

Issue Analysis Form

Date: 1/28/2020
Item: Award of Contract –
Fire Apparatus
Purchase
Lead Department(s): Fire/EMS, Finance
Contact Person(s): Brad Owens; Betsy Drewry



Description and Current Status

The Board of Supervisors received a report on the planned apparatus purchases on January 14, 2020.

Sufficient funds to purchase fire apparatus, with per unit limits, have been borrowed and/or are already on hand within the CIP Fund Apparatus Account.

Fall Series 2019 Bonds:	\$2,250,000.00
Beginning balance on hand in CIP – Apparatus Account -	\$ 437,739.36
Total Available within CIP Apparatus Account	\$2,687,739.36

The apparatus purchase from **Atlantic Emergency Solutions**, the preferred vendor, using a cooperative HGAC Buy contract is recommended. Previous apparatus purchases have been made from Atlantic Emergency Solutions with good results and satisfaction.

An HGAC-Buy contract pricing proposal totaling **\$2,377,157 (as revised on 1/22/2020)** is provided as **Attachment A**. The original pricing was reduced by \$31,217 by planning a separate purchase of extrication system for the Carson Heavy Duty Rescue unit from another vendor. A funding breakdown is provided as **Attachment B**.

Board Action Requested:

Authorize County Administrator to execute a contract with **Atlantic Emergency Solutions in the amount of \$2,377,157**. A total not to exceed \$2,365,000 will be paid from County CIP Apparatus funds. The balance of \$38,144.75 (including a portion of the separately purchased \$25,987.75 extrication system for the Carson unit) will be paid from individual station funds [Fire Program / ATL Funds or private station funds]. A draft board resolution for board review and approval consideration is included.

Government Path

Does this require IDA action?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Does this require BZA action?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Does This require Planning Commission Action?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Does this require Board of Supervisors action?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No

Does this require a public hearing?

Yes No

If so, before what date?

Yes No

Fiscal Impact Statement

Fall Series 2019 bond proceeds are sufficient to accommodate the \$2,365,000 maximum allowable purchase of apparatus from Atlantic Emergency Solutions. Any additional costs will be paid from department budgets/funds.

County Impact

Award of contract will allow County to move forward with purchasing apparatus in accordance with County Ordinance §74.4, which devotes \$0.02 in Real Estate Tax revenue annually to apparatus replacements.

Notes



January 23, 2020

Prince George Fire & EMS
6602 Courts Drive
Prince George, VA 23875

Attention: Director Brad Owens

Dear Mr. Owens,

Thank you for the opportunity to work together on your upcoming apparatus replacement. We have worked with the stations on the design and pricing of each configuration.

The price for the 3000 gallon Freightliner Dryside Tanker as described in component list 331 dated 1-14-2020 is as follows:

Pierce Dryside Tanker	\$414,915.
Additional Compartment Options	7,559.
Total	422,474.

The price for the Prince George Courthouse Enforcer Pumper as described in component list 679 dated 1-14-2020 is as follows:

Pierce Enforcer Pumper	\$599,950.
Additional Courthouse Specific Options	6,465.
Total	606,415.

The price for the Jefferson Park Enforcer Pumper as described in component list 680 dated 1-14-2020 is as follows:

Pierce Enforcer Pumper	\$599,950.
Additional Jefferson Park Specific Options	2,369.
Total	602,319.

The price for the Carson Enforcer Heavy Duty Rescue described in component list 344 dated 1-14-2020 is as follows:

Pierce Enforcer Heavy Duty Rescue	\$745,949
Total	745,949.

The pricing for each unit include a prepayment discount for a payment made at the time of order.



Total Purchase Price before Prepay Discount:	\$2,471,246.00
Prepayment in the amount of \$2,084,484.00	<u>-94,089.00</u>
 Total Purchase:	 \$2,377,157.00

Purchase order must be received by January 31, 2020 to avoid year end price increase!

Please let me know if you have any questions or need any additional information.

Sincerely,

Kevin Sandridge

Kevin Sandridge

VP Apparatus Sales

Atlantic Emergency Solutions

Cell 434-953-5153

Prince George County Fire and Rescue Apparatus Purchase - Funding Details

Fire Apparatus Fund (Countywide Capital Improvement Plan)

Funding Available 1/16/2020 2,687,739.36 Borrowing + Beginning Balance

A	B	C	D	E	F	G
Apparatus	Fire Company	Atlantic Emergency Equipment Cost*	Extrication System (Separate Purchase)	Total Apparatus Cost	Apparatus Fund Allocation (CW CIP)	Department Funds (Private Donations or ATL/ Fire Program Funds)
Pierce Dryside Tanker	Burrowsville	422,474.00		422,474.00	415,000.00	7,474.00
Pierce Enforcer Pumper	Prince George	606,415.00		606,415.00	600,000.00	6,415.00
Pierce Enforcer Pumper	Jefferson Park	602,319.00		602,319.00	600,000.00	2,319.00
Pierce Enforcer Heavy Duty Rescue	Carson *	745,949.00	25,987.75	771,936.75	750,000.00	21,936.75
TOTAL		2,377,157.00	25,987.75	2,403,144.75	2,365,000.00	38,144.75

*As revised with Carson Unit Change (separate purchase of extrication system)

Board of Supervisors
County of Prince George, Virginia

Resolution

At a regular meeting of the Board of Supervisors of the County of Prince George held in the Boardroom, Third Floor, County Administration Building, 6602 Courts Drive, Prince George, Virginia this 28th day of January, 2020:

Present:

Vote:

Donald R. Hunter, Chairman
Alan R. Carmichael, Jr., Vice-Chairman
Floyd M. Brown, Jr.
Marlene J. Waymack
T. J. Webb

A-2

On motion of _____, seconded by _____, which carried unanimously, the following Resolution was adopted:

RESOLUTION; AWARD OF CONTRACT (FIRE & RESCUE APPARATUS \$2,377,157)

WHEREAS, Prince George County Ordinance §74-4 allocates \$0.02 of each year's real estate tax revenue to a fire apparatus replacement fund for the coordinated fire/EMS system; and

WHEREAS General Obligation bonds were issued in the fall of 2019 totaling \$2,250,000 for the purchase of fire/EMS apparatus, and when combined with a beginning balance of \$437,739.36, a total of \$2,687,739.36 is available for apparatus purchases; and

WHEREAS, A cooperative HGAC Buy contract is available for County use to purchase fire/EMS apparatus from Atlantic Emergency Solutions for \$2,377,157; and

WHEREAS, Staff is requesting authorization for the County Administrator to enter into a contract with Atlantic Emergency Solutions for \$2,377,157 to move forward with the purchase of fire/EMS apparatus. A total of \$2,365,000 will be expended from the County CIP Apparatus account for this purchase. Any remaining costs related to this apparatus purchase will be paid from individual department funds/budgets.

NOW, THEREFORE, BE IT RESOLVED That the Board of the Supervisors of the County of Prince George this 28th day of January, 2020, hereby awards the contract for fire/EMS apparatus to Atlantic Emergency Solutions for \$2,377,157 and authorizes the County Administrator to execute a contract with Atlantic Emergency Solutions.

A Copy Teste:

Percy C. Ashcraft
County Administrator