



## Highline Public Schools Board Action Report

DATE: 05/29/2024

FROM: Dr. Ivan Duran, Superintendent

LEAD STAFF: Scott Logan, Chief Operations Officer; Devin Denney Director of Transportation

For Introduction: June 5, 2024

For Action: June 17, 2024

**I. TITLE** Motion to Approve Purchase Order Increases for McKinney Vento Qualified Student Transportation for the 2023-24 School Year

Select one: ☒ New Item ☐ Renewed Item ☐ Annual Item ☐ Revised Item

### II. WHY BOARD ACTION IS NECESSARY

Policy 6225, Approval of Contracts, states "All contracts for more than \$250,000 initial value, excluding sales tax and contingencies, and changes or amendments of more than \$250,000, excluding sales tax and contingencies, must be approved by the School Board."

### III. BACKGROUND INFORMATION

On August 30, 2023, the School Board approved two McKinney Vento Qualified Student Transportation contracts, for Everdriven, LLC and HopSkipDrive, for a total of \$3,000,000.00 for the 2023-24 school year. Due to increased service costs, and cancellation charges throughout the school year, the Transportation Department requests an increase to both contracts to close out their purchase orders.

On average, HopSkipDrive and Everdriven, LLC have collectively invoiced the district at a cost that is four times higher than last year. The attachments include a comparison of the March 2024 and March 2023 invoices for HopSkipDrive showing a ~300% increase in costs in the last year. Similarly, a comparison of the total March 2024 and March 2023 invoices for Everdriven, LLC shows a ~130% cost increase in the previous year.

The main contributing factor to these increases is the absorption of the Puget Sound Dispatch (Yellow-Cab) service area by these vendors, as the district no longer contracts with Puget Sound Dispatch as of Fall 2023. Puget Sound Dispatch's service and cancellation rates were much lower for our ridership than either HopSkipDrive or Everdriven, LLC. However, Puget Sound Dispatch no longer met the district requirements for insurance, which posed a liability and safety risk for our student families and the district, which could not be mitigated.

Another cause of increased costs is the expenses incurred by untimely cancellations from our ridership. HopSkipDrive and Everdriven, LLC charge fees when riders cancel within the specified time frame, or no show for their scheduled service. When these untimely cancellations occur, the service providers and the Transportation Department remind students and families of the policy. Further, both service providers offer a user-friendly app that sends riders notifications regarding their scheduled service by 5 PM the evening prior. Within the app, riders may cancel the scheduled service easily, and timely with the integrated notifications. Although all the district's McKinney Vento qualified students and families have access to the app, untimely cancellations are still high.

The Transportation Department has worked to resolve the high rates of cancellations and is continuing to develop more effective communication plans and app support for riders. A success of these efforts has been negotiating the cancellation policy from 8 hours before to 2 hours before a scheduled ride, which both HopSkipDrive and

Everdriven, LLC have agreed to. This will continue to reduce the level of fees incurred, in addition to providing better service to our McKinney Vento qualified students and families.

To close out the 2023-24 school year, the Transportation Department requests a purchase order increase of 1,000,000.00 for HopSkipDrive, with a total revised contract of \$2,700,000.00 and a \$500,000.00 purchase order increase for Everdriven, LLC, with a total revised contract for \$1,800,000.00.

#### **IV. RECOMMENDED MOTION**

I recommend that the Highline School Board approve the purchase order increases for HopSkipDrive for \$1,000,000.00 and Everdriven, LLC for \$500,000.00, totaling a \$1,500,000.00 increase for McKinney Vento qualified student transportation services for the 2023-24 school year.

#### **V. FISCAL IMPACT/REVENUE SOURCE**

The fiscal impact of this action will be \$1,500,000.00 from budget code 990B.

The revenue source for this motion is the Transportation General Fund.

Expenditure: ☒ One-time ☐ Annual

#### **VI. APPLICABLE POLICY(S)**

This action is in compliance with the following:  
6225

#### **VII. ALTERNATIVES**

The alternative to this action would be to deny the motion, which would hinder the district from supporting unhoused and foster student transportation needs for the remainder of the school year, which is federally required by the McKinney Vento Act of 1974. Further, the Transportation Department cannot support this need within their operations, alone, and would need to contract with alternative service providers if available to meet the current ridership.

#### **VIII. COMMUNITY ENGAGEMENT**

Community Engagement Required: ☐ Yes ☒ No

#### **IX. ATTACHMENTS**

1. HopSkipDrive Amended Contract for 2023-24 SY
2. Everdriven, LLC Amended Contract for 2023-24 SY
3. March 2024 and 2023 Invoices for HopSkipDrive
4. March 2024 and 2023 Invoices for Everdriven, LLC

## AMENDMENT

THIS AMENDMENT TO THE CONTRACT FOR TRANSPORTATION SERVICES (this “*Amendment*”) is entered into May 28, 2024 (the “*Effective Date*”) by and between HOPSKIPDRIVE, INC., a Delaware corporation (the “*Contractor*”), and HIGHLINE PUBLIC SCHOOLS (“*Organization*”) (each a “*Party*” and collectively the “*Parties*”).

WHEREAS, the Contractor and Organization are parties to that certain Contract for Transportation Services dated August 3, 2023, pursuant to Purchase Order #P240830 and budget number 990B5282, as amended from time to time (the “*Agreement*”); and

WHEREAS, the Contractor and Organization desire to amend the Agreement pursuant to this Amendment.

NOW, THEREFORE, for good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, Contractor and Organization hereby amend the Agreement as follows:

1. Section 2 (a) is amended to change the not-to-exceed amount to two million seven hundred thousand dollars and NO/100 (\$2,700,000.00) based on ridership coverage and cancellation fees.

2. **No Further Amendment.** This Amendment constitutes the entire amendment to the Agreement agreed to by the parties and, except as amended hereby, the Agreement remains unchanged and in full force and effect.

[SIGNATURE PAGE FOLLOWS]

The parties have executed this Amendment on the respective dates set forth below.

**HopSkipDrive, Inc.**

**By:**

DocuSigned by:  
Harsit Patel  
550D3A59975849C...  
*(Signature)*

**Name:**

Harsit Patel

*(Printed Name)*

**Title:**

President

**Address:**

232 E 2nd St., Unit A, #8151, Los Angeles, CA 90012

**Date:**

5/29/2024

**Highline Public Schools**

**By:**

DocuSigned by:  
Devin Denney  
5F37E246122B464...  
*(Signature)*

**Name:**

Devin Denney

*(Printed Name)*

**Title:**

Transportation Director

**Address:**

15675 Ambaum Blvd SW, Burien, WA 98166, USA

**Date:**

5/29/2024

## CONTRACT FOR INDEPENDENT CONTRACTOR/CONSULTANT SERVICES

Amendment to contract between Everdriven (Alternative Logistics Technologies Holdings) and the Highline School District 401, Purchase Order #P240675 to increase the contract amount by \$1,300,000.00 to a total amount of \$1,800,000.00

This amount is to cover increase in costs due to ridership coverage and cancellation fees.

Budget number: 990B5282

Budget approver name: Devin Denney

Budget approver signature: Devin Denney 5/28/24  
Signature Date

Consultant name: Everdriven

Consultant Signature: Megan 5/28/2024  
Signature Date

Consultant Address:  
912 W 100 S  
SUITE B-104  
SAINT GEORGE, UT 84770

Superintendent/Administrator: Devin Denney 5/28/24  
Signature Date

Highline School District 401  
15675 Ambaum Blvd. SW  
Burien, WA 98166

HopSkipDrive, Inc.  
360 E 2nd St Ste 325  
Los Angeles, CA 90012 US  
collections@hopskipdrive.com  
hopskipdrive.com



HopSkipDrive

## INVOICE

### BILL TO

Highline School District  
15675 Ambaum Blvd SW  
Burien, WA 98166

INVOICE # 19365

DATE 02/29/2024

DUE DATE 03/30/2024

TERMS Net 30

### REMIT TO ADDRESS FOR CHECKS

PO Box 92220, Las Vegas, NV 89193

ACTIVITY	QTY	RATE	AMOUNT
<b>4031.2 B2B Base plus miles Completed Trips</b> Base plus miles Completed Trips- 2024-02-01- 2024-03-01	2,741	87.80	240,666.92
<b>4031.2 B2B Base plus miles Completed Trips</b> Base plus miles Completed Trips- 2024-02-01- 2024-03-01 shared billing	388	38.54	14,954.24
<b>4032.2 B2B Base plus miles Cancelled Trips</b> Base plus miles Cancelled Trips- 2024-02-01- 2024-03-01	3,112	6.43	19,997.21
<b>4032.2 B2B Base plus miles Cancelled Trips</b> Base plus miles Cancelled Trips- 2024-02-01- 2024-03-01	3	55.16	-165.48
<b>4032.2 B2B Base plus miles Cancelled Trips</b> Base plus miles Cancelled Trips- 2024-02-01- 2024-03-01 shared billing	280	6.35	1,776.75

BALANCE DUE

**\$277,229.64**

HopSkipDrive, Inc.  
360 E 2nd St Ste 325  
Los Angeles, CA 90012 US  
ar@hopskipdrive.com  
hopskipdrive.com



HopSkipDrive

P 230764

## INVOICE

### BILL TO

Highline School District  
15675 Ambaum Blvd SW  
Burien, WA 98166

INVOICE # 12844

DATE 02/28/2023

DUE DATE 03/30/2023

TERMS Net 30

### REMIT TO ADDRESS FOR CHECKS

PO Box 92220, Las Vegas, NV 89193

ACTIVITY	QTY	RATE	AMOUNT
<b>4031.2 B2B Base plus miles Completed Trips</b> Base plus miles Completed Trips- 2023-02-28 - 2023-02-01	1,116	69.38	77,423.23
<b>4032.2 B2B Base plus miles Cancelled Trips</b> Base plus miles Cancelled Trips- 2023-02-28 - 2023-02-01	281	54.04	15,184.65

BALANCE DUE

**\$92,607.88**





(Formerly ALC Schools)

Invoice:

50007

PO#: P240675

Client: 1503

Date: 3/3/2024

Term: N30 (Payment is due within 30 days)

Bill To:

WA-Highline School District 401

17910 8th Ave S

BURIEN, WA 98148

Remit To:

EverDriven Technologies, LLC  
ALC Schools, LLC

912 W. 1600 S. Suite B-104

St. George, UT 84770

(877) 225-7750, option 6

Date	Total Amount
2/26/2024	\$8,036.12
2/27/2024	\$8,520.24
2/28/2024	\$8,340.00
2/29/2024	\$8,257.59
3/1/2024	\$8,190.69
<b>TRANSPORTATION TOTAL</b>	<b>\$41,344.64</b>
<b>ADJUSTMENTS</b>	
<b>TOTAL INVOICE</b>	<b>\$41,344.64</b>

Number of Unique Passengers	97
Number of Service Days	5
Number of One-way Trips	455

MARCH 2024  
TOTAL - \$209,673.47



(Formerly ALC Schools)

**Invoice:**

50286

PO#: P240675

Client: 1503

Date: 3/10/2024

Term: N30 (Payment is due within 30 days)

**Bill To:**

WA-Highline School District 401  
17910 8th Ave S  
BURIEN, WA 98148

**Remit To:**

EverDriven Technologies, LLC  
ALC Schools, LLC  
912 W. 1600 S, Suite B-104  
St. George, UT 84770  
(877) 225-7750, option 6

Date	Total Amount
3/4/2024	\$7,800.45
3/5/2024	\$8,499.81
3/6/2024	\$8,231.97
3/7/2024	\$8,362.96
3/8/2024	\$556.51
<b>TRANSPORTATION TOTAL</b>	<b>\$33,451.70</b>
<b>ADJUSTMENTS</b>	
<b>TOTAL INVOICE</b>	<b>\$33,451.70</b>

**Number of Unique Passengers**

97

**Number of Service Days**

5

**Number of One-way Trips**

368



(Formerly ALC Schools)

**Invoice:**

50560

PO#: P240675

Client: 1503

Date: 3/17/2024

Term: N30 (Payment is due within 30 days)

**Bill To:**

WA-Highline School District 401

17910 8th Ave S

BURIEN, WA 98148

**Remit To:**

EverDriven Technologies, LLC

ALC Schools, LLC

912 W. 1600 S. Suite B-104

St. George, UT 84770

(877) 225-7750, option 6

Date	Total Amount
3/11/2024	\$9,499.22
3/12/2024	\$9,094.62
3/13/2024	\$9,540.35
3/14/2024	\$9,599.54
3/15/2024	\$8,638.56
<b>TRANSPORTATION TOTAL</b>	<b>\$46,372.29</b>
<b>ADJUSTMENTS</b>	
<b>TOTAL INVOICE</b>	<b>\$46,372.29</b>

**Number of Unique Passengers**

105

**Number of Service Days**

5

**Number of One-way Trips**

508



(Formerly ALC Schools)

Invoice:

50801

PO#: P240675

Client: 1503

Date: 3/24/2024

Term: N30 (Payment is due within 30 days)

Bill To:

WA-Highline School District 401

17910 8th Ave S

BURIEN, WA 98148

Remit To:

EverDriven Technologies, LLC  
ALC Schools, LLC

912 W. 1600 S. Suite B-104  
St. George, UT 84770  
(877) 225-7750, option 6

Date	Total Amount
3/18/2024	\$9,514.55
3/19/2024	\$8,450.66
3/20/2024	\$9,287.96
3/21/2024	\$9,213.14
3/22/2024	\$8,287.05
<b>TRANSPORTATION TOTAL</b>	<b>\$44,753.36</b>
<b>ADJUSTMENTS</b>	
<b>TOTAL INVOICE</b>	<b>\$44,753.36</b>

Number of Unique Passengers	101
Number of Service Days	5
Number of One-way Trips	491



(Formerly ALC Schools)

Invoice:

51067

PO#: P240675

Client: 1503

Date: 3/31/2024

Term: N30 (Payment is due within 30 days)

Bill To:

WA-Highline School District 401

17910 8th Ave S

BURIEN, WA 98148

Remit To:

EverDriven Technologies, LLC  
ALC Schools, LLC

912 W. 1600 S. Suite B-104  
St. George, UT 84770  
(877) 225-7750, option 6

Date	Total Amount
3/25/2024	\$8,422.03
3/26/2024	\$8,818.85
3/27/2024	\$9,277.32
3/28/2024	\$8,865.17
3/29/2024	\$8,368.11
<b>TRANSPORTATION TOTAL</b>	<b>\$43,751.48</b>
<b>ADJUSTMENTS</b>	
<b>TOTAL INVOICE</b>	<b>\$43,751.48</b>

Number of Unique Passengers	101
Number of Service Days	5
Number of One-way Trips	488



(Formerly ALC Schools)

**Invoice:**

36892

PO#: P210887

Client: 1503

Date: 3/5/2023

Term: N30 (Payment is due within 30 days)

**Bill To:**

WA-Highline School District 401

17910 8th Ave S

BURIEN, WA 98148

**Remit To:**

EverDriven Technologies, LLC  
ALC Schools, LLC

912 W. 1600 S. Suite B-104  
St. George, UT 84770  
(877) 225-7750, option 6

Date	Total Amount
2/27/2023	\$7,165.55
2/28/2023	\$7,090.55
3/1/2023	\$7,038.05
3/2/2023	\$6,728.05
3/3/2023	\$6,643.05
<b>TRANSPORTATION TOTAL</b>	<b>\$34,665.25</b>
<b>ADJUSTMENTS</b>	
<b>TOTAL INVOICE</b>	<b>\$34,665.25</b>

**Number of Unique Passengers**

113

**Number of Service Days**

5

**Number of One-way Trips**

399

MARCH 2023

\$163,500.25



(Formerly ALC Schools)

**Invoice:**

37127

PO#: P210887

Client: 1503

Date: 3/12/2023

Term: N30 (Payment is due within 30 days)

**Bill To:**

WA-Highline School District 401  
17910 8th Ave S  
BURIEN, WA 98148

**Remit To:**

EverDriven Technologies, LLC  
ALC Schools, LLC  
912 W. 1600 S. Suite B-104  
St. George, UT 84770  
(877) 225-7750, option 6

Date	Total Amount
3/6/2023	\$7,003.05
3/7/2023	\$6,765.55
3/8/2023	\$7,240.55
3/9/2023	\$7,200.55
3/10/2023	\$567.50
<b>TRANSPORTATION TOTAL</b>	<b>\$28,777.20</b>
<b>ADJUSTMENTS</b>	
<b>TOTAL INVOICE</b>	<b>\$28,777.20</b>

<b>Number of Unique Passengers</b>	113
<b>Number of Service Days</b>	5
<b>Number of One-way Trips</b>	328



(Formerly ALC Schools)

**Invoice:**

37352

PO#: P210887

Client: 1503

Date: 3/19/2023

Term: N30 (Payment is due within 30 days)

**Bill To:**

WA-Highline School District 401

17910 8th Ave S

BURIEN, WA 98148

**Remit To:**

EverDriven Technologies, LLC  
ALC Schools, LLC

912 W. 1600 S. Suite B-104  
St. George, UT 84770  
(877) 225-7750, option 6

Date	Total Amount
3/13/2023	\$6,945.55
3/14/2023	\$7,125.55
3/15/2023	\$7,125.55
3/16/2023	\$6,878.12
3/17/2023	\$6,345.62
<b>TRANSPORTATION TOTAL</b>	<b>\$34,420.39</b>
<b>ADJUSTMENTS</b>	
<b>TOTAL INVOICE</b>	<b>\$34,420.39</b>

<b>Number of Unique Passengers</b>	113
<b>Number of Service Days</b>	5
<b>Number of One-way Trips</b>	393





(Formerly ALC Schools)

Invoice:

37554

PO#: P210887

Client: 1503

Date: 3/26/2023

Term: N30 (Payment is due within 30 days)

Bill To:

WA-Highline School District 401

17910 8th Ave S

BURIEN, WA 98148

Remit To:

EverDriven Technologies, LLC

ALC Schools, LLC

912 W, 1600 S, Suite B-104

St. George, UT 84770

(877) 225-7750, option 6

Date	Total Amount
3/20/2023	\$7,320.62
3/21/2023	\$7,173.12
3/22/2023	\$7,125.62
3/23/2023	\$7,275.55
3/24/2023	\$6,582.50
<b>TRANSPORTATION TOTAL</b>	<b>\$35,477.41</b>
<b>ADJUSTMENTS</b>	
<b>TOTAL INVOICE</b>	<b>\$35,477.41</b>

Number of Unique Passengers	121
Number of Service Days	5
Number of One-way Trips	408



(Formerly ALC Schools)

Invoice:

37771

PO#: P210887

Client: 1503

Date: 4/2/2023

Term: N30 (Payment is due within 30 days)

Bill To:

WA-Highline School District 401  
17910 8th Ave S  
BURIEN, WA 98148

Remit To:

EverDriven Technologies, LLC  
ALC Schools, LLC  
912 W. 1600 S, Suite B-104  
St. George, UT 84770  
(877) 225-7750, option 6

Date	Total Amount
3/27/2023	\$6,522.50
3/28/2023	\$6,537.50
3/29/2023	\$6,352.50
3/30/2023	\$5,297.50
3/31/2023	\$5,277.50
<b>TRANSPORTATION TOTAL</b>	<b>\$29,987.50</b>
<b>ADJUSTMENTS</b>	<b>\$172.50</b>
<b>TOTAL INVOICE</b>	<b>\$30,160.00</b>

Number of Unique Passengers	119
Number of Service Days	5
Number of One-way Trips	342