



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing

Kendra Goodman, CPPO, CPPB, Purchasing Agent

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July 24, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent *KDG/m.w.*

RE: Bid #12-077-DN: Charter Bus Services

On June 5, 2012, official action was taken to allow the District to directly negotiate with interested parties for Charter Bus Services and award up to four additional vendors. The direct negotiation request was the result of only two responsive, responsible bids received and the District's high demand for these services require a minimum of six vendors.

It is recommended to award the two original submittals from Escot Bus Lines and Martz-First Class Coach Company as the lowest and best bids meeting written specifications.

After the Board's approval to negotiate, Purchasing contacted six vendors interested in contracting for Charter Bus Services. As a result of the negotiations, the District and the vendors highlighted on the attached tabulation sheet have reached a successful agreement.

It is recommended to reject Magical Charters for being non-compliant with the original bid solicitation and non-responsive to the direct negotiation solicitation.

This is a three-year contract, renewable annual by mutual written consent of both parties. The first year of the contract is effective July 25, 2012 through June 30, 2013. The first year anticipated expenditure is \$450,000 using internal and general funds.

Should you have any questions or wish to discuss further, please contact me.

KDG/dr

DISTRICT SCHOOL BOARD OF PASCO COUNTY
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DISTRICT SCHOOL BOARD OF PASCO COUNTY
BID TABULATION

| | | | | |
|--|--|---------------------------|-------------------|---------------------------|
| DATE OF OPENING: June 21, 2012 @ 2:30 p.m. | | American Coach of Orlando | Annett Bus Lines | Anywhere Tours of Florida |
| DIRECT NEGOTIATION TITLE: Charter Bus Services "As Needed" Basis | | 4950 LB McLeod Rd. | 130 Madrid Drive | 11802 US Hwy 301 North |
| DIRECT NEGOTIATION NUMBER: 12-077-DN | | Orlando, FL 32811 | Sebring, FL 33876 | Thonotosassa, FL 33592 |
| | | | | |
| ITEM# | DESCRIPTION | UNIT PRICE | UNIT PRICE | UNIT PRICE |
| 5 | Daily Rate - Capped 15-hours or more: | | | |
| | Bid Prices 32-Passenger Bus | NA | NA | NA |
| | Bid Prices 47-Passenger Bus | \$1,500.00 | \$1,500.00 | NA |
| | Bid Prices 55-Passenger Bus | \$1,500.00 | \$2,000.00 | NA |
| | Bid Prices 57-Passenger Bus | \$1,500.00 | \$2,000.00 | NA |
| | Bid Prices 29-Passenger Yellow Bus | NA | NA | NA |
| | Bid Prices 47-Passenger Yellow Bus | NA | | NA |
| | Bid Prices 65-Passenger Yellow Bus | NA | | NA |
| | Bid Prices 88-Passenger Yellow Bus | NA | | NA |
| | Bid Prices 29-Passenger Non-Yellow Bus | NA | | NA |
| | Bid Prices 47-Passenger Non-Yellow Bus | NA | | NA |
| | Bid Prices 65-Passenger Non-Yellow Bus | NA | | NA |
| | Bid Prices 88-Passenger Non-Yellow Bus | NA | NA | NA |
| | Alternate: | | | |
| | Bid Prices 38-Passenger Bus | | | |
| | Bid Prices 54-Passenger Bus | | | \$1,175.00 |
| | Bid Prices 58-Passenger Bus | | | \$1,275.00 |
| | Bid Prices 61-Passenger Non-Yellow Bus | | | \$1,375.00 |
| | Bid Prices 62-Passenger Non-Yellow Bus | | | \$1,375.00 |
| | Bid Prices 62-Passenger Non-Yellow Bus | | | \$1,375.00 |
| | Bid Prices 72Passenger Non-Yellow Bus | | | \$1,675.00 |
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| DATE OF OPENING: June 21, 2012 @ 2:30 p.m. | | American Coach of Orlando | Annett Bus Lines | Anywhere Tours of Florida |
| DIRECT NEGOTIATION TITLE: Charter Bus Services "As Needed" Basis | | 4950 LB McLeod Rd. | 130 Madrid Drive | 11802 US Hwy 301 North |
| DIRECT NEGOTIATION NUMBER: 12-077-DN | | Orlando, FL 32811 | Sebring, FL 33876 | Thonotosassa, FL 33592 |
| | | | | |
| ITEM# | DESCRIPTION | UNIT PRICE | UNIT PRICE | UNIT PRICE |
| 8 | Trips over 250 miles one way, list flat fee per mile over 150 miles | | | |
| | Bid Prices 32-Passenger Bus | NA | NA | NA |
| | Bid Prices 47-Passenger Bus | \$3.75 | \$3.92 | NA |
| | Bid Prices 55-Passenger Bus | \$3.75 | \$4.42 | NA |
| | Bid Prices 57-Passenger Bus | \$3.75 | \$4.42 | NA |
| | Bid Prices 29-Passenger Yellow Bus | NA | | NA |
| | Bid Prices 47-Passenger Yellow Bus | NA | | NA |
| | Bid Prices 65-Passenger Yellow Bus | NA | | NA |
| | Bid Prices 88-Passenger Yellow Bus | NA | | NA |
| | Bid Prices 29-Passenger Non-Yellow Bus | NA | | |
| | Bid Prices 47-Passenger Non-Yellow Bus | NA | | NA |
| | Bid Prices 65-Passenger Non-Yellow Bus | NA | | NA |
| | Bid Prices 88-Passenger Non-Yellow Bus | NA | | NA |
| | Alternate: | | | |
| | Bid Prices 38-Passenger Bus | | | |
| | Bid Prices 54-Passenger Bus | | | \$617.40 + \$2.90 per mile |
| | Bid Prices 58-Passenger Bus | | | \$618.9 + \$3.15 per mile |
| | Bid Prices 61-Passenger Non-Yellow Bus | | | \$619.50+ \$3.25 per mile |
| | Bid Prices 62-Passenger Non-Yellow Bus | | | \$619.50+ \$3.25 per mile |
| | Bid Prices 62-Passenger Non-Yellow Bus | | | \$619.50+ \$3.25 per mile |
| | Bid Prices 72-Passenger Non-Yellow Bus | | | \$625.50+ \$4.25 per mile |
| | | | | |
| 9 | Flat cancellation fee if less than 72 hour notice for all bus request: | \$100.00 | \$100.00 | \$100.00 |

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|--|--|--------------------------|--------------------|--|
| DATE OF OPENING: June 21, 2012 @ 2:30 p.m. | | Astro Bus Service | Escot Bus Lines | Martz - First Class Coach Co. |
| DIRECT NEGOTIATION TITLE: Charter Bus Services "As Needed" Basis | | 875 Cypress St. | 6890 142nd Ave. N. | 4783 37th Street |
| DIRECT NEGOTIATION NUMBER: 12-077-DN | | Tarpon Springs, FL 34689 | Largo, FL 33771 | North St. Petersburg, FL 33714 |
| | | | | |
| ITEM# | DESCRIPTION | UNIT PRICE | UNIT PRICE | UNIT PRICE |
| 5 | Daily Rate - Capped 15-hours or more: | | | |
| | Bid Prices 32-Passenger Bus | NA | \$1,395.00 | * \$988.00 |
| | Bid Prices 47-Passenger Bus | NA | \$1,600.00 | * \$1,090.00 |
| | Bid Prices 55-Passenger Bus | NA | \$1,800.00 | * \$1,090.00 |
| | Bid Prices 57-Passenger Bus | NA | \$1,800.00 | NA |
| | Bid Prices 29-Passenger Yellow Bus | NA | NA | NA |
| | Bid Prices 47-Passenger Yellow Bus | NA | NA | NA |
| | Bid Prices 65-Passenger Yellow Bus | NA | NA | NA |
| | Bid Prices 88-Passenger Yellow Bus | NA | NA | NA |
| | Bid Prices 29-Passenger Non-Yellow Bus | NA | NA | NA |
| | Bid Prices 47-Passenger Non-Yellow Bus | NA | NA | NA |
| | Bid Prices 65-Passenger Non-Yellow Bus | NA | NA | NA |
| | Bid Prices 88-Passenger Non-Yellow Bus | NA | NA | NA |
| | Alternate: | | | |
| | Bid Prices 38-Passenger Bus | | | * \$1,013.00 |
| | Bid Prices 54-Passenger Bus | | | |
| | Bid Prices 58-Passenger Bus | | | |
| | Bid Prices 61-Passenger Non-Yellow Bus | | | |
| | Bid Prices 62-Passenger Non-Yellow Bus | | | |
| | Bid Prices 62-Passenger Non-Yellow Bus | | | |
| | Bid Prices 72Passenger Non-Yellow Bus | | | |
| | | | | *Relief driver must be used if a driver is required to drive more than 10 hours per day. Do not want to charge District if not needed, so not included in rate sections. If a driver is required to drive over 10 hours per day, then cost for relief driver will be, if only if needed: - An instate driver: \$300 - An out of state relief driver: \$700 |
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| DIRECT NEGOTIATION NUMBER: 12-077-DN | | Tarpon Springs, FL 34689 | Largo, FL 33771 | North St. Petersburg, FL 33714 |
| ITEM# | DESCRIPTION | UNIT PRICE | UNIT PRICE | UNIT PRICE |
| 8 | Trips over 250 miles one way, list flat fee per mile over 150 miles | | | |
| | Bid Prices 32-Passenger Bus | NA | \$3.25 | \$2.75 |
| | Bid Prices 47-Passenger Bus | NA | \$3.60 | \$3.60 |
| | Bid Prices 55-Passenger Bus | NA | \$4.00 | \$3.60 |
| | Bid Prices 57-Passenger Bus | NA | \$4.00 | NA |
| | Bid Prices 29-Passenger Yellow Bus | NA | NA | NA |
| | Bid Prices 47-Passenger Yellow Bus | NA | NA | NA |
| | Bid Prices 65-Passenger Yellow Bus | NA | NA | NA |
| | Bid Prices 88-Passenger Yellow Bus | NA | NA | NA |
| | Bid Prices 29-Passenger Non-Yellow Bus | NA | NA | NA |
| | Bid Prices 47-Passenger Non-Yellow Bus | NA | NA | NA |
| | Bid Prices 65-Passenger Non-Yellow Bus | NA | NA | NA |
| | Bid Prices 88-Passenger Non-Yellow Bus | NA | NA | NA |
| | Alternate: | | | |
| | Bid Prices 38-Passenger Bus | | | \$3.00 |
| | Bid Prices 54-Passenger Bus | | | |
| | Bid Prices 58-Passenger Bus | | | |
| | Bid Prices 61-Passenger Non-Yellow Bus | | | |
| | Bid Prices 62-Passenger Non-Yellow Bus | | | |
| | Bid Prices 62-Passenger Non-Yellow Bus | | | |
| | Bid Prices 72-Passenger Non-Yellow Bus | | | |
| 9 | Flat cancellation fee if less than 72 hour notice for all bus request: | \$100.00 | \$100 - Less than 48 hrs = \$250 - Less than 24 hours = 1/5 cost of charter - Full price if bus has been dispatched | \$100 Per Bus |

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|--|--|-----------------------|
| DATE OF OPENING: June 21, 2012 @ 2:30 p.m. | | Rey Tours |
| DIRECT NEGOTIATION TITLE: Charter Bus Services "As Needed" Basis | | 15002 Livingston Ave. |
| DIRECT NEGOTIATION NUMBER: 12-077-DN | | Lutz, FL 33559 |
| | | |
| ITEM# | DESCRIPTION | UNIT PRICE |
| 5 | Daily Rate - Capped 15-hours or more: | |
| | Bid Prices 32-Passenger Bus | |
| | Bid Prices 47-Passenger Bus | |
| | Bid Prices 55-Passenger Bus | \$1,300.00 |
| | Bid Prices 57-Passenger Bus | |
| | Bid Prices 29-Passenger Yellow Bus | |
| | Bid Prices 47-Passenger Yellow Bus | |
| | Bid Prices 65-Passenger Yellow Bus | |
| | Bid Prices 88-Passenger Yellow Bus | |
| | Bid Prices 29-Passenger Non-Yellow Bus | |
| | Bid Prices 47-Passenger Non-Yellow Bus | |
| | Bid Prices 65-Passenger Non-Yellow Bus | |
| | Bid Prices 88-Passenger Non-Yellow Bus | |
| | Alternate: | |
| | Bid Prices 38-Passenger Bus | |
| | Bid Prices 54-Passenger Bus | |
| | Bid Prices 58-Passenger Bus | |
| | Bid Prices 61-Passenger Non-Yellow Bus | |
| | Bid Prices 62-Passenger Non-Yellow Bus | |
| | Bid Prices 62-Passenger Non-Yellow Bus | |
| | Bid Prices 72Passenger Non-Yellow Bus | |
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| DIRECT NEGOTIATION NUMBER: 12-077-DN | | Lutz, FL 33559 |
| | | |
| ITEM# | DESCRIPTION | UNIT PRICE |
| 8 | Trips over 250 miles one way, list flat fee per mile over 150 miles | |
| | Bid Prices 32-Passenger Bus | |
| | Bid Prices 47-Passenger Bus | |
| | Bid Prices 55-Passenger Bus | \$3.80 per mile |
| | Bid Prices 57-Passenger Bus | |
| | Bid Prices 29-Passenger Yellow Bus | |
| | Bid Prices 47-Passenger Yellow Bus | |
| | Bid Prices 65-Passenger Yellow Bus | |
| | Bid Prices 88-Passenger Yellow Bus | |
| | Bid Prices 29-Passenger Non-Yellow Bus | |
| | Bid Prices 47-Passenger Non-Yellow Bus | |
| | Bid Prices 65-Passenger Non-Yellow Bus | |
| | Bid Prices 88-Passenger Non-Yellow Bus | |
| | Alternate: | |
| | Bid Prices 38-Passenger Bus | |
| | Bid Prices 54-Passenger Bus | |
| | Bid Prices 58-Passenger Bus | |
| | Bid Prices 61-Passenger Non-Yellow Bus | |
| | Bid Prices 62-Passenger Non-Yellow Bus | |
| | Bid Prices 62-Passenger Non-Yellow Bus | |
| | Bid Prices 72-Passenger Non-Yellow Bus | |
| | | |
| 9 | Flat cancellation fee if less than 72 hour notice for all bus request: | \$100.00 |