



SPECIAL MEETING | Board Study Session

Monday, January 28, 2019

6:00 p.m. Please Note Time *(Meeting #1 of 2)*

YCS Board of Education Meeting

YCS Central Office * 1885 Packard Road * Ypsilanti, MI 48197 * (734)221-1230

AGENDA

- I. CALL TO ORDER**
- II. ACCEPTANCE OF AGENDA**
- III. PUBLIC COMMENTS**
- IV. SCHOOL BUS FLEET PROPOSAL (Enc.)**
 - *Steven Burgess – Director of Operations*
 - *Steve Coutler – President, CH & H Leasing, LLC & School Bus Sales | Hoekstra Transportation*
- V. DISCUSSION:** *Consideration of Scheduling a Board Orientation Meeting Date to the 2019 Board Meeting Schedule (please refer to meeting schedule in Organizational/Regular Meeting packet)*
- VI. BOARD SUBCOMMITTEE REPORTS**
- VII. OTHER**
- VIII. BOARD/SUPERINTENDENT COMMENTS**
- IX. ADJOURNMENT**

Ypsilanti Community Schools
Ypsilanti Children Succeed

2019 SCHOOL BUS FLEET SOLUTION

A PROPOSAL TO: YPSILANTI SCHOOL BOARD



CH & H Leasing & Hoekstra Transportation
555 Oliver Street, Troy, Michigan 48064
Phone: 248.379.4206 | Fax: 248.224.9470
scoulter@hoekstrainc.com | hoekstratransportation.com



Appendix

- Who is CH&H Leasing & Fleet Solutions?
- Why CH&H Leasing & Fleet Solutions?
- Why Thomas
- Why DD5
- Proposal Summary
- Price Comparison #1
- Price Comparison #2
- Price Comparison #3
- Price Comparison #4
- Ypsilanti Fleet
- Included
- Not Included
- Proposal Summary
- References
- Questions



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Who is CH&H Leasing & Fleet Solutions?

Who is CH&H?

Hoekstra Transportation is a fourth generation equipment dealership based in Grand Rapids, MI with a second dealership location in Troy, MI. CH&H Leasing is owned and operated by the owners of Hoekstra Transportation, Mark and Tom Hoekstra, and Steve Coulter (sales manager for Hoekstra in his 35 year with the company).

CH&H has been leasing school buses in Michigan since 1988, and continues to evolve contract offerings by including all preventive maintenance and repairs into what we refer to as a full-maintenance lease. Full maintenance lease contracts are currently offered from both the Troy and Grand Rapids locations.

Why CH&H Leasing & Fleet Solutions?

Efficient. Reliable. Effective.

CH&H Leasing and Fleet Solutions is your provider for complete and efficient fleet management. From maintenance to record keeping and documentation – we have you covered. Every day over 200 buses are on the road in Michigan that are completely maintained by Hoekstra Transportation. Our confidence not only lies in our numbers, but our over 90 years experience and reputation for delivering excellent customer service and fleet maintenance.

Benefit Analysis

- Fully Trained and Experienced Technicians
- Predictable and Fixed Costs
- Provides a Bus Replacement Solution
- Reduced Need for Spare Buses
- Assurance in the event of an accident
- Flexible Fleet Modification
- Eliminates Downtime
- Available Loaner Buses
- Eliminates the Need for Resources that are Necessary for Full Repair Facility



YPSILANTI
COMMUNITY SCHOOLS

Why Thomas?

Saf-T-Liner® C2 School Bus.

Because Every Mile Matters.

Over the years, the Saf-T-Liner® C2 school bus has earned a reputation for safety and efficiency. It offers **outstanding maneuverability**, **exceptional driver ergonomics** and **best-in-class visibility** among Type C buses. Yet it's also one of the most innovative vehicles around. That's innovation for the sake of every kid's commute. That's Thomas Built Buses.



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YPSILANTI
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Why Detroit DD5?

THE MOST ADVANCED ENGINE TECHNOLOGIES ENGINEERED TODAY.

This next-generation medium-duty engine delivers unsurpassed efficiency with exceptional endurance. All while achieving the **longest maintenance intervals** in the industry for **maximum uptime**. Produced in Redford, Michigan.



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School Bus Proposal Summary

School Bus Models	Qty	2018-19 MSBO Phase-I Purchase Price		5-Year Installment Purchase		7-Year Installment Purchase		3-Year Operational Lease with Maintenance	
		Unit Price	Group Total	Annual Unit Payment	Annual Group Total	Annual Unit Payment	Annual Group Total	Annual Unit Payment	Annual Group Total
2020 Thomas Conventional 77-Passenger Saf-T-Liner C2, Model 341TS	20	\$ 116,279.00	\$2,325,580.00	\$ 25,231.00	\$ 504,620.00	\$ 18,883.00	\$ 377,660.00	\$ 21,732.00	\$ 434,640.00
2020 Thomas Special Needs Conventional 59-Passenger Saf-T-Liner C2, Model 251TS Seating for 22 + 1 to 5 Wheelchairs	10	\$114,305.00	\$1,143,050.00	\$ 24,803.00	\$ 248,030.00	\$ 18,437.00	\$ 184,370.00	\$ 25,289.00	\$ 252,890.00
MAINTENANCE*					\$135,000		\$135,000		INCLUDED
Total:	30		\$3,468,630.00		\$ 887,650.00		\$ 597,030.00		\$ 687,530.00

*Annual maintenance rate is guaranteed or the first three (3) years of the contract. Example annual maintenance prices, post three (3) year contract below:

- Years 4 -5: \$202,000/year
- Years 5-7: \$250,000/year
- Years 7-10: \$325,000/year

Delivery: July, 2019

Operational Lease Terms:

- Mileage Allowance: 12,000 annual; \$.55/mile for additional miles over allowance total.
- Lessee is responsible for fuel, insurance and operation.
- CH&H agrees at its own cost and expense, to provide all maintenance and repairs with respect to the Vehicle(s) leased, at the Ypsilanti Community Schools bus garage or the Hoekstra Transportation facility in Troy Michigan. Exceptions to the maintenance and repairs coverage include tires, and technology accessories which may include but are not limited to: interior surveillance cameras, two way radios, telematics data gathering hardware, and other such additions supplied by other than Thomas/Freightliner.
- Payments proposed are based on The Wall Street Journal prime interest rate as published on the date of this proposal. Any change in this rate from date of proposal to final delivery may require adjustment to the payment.
- Bus specifications for Lease proposal are based on MSBO bus bid pricing with specification modification per attachments.

Price Comparison Report

Spec # 12233

January 18, 2019 7:50 AM

Buying Organization: Ypsilanti Community Schools

Notes: Ypsilanti Public Schools 77-passenger - **Purchase Specification**

Product Category: Conventional (2018-19 Phase I)

Product: 77-Passenger

Quantity: 20

Option	Hoekstra	Holland	Midwest Transit
Product Base Price	\$84,014.00	\$83,827.00	\$84,489.00
Configured Price	\$103,229.00	\$107,256.00	\$106,369.00
Dealer Options			
3-point seat restraints on all seats	\$8,738.00		
Unit ID on roof	\$250.00		
Wig Way headlights	\$62.00		
Two way radios installed	\$1,000.00		
Camera systems??	\$3,000.00		
Interior Camera System		\$3,000.00	
Two Way Radio		\$1,000.00	
Interior Camera System			\$3,000.00
Two Way Radio			\$1,000.00
Unit Price	\$116,279.00	\$111,256.00	\$110,369.00
Total Price	\$2,325,580.00	\$2,225,120.00	\$2,207,380.00
Grand Total	\$2,325,580.00	\$2,225,120.00	\$2,207,380.00



YPSILANTI
COMMUNITY SCHOOLS

Price Comparison Report

Spec # 12365

January 18, 2019 7:50 AM

Buying Organization: Ypsilanti Community Schools

Notes: Ypsilanti Public Schools 77-passenger - **Lease Specification**

Product Category: Conventional (2018-19 Phase I)

Product: 77-Passenger

Quantity: 20

Option	Hoekstra	Holland	Midwest Transit
Product Base Price	\$84,014.00	\$83,827.00	\$84,489.00
Configured Price	\$89,303.00	\$92,683.00	\$90,955.00
Dealer Options			
Unit ID on roof	\$250.00		
Wig Way headlights	\$62.00		
Interior Camera System	\$3,000.00		
Two way radio	\$1,000.00		
Interior Camera System		\$3,000.00	
Two Way radio		\$1,000.00	
Interior Camera System			\$3,000.00
Two way radio			\$1,000.00
Unit Price	\$93,615.00	\$96,683.00	\$94,955.00
Total Price	\$1,872,300.00	\$1,933,660.00	\$1,899,100.00
Grand Total	\$1,872,300.00	\$1,933,660.00	\$1,899,100.00



YPSILANTI
COMMUNITY SCHOOLS

Price Comparison Report

Spec #12245

January 18, 2019 7:50 AM

Buying Organization: Ypsilanti Community Schools

Notes: Ypsilanti Public Schools 53-Passenger Special Needs - **Purchase Specification**

Product Category: Special Needs (2018-19 Phase I)

Product: 53-Passenger

Quantity: 10

Option	Hoekstra	Holland	Midwest Transit
Product Base Price	\$86,580.00	\$89,325.00	\$87,459.00
Configured Price	\$106,153.00	\$111,887.00	\$107,125.00
Dealer Options			
Unit ID on roof	\$250.00		
Wig Way Headlights	\$62.00		
Two-way radios installed	\$1,000.00		
Camera systems??	\$3,000.00		
Incorporating 251TS model with STARS seating and wheelchair systems	\$0.00		
3-point seat restraints on all seats	\$3,840.00		
Interior Camera System		\$3,000.00	
Two Way radio		\$1,000.00	
Interior Camera System			\$3,000.00
Two Way radio			\$1,000.00
Unit Price	\$114,305.00	\$115,887.00	\$111,125.00
Total Price	\$1,143,050.00	\$1,158,870.00	\$1,111,250.00
Grand Total	\$1,143,050.00	\$1,158,870.00	\$1,111,250.00



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Price Comparison Report

Spec # 12364

January 18, 2019 7:50 AM

Buying Organization: Ypsilanti Community Schools
Notes: Ypsilanti Public Schools 53-passenger Special Needs - **Lease Specification**

Product Category: Special Needs (2018-19 Phase I)

Product: 53-Passenger

Quantity: 10

Option	Hoekstra	Holland	Midwest Transit
Product Base Price	\$86,580.00	\$89,325.00	\$87,459.00
Configured Price	\$99,676.00	\$107,057.00	\$103,264.00
Dealer Options			
Unit ID on roof	\$250.00		
Wig Way Headlights	\$62.00		
Incorporating 251TS model with STARS seating and wheelchair systems	\$0.00		
3-point seat restraints on all seats	\$3,840.00		
Interior Camera systemq	\$3,000.00		
two way radio	\$1,000.00		
Interior Camera System		\$3,000.00	
Two way radio		\$1,000.00	
Interior Camera System			\$3,000.00
two way radio			\$1,000.00
Unit Price	\$107,828.00	\$111,057.00	\$107,264.00
Total Price	\$1,078,280.00	\$1,110,570.00	\$1,072,640.00
Grand Total	\$1,078,280.00	\$1,110,570.00	\$1,072,640.00

Ypsilanti Fleet Recommendation

Asset Description	Org	Year	Type	Body Id	Body Make	Capacity	W/c Capacity	Engine Make	Engine Model	Own
1029-50810	65T	2003	CA	M12421	Blue Bird	59	0	INTERNATIONAL	DT466	DISTRICT
1037-50810	65T	2010	CA	L407849	Blue Bird	71	0	CUMMINS	6.7	DISTRICT
1038-50817	65T	2010	CA	L407850	Blue Bird	71	0	CUMMINS	6.7	DISTRICT
1039-50818	65T	2010	CA	L407851	Blue Bird	71	0	CUMMINS	6.7	DISTRICT
1040-50819	65T	2011	CA	334516	International	71	0	INTERNATIONAL	MAXXFORCE DT	DISTRICT
1041-50820	65T	2011	CA	334517	International	71	0	INTERNATIONAL	MAXXFORCE DT	DISTRICT
1042-50821	65T	2011	CA	334518	International	71	0	INTERNATIONAL	MAXXFORCE DT	DISTRICT
1043-50822	65T	2011	CA	334519	International	71	0	INTERNATIONAL	MAXXFORCE DT	DISTRICT
1044-50823	65T	2014	CA	357915	International	77	0	INTERNATIONAL	MAXXFORCE 7	DISTRICT
104-50826	65T	2003	CA	M12423	Blue Bird	47	0	INTERNATIONAL	DT466	DISTRICT
1033-50827	65T	2004	CA	971891	International	66	0	INTERNATIONAL	DT466	DISTRICT
1027-50829	65T	2004	CA	971893	International	75	0	INTERNATIONAL	DT466	DISTRICT
1031-50830	65T	2001	CA	M102163	Blue Bird	75	0	INTERNATIONAL	DT466	DISTRICT
104-50833	65T	2001	CA	M102166	Blue Bird	66	0	INTERNATIONAL	DT466	DISTRICT
103-50837	65T	2000	CW	H34917	BLUE BIRD	18	5	INTERNATIONAL	MAXXFORCE DT	DISTRICT

☐ Kept and owned by district
☐ Sold



Included

- (30) New 2020 model Thomas Saf-T-Liner C2 school buses on a three year lease term.
- All preventive maintenance and repairs, to include necessary lubricants and other fluids, for the full term of the 3 year lease.
- Assigned on site technician, fully trained, will be responsible for keeping the buses on the road in safe operating condition to include successful annual State Police inspections. This technician will be under the direction of and supported by the Hoekstra Transportation management in the Troy dealership, and may be assigned to other regional technical support needs as they arise. Any such assignment would be temporary in nature, will not have a negative impact on the Ypsilanti operation, and would always be clearly communicated to the transportation management at Ypsilanti Community Schools.
- We have consulted with National Bus Service and they have confirmed with us that the lease buses will travel less than 12,000 miles annually. The leases offered are based on a 12,000 miles annually / 36,000 miles total over the three school years.
- Lease payment proposed are based on prices from the 2018-19 MSBD Bus Purchasing Program, see attached, and the current lending rates. Any reduction or increase of lending interest rates between now and delivery would impact the payment amount.



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Not Included

- Fuel
- Insurance
- Operation of the buses.
- Tires
 - *We know the tires will last, in terms of tread wear, for the duration of the 3 year contract. Any tires replacement would be the result of sidewall damage from curbing the tires, and or, damage from road hazards – neither of which we can control or be held responsible for.



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References

American International Academy

Anchor Bay Schools

Avondale School District

Benton Harbor Charter Schools

Bradford Academy

Cardinal Mooney High School

Charlton Heston Academy

Charyl Stockwell Academy

Clarkston Community Schools

Clawson School District

Columbia School District

Concord Community Schools

Cranbrook Schools

Crescent Academy

Detroit Service Learning Academy

Eastern Washtenaw Multicultural Academy

Flat River Academy

Grand Rapids Catholic Secondary Schools

Harper Woods School District

Holly Area Schools

Kingsbury Schools

Lake City Schools

Lake Orion Community Schools

Mason County Central Schools

METS

Montrose Schools

New Bedford Academy

New Branches Academy

Olivet Community Schools

Pewamo Westphalia

ServiCar of Michigan

Shrine High School

Southfield Christian School

Summit Academy

The Roeper School

Three Oaks Academy

Twin Rivers Trading

Waterford School District

Wayne-Westland Community Schools

West Michigan Academy

William C. Abney Academy