

## Bus contract & terminal questions

*\*Color coding only identifies that the particular group arrived together in the same e-mail in case one question builds off of another.*

| Question # | Subject area | QUESTION   | RESPONSE   |
|------------|--------------|--|--|
| 1          | Contract     | How long is the proposed bus contract? There are advantages to a multi year contract, however projecting long term especially with this year's experience with Distance Learning.    | The proposed contract is 4 years, although it could set up differently if the vendor was agreeable. If it goes back to renegotiations it could be up to 4 years. The current 4 year contract length does lock in pricing for the 4 years. As the needs change from year to year, the contracts can change. |
| 2          | Admin        | Our Distance Learning experience should raise some interesting thoughts? Will more parents choose to home school?  | This is a subject that will be decided in the future. Transportation contracts are signed each year based on anticipated usage, and as the teaching and learning process changes and transportation needs change, contracts will be adjusted.  |
| 3          | Admin        | Should we as a district offer more choices to parents/students who wish to perpetuate some Distance Learning type of education as an alternative?                                    | This will be a subject of future discussion.   |
| 4          | Contract     | Does that have implications for shorter transportation contracts? 2 year contracts as opposed to 4yrs?   | The contracts are for buses and if there were changes to the number of buses used or the times that buses are used, the mechanisms in the contract allow for changes year over year to accommodate these types of needs.   |
| 5          | Vendor       | Our interest as a District may vary to those of a busing contractor's may diverge.<br><br>of learning experiences as opposed to brick and mortar/ traditional teaching and learning. | This is a subject that will be decided in the future. Transportation contracts are signed each year based on anticipated usage, and as the teaching and learning process changes and transportation needs change, contracts will be adjusted.  |
| 6          | Contract     | 1. If we were certain that the current terminal would be permanently available to us, would there be a clear transportation provider recommendation to the board?                    | In either option, the incumbent vendor who has provided the lowest quoted cost both in the first year and over the 4 years would be recommended.   |
| 7          | Contract     | 2. Would the bidded costs change if the site is the Stagecoach property instead of the LE terminal?  | Costs would change if the added lease costs were passed on to the vendor.  |
| 8          | Terminal     | 3. What is the cost of leasing the Stagecoach property for the 2020-21 school year?  | The owner has recently stated that the cost would be \$30,000 per month if the district signs a full year lease for the terminal. A district official is working to verify this information with the owner.  |
| 9          | Terminal     | 4. What is the cost of obtaining a 3 or 4 month option to lease the Stagecoach property for the 2020-21 school year?   | The owner has recently stated a cost of \$15,000 per month with a credit of \$10,000 per month if the district signs a one year lease for the terminal. A district official is working to verify this with the owner.  |
| 10         | Terminal     | 5. What is the availability of #3 and 4 above?   | As of April 17, both were still on the table.  |
| 11         | Real Estate  | 6. What are the certain available options other than the LE terminal and the Stagecoach property for the 2020-21 school year?  | After talking to real estate agents, there appear to be no others that would meet the needs of the District and are available for this use.  |

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| 12 | Real Estate | 7. What are the costs for the options in #6 above?  | The owner has recently stated that the cost would be \$30,000 per month if the district signs a full year lease for the terminal. A district official is working to verify this information  |
| 13 | Real Estate | 8. What are the costs for leased property beyond the 2020-21 school year?   | TBD not under discussion at this time  |
| 14 | Contract    | 9. What are the costs for early termination of the transportation contract (e.g. cancelled after the 2020-21 school year)?  | Since the contract is not signed, the options on length of contract are still available for discussion with the prospective vendor.  |
| 15 | Vendor      | Why would we not want to negotiate with the remaining three vendors as many things have changed since all RFP's were submitted? We will not know until April 21st, at the earliest, if we can use our current terminal. At this point, being able to use it at all will involve possibly over \$1million. Additionally, as Jon pointed out yesterday morning, the entire world has changed. With many people out of work, we may get better prices from all three companies-as bus drivers may be easier to find. Fuel prices are also at much lower prices than when RFP's were originally submitted. I propose we negotiate with MN Central, MTN, and Monarch to determine the best prices they can offer with both options of the district providing a bus terminal as well as the option of leasing space at the Stagecoach property. I don't see how we can move forward having negotiated with only one interested party.   | The quoting process does allow negotiations with one or many vendors, but there are downsides to following this process. First, the low vendor may not wish to participate in this process, and you could lose your lowest priced vendor before it starts. Second there is a chance that the vendors who do participate may resort to under bidding each other until the prices are under the costs of operating the service. When it comes time to do the service, this vendor will try to figure how to do it within the funds that are available and may cut corners, provide poor service, maintain busses poorly, provide a lower rate for bus drivers and not have enough to run the system. In the longer run, if the district chooses to negotiate prices in this manner, vendors will not be interested in quoting or working with the district, and with less competition, the price of transportation will increase |
| 16 | Vendor      | If the owner of Monarch is interested in buying the bus terminal as well as an additional district property as Jan's notes indicate, why would we not want to hear what can be offered no matter which group we contract with? It seems that having additional money available in our capital account can only be seen as a positive. I have never been in favor of getting into the real estate/bus business with the justification of a relatively small addition to the general fund. As I stated this morning, I believe, savings in the general fund can be obtained in a number of less painful ways. We have currently spent \$7million on this facility. Assuming no annual expenses to the property, this will take 31 years to break even if we receive \$225,000 in rent. Assuming the annual expenses, taxes, and maintenance we were given by administration leaves us an estimated annual profit of \$125,000, it will take us 56 years to break even. Not one student currently in the district will see the net benefit. The already invested \$7+ million does not include legal fees or the \$1million+ estimated to install a self-sustained septic system. I believe I heard Denise mention that the property currently has a septic system. If I am not mistaken, that was destroyed with the \$2million paving project the majority (not me) approved May 23, 2019. I believe we were told we would need to invest an additional \$1million+ to build a sustainable septic system capable of operating the new sprinkler system that was installed. Why we would want to invest more money in a bus terminal for busses we don't own is beyond my capacity to | The existence of the terminal as an asset of the District would only be available if it were available to all vendors. If one vendor owns it, it would be an impediment to the competitive environment in the School District. The District has observed first hand the difficulty of locating a terminal in the area, and if this were a vendor who would come in only for a 4 year or less contract, the risk of buying or even the significant cost of leasing an adequate property would be prohibitive of that vendor providing a competitive quote for the District contract.  |
| 17 | Terminal    | If we are considering charging \$225,000 per year to rent our brand new terminal, why are we being charged \$420,000-\$480,000 to rent the Stagecoach property? Why can't we charge rates that would allow us to at least temporarily break even or why can't we negotiate a more reasonable rate at the Stagecoach property?   | Whatever we charge to lease the property will be reflected back in the quote that the vendor would submit. In order to have an equitable quote process, an amount was specified in the RFP. By keeping it in a reasonable range, the vendor was able to keep bus pricing lower.  |

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| 18 | Admin       | Why was this process so different from all other projects involving examination of RFP's? Why did the Finance Working Group not initially receive RFP's in January prior to any negotiations being initiated? I believe this would have saved much time and confusion.  | It was discussed in January, board discussions moved in direction of one vendor. Admin would have provided if requested, as in past practice with transportation.   |
| 19 | Contract    | What is the impact of the fuel cost and all post COVID considerations?  | The fuel escalation clause specifies a range of fuel prices. If the price falls below the range, the district receives a refund of fuel costs above the range, the District reimburses the vendor for those costs. The contracts are for buses and if there were changes to the number of buses used or the times that buses are used, the mechanisms in the contract allow for changes year over year to accommodate these types of needs.   |
| 20 | Contract    | The initial direction from the FOWG was made from incorrect information. At the time we were told there was a \$600,000 spread between the lowest two bidders, a million spread after 4 years. After analyzing the lowest 2 RFP's I realized discrepancies with those numbers and that simply is not the case. I believe at this point it's too late for new RFP's, they should have been done when I initially suggested it at the beginning of Feb. I think we should continue with the negotiating process and finish with the next two responders = the lowest three. | The differential today is \$600,000 between the lowest prices and the next lowest in 4 years. Offering the other vendors back in as stated earlier invites the vendors to compete for the service, and to underbid each other until one quits. This is risky for students as these types of negotiations often result in shortcutting safety practices, in training, in bus maintenance, in bus replacements, and in staffing. In addition, it takes the integrity out of the quoting process, as it means that no quote is final and many especially national companies will not participate. As competition is lowered, the price of transportation will rise, taking more dollars out of classrooms. |
| 21 | Vendor      | Only MN Central was negotiated with thus far. The negotiated price difference/comparison would only be accurate if the others were negotiated with. I would like to continue with negotiations to have an accurate set of numbers. I would also like to make sure all comparisons presented to the board in the future are equally comparable (apples to apples).   | The school district has the right to choose which vendors to negotiate with. In this area, the low quoter is often the one that the District chooses, especially as in this case, where the incumbent vendor is also the low quoter. Keeping the same vendor is a significant safety and operational advantage over changing to a new vendor who has not provided the service. In this way, the incumbent, comes into most quoting situation with the advantage of a being a known quantity. They have provided good service, worked with the District, and know what the start of school will be like.   |
| 22 | Referendum  | 1. Is the district able to re-purpose the proceeds from a sale of the LE bus facility? If so, how?  | It would go to pay down debt service on 2015 referendum   |
| 23 | Admin       | 2. To what district accounting fund is rental income assigned?  | general fund  |
| 24 | Terminal    | 3. From what district accounting fund is bus facility maintenance assessed?   | Long Term Facility Maintenance/Capital/General Fund   |
| 25 | Terminal    | 4. Will the district be responsible for paying taxes on the bus facility?   | Any tax liability would be reimbursed by the vendor. District facilities used for educational purposes are exempt from property taxes.  |
| 26 | Real Estate | What is the appraised value. One was never done before the purchase.  | The District reviewed comparable properties, but not available for bus terminal use, the prices were in this range, and not as well setup for school buses as the present terminal  |
| 27 | Admin       | I would like to see an unbiased information set regarding the Pro's vs Con's. Why it valuable to keep and why it is valuable to sell.   | see pros and cons sheet   |

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| 28 | Terminal   | When will the district break even? Will the savings ever be realized?   | The savings come in direct payments (\$225,000 rental payments) and also in being an equalizer in the quoting process, attracting more vendor interest. As the quoting process is more competitive it will result in lower prices. If there had been no competition in the quotes received, prices would have been more in the higher quoted price range rather than the lower ones. The difference this year is about \$1,000,000 per year. If the District has to rent another terminal, there would rental payments to pay. |
| 29 | Terminal   | How much are property taxes, insurance costs (districts), repair and maintenance cost estimates? (operating expenses) What is our net from the \$225,000 rental income?   | Any tax liability would be reimbursed by the vendor. District facilities used for educational purposes are exempt from property taxes. All operating expenses will be paid by the vendor.  |
| 30 | Terminal   | 1. In my mind, Plan A is that we use the Hudson Road site and we go with MN Central, as was originally proposed by administration. What are the total costs associated with Plan A?   | Terminal expenses are enclosed with all costs to date, both startup/purchase. Vendor would pay all operational costs of the terminal except snow plowing(in previous lease)  |
| 31 | Terminal   | 2. Plan B, in my mind, is if the Hudson Road site is not available to us due to revocation of the CUP. In this case, what is the alternative site, and what are the total costs? Is this a reasonable cost compared to other sites in the area? If not, why not?  | The owner has recently stated that the cost would be \$30,000 per month if the district signs a full year lease for the terminal. A district official is working to verify this information.   |
| 32 | Vendor     | 3. What are the safety and quality measures for each of the companies who responded to the RFP? Which company is best in terms of quality, reliability and safety?  | This was not a part of requested information in the RFP. The state bus inspection data is available online and is attached.  |
| 33 | Vendor     | 4. How many route fines have been given out to each of the companies over the past 3-5 years? What other concerns exist with regard to inspections or compliance with state standards and protocols for each of these transportation companies?   | This information was not requested in the RFP and is not easily or even comparably available for each vendor. Some districts have fines for service issues others do not. Stillwater fines were reviewed. Most late charges were for route run on van as bus not available, a few for late route running. These are mostly driver shortage issues which were common among Metro School Districts. The last three months were much lower.   |
| 34 | Terminal   | 5.What are the total expected annual costs associated with owning the Hudson Road site? What are the property taxes for this site?  | Any tax liability would be reimbursed by the vendor. District facilities used for educational purposes are exempt from property taxes. All operating expenses will be paid by the vendor. Capital repairs would be paid out of Capital Outlay, LTMF or General Fund.   |
| 35 | Referendum | 6. If we were to sell the Hudson Road site, is there a process through which we could potentially use the funds to add on to Brookview, which was also in the 2015 Bond?  | It would go to pay down debt service on 2015 referendum  |
| 36 | Vendor     | 7. What is the process for negotiating with all of the respondents at this time? It seems as though things have changed so much in our economy that gas prices and worker shortages are not going to be as much of a problem for these companies going forward. Can we ask them all to rework their bids? For Minnesota Coaches, in particular, what would they be willing to offer for the contract price if they also gain ownership of the Hudson road site and the 3 acre site across from the high school? | The district could go through a process of asking each vendor for a new proposal. Vendors would submit a new proposal in the format of the district's choosing. The three acre site next to the high school will probably be taken by the state when they redo the Highway 36/Stillwater Blvd. intersection. This process would take time, which is an issue for vendors ordering new vehicles from the factory. A four month delivery on an order is unlikely to be met by bus factories.                                     |

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| 37  | Terminal    | 8. What are the pros and cons of owning our own site for busses that we do not own? If Minnesota Coaches owns the site on Hudson Road, wouldn't they be very interested in keeping us as a happy customer? If not, we would not be obligated to continue to use them in the future, after any contract would end. This just seems cleaner to me, but maybe I'm missing something. | In pros and cons document. Any vendor wants to keep a customer. Future contracts are the School Districts option.  |
| 38  | Contract    | Is it possible to sign a contract for a shorter duration than 4 years   | Yes  |
| 39  | Contract    | What is going to be the cost of oil 3 or 4 years from now?  | good question, The fuel clause in the District transportation contract provides a credit for fuel prices under a certain amount accruing to the district as well as a cost when the price exceed a certain amount.   |
| 40  | Admin       | What is going to happen to the number of students we have to transport two and three years from now?  | Demographic studies are undertaken by school districts to predict enrollment trends. The transportation contract is based on usage of buses, which can vary year after year. It will be adjusted according to the number of buses used.  |
| 41  | Admin       | Are we going to see significant changes either up or down in the number of students we need to bus?   | Answer contained in Q40.   |
| 42  | Admin       | What happens to the contract if we reopen any of the schools or change or programing?   | The contract is based on usage of buses, if they change due to realignment or opening or closing a building, the contract will change as well.   |
| 42a | Admin       | For elementary students? Oak Park? Withrow? Transitions? Spanish Immersion? Distance Learning?  | Answer contained in Q42.   |
| 44  | Contract    | Because of the uncertainty, would we be off with a 2 year contract?   | It is a possibility, but quotes were solicited on a 4 year contract, and the vendors priced accordingly. They would depreciate their up front costs over the life of the contracts. It could be negotiated but it might result in higher prices.   |
| 45  | Contract    | What are the advantages to the District of a 3 year or 4 year contract?   | Vendors have more years to depreciate their up front costs, and can therefore work with a lower per year cost if they have 4 years.  |
| 46  | Referendum  | 1) In 2015, voters approved the purchase of a bus terminal as part of the bond, what happens if we sell the terminal? I'm looking for legal requirements and timeline ramifications. (ie: what happens to the \$\$/ what are our statutory obligations)   | It was part of the Referendum ballot, so there is a commitment to build the terminal. Any proceeds from the sale would go to pay off debt service for the terminal.  |
| 47  | Real Estate | 2) Could staff/Jan verify that the bus terminal purchase is no additional cost to taxpayers, and if that's accurate, verify that it was or wasn't due to the bond dollar investing wisely, in essence, doubling the value?  | In the overall Construction Budget, the District did not overspend the construction budget revenues.   |
| 47a | Real Estate | 3) What are the long term ramifications of us selling the terminal under the two scenarios below:<br>a) if we sell it to Pat Regan or other entity that continues the use as a terminal (ie: hit to general fund, monopoly, price hike concern)   | a. If sold to a vendor, they would want to also get the contract, if they didn't I expect they would not lease to the chosen vendor unless it was part of the purchase agreement. Since it is likely that they would get the contract if the district was selling to him, then it would be an issue that no other vendor would be able to compete with the incumbent and so prices would rise. |

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| 48  | Admin    | 4) what impact will the pandemic have on all of the above? If the answer is 'it's impossible to know', does this change your recommendation?   | It is a great unknown, but the one thing that the District does control is the knowledge of the current vendor. They know the District and would be in the best position to start the school year well and with knowledgeable staff on board.                  |
| 49  | Contract | 5) In assuming that the board majority wants to sell the terminal to Pat Regan, and use Monarch, are we obligated to use Monarch? If so, what are the pros and cons if they have changed (I know that's not your recommendation) | No. Pros and Cons are elsewhere.   |
| 50  | Contract | 6) Should we be worried about legal ramifications regarding the fact that MN Central was the lowest bidder by far, with or without a terminal, and we have a great relationship with them?                                       | This would be up to the vendors to decide that.  |
| 51  | Terminal | 7) What is the benefit of a school district of our size owning a terminal of this size, in the location it sits?   | In the pros and cons.  |
| 52  | Vendor   | I would like to enter into negotiations with the bottom 3 vendors.   | This would be a survey of vendors? Or a meeting where each vendor would be asked to respond? This would require a delay in contracting which would make it harder for each vendor to get the new buses or other arrangements in place for the start of school. |
| 52a | Vendor   | -Ask each vendor what they can negotiate down to.  |  |
| 52b | Vendor   | -Do they have the ability to secure another site for this coming year?   | generally replied no   |
| 52c | Vendor   | -How much would that site cost the district to utilize?  | Good rates   |
| 52d | Vendor   | -With the above stipulations, what does a one year contract look like? What does a two year contract look like?  | we would need to ask each vendor, or our preferred vendor depending on what the board decides  |

| Activity      | Exp paid out of referendum funds | Exp paid out of Capital Outlay | Anticipated future exp |                             |
|---------------|----------------------------------|--------------------------------|------------------------|-----------------------------|
| 005-870       | 5,676,879.22                     |                                |                        |                             |
| 007-870       | 1,896,736.00                     |                                |                        |                             |
| septic system |                                  |                                | 250,000.00             |                             |
| Totals        | 7,573,615.22                     |                                | 250,000.00             | grand total<br>7,823,615.22 |

Operational expenses

Paid by vendor as part of the lease conditions

Inspection results

| Company           | year | passed | failed | temp sticker | total inspected |
|-------------------|------|--------|--------|--------------|-----------------|
| Minnesota Coaches | 2019 | 131    | 5      | 5            | 141             |
|                   | 2018 | 134    | 4      | 1            | 139             |
| Monarch           | 2019 | 161    | 26     | 29           | 216             |
|                   | 2018 | 159    | 19     | 9            | 186             |
| MTN               | 2019 | 4      | 1      |              | 5               |
|                   | 2018 | 146    | 17     | 23           | 186             |
| First Student     | 2019 | 924    | 151    | 149          | 1224            |
|                   | 2018 | 1100   | 111    | 98           | 1309            |
| MN Central        | 2019 | 92     | 61     | 39           | 192             |
|                   | 2018 | 56     | 4      | 6            | 66              |

|            |      |  |  |  |                 |
|------------|------|--|--|--|-----------------|
| MN Central | 2018 |  |  |  | 140 inspections |
|            | 2019 |  |  |  | 156 inspections |

Issues 2019

|                                |    |
|--------------------------------|----|
| Rust issues                    | 32 |
| Crossing Gate                  | 19 |
| Lights (turn signal clearance) | 26 |
| Seat Damage                    | 14 |
| School bus sign(reflection)    | 7  |
| Parking brake ftn              | 6  |
| Broom blocking emergency ex    | 11 |
| Garbage can loose              | 9  |

## Stillwater Area Public Schools Transportation Terminal – Pros and Cons

The new Transportation Terminal has been the subject of differences of opinion among various members of the Stillwater School Community. This is summary of the issues which have been discussed, divided into those which are in favor of the continuing use of the terminal as a school district asset, and those in favor of discontinuing the terminal as a district property.

### In favor.

- It provides a location for any provider contracted by the district to operate their buses serving the Stillwater School District.
- It is in relatively good condition and is a significant improvement from the last terminal. Driver training facilities are significantly better, in addition to the general conditions of the lot and buildings.
- It is located near I94 access points to the highway, and also near North/South thoroughfares, giving efficient and timely access to all parts of the District.
- It increases the opportunities for competition when the District goes out for quotes or bids. Currently in the District, there are few opportunities, if any, to build or purchase a new terminal. In addition, during the search conducted that resulted in this terminal, several communities were not receptive of the possibility of having the terminal in their midst.
- The terminal has been and will be fully paid for out of the construction account from the referendum.
- The terminal is referenced directly in the legal ballot that was passed by the voters. There is a requirement to obtain a terminal as a part of the referendum expenditures.
- If the terminal were disposed of by the District, all proceeds would have to be used to pay off the referendum bonds, not available for any other projects.
- Secure parking is available for all drivers' cars, and for all Stillwater school buses
- Buses will be easier to start if they are in a bus yard with access to plugins and mechanics.
- It is an appreciating asset over time.
- Other cities may not be willing to allow a bus terminal in their city

### Against

- The terminal has been expensive to purchase, both the original purchase, and the upgrades to put it into a working and approved terminal. The original budgeted cost estimate was low when actual market positions were encountered. There is a doubt that the terminal will be available due to the lack of a complying water/sewer service installation.
- Even though it was the obligation of the developer, it has put the use of the terminal in jeopardy. This should eventually be corrected.
- There are stated buyers who would like to purchase the terminal.
- The Developer has not been a reliable partner in this effort, especially in the area of water/sewer.
- The city may not approve terminal use in 20-21.

| Quote version                | Mn Central<br>drop type III quote | MTN           | MN COACHES    | difference<br>MN Central - MTN | difference<br>MN Central - Monarch |
|------------------------------|-----------------------------------|---------------|---------------|--------------------------------|------------------------------------|
| Total Negotiated current use |                                   |               |               |                                |                                    |
| 20-22                        | 17,310,096.46                     | 17,711,243.32 | 19,125,570.00 | (401,146.86)                   | (1,815,473.54)                     |
| 22-24                        | 18,243,069.35                     | 18,447,615.58 | 20,577,602.00 | (204,546.23)                   | (2,334,532.65)                     |
| Total Negotiated 4 years     | 35,553,165.81                     | 36,158,858.90 | 39,703,172.00 | (605,693.09)                   | (4,150,006.19)                     |

| Rate Listed                            | MN CENTRAL            | MTN                   | MN COACHES            | KRAPF                 | 1ST STUDENT           | CURRENT               | CURRENT X2 |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------|
| 20/21 Regular Ed @ 5hr                 | \$347.18              | \$354.00              | \$398.00              | \$386.81              | \$387.26              | \$317.06              |            |
| 20/21 Regular Ed 1/4 hr                | \$9.22                | \$15.00               | \$15.00               | \$10.10               | \$11.25               | \$8.42                |            |
| <b>5.5 HR ROUTE COST</b>               | <b>\$365.62</b>       | <b>\$384.00</b>       | <b>\$428.00</b>       | <b>\$407.01</b>       | <b>\$409.76</b>       | <b>\$333.90</b>       |            |
|  |                       |                       |                       |                       |                       |                       |            |
| 20/21 Special Ed @ 4hr                 | \$374.59              | \$359.00              | \$336.00              | \$393.40              | \$417.83              | \$342.09              |            |
| 20/21 Special Ed 1/4 hr                | \$9.45                | \$15.00               | \$15.00               | \$10.35               | \$11.25               | \$8.63                |            |
| <b>4.5 HR ROUTE COST</b>               | <b>\$393.49</b>       | <b>\$359.00</b>       | <b>\$366.00</b>       | <b>\$414.10</b>       | <b>\$440.33</b>       | <b>\$359.35</b>       |            |
|  |                       |                       |                       |                       |                       |                       |            |
| 20/21 Type III @ 2 hr                  | \$199.08              |                       |                       |                       |                       | \$181.81              |            |
| 20/21 Type III 1/4 hr                  | \$9.45                |                       |                       |                       |                       | \$8.63                |            |
| <b>2.5 HR ROUTE COST</b>               | <b>\$217.98</b>       | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$199.07</b>       |            |
|  |                       |                       |                       |                       |                       |                       |            |
| 20/21 Midday @ 2hr                     | \$84.71               | \$99.00               | \$96.00               | \$92.80               | \$123.78              | \$77.36               |            |
| 20/21 Midday 1/4 hr                    | \$9.45                | \$15.00               | \$15.00               | \$10.35               | \$11.25               | \$8.63                |            |
| <b>3 HR ROUTE COST</b>                 | <b>\$122.51</b>       | <b>\$159.00</b>       | <b>\$156.00</b>       | <b>\$134.20</b>       | <b>\$168.78</b>       | <b>\$111.88</b>       |            |
|  |                       |                       |                       |                       |                       |                       |            |
| <b>77 5 HOUR REG ROUTES PER DAY</b>    | <b>\$28,152.74</b>    | <b>\$29,568.00</b>    | <b>\$32,956.00</b>    | <b>\$31,339.77</b>    | <b>\$31,551.52</b>    | <b>\$25,710.30</b>    |            |
| <b>41 4 HR SPEC ROUTES PER DAY</b>     | <b>\$16,133.09</b>    | <b>\$14,719.00</b>    | <b>\$15,006.00</b>    | <b>\$16,978.10</b>    | <b>\$18,053.53</b>    | <b>\$14,733.35</b>    |            |
| <b>10 2.5 HR TYPE III PER DAY</b>      |                       | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$1,990.70</b>     |            |
| <b>21 3 HR MIDDAY ROUTES PER DAY</b>   | <b>\$2,572.71</b>     | <b>\$3,339.00</b>     | <b>\$3,276.00</b>     | <b>\$2,818.20</b>     | <b>\$3,544.38</b>     | <b>\$2,349.48</b>     |            |
|  |                       |                       |                       |                       |                       |                       |            |
| <b>20/21 Total X 172 EXPANDED RTES</b> | <b>\$8,059,668.88</b> | <b>\$8,191,672.00</b> | <b>\$8,812,936.00</b> | <b>\$8,795,404.04</b> | <b>\$9,141,701.96</b> | <b>\$7,702,818.76</b> |            |

| Rate Listed                            | MN CENTRAL             | MTN                    | MN COACHES             | KRAPF                  | 1ST STUDENT            | CURRENT  | CURRENT X2             |
|--|------------------------|------------------------|------------------------|------------------------|------------------------|----------|------------------------|
| 21/22 Regular Ed @ 5hr                 | \$356.73               | \$364.62               | \$410.00               | \$394.55               | \$396.94               |          |                        |
| 21/22 Regular Ed 1/4 hr                | \$9.47                 | \$15.00                | \$15.50                | \$10.30                | \$11.53                |          |                        |
| <b>5.5 HR ROUTE COST</b>               | <b>\$375.67</b>        | <b>\$394.62</b>        | <b>\$441.00</b>        | <b>\$415.15</b>        | <b>\$420.00</b>        |          |                        |
| 21/22 Special Ed @ 4hr                 | \$384.89               | \$369.77               | \$346.00               | \$401.27               | \$428.28               |          |                        |
| 21/22 Special Ed 1/4 hr                | \$9.71                 | \$15.00                | \$15.50                | \$10.56                | \$11.53                |          |                        |
| <b>4.5 HR ROUTE COST</b>               | <b>\$404.31</b>        | <b>\$369.77</b>        | <b>\$377.00</b>        | <b>\$422.39</b>        | <b>\$451.34</b>        |          |                        |
| 21/22 Type III @ 2 hr                  | \$204.56               |                        |                        |                        |                        |          |                        |
| 21/22 Type III 1/4 hr                  | \$9.71                 |                        |                        |                        |                        |          |                        |
| <b>2.5 HR ROUTE COST</b>               | <b>\$223.98</b>        | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$0.00</b>          |          |                        |
| 21/22 Midday @ 2hr                     | \$87.04                | \$101.97               | \$102.00               | \$94.66                | \$126.87               |          |                        |
| 21/22 Midday 1/4 hr                    | \$9.71                 | \$15.00                | \$15.50                | \$10.56                | \$11.53                |          |                        |
| <b>3 HR ROUTE COST</b>                 | <b>\$125.88</b>        | <b>\$161.97</b>        | <b>\$164.00</b>        | <b>\$136.90</b>        | <b>\$172.99</b>        |          |                        |
| <b>77 5 HOUR REG ROUTES PER DAY</b>    | <b>\$28,926.59</b>     | <b>\$30,385.74</b>     | <b>\$33,957.00</b>     | <b>\$31,966.55</b>     | <b>\$32,340.00</b>     |          |                        |
| <b>41 4 HR SPEC ROUTES PER DAY</b>     | <b>\$16,576.71</b>     | <b>\$15,160.57</b>     | <b>\$15,457.00</b>     | <b>\$17,317.99</b>     | <b>\$18,504.94</b>     |          |                        |
| <b>10 2.5 HR TYPE III PER DAY</b>      |                        | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$0.00</b>          |          |                        |
| <b>21 3 HR MIDDAY ROUTES PER DAY</b>   | <b>\$2,643.48</b>      | <b>\$3,401.37</b>      | <b>\$3,444.00</b>      | <b>\$2,874.90</b>      | <b>\$3,632.79</b>      |          |                        |
| <b>21/22 Total X 172 EXPANDED RTES</b> | <b>\$8,281,246.16</b>  | <b>\$8,419,000.96</b>  | <b>\$9,091,576.00</b>  | <b>\$8,971,423.68</b>  | <b>\$9,370,169.56</b>  |          |                        |
| <b>Total for 2 years</b>               | <b>\$17,310,096.46</b> | <b>\$17,711,243.32</b> | <b>\$19,125,570.00</b> | <b>\$18,770,369.20</b> | <b>\$20,044,640.64</b> |          | <b>\$16,396,618.73</b> |
| <b>Other Things</b>                    |                        |                        |                        |                        |                        |          |                        |
| Wheelchair Lift 20/21                  | \$23.25                | \$20.00                | \$21.00                | \$25.45                | \$25.93                | \$21.23  |                        |
| Wheelchair Lift 21/22                  | \$23.94                | \$20.00                | \$21.50                | \$25.96                | \$26.58                |          |                        |
| Bus Monitor 20/21                      | \$23.66                | \$23.00                | \$28.50                | \$99.40                | \$22.15                | \$21.61  |                        |
| Bus Monitor 21/22                      | \$24.37                | \$23.69                | \$29.50                | \$101.39               | \$22.70                |          |                        |
| Trailer - Daily Charge 20/21           | \$103.06               | \$75.00                | \$85.00                | \$94.10                | \$96.94                | \$94.12  |                        |
| Trailer - Daily Charge 21/22           | \$106.15               | \$75.00                | \$87.50                | \$95.98                | \$99.36                |          |                        |
| Overnight Charge 20/21                 | \$160.24               | \$250.00               | \$150.00               | \$146.30               | \$146.34               | \$146.34 |                        |
| Overnight Charge 21/22                 | \$165.05               | \$257.50               | \$155.00               | \$149.23               | \$154.50               |          |                        |

| Rate Listed                            | MN CENTRAL            | MTN                   | MN COACHES            | KRAPF                 | 1ST STUDENT           | CURRENT |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|---------|
| 22/23 Regular Ed @ 5hr                 | \$365.65              | \$375.56              | \$422.00              | \$404.41              | \$406.86              |         |
| 22/23 Regular Ed 1/4 hr                | \$9.71                | \$15.00               | \$16.00               | \$10.56               | \$11.82               |         |
| <b>5.5 HR ROUTE COST</b>               | <b>\$385.07</b>       | <b>\$405.56</b>       | <b>\$454.00</b>       | <b>\$425.53</b>       | <b>\$430.50</b>       |         |
|  |                       |                       |                       |                       |                       |         |
| 22/23 Special Ed @ 4hr                 | \$394.51              | \$380.86              | \$356.00              | \$411.30              | \$438.99              |         |
| 22/23 Special Ed 1/4 hr                | \$9.95                | \$15.00               | \$16.00               | \$10.82               | \$11.82               |         |
| <b>4.5 HR ROUTE COST</b>               | <b>\$414.41</b>       | <b>\$380.86</b>       | <b>\$388.00</b>       | <b>\$432.94</b>       | <b>\$462.63</b>       |         |
|  |                       |                       |                       |                       |                       |         |
| 22/23 Type III @ 2 hr                  | \$209.67              |                       |                       |                       |                       |         |
| 22/23 Type III 1/4 hr                  | \$9.95                |                       |                       |                       |                       |         |
| <b>2.5 HR ROUTE COST</b>               | <b>\$229.57</b>       | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$0.00</b>         |         |
|  |                       |                       |                       |                       |                       |         |
| 22/23 Midday @ 2hr                     | \$89.21               | \$105.02              | \$108.00              | \$97.02               | \$130.04              |         |
| 22/23 Midday 1/4 hr                    | \$9.95                | \$15.00               | \$16.00               | \$10.82               | \$11.82               |         |
| <b>3 HR ROUTE COST</b>                 | <b>\$129.01</b>       | <b>\$165.02</b>       | <b>\$172.00</b>       | <b>\$140.30</b>       | <b>\$177.32</b>       |         |
|  |                       |                       |                       |                       |                       |         |
| <b>77 5 HOUR REG ROUTES PER DAY</b>    | <b>\$29,650.39</b>    | <b>\$31,228.12</b>    | <b>\$34,958.00</b>    | <b>\$32,765.81</b>    | <b>\$33,148.50</b>    |         |
| <b>41 4 HR SPEC ROUTES PER DAY</b>     | <b>\$16,990.81</b>    | <b>\$15,615.26</b>    | <b>\$15,908.00</b>    | <b>\$17,750.54</b>    | <b>\$18,967.83</b>    |         |
| <b>10 2.5 HR TYPE III PER DAY</b>      |                       | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$0.00</b>         | <b>\$0.00</b>         |         |
| <b>21 3 HR MIDDAY ROUTES PER DAY</b>   | <b>\$2,709.21</b>     | <b>\$3,465.42</b>     | <b>\$3,612.00</b>     | <b>\$2,946.30</b>     | <b>\$3,723.72</b>     |         |
|  |                       |                       |                       |                       |                       |         |
| <b>22/23 Total X 172 EXPANDED RTES</b> | <b>\$8,488,270.52</b> | <b>\$8,653,113.60</b> | <b>\$9,370,216.00</b> | <b>\$9,195,575.80</b> | <b>\$9,604,488.60</b> |         |

| Rate Listed                            | MN CENTRAL             | MTN                    | MN COACHES             | KRAPF                  | 1ST STUDENT            | CURRENT |
|--|------------------------|------------------------|------------------------|------------------------|------------------------|---------|
| Rate Listed                            | MN CENTRAL             | MTN                    | MN COACHES             | KRAPF                  | 1ST STUDENT            | CURRENT |
| 23/24 Regular Ed @ 5hr                 | \$374.79               | \$375.56               | \$435.00               | \$416.54               | \$417.03               |         |
| 23/24 Regular Ed 1/4 hr                | \$9.95                 | \$15.00                | \$16.50                | \$10.88                | \$12.12                |         |
| <b>5.5 HR ROUTE COST</b>               | <b>\$394.69</b>        | <b>\$405.56</b>        | <b>\$468.00</b>        | <b>\$438.30</b>        | <b>\$441.27</b>        |         |
| 23/24 Special Ed @ 4hr                 | \$409.32               | \$380.86               | \$367.00               | \$423.64               | \$449.96               |         |
| 23/24 Special Ed 1/4 hr                | \$10.20                | \$15.00                | \$16.50                | \$11.15                | \$12.12                |         |
| <b>4.5 HR ROUTE COST</b>               | <b>\$429.72</b>        | <b>\$380.86</b>        | <b>\$433.00</b>        | <b>\$468.24</b>        | <b>\$498.44</b>        |         |
| 23/24 Type III @ 2 hr                  | \$214.91               |                        |                        |                        |                        |         |
| 23/24 Type III 1/4 hr                  | \$10.20                |                        |                        |                        |                        |         |
| <b>2.5 HR ROUTE COST</b>               | <b>\$235.31</b>        | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$0.00</b>          |         |
| 23/24 Midday @ 2hr                     | \$91.45                | \$105.02               | \$114.00               | \$99.93                | \$133.29               |         |
| 23/24 Midday 1/4 hr                    | \$10.20                | \$15.00                | \$16.50                | \$11.15                | \$12.12                |         |
| <b>3 HR ROUTE COST</b>                 | <b>\$132.25</b>        | <b>\$165.02</b>        | <b>\$180.00</b>        | <b>\$144.53</b>        | <b>\$181.77</b>        |         |
| <b>77 5 HOUR REG ROUTES PER DAY</b>    | <b>\$30,391.13</b>     | <b>\$31,228.12</b>     | <b>\$36,036.00</b>     | <b>\$33,749.10</b>     | <b>\$33,977.79</b>     |         |
| <b>41 4 HR SPEC ROUTES PER DAY</b>     | <b>\$17,618.52</b>     | <b>\$15,615.26</b>     | <b>\$17,753.00</b>     | <b>\$19,197.84</b>     | <b>\$20,436.04</b>     |         |
| <b>10 2.5 HR TYPE III PER DAY</b>      |                        | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$0.00</b>          | <b>\$0.00</b>          |         |
| <b>21 3 HR MIDDAY ROUTES PER DAY</b>   | <b>\$2,777.25</b>      | <b>\$3,465.42</b>      | <b>\$3,780.00</b>      | <b>\$3,035.13</b>      | <b>\$3,817.17</b>      |         |
| <b>23/24 Total X 172 EXPANDED RTES</b> | <b>\$8,735,346.80</b>  | <b>\$8,653,113.60</b>  | <b>\$9,901,868.00</b>  | <b>\$9,628,916.04</b>  | <b>\$10,015,732.00</b> |         |
| <b>Total for 2 years</b>               | <b>\$18,243,069.35</b> | <b>\$18,447,615.58</b> | <b>\$20,577,602.00</b> | <b>\$19,878,852.88</b> | <b>\$21,237,395.38</b> |         |
| Other Things                           |                        |                        |                        |                        |                        |         |
| Wheelchair Lift 22/23                  | \$24.66                | \$20.00                | \$22.00                | \$26.61                | \$27.24                |         |
| Wheelchair Lift 23/24                  | \$25.40                | \$20.00                | \$22.50                | \$27.41                | \$27.92                |         |
| Bus Monitor 22/23                      | \$25.10                | \$24.41                | \$30.50                | \$103.92               | \$23.27                |         |
| Bus Monitor 23/24                      | \$25.86                | \$24.41                | \$31.50                | \$107.04               | \$23.85                |         |
| Trailer - Daily Charge 22/23           | \$109.34               | \$75.00                | \$90.00                | \$98.38                | \$101.84               |         |
| Trailer - Daily Charge 23/24           | \$112.62               | \$75.00                | \$92.50                | \$101.33               | \$104.39               |         |
| Overnight Charge 22/23                 | \$170.00               | \$265.23               | \$160.00               | \$152.96               | \$158.36               |         |
| Overnight Charge 23/24                 | \$175.10               | \$265.23               | \$165.00               | \$157.55               | \$162.32               |         |