	6:18	172	0.00	6.30	\$209.83			
WBRC	5 (Reed)	219	180	77	NO	RE	0			8:00	8:20							3:00	5:10	8:30	70	0.00	4.00	\$166.36			
WBRC	6 (Ehinger)	226	180	84	NO	RE	0			8:00	9:10							3:00	5:08	3:18	63	0.00	4.00	\$166.36			
WBRC	7 (Rouch)	216	180	84	NO	RE	0	7:00	8:00	8:00	8:00			1:42	3:00			3:00	5:00	5:18	120	0.00	5.30	\$190.83			
WBRC	8 (Skowronek)	201	180	84	NO	RE	0			8:00	9:30							3:00	4:30	3:00	53	0.00	4.00	\$166.36			
WBRC	9 (Lowe)	215	180	72	NO	RE	0	7:00	8:00	8:00	8:30			1:30	3:00			3:00	4:00	5:00	105	0.00	5.00	\$185.26			
WBRC	10 (Tobian)	223	180	84	NO	RE	0	7:00	8:00	8:00	8:20			1:00	3:00			3:00	5:04	6:24	166	0.00	6.40	\$211.72			
WBRC	11 (Kath)	202	180	84	NO	RE	1			8:00	9:10							3:00	5:08	3:18	57	0.00	4.00	\$166.36			
WBRC	12 (Zelke)	229	180	66	YES	RE	0			8:00	8:04							3:00	5:08	5:12	56	0.00	4.00	\$166.36			
WBRC	13 (Raney)	209	180	72	YES	RE	0	7:00	8:00	8:00	8:30			1:00	3:00			3:00	4:30	6:00	157	0.00	6.00	\$204.16			
WBRC	14 (Remender)	208	180	84	NO	RE	0	7:00	8:00	8:00	8:24			1:00	3:00			3:00	4:30	5:54	148	0.00	5.90	\$202.27			
WBRC	15 (Eisack)	225	180	84	NO	RE	0			8:00	8:33							3:00	5:45	4:18	108	0.00	4.30	\$172.03			
WBRC	17 (Miller)	221	180	77	NO	RE	0			8:00	8:33							3:00	5:45	4:18	80	0.00	4.30	\$172.03			
WBRC	18 (Vecik)	210	180	84	NO	RE	0			8:00	8:24							3:00	5:30	3:54	89	0.00	4.00	\$166.36			
WBRC	19 (Lawason)	217	180	84	NO	RE	0			8:00	8:24							3:00	5:18	5:42	82	0.00	4.00	\$166.36			
WBRC	20 (Scott)	211	180	84	NO	RE	0			8:00	8:20							3:00	5:04	5:24	79	0.00	4.00	\$166.36			
WBRC	21 (Owen)	228	180	84	NO	RE	0	7:00	8:00	8:00	8:30			1:00	3:00			3:00	4:36	6:06	187	0.00	6.10	\$206.05			
WBRC	22 (Miles)	222	180	77	NO	RE	0	7:00	8:00	8:00	8:30			1:00	3:00			3:00	4:30	6:00	175	0.00	6.00	\$204.16			
WBRC	23 (Heston)	214	180	72	NO	RE	0			8:00	9:10							3:00	5:08	3:18	65	0.00	4.00	\$166.36			
WBRC	24 (Lumley)	227	180	84	NO	RE	0	7:00	8:00	8:00	8:30			1:00	3:00			3:00	4:30	6:00	174	0.00	6.00	\$204.16			
WBRC	25 (Fales)	218	180	72	NO	RE	0			8:00	8:24							3:00	5:24	5:48	85	0.00	4.00	\$166.36			
WBRC	26 (Dinas)	220	180	84	NO	RE	0	7:00	8:00	8:00	8:24			1:00	3:00			3:00	4:30	5:54	139	0.00	5.90	\$202.27			
TOTAL	23		4140				1															4.85	2,491	485	\$4,200.44		
				100.0	Avg. Days per Route			23	AM ROUTES			0	MIDDAY ROUTES			23	PM ROUTES			108.30	Avg. Miles per Route			488.390	Total Academic Year Mileage		

Do these times include Pre-Trip? NO

*Note: Route times are samples to calculate total daily time provided in the RFP. Variable Route Times Not Included.

SUMMER PROGRAM DAILY RUN DETAIL																											
District	Run	Bus	Days	Veh. Cap.	Lit. Equipped	Run Type	# of Aides	AM Route Tier 1		AM Route Tier 2		Noon Route Tier 1		PM Route Tier 1		PM Route Tier 2		MIN HOURS: Manual		2012-2013							
								Start	End	Start	End	Start	End	Start	End	Start	End	Time	Mins		Adjust	Billable Run Hours					
NO SUMMER TRANSPORTATION																											
TOTAL	0		0				0															0.00	0	0	0.00	0	
				0.0	Avg. Days per Route			0	AM ROUTES			0	MIDDAY ROUTES			0	PM ROUTES			0	Avg. Miles per Route			0	Total Academic Year Mileage		

Do these times include Pre-Trip? NO

PLEASE NOTE THAT THE RUN HOURS LISTED ARE THE PRIMARY COST DRIVERS FOR BILLING AND BUDGETING. ANY CHANGES TO THESE DAILY TIMES WILL EFFECT THE COST PROJECTIONS OF THE SYSTEM. PLEASE VERIFY/ENSURE THAT THE DAILY TIMES LISTED ACCURATELY REFLECT THE DISTRICT'S CURRENT TRANSPORTATION SYSTEM.

OPTIONAL - FLEET PURCHASE BASED ON PRELIMINARY YELLOW BOOK FLEET VALUATION

West Branch-Rose City Area Schools

Dean will provide final pricing pending joint walk-through and mechanical inspection of the fleet.

District	Bus#	Year	Body	Chassis	Type	Cap	Air Brake	Lift	A/C	Video	Fuel	Make	Type	Mileage	Base	Air Brake	Lift	A/C	Total	Yellow Book Valuation (6) *				
																				2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
WBRC	64-3	1996	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 1,400	\$ 200			\$ 1,600	2013	2013	2013	2013	2013
WBRC	66-1	1997	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 2,500	\$ 500			\$ 3,000	2013	2013	2013	2013	2013
WBRC	67-2	1998	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 3,200	\$ 500			\$ 3,700	2013	2013	2013	2013	2013
WBRC	97-3	1998	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 3,200	\$ 500			\$ 3,700	2013	2013	2013	2013	2013
WBRC	97-4	1998	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 3,200	\$ 500			\$ 3,700	2013	2013	2013	2013	2013
WBRC	99-1	1998	14	THOMAS	D	84	X				D	Unknown	Standard	Unknown	\$ 3,200	\$ 500			\$ 3,700	2013	2013	2013	2013	2013
WBRC	99-2	1998	14	THOMAS	D	84	X				D	Unknown	Standard	Unknown	\$ 3,200	\$ 500			\$ 3,700	2013	2013	2013	2013	2013
WBRC	99-3	1998	14	THOMAS	D	84	X				D	Unknown	Standard	Unknown	\$ 3,200	\$ 500			\$ 3,700	2013	2013	2013	2013	2013
WBRC	201	1999	14	THOMAS	D	84	X				D	Unknown	Standard	Unknown	\$ 4,200	\$ 500			\$ 4,700	2013	2013	2013	2013	2013
WBRC	202	1999	14	THOMAS	D	84	X				D	Unknown	Standard	Unknown	\$ 4,200	\$ 500			\$ 4,700	2013	2013	2013	2013	2013
WBRC	203	1999	14	THOMAS	D	84	X				D	Unknown	Standard	Unknown	\$ 4,200	\$ 500			\$ 4,700	2013	2013	2013	2013	2013
WBRC	205	2000	14	THOMAS	D	84	X				D	Unknown	Standard	Unknown	\$ 6,300	\$ 500			\$ 6,800	2000	2014	2014	2014	2014
WBRC	206	2000	14	THOMAS	D	84	X				D	Unknown	Standard	Unknown	\$ 6,300	\$ 500			\$ 6,800	2000	2014	2014	2014	2014
WBRC	207	2001	1	BLUEBIRD	D	75	X				D	Unknown	Standard	Unknown	\$ 6,800	\$ 1,000			\$ 7,800	2001	2015	2015	2015	2015
WBRC	208	2001	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 9,400	\$ 1,000			\$ 10,400	2001	2016	2016	2016	2016
WBRC	209	2001	1	BLUEBIRD	D	84	X	X			D	Unknown	Standard	Unknown	\$ 6,100	\$ 1,000	\$ 1,500		\$ 8,600	2001	2001	2001	2001	2001
WBRC	210	2002	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 10,500	\$ 1,000			\$ 11,500	2002	2002	2002	2002	2002
WBRC	211	2002	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 10,500	\$ 1,000			\$ 11,500	2002	2002	2002	2002	2002
WBRC	212	2002	14	THOMAS	C	72	X				D	Unknown	Standard	Unknown	\$ 9,200	\$ 1,000			\$ 10,200	2002	2002	2002	2002	2002
WBRC	214	2003	1	BLUEBIRD	C	72	X				D	Unknown	Standard	Unknown	\$ 11,500	\$ 1,000			\$ 12,500	2003	2003	2003	2003	2003
WBRC	215	2003	1	BLUEBIRD	C	72	X				D	Unknown	Standard	Unknown	\$ 11,500	\$ 1,000			\$ 12,500	2003	2003	2003	2003	2003
WBRC	216	2004	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 21,000	\$ 1,000			\$ 22,000	2004	2004	2004	2004	2004
WBRC	217	2004	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 21,000	\$ 1,000			\$ 22,000	2004	2004	2004	2004	2004
WBRC	218	2004	1	BLUEBIRD	C	72	X				D	Unknown	Standard	Unknown	\$ 15,700	\$ 1,000			\$ 16,700	2004	2004	2004	2004	2004
WBRC	219	2005	14	THOMAS	C	77	X				D	Unknown	Standard	Unknown	\$ 18,600	\$ 1,000			\$ 19,600	2005	2005	2005	2005	2005
WBRC	220	2006	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 34,700	\$ 1,500			\$ 36,200	2006	2006	2006	2006	2006
WBRC	221	2006	1	BLUEBIRD	C	77	X				D	Unknown	Standard	Unknown	\$ 23,700	\$ 1,500			\$ 25,200	2006	2006	2006	2006	2006
WBRC	222	2007	1	BLUEBIRD	C	77	X				D	Unknown	Standard	Unknown	\$ 28,600	\$ 1,500			\$ 30,100	2007	2007	2007	2007	2007
WBRC	223	2008	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 51,500	\$ 1,500			\$ 53,000	2008	2008	2008	2008	2008
WBRC	224	2008	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 51,500	\$ 1,500			\$ 53,000	2008	2008	2008	2008	2008
WBRC	225	2008	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 51,500	\$ 1,500			\$ 53,000	2008	2008	2008	2008	2008
WBRC	226	2008	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 51,500	\$ 1,500			\$ 53,000	2008	2008	2008	2008	2008
WBRC	227	2008	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 51,500	\$ 1,500			\$ 53,000	2008	2008	2008	2008	2008
WBRC	228	2012	1	BLUEBIRD	D	84	X				D	Unknown	Standard	Unknown	\$ 90,300	\$ 2,000			\$ 92,300	2012	2012	2012	2012	2012
WBRC	229	2012	1	BLUEBIRD	C	66	X	X			D	Unknown	Standard	Unknown	\$ 59,800	\$ 2,000	\$ 3,500		\$ 64,300	2012	2012	2012	2012	2012
Sub Total \$																			730,900	2006	2007	2008	2009	2011
Less: Repairs Discussed with the District																			7.03	6.66	6.75	6.81	6.41	
Count 35 Vehicles																			730,900	6	3	2	2	3

(1) Bus Pricing assumes vehicles will pass MSP inspection at time of purchase and be free of any known material defects, including any wear-and-tear after walk-through / inspection.
 (2) Payment by Vendor is made at time of transition of title. (If District elects to sell fleet)
 (3) Vehicles highlighted in YELLOW represent a PRELIMINARY replacement schedule based on standard expected life of approximately 14 years.
 (4) Fleet may be down-sized if possible.

Dean Wage and Benefits Overview

WAGES

Hourly Compensation Overview	
Driver & Attendant Seniority	District seniority (for pay and bidding) is recognized for District employees transferring to Dean by a designated date
Hourly Rate	\$12.50–\$18.50 (Based on Position & Seniority)
Guaranteed Hours	3 to 4 Hour Daily Minimum (Excluding partial absence days)

Position	Hourly Pay Rate	Employer-Paid Benefits	Other Benefits
Bus Driver	\$12.50 to \$18.50	Seniority-based: Single Health Insurance Premium Co-pays & 401(k) Match, \$10,000 Life Insurance	Personal Time; Employee Options on Group Dental, Vision, Unum, FSA
Bus Aide	\$10.00 to \$14.00	Seniority-based: Single Health Insurance Premium Co-pays & 401(k) Match, \$10,000 Life Insurance	Personal Time; Employee Options on Group Dental, Vision, Unum, FSA
Mechanic	\$16.00 to \$22.50	Seniority-based: Single Health Insurance Premium Co-pays & 401(k) Match, \$10,000 Life Insurance	Personal Time; Employee Options on Group Dental, Vision, Unum, FSA

EMPLOYEE BENEFITS

Benefit Overview	
Premium Rates	Sub Drivers receive a higher Hourly Rate & Guaranteed Hours. Overtime is calculated in excess of 40 hours worked per week.
Health Option	If Elected (After 1 Year: 45%–80% SINGLE PLAN provided by Employer, Match Amount Based on Seniority)
Training Pay	40+ Hours per Year (Paid at standard Hourly Rate)
401(k) Option	If Elected (After 1 Year: 1.0%–5.0% Employer Match, Match Amount is Based on Seniority at \$1 for every \$2)
UNUM Option	If Elected (Payable by Employee at Cafe 125 pre-tax pricing)
Dental Option	IF Elected (45%-80%, Based on Seniority and Health Election)
Optical Option	IF Elected (45%-80%, Based on Seniority and Health Election)
Personal Days	7–12 Paid Average Hour Days (Based on days worked)
Vacation Days	10–20 Non-paid Days (Based on Seniority)
Miscellaneous	Paid MDOT Physicals
Uniform	Company-provided Jackets & Security ID
Employee Assistance Program	Available to <u>ALL</u> Dean Employees and their families—free of charge. This confidential service provides grief counseling, financial services and healthy living consulting.
Continuing Education	Continuing Education Opportunities for those individuals looking to grow within Dean Transportation
Life Insurance	Employer Paid \$10,000 Life Policy
Certifications	Paid MAPT/MSBO Certification Classes
CDL Training	Paid CDL Training (\$1,500 Value)