



To: Bill Powell
Assistant Superintendent of Support Services

From: Severin Castro
Director of Purchasing

Date: September 27, 2019

Re: Charter Bus and Travel Agency to Events for Students and Staff
Annual Contract #19-11-8140RFP

The following proposals were received and opened at 3:00 p.m., Tuesday, September 3, 2019 as advertised and specified in documents concerning **Annual Contract #19-11-8140R-RFP Charter Bus and Travel Agency to Events for Students and Staff**. The proposals received are located on pages 2-6.

Recommendation:

- ABBA Corporate Transportations
- Champion Tours & Events, Inc.
- Connect Tours and Cruises
- Corporate Services International (CSI) (Corporate Services International)
- Director's Choice Tour and Travel (Director's Choice, LLP)
- Educational Travel Adventures (Vagabond Tours)
- First Class Tours, Inc.
- Green Light Group Tours (Grand Fund, Inc.)
- Kerrville Bus (Coach USA/Kerrville Bus)
- Perform-America Texas, LLC
- Rogers Travel, LLC
- Sam's Limousine and Transportation
- Sierra Stage Coaches, LLC
- TMF Tours and Travel/Awards and Apparel (TMF Enterprises)
- Tour-Rific of Texas (Tour-Rific of Texas, Inc.)
- Western Motorcoach, Inc.
- WorldStrides (Lakeland Tours, LLC)
- Wynne Transportation, LLC

Funding: Grant Funds, M & O Funds

Estimated Expenditure: \$800,000.00

Contract Term: November 1, 2019 - October 31, 2020

Renewal: 2 Years

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Line 1 CHARTER BUS SERVICES - Price/rate for 54/56 passenger (first 4-hours), with air-conditioning, self-contained restrooms, reclining seats, DVD's and monitors, for departure from CFISD and return to CFISD

SUPPLIER	QTY	UOM	PRICE	SUPPLIER NOTES / Alternate Description
<u>ABBA Corporate Transportations</u>	1	Hourly	<u>\$125.00</u>	
<u>Corporate Services International (CSI)</u> <u>(Corporate Services International)</u>	1	Hourly	<u>\$125.00</u>	CSI will charge \$500 for the first 4 hours calculated at \$125 per hour with a four hour minimum
<u>Champion Tours & Events, Inc.</u>	1	Hourly	<u>\$200.00</u>	
<u>[ALT4] First Class Tours, Inc.</u>	1	Hourly	<u>\$295.00</u>	Price/rate for 26 passenger (first 4-hours), with air-conditioning, reclining seats, DVD's and monitors, for departure from CFISD and return to CFISD
<u>[ALT3] First Class Tours, Inc.</u>	1	Hourly	<u>\$375.00</u>	36 passenger Airport Transfer or One way Drop in Houston Metro Area
<u>[ALT1] First Class Tours, Inc.</u>	1	Hourly	<u>\$395.00</u>	54/56 passenger Airport Transfer or One way Drop in Houston Metro Area
<u>[ALT2] First Class Tours, Inc.</u>	1	Hourly	<u>\$395.00</u>	Price/rate for 36 passenger (first 5-hours), with air-conditioning, self-contained restrooms, reclining seats, DVD's and monitors, for departure from CFISD and return to CFISD
<u>Wynne Transportation, LLC</u>	1	Hourly	<u>\$460.00</u>	
<u>First Class Tours, Inc.</u>	1	Hourly	<u>\$484.50</u>	
<u>Director's Choice Tour and Travel (Director's Choice, LLP)</u>	1	Hourly	<u>\$500.00</u>	
<u>Sierra Stage Coaches LLC</u>	1	Hourly	<u>\$525.00</u>	
<u>Kerrville Bus (Coach USA/Kerrville Bus)</u>	1	Hourly	<u>\$530.00</u>	
<u>Western Motorcoach, Inc.</u>	1	Hourly	<u>\$550.00</u>	5-hr minimum, first 5-hours
<u>Sam's Limousine and Transportation</u>	1	Hourly	<u>\$575.00</u>	
<u>Tour-Rific of Texas (Tour-Rific of Texas, Inc.)</u>	1	Hourly	<u>\$585.00</u>	\$585.00 and up depending on the bus company used, there is a 5 hour minimum
<u>Perform-America Texas, LLC</u>	1	Hourly	<u>\$600.00</u>	Charter companies usually require a 5 hour minimum. Rate reflects 5 hours
<u>TMF Tours and Travel/Awards and Apparel (TMF Enterprises)</u>	1	Hourly	<u>\$800.00</u>	

Line 2 CHARTER BUS SERVICES - Price/rate for 54/56 passenger (each additional hour), with air-conditioning, self-contained restrooms, reclining seats, DVD's and monitors, for departure from CFISD and return to CFISD

SUPPLIER	QTY	UOM	PRICE	SUPPLIER NOTES / Alternate Description
<u>[ALT2] First Class Tours, Inc.</u>	1	Hourly	<u>\$70.00</u>	Price/rate for 26 passenger (each additional hour), with air-conditioning, reclining seats, DVD's and monitors, for departure from CFISD and return to CFISD
<u>[ALT1] First Class Tours, Inc.</u>	1	Hourly	<u>\$76.00</u>	Price/rate for 36 passenger (each additional hour), with air-conditioning, self-contained restrooms, reclining seats, DVD's and monitors, for departure from CFISD and return to CFISD
<u>First Class Tours, Inc.</u>	1	Hourly	<u>\$82.00</u>	
<u>Sierra Stage Coaches LLC</u>	1	Hourly	<u>\$98.00</u>	
<u>Director's Choice Tour and Travel (Director's Choice, LLP)</u>	1	Hourly	<u>\$100.00</u>	
<u>Sam's Limousine and Transportation</u>	1	Hourly	<u>\$100.00</u>	
<u>Wynne Transportation, LLC</u>	1	Hourly	<u>\$100.00</u>	
<u>Tour-Rific of Texas (Tour-Rific of Texas, Inc.)</u>	1	Hourly	<u>\$105.00</u>	\$105.00 and up depending on the bus company used
<u>Kerrville Bus (Coach USA/Kerrville Bus)</u>	1	Hourly	<u>\$106.00</u>	
<u>ABBA Corporate Transportations</u>	1	Hourly	<u>\$110.00</u>	
<u>Western Motorcoach, Inc.</u>	1	Hourly	<u>\$110.00</u>	
<u>Corporate Services International (CSI)</u> <u>(Corporate Services International)</u>	1	Hourly	<u>\$125.00</u>	
<u>Perform-America Texas, LLC</u>	1	Hourly	<u>\$130.00</u>	
<u>TMF Tours and Travel/Awards and Apparel (TMF Enterprises)</u>	1	Hourly	<u>\$175.00</u>	
<u>Champion Tours & Events, Inc.</u>	1	Hourly	<u>\$200.00</u>	

Line 3 CHARTER BUS SERVICES - Cancellation Rate of the trip within four (4) hours of scheduled pick-up time

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES / Percent Refunded</u>
<u>Corporate Services International (CSI)</u> <u>(Corporate Services International)</u>	1	Each	<u>\$0.00</u>	70%
<u>Director's Choice Tour and Travel (Director's Choice, LLP)</u>	1	Each	<u>\$0.00</u>	0%
<u>Educational Travel Adventures (Vagabond Tours)</u>	1	Each	<u>\$0.00</u>	0%
<u>TMF Tours and Travel/Awards and Apparel (TMF Enterprises)</u>	1	Each	<u>\$10.00</u>	Full Cost 0%
<u>Connect Tours and Cruises</u>	1	Each	<u>\$100.00</u>	0%
<u>First Class Tours, Inc.</u>	1	Each	<u>\$100.00</u>	90%
<u>Tour-Rific of Texas (Tour-Rific of Texas, Inc.)</u>	1	Each	<u>\$100.00</u>	Cancellation within 4 hours typically results in a 100% cancellation penalty. This is on a case by case basis. If it is weather related and the bus company feels it is unsafe to travel, there will be no penalty. 0%
<u>Western Motorcoach, Inc.</u>	1	Each	<u>\$100.00</u>	100% of quoted price
<u>ABBA Corporate Transportations</u>	1	Each	<u>\$110.00</u>	20%
<u>Champion Tours & Events, Inc.</u>	1	Each	<u>\$200.00</u>	100%
<u>Wynne Transportation, LLC</u>	1	Each	<u>\$460.00</u>	0%
<u>Sierra Stage Coaches LLC</u>	1	Each	<u>\$500.00</u>	25%
<u>Kerrville Bus (Coach USA/Kerrville Bus)</u>	1	Each	<u>\$530.00</u>	0%
<u>Sam's Limousine and Transportation</u>	1	Each	<u>\$575.00</u>	100%
<u>Perform-America Texas, LLC</u>	1	Each	<u>\$600.00</u>	No refund will be issued within a 4 hour cancellation period. 0%

Line 4 CHARTER BUS SERVICES - Cancellation Rate of the trip within twenty-four (24) hours of scheduled pick-up time.

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES / Percent Refunded</u>
<u>Corporate Services International (CSI)</u> <u>(Corporate Services International)</u>	1	Each	<u>\$0.00</u>	100%
<u>Director's Choice Tour and Travel (Director's Choice, LLP)</u>	1	Each	<u>\$0.00</u>	0%
<u>Educational Travel Adventures (Vagabond Tours)</u>	1	Each	<u>\$0.00</u>	0%
<u>First Class Tours, Inc.</u>	1	Each	<u>\$0.00</u>	100%
<u>Perform-America Texas, LLC</u>	1	Each	<u>\$0.00</u>	Price of cancellation will be the full cost of the charter, if cancelling within 24 hours of the charter. 0%
<u>TMF Tours and Travel/Awards and Apparel (TMF Enterprises)</u>	1	Each	<u>\$0.00</u>	0%
<u>Western Motorcoach, Inc.</u>	1	Each	<u>\$20.00</u>	20%
<u>Sam's Limousine and Transportation</u>	1	Each	<u>\$50.00</u>	50%
<u>Wynne Transportation, LLC</u>	1	Each	<u>\$50.00</u>	50%
<u>Champion Tours & Events, Inc.</u>	1	Each	<u>\$100.00</u>	0%
<u>Connect Tours and Cruises</u>	1	Each	<u>\$100.00</u>	0%
<u>Tour-Rific of Texas (Tour-Rific of Texas, Inc.)</u>	1	Each	<u>\$100.00</u>	Cancellation within 24 hours typically results in a 100% cancellation penalty. This is on a case by case basis. If it is weather related and the bus company feels it is unsafe to travel, there will be no penalty. 0%
<u>ABBA Corporate Transportations</u>	1	Each	<u>\$110.00</u>	80%
<u>Kerrville Bus (Coach USA/Kerrville Bus)</u>	1	Each	<u>\$350.00</u>	66%
<u>Sierra Stage Coaches LLC</u>	1	Each	<u>\$350.00</u>	50%

Line 5 CHARTER BUS SERVICES - Driver relief (if trip exceeds ten (10) hours/day driving according to DOT regulations)

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES / Alternate Description</u>
<u>Connect Tours and Cruises</u>	1	Each	<u>\$0.00</u>	
<u>Educational Travel Adventures (Vaqabond Tours)</u>	1	Each	<u>\$0.00</u>	
<u>Green Light Group Tours (Grand Fund, Inc.)</u>	1	Each	<u>\$0.00</u>	
<u>First Class Tours, Inc.</u>	1	Each	<u>\$99.00</u>	
<u>Tour-Rific of Texas (Tour-Rific of Texas, Inc.)</u>	1	Each	<u>\$100.00</u>	This depends on the location of the relief, a relief driver in Orlando, for example may be up to \$500.00 but a local relief driver may be no charge or up to \$100.00. This depends on the bus company used.
<u>[ALT1] First Class Tours, Inc.</u>	1	Each	<u>\$199.00</u>	\$199 rate applies to driver change to 51-250 miles from Cy-Fair ISD
<u>Champion Tours & Events, Inc.</u>	1	Each	<u>\$200.00</u>	
<u>[ALT1] Wynne Transportation, LLC</u>	1	Each	<u>\$250.00</u>	If the charter is inter-city, Driver change is 250.00
<u>ABBA Corporate Transportations</u>	1	Each	<u>\$250.00</u>	
<u>Director's Choice Tour and Travel (Director's Choice, LLP)</u>	1	Each	<u>\$250.00</u>	
<u>Perform-America Texas, LLC</u>	1	Each	<u>\$300.00</u>	May vary depending on itinerary, location and length of the trip
<u>Corporate Services International (CSI) (Corporate Services International)</u>	1	Each	<u>\$350.00</u>	
<u>Kerrville Bus (Coach USA/Kerrville Bus)</u>	1	Each	<u>\$350.00</u>	
<u>Sierra Stage Coaches LLC</u>	1	Each	<u>\$350.00</u>	
<u>[ALT2] First Class Tours, Inc.</u>	1	Each	<u>\$399.00</u>	\$399 driver change rate applies for driver changes greater than 251 miles from Cy-Fair ISD
<u>Western Motorcoach, Inc.</u>	1	Each	<u>\$399.00</u>	
<u>TMF Tours and Travel/Awards and Apparel (TMF Enterprises)</u>	1	Each	<u>\$400.00</u>	
<u>Wynne Transportation, LLC</u>	1	Each	<u>\$450.00</u>	
<u>Sam's Limousine and Transportation</u>	1	Each	<u>\$500.00</u>	

Line 6 CHARTER BUS SERVICES - Mileage charge over and above the hourly rate

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES / Alternate Description</u>
<u>Connect Tours and Cruises</u>	1	Each	<u>\$0.00</u>	
<u>Director's Choice Tour and Travel (Director's Choice, LLP)</u>	1	Each	<u>\$0.00</u>	
<u>Educational Travel Adventures (Vaqabond Tours)</u>	1	Each	<u>\$0.00</u>	
<u>Tour-Rific of Texas (Tour-Rific of Texas, Inc.)</u>	1	Each	<u>\$0.00</u>	Buses are priced on hours or days or miles, whichever is greater. The mileage rate depends on the company used as we do not own buses.
<u>[ALT2] First Class Tours, Inc.</u>	1	Each	<u>\$3.10</u>	26 passenger Mileage charge over and above the hourly rate
<u>[ALT1] First Class Tours, Inc.</u>	1	Each	<u>\$3.25</u>	36 passenger Mileage charge over and above the hourly rate
<u>Perform-America Texas, LLC</u>	1	Each	<u>\$3.50</u>	May vary some by charter company
<u>ABBA Corporate Transportations</u>	1	Each	<u>\$3.75</u>	
<u>Sam's Limousine and Transportation</u>	1	Each	<u>\$3.75</u>	
<u>Western Motorcoach, Inc.</u>	1	Each	<u>\$3.75</u>	
<u>First Class Tours, Inc.</u>	1	Each	<u>\$3.88</u>	
<u>Sierra Stage Coaches LLC</u>	1	Each	<u>\$3.95</u>	
<u>Corporate Services International (CSI) (Corporate Services International)</u>	1	Each	<u>\$4.00</u>	
<u>Wynne Transportation, LLC</u>	1	Each	<u>\$4.00</u>	
<u>Kerrville Bus (Coach USA/Kerrville Bus)</u>	1	Each	<u>\$4.25</u>	
<u>TMF Tours and Travel/Awards and Apparel (TMF Enterprises)</u>	1	Each	<u>\$10.00</u>	
<u>Champion Tours & Events, Inc.</u>	1	Each	<u>\$200.00</u>	

Line 7 TRAVEL AGENCY FEE TO EVENTS FOR STUDENTS AND STAFF - Minimum Percentage Rate

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT</u>	<u>SUPPLIER NOTES</u>
Champion Tours & Events, Inc.	1	Percentage	N/A	
<u>Connect Tours and Cruises</u>	1	Percentage	15%	
Director's Choice Tour and Travel (Director's Choice, LLP)	1	Percentage	N/A	
Educational Travel Adventures (Vagabond Tours)	1	Percentage	N/A	
<u>Green Light Group Tours (Grand Fund, Inc.)</u>	1	Percentage	10%	For ground packages items excluding air and motorcoach transportation
Perform-America Texas, LLC	1	Percentage	N/A	We do not assess a travel agency fee
Rogers Travel, LLC	1	Percentage	N/A	\$35.00 service fee per airline ticket and \$25.00 per change fee after ticket is purchased
Sam's Limousine and Transportation	1	Percentage	N/A	
TMF Tours and Travel/Awards and Apparel (TMF Enterprises)	1	Percentage	N/A	
Tour-Rific of Texas (Tour-Rific of Texas, Inc.)	1	Percentage	N/A	We do not have an agency percentage rate. We charge \$25.00 per ticket to make airline reservations but most of the other trip components pay us a commission. We do not have a percentage fee to book a bus or to make a hotel reservation.
Western Motorcoach, Inc.	1	Percentage	N/A	
WorldStrides (Lakeland Tours, LLC)	1	Percentage	N/A	All of our programs have all fees included
<u>Wynne Transportation, LLC</u>	1	Percentage	10%	

Line 8 TRAVEL AGENCY FEE TO EVENTS FOR STUDENTS AND STAFF - Maximum Percentage Rate

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PERCENT</u>	<u>SUPPLIER NOTES</u>
Champion Tours & Events, Inc.	1	Percentage	N/A	
<u>Connect Tours and Cruises</u>	1	Percentage	15%	
Director's Choice Tour and Travel (Director's Choice, LLP)	1	Percentage	N/A	
Educational Travel Adventures (Vagabond Tours)	1	Percentage	N/A	
<u>Green Light Group Tours (Grand Fund, Inc.)</u>	1	Percentage	19%	For ground packages items excluding air and motorcoach transportation
Perform-America Texas, LLC	1	Percentage	N/A	We do not assess a travel agency fee
Rogers Travel, LLC	1	Percentage	N/A	\$35.00 service fee per airline ticket and \$25.00 per change fee after ticket is purchased
Sam's Limousine and Transportation	1	Percentage	N/A	
TMF Tours and Travel/Awards and Apparel (TMF Enterprises)	1	Percentage	N/A	
Tour-Rific of Texas (Tour-Rific of Texas, Inc.)	1	Percentage	N/A	We do not have an agency percentage rate. We charge \$25.00 per ticket to make airline reservations but most of the other trip components pay us a commission. We do not have a percentage fee to book a bus or to make a hotel reservation.
Western Motorcoach, Inc.	1	Percentage	N/A	
WorldStrides (Lakeland Tours, LLC)	1	Percentage	N/A	All of our programs have all fees included
<u>Wynne Transportation, LLC</u>	1	Percentage	10%	

Line 9 TRAVEL AGENCY TO EVENTS FOR STUDENTS AND STAFF - Cancellation Rate of the trip within four (4) hours of scheduled pick-up time

SUPPLIER	QTY	UOM	PRICE	SUPPLIER NOTES / Percent Refunded
<u>Director's Choice Tour and Travel (Director's Choice, LLP)</u>	1	Each	<u>\$0.00</u>	0%
<u>Educational Travel Adventures (Vagabond Tours)</u>	1	Each	<u>\$0.00</u>	0%
<u>Green Light Group Tours (Grand Fund, Inc.)</u>	1	Each	<u>\$0.00</u>	If the passenger has Trip Cancellation Protection, they could be covered for a full refund until the last moment before departure if they decided to cancel. 0%
<u>Perform-America Texas, LLC</u>	1	Each	<u>\$0.00</u>	The amount would be the full amount of the trip/charter with cancellation 4 hours prior to departure. 0%
<u>Rogers Travel, LLC</u>	1	Each	<u>\$0.00</u>	0%
<u>TMF Tours and Travel/Awards and Apparel (TMF Enterprises)</u>	1	Each	<u>\$0.00</u>	0%
<u>Western Motorcoach, Inc.</u>	1	Each	<u>\$0.00</u>	n/a 0%
<u>Champion Tours & Events, Inc.</u>	1	Each	<u>\$100.00</u>	100%
<u>Connect Tours and Cruises</u>	1	Each	<u>\$100.00</u>	0%
<u>Tour-Rific of Texas (Tour-Rific of Texas, Inc.)</u>	1	Each	<u>\$100.00</u>	Cancellation within 4 hours typically results in a 100% cancellation penalty. This is on a case by case basis. If it is weather related and the bus company feels it is unsafe to travel, there will be no penalty for the charter. If it a theatre ticket that has been pre-paid, there will be no refunds. If it is a hotel room, it is on a case by case basis. If we can get a refund, we will refund it to the customer. 0%
<u>WorldStrides (Lakeland Tours, LLC)</u>	1	Each	<u>\$100.00</u>	100% of trip cost
<u>Wynne Transportation, LLC</u>	1	Each	<u>\$100.00</u>	0%
<u>Sam's Limousine and Transportation</u>	1	Each	<u>\$575.00</u>	50%

Line 10 TRAVEL AGENCY TO EVENTS FOR STUDENTS AND STAFF - Cancellation Rate of the trip within twenty-four (24) hours of scheduled pick-up time

SUPPLIER	QTY	UOM	PRICE	SUPPLIER NOTES / Percent Refunded
<u>Director's Choice Tour and Travel (Director's Choice, LLP)</u>	1	Each	<u>\$0.00</u>	0%
<u>Educational Travel Adventures (Vagabond Tours)</u>	1	Each	<u>\$0.00</u>	If a trip is canceled within 24 hours then typically the fees are not refundable. If there is an extenuation circumstance (storm, natural disaster, etc.) then a we would make every effort to refund.
<u>Green Light Group Tours (Grand Fund, Inc.)</u>	1	Each	<u>\$0.00</u>	If the passenger has Trip Cancellation Protection, they could be covered for a full refund until the last moment before departure if they decided to cancel. 0%
<u>Perform-America Texas, LLC</u>	1	Each	<u>\$0.00</u>	The amount would be the full amount of the trip/charter with cancellation 24 hours prior to departure. 0%
<u>Rogers Travel, LLC</u>	1	Each	<u>\$0.00</u>	0%
<u>TMF Tours and Travel/Awards and Apparel (TMF Enterprises)</u>	1	Each	<u>\$0.00</u>	0%
<u>Western Motorcoach, Inc.</u>	1	Each	<u>\$0.00</u>	n/a 0%
<u>Wynne Transportation, LLC</u>	1	Each	<u>\$50.00</u>	50%
<u>Champion Tours & Events, Inc.</u>	1	Each	<u>\$100.00</u>	100%
<u>Connect Tours and Cruises</u>	1	Each	<u>\$100.00</u>	0%
<u>Tour-Rific of Texas (Tour-Rific of Texas, Inc.)</u>	1	Each	<u>\$100.00</u>	Cancellation within 24 hours typically results in a 100% cancellation penalty. This is on a case by case basis. If it is weather related and the bus company feels it is unsafe to travel, there will be no penalty for the charter. If it a theatre ticket that has been pre-paid, there will be no refunds. If it is a hotel room, it is on a case by case basis. If we can get a refund, we will refund it to the customer. 0%
<u>WorldStrides (Lakeland Tours, LLC)</u>	1	Each	<u>\$100.00</u>	100% of trip cost
<u>Sam's Limousine and Transportation</u>	1	Each	<u>\$575.00</u>	0%