

Matthew Metzger
School Business Official
845.486.4800 Ext. 2228
matthew.metzger@dcbores.org



May 22, 2025

MEMO

TO: Jodi Delucia, Ph.D., District Superintendent

FROM: Matt Metzger, School Business Official 

RE: **Cooperative Transportation Bid #2526-02**

Recommend accepting the bid award for **First Student, Inc. of Cincinnati, OH**, for **Cooperative Transportation Bid #2526-02**. This contract will cover student transportation services, including home-to-school runs, field trips, and sporting events, for Spackenkill UFSD and Dutchess BOCES during the 2025-2026 school year.

The bid was advertised in the Poughkeepsie Journal and on the Dutchess BOCES website. **First Student, Inc.** was the sole bidder. They have a long-standing relationship with our districts, providing transportation services since February 2016 under various names, including MAT Bus Corp. and Total Transportation. While they were unwilling to extend their previous contract due to necessary price revisions, the attached document outlines the new pricing for all services.

The contract will be from July 1, 2025 thru June 30, 2026.

MM/mfm

DUTCHESS BOCES

Jodi DeLucia, Ph.D.
District Superintendent

Michael Maher
Purchasing Agent
845.486.4800 Ext. 2262 | michael.maher@dcbooces.org

DATE: May 22, 2025
TO: Matthew Metzger, Business Official
FROM: Michael Maher, Purchasing Agent *mfm*
SUBJECT: Cooperative Transportation Bid #2526-02

Following the formal solicitation process for RFB #2526-02, First Student LLC was the sole respondent. As the incumbent vendor, First Student has provided transportation services under their current pricing model since 2019. Due to rising operational costs, the vendor indicated that it could no longer sustain services under the existing contract rates and was unable to proceed with an extension. As a result, a new Request for Bids (RFB) was issued in accordance with General Municipal Law §103, and the process was conducted in full compliance with all applicable competitive bidding requirements.

The proposal submitted by First Student reflects a 34.7% increase over the existing pricing. This increase is consistent with economic trends: the Consumer Price Index for All Urban Consumers (CPI-U) has increased by roughly 24.7% over the same period, per the U.S. Bureau of Labor Statistics. The remaining cost differential can largely be attributed to new safety requirements, including the mandatory installation of cameras on all school buses. These systems enhance student safety but introduce new hardware and data infrastructure costs.

This cost increase is calculated utilizing the routes that were current at the time of publishing the RFB, and estimates based upon this usage place the estimated cost at \$7,020,786.50 for the 25-26 SY. These calculations however do not include the monitors/aides, field trips, or other additional cost items. I have attached a worksheet showing these calculations.

Given First Student's performance history, the economic justification for the price adjustment, and the vendor's compliance with updated safety regulations, it is recommended that the contract for RFB #2526-02 be awarded to First Student LLC.

mfm

Encl.
as

Dutchess BOCES, 5 BOCES Road, Poughkeepsie, NY 12601 | 845.486.4800 | www.dcbooces.org

ESTIMATES BASED UPON KNOWN ROUTES PREDICTION BASED UPON PROPOSED PRICING				
	ROUTES	DAILY	WEEKLY	ANNUAL (182 DAYS)
65/66 Passenger Buses	2	\$1,271.10	\$6,355.50	\$231,340.20
28/35 Passenger Half Buses	4	\$2,462.20	\$12,311.00	\$448,120.40
16/22 Passenger Van	18	\$10,629.90	\$53,149.50	\$1,934,641.80
2-Wheelchair + 10 Ambulatory Student A/C Van		\$0.00	\$0.00	\$0.00
6/7 Passenger Minivans	41	\$24,212.55	\$121,062.75	\$4,406,684.10
TOTALS	65	\$38,575.75	\$192,878.75	\$7,020,786.50

ESTIMATES BASED UPON KNOWN ROUTES PREDICTION BASED UPON PREVIOUS 2021-08 PRICING				
	ROUTES	DAILY	WEEKLY	ANNUAL (182 DAYS)
65/66 Passenger Buses	2	\$812.68	\$4,063.40	\$147,907.76
28/35 Passenger Half Buses	4	\$1,625.36	\$8,126.80	\$295,815.52
16/22 Passenger Van	18	\$6,928.92	\$34,644.60	\$1,261,063.44
2-Wheelchair + 10 Ambulatory Student A/C Van		\$0.00	\$0.00	\$0.00
6/7 Passenger Minivans	41	\$15,782.54	\$78,912.70	\$2,872,422.28
TOTALS	65	\$25,149.50	\$125,747.50	\$4,577,209.00

2021-08 Pricing Total \$4,577,209.00

Proposed Pricing Total \$7,020,786.50

Percent Increase 34.80%

Averaged CPI Increase from June 20 thru May 25 24.70%

Average Annual Increase 6.96%

The primary drivers of the increase are the increase in costs. of the 34.8% increase from 2020 pricing, CPI accounts for 24.7% of it.

The secondary driver of the cost increase is the addition of the camera requirement in EVERY bus with ability for BOCES and the district(s) to be able to access the footage. This includes cloud storage, 2D compliance and all other technical requirements.

Pricing Sheet for RFB 2526-02

Dutchess BOCES

[illegible]

I hereby certify that the pricing provided above is accurate, complete, and submitted in accordance with the terms and conditions of the RFB.

Authorized Signature:

Date: 5/1/25

Name (Printed):

1) Vincenzmazzella

Title

∴ District manager

Company Name:

First Student

