



A Connection to the Community in Newman, CA

Heading into a new school year, Newman-Crows Landing Unified School District (NCLUSD) Superintendent Ed Felt was faced with the same challenge as many other school administrators — he had to cut the district's budget. His need to trim \$1.3 million from his overall budget resulted in a significant reduction in the transportation budget.

Using data collected by GPS and other fleet monitoring technologies standard on First Student buses, our team reviewed routes, stops and ridership in search of savings opportunities. They discovered a significant portion of underutilized seating capacity on the daily routes.

First Student's team members, being locals themselves, were able to identify opportunities for improved route efficiency. Combining this local knowledge with the national expertise of our in-house First Planning Solutions routing team allowed for the removal of a full route and the ability to further enhance overall efficiencies in NCLUSD's transportation system.

"When contracting out, it is important to work with people who are flexible and independent thinkers and problem solvers who can help us solve our bigger problems. And that is what First Student has been able to do for us," said Superintendent Felt.

In less than a month, the First Student team identified the most viable changes to allow for the necessary NCLUSD budget cuts. By working together, First Student and Newman-Crows Landing Unified School District saved the community \$116,000 without reducing access for any of the 1,500 households that rely on our transportation service.

Through our team's local knowledge and First Student's national resources, we were able to quickly structure transportation services to the district's unique challenges — providing the full level of savings that the district needed to offset its budget deficit. Felt praised the collaboration by First Student saying, "having that kind of cooperative effort with an independent provider made my job a lot easier."

First Student Location Manager Pam Evers summarized the relationship: "Newman loves us, we love Newman." This and the community's perspective contributes to one apparent reality - when looking at First Student's team in Newman and the Newman community, more often than not, they're one and the same.

