SAU 41 GOVERNING BOARD AGENDA Wednesday, May 29, 2019 6:00PM

Hollis Brookline Middle School

Times are estimates only and subject to change without notice

6:00	Call to Order
6:05	Appointment of Process Observer Agenda Adjustments
5:10	Discussion – Transportation Update – Superintendent Corey

- 6:30 Deliberations
 - > To see what action the Board will take regarding the Administration recommendation with regards to student transportation
- 7:20 Non-public
- 7:30 Motion to Adjourn
 - Note the Cooperative School Board has posted a meeting to begin at the conclusion of the SAU Governing Board meeting with the sole topic being a discussion and recommendation/vote regarding the Athletic Field at Hollis Brookline High School

To: SAU Governing Board

From: Andy Corey, Superintendent

Re: Transportation

On the morning of May 8 I received a text from Doug Ord, Hollis Transportation asking me if I had 15 minutes to meet. I expected that we would be discussing our recent bus problems.

Doug and I met at 9:30 and he informed me that Hollis Transportation was considering an offer from Student Transportation of America (STA). I contacted the SAU Chair who met with me at 10:00 and then provided the SAU Board with an update via email later that day.

At our Governing Board meeting on May 9, 2019 the Board selected representatives to meet with Hollis Transportation (HT) and Student Transportation of America (STA). Robert Mann, Chair of the Hollis Board, Alison Marsano, representing the Brookline Board, Cindy VanCoughnett, Vice Chair of the SAU Board and Coop Board Member, Tammy Fareed, SAU Treasurer and member of the Hollis Board, Andy Corey, Superintendent and Gina Bergskaug, Assistant Superintendent met with Doug Ord, Vice President HT, Richard Jacobs, Senior Advisor/Business Development STA, and Gregg Stinson, Vice President of Operations for New England for STA.

The purchase of Hollis Transportation would entail STA leasing the bus barn from Doug Ord. STA is requiring that the bus barn have upgrades to the driver's area and bathroom facilities be installed. Both these upgrades have been agreed to by Doug Ord. The intent is that the lease and the contract would be renewed should the Board continue to contract with STA. STA would honor the recently approved/signed contract for the three years with the potential for two optional years. Hollis Transportation would continue to oversee the daily operations of the bus company. Both the mechanic and the dispatcher would remain and Doug would work with STA during the transition. Greg Stinson and regionals represents would work with the SAU administration should any issues be encountered.

I spoke to Attorney O'Shaughnessy and explained what had transpired with the bus company. He believes that if STA is willing to absorb Hollis Transportation and our signed contract that we should give it strong consideration. The size of Student Transportation of America will address some of the issues that Attorney O'Shaughnessy has represented to Al and Nancy Ord during his meetings with them. Attorney O'Shaughnessy is also familiar with STA and has not heard anything negative from the school districts his firm represents.

I reached out to the Superintendent in Goffstown and the Business Manager in Londonderry who are pleased with the service they receive from STA. Londonderry just signed a ten year agreement with STA based on the positive experience they have had.

The following questions/ answers have been provided by STA and Hollis Transportation.

The Bus Fleet?

Student Transportation of America has confirmed that all buses will be upgraded to 2016 buses or newer. All buses will be equipped with cameras and meet all requirements of the recently signed contract. With regards to specialty transportation items (ex. wheelchair vans) based on the size and scope of Student Transportation of America they would be able to furnish any unexpected transportation requirements needed to meet the needs of our students.

Policies and Procedures?

Student Transportation of America would follow the policies and procedures that have been authorized by the School Boards. An example would be returning students to their building when a parent or guardian was not able to meet the student at their designated stop. Student Transportation of America through the dispatcher would continue their strong relationships with our building principals.

Bus Drivers?

Student Transportation of America intends to offer current Hollis Transportation Drivers the opportunity to continue with Student Transportation of America. Their goal is to retain as many of the current drivers as possible. Student Transportation of America has recruitment specialist dedicated to continually attracting drivers for open positions (attached to the agenda is their recruitment plan). As Superintendent I retain the right, per our contract, to have any driver removed from transporting our students.

Routes?

Student Transportation of America will work with the SAU and the Hollis Dispatcher to review all routes and patterns to ensure efficient pick-up and delivery of our students. Student Transportation of America utilizes some of the most modern software packages for this purpose and has met the expectations of both the Londonderry and Goffstown Districts with regards to route planning.

Cross rostering?

Student Transportation of America will utilize the resources of the various bus barns across the State to ensure that service disruption is kept to a minimum. Student Transportation of America has local bus barns in Merrimack, Londonderry and Goffstown. A complete list of their NH districts is provided with the Board agenda. Student Transportation of America has agreed to work with the Superintendent to expedite the cross rostering process which will assist both our daily bus runs as well as our athletic/extracurricular transportation needs. Student Transportation of America in fact has already assisted us via their Londonderry Terminal with athletic transportation this spring.

Assurances Bond?

Hollis Transportation currently has an assurances bond in place that would expire with the current contract. I was granted permission by Hollis Transportation to contact the Rowley Agency who currently holds the Assurances bond for Hollis Transportation. Ryan Stevens, CPCU, AFSB, who handles the Hollis

Transportation account, stated Rowley Agency has a good relationship with Hollis Transportation and is prepared to issue a new bond when our current bond expires 6/30/19 if the sale falls through. During our meeting Student Transportation of America informed us they will be purchasing a bond to comply with the contract and will have that in place when the sale is complete.

Communication?

Student Transportation of America will work with Hollis Transportation to increase communication to all stakeholders. Student Transportation of America has access to both GPS and apps which would enhance our communication with families. These upgrades are not included in the current contract but would be available at a future date for a fee.

Training of Drivers?

Student Transportation of America employs full time trainers across their bus barns to expedite the required process for a driver to secure a license. Drivers in training are paid and the company provides roster bonuses for sign on and securing of the license. Drivers who refer candidates are also eligible for a bonus. Student Transportation of America will also provide the required training for cross rostering of bus drivers.

Hollis Transportation In.

2 Muzzey Rd.

Hollis N.H. 03049

603,465,7805

May 13, 2019

SAU #41 (Hollis School District, Brookline School District, Hollis Brookline Cooperative School District)

Attention: Andrew F. Corey, Superintendent SAU41

Dear Superintendent Corey and School Board Members,

As you may be aware, Hollis Transportation recently entered into a letter of intent and will soon be signing a definitive agreement with Student Transportation of America Inc., (the "Purchaser"), whereby the Purchaser will acquire control of Hollis Transportation. We are excited to have reached a deal to partner with them and are pleased to let you know about it. We believe that this transaction will be beneficial to SAU 41 and the students, parents and communities of Hollis and Brookline.

We are requesting your consent to the transaction as the closing of the deal could require consent under the wording of our contract with you. Upon the closing of the transaction, the terms of our contract with you, and your business relationship with our local management, will remain unchanged.

Kindly confirm your consent to the above transaction (contingent on the closing occurring) by signing where indicated below and return a faxed or scanned to me as soon as possible, and in any event before June 15,2019.

The closing of the Arrangement is expected to occur in the next 45 days, at which time your consent would become operative. In the meantime, should you have any questions, please do not hesitate to contact me.

Sincerely,

Doug Orde, Vice-President

Hollis Transportation, Inc.

The undersigned consents to the transaction above:

SAU #41 (Hollis School District, Brookli	ne School District, Hollis	Brookline Cooperative School District
Ву:	(Signature)	Date:
Title:		

May 13, 2019

School Administrative Unit #41
Office of Superintendent of Schools
4 Lund Lane
Hollis, New Hampshire 03049

Re:

Hollis Transportation, Inc.

P.O BOX 317 Hollis, NH 03049

To whom it may concern:

This letter confirms that Hollis Transportation, Inc. is client of the Allegheny Casualty Company

Hollis Transportation, Inc has developed a long and successful track record of completing contracts on time and within the available budget. As respects bonding capacity, we anticipate that individual projects in the range of \$1,200,000.

The current bond expires as of 6-30-19, which can be renewed at that point. Naturally, as is customary within the Surety industry, the issuance of any bid or final bonds will be contingent upon a favorable underwriting review, to include, but not limited to a satisfactory review of contract documents, confirmation of acceptable financing, change in ownership and payment provisions.

We assume no liability to third parties or to you by the issuance of this letter.

Please feel free to contact me if you have any questions.

Sincerely,

THE ROWLEY AGENCY, INC.

Bv:

Ryan Stevens, CPCU, AFSB

Account Executive.

BY THE NUMBERS

*shaded areas represent STI core bus operations





15,000+ Employees



13,500+ Buses



170+ Locations



Serving 23 U.S. States and 2 Canadian Provinces



300+ School Districts Served



OPERATIONS

COMMUNITY INVOLVEMENT AND VOLUNTEERING



STUDENT TRANSPORTATION INC.

FOUNDATION

STI believes there is more to being a first class transportation provider, than just promising safe, quality service. Our employees not only transport, but also support our local operating communities. With more than 14,000 members of the STI family, drivers, dispatchers, safety personnel and others play a unique and positive role in the lives of the students we transport across North America.

Every year, our employees volunteer and donate to help worthy causes in their respective communities. Meanwhile, our company's non-profit organization, the STI Cares Foundation, promotes community outreach and support, and provides assistance with educational needs and opportunities. The Foundation also supports STI's employees by contributing to numerous charities, and local organizations that members of the STI family are passionate about. We

are committed improving the quality of life in the communities we serve, and believe passionately that what we do makes a difference for children and their communities.

STI donates services and countless hours each year towards local community events and assistance. Whether it's a clothing drive, food drive, "Stuff the Bus" campaign or a scholarship fundraiser, we pride ourselves on the charitable efforts of our employees. We like to say we are more than just partners with the communities we serve. We are part of them.





OPERATIONS

INDUSTRY EXPERIENCE

Founded in 1997, Student Transportation of America (STA) is an industry leader in student transportation, safety and fleet services throughout North America. On April 27, 2018, the Company moved from being public to a private company led by our same senior management team and our largest and longest-tenured shareholder of 16 years. CDPQ is a long-term institutional investor with net assets of approximately \$300 billion. This partnership gives the Company access to greater resources to allow senior management and staff members to spend more time with our employees, customers, and improve upon the safe operations we already have as well as in creating new technologies that will improve operations and provide more efficient services for our customers. STA will continue its longstanding culture of compassion and caring, its commitment to safety, service and innovation. The safety of our passengers, employees and the community remains our first and most important priority.

STA currently partners with more than 300 school districts, and our 14,000+ employees operate more than 13,500 vehicles providing safe, on-time transportation to our customers while ensuring the workplace satisfaction and happiness of our team members.

STA aims to change the culture of school transportation by creating an atmosphere that focuses on caring for school children who depend on the safety of our buses every day. Student Transportation prides on outstanding customer service and we view our school buses as extensions of the classroom. Furthermore, we believe that a student's first and last class of the day is their ride on a school bus. We always seek to utilize our extensive industry experience in order to offer our customers the best service possible, while also providing costsaving opportunities and maintaining our concentrated focus on individual needs. By doing this, we allow you to spend your time and money there it matters most - the wellbeing of your community's school children.





OPERATIONS

OUR VISION

Compassion is key, and STI is built upon a longstanding culture of compassion, caring, and customer service. From the hood of our vehicles, to who is sits behind the wheel— everything about Student Transportation starts with our commitment to you, and your school children. Above all else, Student Transportation is dedicated

to developing a nurturing and unique company culture that focuses on three groups of critical stakeholders—our employees, customers, and communities.

OUR COMMITMENT

Our commitment to our employees, is to be there for them. To know about them, and to help them in times of personal challenges. We aim to foster a culture of helping each other. By doing so, we create a sense of family, pride and empowerment with employees that are happy to come to work each day and get children to school safely.

student transportation. We work for our partners to find a customized transportation solution that is right for the school district, and that treats them as valued members of our family. Our success in meeting expectations and being responsive to their needs, is best demonstrated through our proven track record of retaining and renewing contracts.



I love working at STI because it gives me the opportunity to be part of a community.

The satisfaction I receive every day seeing my kids standing at their bus stops is overwhelming, knowing their day starts and ends with me!

Estela Sanders School Bus Driver Williamsville, NY

Our commitment to our customers is to provide a safe, reliable, and cost effective

Our commitment to our communities is two-fold. First, our management team values the tradition of service established by its family of local companies. While larger competitors concentrate on maximizing their strength in numbers, STI has grown by understanding that local transportation is a "local business." Second, our family of companies strives to others. We are also committed to cutting-edge, environmentally conscious programs across North America, reducing emissions and promoting better health for our passengers and communities.





State of New Hampshire References/Customer Listing

Londonderry School District

16 years

40 – 77 passenger buses

Mr. Peter J. Curro, Business Administrator 668 Mammoth Road Londonderry, NH 03053 (603) 432-6920 x115

Hooksett School District

15 years

14 - 83 passenger buses

Ms. Karen F. Lessard, Business Administrator 90 Farmer Road Hooksett, NH 03106 (603) 622-3731

Auburn School District

15years

8 – 83 passenger buses

Ms. Karen F. Lessard, Business Administrator 90 Farmer Road Hooksett, NH 03106 (603) 622-3731

Candia School District

15 years

5 – 83 passenger buses

Ms. Karen F. Lessard, Business Administrator 90 Farmer Road Hooksett, NH 03106 (603) 622-3731

Contoocook Valley School District

12 years

33 - 77 passenger buses 6 - 83 passenger buses

Ms. Kimberly Rizzo Saunders, Superintendent 106 Hancock Road Peterborough, NH 03458 (603) 924-3336

New Boston School District

15 years

10 – 71 passenger buses 2 – special needs vans

Mr. Brian Balke, Superintendent of Schools 11 School Street Goffstown, NH 03045 (603) 497-4818



State of New Hampshire References/Customer Listing

Goffstown S	School	District
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Mr. Brian Balke, Superintendent of Schools 11 School Street Goffstown, NH 03045 (603) 497-4818

38 years

24 – 71 passenger buses 9 – special needs vans

Dunbarton School District

Mr. Duane Ford 55 Falcon Way Bow, NH (603) 224-4728

25 years

6-71 passenger buses

1 - special needs vans

Weare School District

Kathleen Sargent Business Administrator 1 Western Avenue Henniker, NH 03242 (603) 428-3269

15 years

15 - 71 passenger buses

7 – special needs vans

Henniker School District

Kathleen Sargent, Business Administrator 1 Western Avenue Henniker, NH 03242 (603) 428-3269

15 years

5 - 77 passenger buses 2 - special needs vans

Kearsarge School District

Mr. Larry LeBoeuf, Business Manager 114 Cougar Court New London, NH 03257 (603) 526-2051

9 years

30 – 71 passenger buses 11 – special needs vans



State of New Hampshire References/Customer Listing

Rochester School District

11 Years

19-77 passenger buses

Mr. Kyle Repucci, Superintendent 150 Wakefield Street Suite 8 Rochester, NH 03867

Portsmouth School District

6 Years

11-71 passenger buses

Mr. Steve Bartlett , Business Administrator I Junkins Ave,
Portsmouth, NH 03801 (603) 431-5080

Windham School District

2012

18-71 passenger buses

Mr. Bill Hickey – Business Administrator 19 Haverill Road Windham, NH 03087 (603) 425-1976

Pelham School District

2012

15 - 71 passenger buses

Ms. Deborah Mahoney – Business Administrator 19 Haverill Road Windham, NH 03087 (603) 425-1976

Merrimack School District

2012

36 - 77 passenger buses

Mr. Matt Shevennell , Business Administrator 36 McElwain Merrimack, NH 03054 (603) 424-6100



Recruiting Action Plan New England

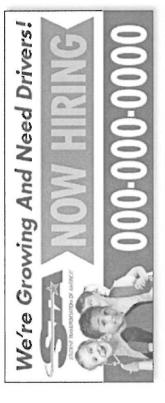
Spring 2019

Recruiting Methods

- Monster / Indeed / Career Builder, etc.
- Pay per Applicant Sites (Appcast)
- Craigslist
- Banners & Yard Signs
- Facebook
- Flyers / Handouts
- Driver Referral & Sign-On Bonus
- Open House @ Terminal
- Newspaper Ads
- Kiosks Mall / Baseball Stadium / Public Events
- Recruiting & Referral Bonus
- **Direct Mail Post Cards**
- Church Bulletins
- Job Fairs
- Community Events
- Chamber of Commerce / Career Center
- Radio Ads







Banners & Yard Signs

- School Yards
- High Profile locations
- Little League Ball Parks
- Community Events



School Bus Drivers Wanted

Join our Professional Team @ Bedford School District

- BE A PART OF YOUR COMMUNITY Work with Kids DRIVE A SCHOOL BUS
 - COMPANY TRAINING WE PAY WHILE YOU TRAIN
 - COMPETITIVE WAGES AND INCENTIVES
- PART-TIME HOURS --- Minimum 20 hours per week w/ AM & PM Routes
- EXTRA INCOME FOR: Retirees, Stay at home Parents, Self-Employed ENJOY SUMMERS AND ALL MAJOR HOLIDAYS OFF
- \$1500 Sign on bonus available for qualified candidates

Please contact Brian Bedard to request an application (a) (603) 668-6651 Or email bbedard@rideSTA.com



Or Drop by in Person (a)

Student Transportation of America Bedford, NH 03110 5 White Ave.

Recruiting Flyer

Tear-Away Flyer

574 Mammoth Road Bldg. G, Suite 14 Londonderry, NH 03053

(603) 668-2878



Your Trusted, Local Partner in Transportation

Providing Service To:

Londonderry Schools Field Trips Church Groups Sports Teams Wedding Shuttles ...and more!

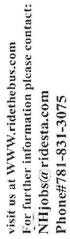


DRIVERS WANTED!

This is a great job for stay at home parents, retirees and anybody looking for extra income! We will also provide paid training for safe drivers without school bus experience. Please ask about our sign on and referral bonuses!

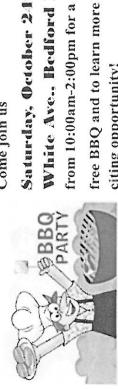
Student Transportation of America (603) 668-2878







Jpen House



Come join us

White Ave., Bedford NII 03110 Saturday, October 24th at 5

free BBQ and to learn more about this exciting opportunity!

- BE A PART OF YOUR COMMUNITY DRIVE A SCHOOL BUS...
- COMPANY TRAINING WITH OUR CERTIFIED INSTRUCTORS
- GREAT PAY RATE!! WE PAY WHILE YOU TRAIN
- SIGN ON/REFERRAL BONUS AVAILABLE TO QUALIFIED CDL LICENSED APPLICANTS
- PART'-TIME HOURS
- SAME VACATIONS DAYS OFF AS SCHOOL
- FRIENDLY AND FUN ATMOSPHERE







4:00 p.m. - 7:00 p.m. April 18, 2017

Gurneys

\$3 General Admission Free Admission for Chambers & Employees with Admission Ticket

17 Live Enterta

S MM

To register your business, visit NewportChamber.con

Job Fairs

Minor League Baseball **Recruiting Events**



Air Shows



May 20 & 21 2017







Driver Referral & Sign-On BONUS

\$1,500.00

Step 1 – Refer a candidate Step 2 – Get PAID!! Step 3 – Repeat Steps 1 & 2

If STA hires your referral, you will receive the \$1,500.00 per the following schedule:

30 days after becoming fully licensed (\$500) 90 days after becoming fully licensed (\$500) September Start-Up (\$500)

(Total of \$1,500)

The newly hired driver will receive \$1,500 per the following schedule:

30 days after becoming fully licensed (\$500) 90 days after becoming fully licensed (\$500) September Start-Up (\$500)

(Total of \$1,500)

"Newly hired Driver must be an active employee for the entire pay-out period.

Driver Referral Cards

NOW HIRING SCHOOL BUS DRIVERS - JOIN THE STA FAMILY -

The second

(844) STA-JOBS DRIVE4STA.COM

THE STA DIFFERENCE

Flexible, part-time schedule

 No experience necessary Competitive wages

- Attendance and safety bonuses
 - Hiring and referral bonuses Life insurance and 401(k)

Experience pay
 Paid CDL training program

CONTACT US TODAY! (844) STA-JOBS

areynolds@ridesta.com DRIVE4STA.com



JOIN THE BEST!

Please print your hame, phone and email below and a representative from our organization will be in touch with you regarding available positions.

Phone | Name

Ernail

STA New Hampshire Facebook Page



STA New Hampshire Home



Click share on your Terminals' job posts

STA New Hampshire

Come join the STA team! We have School Bus Driver positions open at

hat's okay! We will train you and pay for it! our Bradford, New Hampshire Terthinal No experi drivers that har retrees of More INF

some extra income! Experienced bus and 5 endorsements are preferred, but ing for drivers without school bus we will also provide

Look for your Terminal Location 7

Share! 2

ROWING AGAIN!

Careers



; \$2

SHARE SHARE SHARE!!!

Bumper Stickers

I love being a

SCHOOL BUS DRIVER.

Ask me how we can both make \$1,500!

DRIVE4STA.COM 844-STA-JOBS

I love being a

SCHOOL BUS DRIVER.

Ask me how we can both make \$1,500!

DRIVE4STA.COM 844-STA-JOBS LEDGEMERE

I love being a

SCHOOL BUS DRIVER.

Ask me how we can both make \$1,500!

DRIVEASTA.COM 844-STA-JOBS

Direct Mail Postcards



NOW HIRING

NOW HIRING SCHOOL BUS D

APPLY TODAY! 844-5TA-JOBS (844-782-5627) - Drive45TA.com



Aus lable aperings non eitr 51,500 sign-on banus! Сотраточа счен

Plexible FT schedules 20-20 Husfork

Paid training to receive school bus Idense

In or school holiday, and summar mention













Newspaper Ads



NOW HIRING SCHOOL BUS DRIVERS

- » Available openings now with \$1,500 sign-on bonus!
 - Competitive wages
- › Flexible PT schedules 20-30 hrs/wk
- » Paid training to receive school bus license
- » Enjoy school holidays and summer vacations

Great job for stay-at-home parents and retirees

APPLY TODAY! 844-STA-JOBS

(844-782-5627)



Craigslist Ads

MAINE AREA !! WHO DO YOU KNOW !! (STUDENT TRANSPORTATION OF AMERICA, INC.) hide this LOOKING FOR SCHOOL BUS DRIVERS IN THE

posting

compensation: LOCATION VARIES employment type: part-time

STA is Growing Again.....

may also be available. Typical runs are morning and afternoon and average 20-30 hours per established routes. Additional extracurricular runs (sports and field trips) and charter work We are seeking school bus drivers to transport children to and from school each day on week. Competitive hourly wages. We provide paid training! This is a great job for stay at home parents, retirees and anybody looking for extra income! Experienced bus drivers that have a CDL with P and S endorsements are preferred. We will also provide free training for good drivers without school bus experience. Please ask about our sign on and referral bonuses!

Responsibilites:

- Conduct Pre-Trip vehicle inspections to ensure safe Operation
- Drive a school bus route picking up and dropping off student passengers at established
- conduct post-trip vehicle inspections
- Attend and participate in safety meetings
- Clean bus as necessary to maintain professional appearance and positive company image
 As requested or desired take field Trip, activity and charter Runs to transport Student and
 - Other Passengers to and From their destinations

Qualifications:

Essential Job Requirements:

- State-Required Commercial Drivers License with Passenger and School Bus Endorsements
- Current report of Driver Physical Examination Demonstrated proficiency in the operation of assigned vehicles. May include extra equipment such as wheelchair lifts, and air brakes under all road and weather conditions.

Preferred Employment Standards:

- Certificate of training in first aid and CPR if required by contract.

NOW HIRING SCHOOL BUS DRIVERS

- NO EXPERIENCE NECESSARY
 HIRING & REFERRAL BONUSES
- PAID CDL TRAINING PROGRAM
 PLEXIBLE, PART-TIME SCHEDULE

CONTACT US TODAY!!

Ashley Reynolds 844-782-5627 arreynolds@ridesta.com

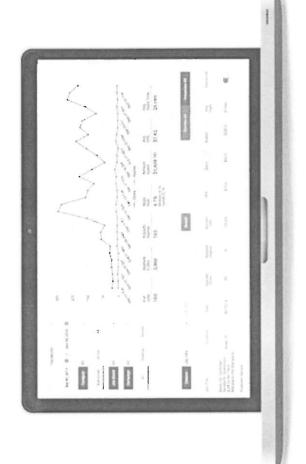
Kelly Dobe 603-736-9682 Indobe@riskesta.com Menu / Church Bulletin Advertisements



Recruiting T-Shirts

'Pay-Per-Applicant' Job Ads

- Only sponsor jobs that need applicants
- Pay-per-applicant, not per click or posting
- 60M+ job seekers from 6,000+ sites
- Proven candidate quality
- Active & passive candidates
- No fees or long-term contracts



Appcast has integration partnerships with the major recruitment management platforms









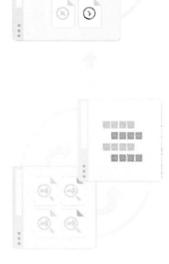






How Appeast Works

Our technology promotes your jobs where the best quality candidates live, work, and play on the web



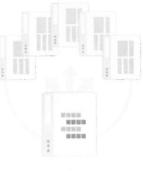
We import jobs from your Career Site



You tell us what jobs need applicants



You set the price to pay for an applicant



Appeast promotes your jobs across 6,000+ sites



You only pay when a candidate applies

Appeast makes this possible while remaining invisible to jobs seekers and recruiters alike

Mall Kiosk



Fisher Cats Minor League Baseball Games

