

Issue Analysis Form



Date: August 11, 2020

Item: Zoll Monitors

Lead Department(s): Fire/EMS & Finance

Paul Mauger, Jason Koren,
Daniel Thompson, Betsy

Contact Person(s): Drewry

Description and Current Status

As part of the FY2021 adopted budget and CIP, Zoll Monitor purchases were approved for an amount of \$157,276 to be paid for with debt issuance in the spring of 2021. During the May 12, 2020 Board of Supervisors meeting Work Session, Fire & EMS and Finance provided information related to the purchase of replacement Zoll monitors for Fire/EMS. The E-Series monitors must be taken out of service by February 3, 2021 per FDA requirements.

Five (5) monitors were included in the CIP and there is a need to replace a **total of 9 units**; 8 **active** Zoll E-Series monitors and 1 **spare**. The pricing quoted for the CIP process was the price *without warranty* and the pricing has changed since the CIP submission.

Grant applications were filed and awarded for the purchase of 4 monitors with the Cameron Foundation (2) and the John Randolph Foundation (2). **Those grants are 50/50 awards (require a 50% local match) and the grant proceeds only cover 1 monitor per grant.** Those 5 purchased through the CIP **can be used** to satisfy the local match requirement.

Available Funding Recap:

Funds Requested in CIP - \$157,276.00 (former pricing of 5 monitors, no warranty)

John Randolph Foundation Grant Award - \$30,565.00

Cameron Foundation Grant Award - \$30,366.00

Total Funds Available = \$218,207.00

Zoll Medical Corporation provided pricing under a cooperative contract through the **National Association of State Purchasing Officials (NASPO) contract #SW300.**

The current request from Fire/EMS urges that **warranties be purchased** with these units in the event there is damage to or an issue with any unit.

Need Recap:

Funds needed for 7 Units with Warranty = \$249,813.20 – Deficit of **(\$31,606.20)**

Funds needed for 9 Units with Warranty = \$321,188.40 – Deficit of **(\$102,981.40)**

The staff recommendation is to **approve funding for 7 units on August 11, 2020**, using an appropriation of **SNAP investment interest** from Series Fall 2019 Bonds to cover the \$31,606.20 deficit. [Balance of \$37,620.99 available at 6/30/2020].

Fire/EMS has indicated they will pursue grant funding to cover the purchase of the 2 other needed units. Potential grant funding sources are 4-For-Life (awarded annually), or Cameron Foundation and John Randolph Foundation grants – apply during next grant cycle. There is enough 4-For-Life funding currently on hand to purchase the two other needed units, however, there may be other needs for that funding. Fire/EMS will evaluate priorities and timing for the purchase of the other two units.

The 7 units will be placed on
EMS 1
Engine 8
Responders 1, 5 & 6
EMS 8
Medic 3

The unit currently on engine 7 will be replaced when an 8th unit can be ordered (using other grant sources). The spare will be replaced as funding permits.

Attached is:

Attachment A - Pricing Summary

Attachment B - Updated Zoll Medical Corporation NASPO Price Quote for 7 & 9 monitors (with warranties) - \$249,813.20 and \$321,188.40 respectively

Attachment C – John Randolph Foundation & Cameron Foundation Grant Award Notices

Board Action Requested:

1. Approve appropriation resolution for Cameron Foundation Grant award of \$30,366 and authorize the County Administrator to sign award acceptance letter.
2. Approve appropriation resolution for John Randolph Foundation Grant award of \$30,565 and authorize the County Administrator to sign award acceptance letter (Letter of Agreement - LOA).
3. Approve appropriation resolution, appropriating \$157,276.00 to CIP with bond proceeds as the source
4. Approve budget transfer of \$31,606.20 from using Series Fall 2019 SNAP investment proceeds
5. Award contract to Zoll Medical Corporation in the amount of \$249,813.20 for the purchase of 7 Zoll Monitors
6. Approve Reimbursement Resolution for future debt issuance

Two resolutions are enclosed for board consideration; items 1-5 are in a combined appropriation and contract award resolution; the reimbursement resolution is separate.

Government Path

- Does this require IDA action? Yes No
- Does this require BZA action? Yes No
- Does This require Planning Commission Action? Yes No
- Does this require Board of Supervisors action? Yes No
- Does this require a public hearing? Yes No
- If so, before what date? 7 days prior to public hearing Yes No

Fiscal Impact Statement

The Adopted FY2021 budget and CIP includes the purchase of 5 monitors at a cost of \$157,276. The adopted FY2021 General Fund transfer to the debt reserve of \$1,262,500 covers borrowing to replace the monitors. Purchase of these monitors does not require a tax rate increase.

Grant Funds totaling \$60,931 were received; \$30,366 from the Cameron Foundation and \$30,565 from the John Randolph Foundation.

CIP + Grant Funding = \$218,207 available.

To purchase 7 units with warranty for \$249,813.20, including 2 grant awards, there is a funding deficit of \$31,606.20

To purchase 9 units with warranty for \$321,188.40, including 2 grant awards, there is a funding deficit of \$102,981.40

The deficit for the purchase of 7 units can be covered with SNAP Series Fall 2019 bond investment interest proceeds. The other two needed units can be purchased with Fire/EMS Grants (4-For-Life) or by applying for John Randolph Foundation and/or Cameron Foundation grants during the next grant cycle.

County Impact

Replacement of the E-Series monitors by February 3, 2021 will bring County into compliance with USDA / FDA regulations.

Notes

PURCHASE 7 UNITS							
Purchase Quantity	Source	Available Funds (CIP / Grant)	Source	Notes	Purchase Price (Per Unit)	Total Purchase Price	Funding Excess (Shortfall)
5	Debt (Borrowing)	\$ 157,276.00	CIP / Borrowing	Use 1 of 5 units above as "local match" (Local Match \$30,566)	\$ 35,687.60	\$ 178,438.00	\$ (21,162.00)
1	Cameron Foundation Grant	\$ 30,366.00	Grant	Use 1 of 5 units above as "local match" (Local Match \$30,565)	\$ 35,687.60	\$ 35,687.60	\$ (5,321.60)
1	John Randolph Foundation Grant	\$ 30,565.00	Grant		\$ 35,687.60	\$ 35,687.60	\$ (5,122.60)
7	TOTALS	\$ 218,207.00				\$ 249,813.20	\$ (31,606.20)

Possible Action Needed:

7 Units, with Warranty - appropriation of \$31,606.20 needed

Possible Sources:

SNAP Interest - Series Fall 2019 - Balance at 6/30/2020 \$37,620.99 [recommended]

General Fund Contingency - \$343,999 budgeted; \$0 appropriated to date

General Fund, Fund Balance [not recommended]

PURCHASE 9 UNITS							WITH WARRANTY	
Purchase Quantity	Source	Available Funds (CIP / Grant)	Source	Notes	Purchase Price (Per Unit)	Total Purchase Price	Funding Excess (Shortfall)	
5	Debt (Borrowing)	\$ 157,276.00	CIP	Includes Trade In Credit	\$ 35,687.60	\$ 178,438.00	\$ (21,162.00)	
1	Cameron Foundation Grant	\$ 30,366.00	Grant	Purchase 2 additional units, 1 as local match	\$ 35,687.60	\$ 35,687.60	\$ (5,321.60)	
	Cameron Foundation Grant Local		Grant Local					
	Match if 5 units included in CIP not used as matching funds	\$ -	Match (Not Budgeted)					
1	John Randolph Foundation Grant	\$ 30,565.00	Grant	Purchase 2 additional units, 1 as local match	\$ 35,687.60	\$ 35,687.60	\$ (35,687.60)	
	Cameron Foundation Grant Local		Grant Local					
	Match if 5 units included in CIP not used as matching funds	\$ -	Match (Not Budgeted)					
1		\$ -		Purchase 2 additional units, 1 as local match	\$ 35,687.60	\$ 35,687.60	\$ (35,687.60)	
9	TOTALS	\$ 218,207.00			\$ 321,188.40	\$ (102,981.40)		

Possible Actions Needed:

9 Units with Warranty - Appropriation of \$102,981.40 needed

Possible Sources (Combination):

Use of available Fire/EMS 4-for-Life funds to purchase 2 additional units (might need to be 1 in FY2021 and 1 in FY2022) [recommended]

SNAP Interest - Series Fall 2019 - Balance at 6/30/2020 \$37,620.99 [insufficient]

General Fund Contingency - \$343,999 budgeted; \$0 appropriated to date

General Fund, Fund Balance not recommended

**ZOLL Medical Corporation**

Worldwide HeadQuarters
269 Mill Rd
Chelmsford, Massachusetts 01824-4105
(978) 421-9655 Main
(800) 348-9011
(978) 421-0015 Customer Support
FEDERAL ID#: 04-2711626

TO: Prince George Fire/EMS
6602 Courts Drive
P.O. Box 68
Prince George, VA 23875

Attn: **Jason Koren**

email: jkoren@princegeorgecountyva.gov

Tel: 804-712-5886

QUOTATION 342585 V:4

DATE: August 03, 2020

TERMS: Net 30 Days

FOB: Destination **

FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	601-2221011-01	<p>X Series ® Manual Monitor/Defibrillator with 4 trace tri-mode display monitor/ defibrillator/ printer, comes with Real CPR Help®, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5"(16.5cm) diagonal screen, full 12 ECG lead view with both dynamic and static 12-lead mode display.</p> <p>Accessories Included:</p> <ul style="list-style-type: none"> • MFC cable • MFC CPR connector • A/C power adapter/ battery charger • A/C power cord • One (1) roll printer paper • 6.6 Ah Li-ion battery • Carry case • Declaration of Conformity • Operator's Manual • Quick Reference Guide <p>• One (1)-year EMS warranty</p> <p>Advanced Options: Real CPR Help Expansion Pack CPR Dashboard quantitative depth and rate in real time, release indicator, interruption timer, perfusion performance indicator (PPI)</p> <ul style="list-style-type: none"> • See - Thru CPR artifact filtering <p>ZOLL Noninvasive Pacing Technology:</p>	7	\$37,275.00	\$30,565.50	\$213,958.50 *

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Suzanne Ramler
EMS Territory Manager
804-615-1195

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		Masimo Pulse Oximetry SP02 <ul style="list-style-type: none"> Signal Extraction Technology (SET) Rainbow SET NIBP Welch Allyn includes: <ul style="list-style-type: none"> Smartcuff 10 foot Dual Lumen hose SureBP Reusable Adult Medium Cuff End Tidal Carbon Dioxide monitoring (ETCO2) Oridion Microstream Technology: Order required Microstream tubing sets separately Interpretative 12- Lead ECG: <ul style="list-style-type: none"> 12-Lead one step ECG cable- includes 4- Lead limb lead cable and removable precordial 6- Lead set 				
2	8 0 0 0 - 0 3 3 0	SpO2 Rainbow Reusable Patient Cable: Connects to LNCS Single Use and Reusable Sensors (4 ft)	7	\$295.00	\$241.90	\$1,693.30 *
3	8 0 0 0 - 0 2 9 4	SpO2 LNCS Adult Reusable Sensor (1 each)	7	\$295.00	\$241.90	\$1,693.30 *
4	8 0 0 0 - 0 5 8 0 - 0 1	Six hour rechargeable Smart battery	7	\$519.75	\$405.90	\$2,841.30 *

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
5	8200-000100-01	Single Bay Charger for the SurePower and SurePower II batteries.	7	\$992.25	\$774.90	\$5,424.30 *
6	8778-89055-PP	Please refer to "Technical Support and On-Site Service" document. Includes: Annual preventive maintenance, discounts of 24% on new cables, 24% discount on lithium SurePower Batteries, 24% discount on parameter upgrades, and parts & labor on normal wear and tear. Shipping and use of a Service Loaner during repairs, no charge shipping. Extended warranty is a continuation of the EMS One Year Product Limited Warranty.	7	\$7,175.00	\$6,457.50	\$45,202.50
7	5001-9928	ZOLL E Series w/Pacing, 12 lead + 3 parameters or more Trade-In	7		(\$3,000.00)	(\$21,000.00) **

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		<p>**Trade-In Value valid if all equipment purchased is in good operational and cosmetic condition, and includes all standard accessories. Customer assumes responsibility for shipping trade-in equipment to ZOLL Chelmsford within 60 days of receipt of new equipment. Customer agrees to pay cash value for trade-in equipment not shipped to ZOLL on a timely basis.</p> <p>*Reflects National Association of State Procurement Officials (NASPO) Contract Pricing. Master Contract #SW300.</p>				
TOTAL						\$249,813.20

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QUOTATION 351311 V:1

DATE: August 03, 2020

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FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
1	601-2221011-01	<p>X Series® Manual Monitor/Defibrillator with 4 trace tri-mode display monitor/ defibrillator/ printer, comes with Real CPR Help®, advisory algorithm, advanced communications package (Wi-Fi, Bluetooth, USB cellular modem capable) USB data transfer capable and large 6.5"(16.5cm) diagonal screen, full 12 ECG lead view with both dynamic and static 12-lead mode display.</p> <p>Accessories Included:</p> <ul style="list-style-type: none"> • MFC cable • MFC CPR connector • A/C power adapter/ battery charger • A/C power cord • One (1) roll printer paper • 6.6 Ah Li-ion battery • Carry case • Declaration of Conformity • Operator's Manual • Quick Reference Guide <p>• One (1)-year EMS warranty</p> <p>Advanced Options: Real CPR Help Expansion Pack CPR Dashboard quantitative depth and rate in real time, release indicator, interruption timer, perfusion performance indicator (PPI) • See - Thru CPR artifact filtering</p> <p>ZOLL Noninvasive Pacing Technology:</p>	9	\$37,275.00	\$30,565.50	\$275,089.50 *

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ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		Masimo Pulse Oximetry SP02 • Signal Extraction Technology (SET) • Rainbow SET NIBP Welch Allyn includes: • Smartcuff 10 foot Dual Lumen hose • SureBP Reusable Adult Medium Cuff End Tidal Carbon Dioxide monitoring (ETCO2) Oridion Microstream Technology: Order required Microstream tubing sets separately Interpretative 12- Lead ECG: • 12-Lead one step ECG cable- includes 4- Lead limb lead cable and removable precordial 6- Lead set				
2	8000-0330	SpO2 Rainbow Reusable Patient Cable: Connects to LNCS Single Use and Reusable Sensors (4 ft)	9	\$295.00	\$241.90	\$2,177.10 *
3	8000-0294	SpO2 LNCS Adult Reusable Sensor (1 each)	9	\$295.00	\$241.90	\$2,177.10 *
4	8000-0580-01	Six hour rechargeable Smart battery	9	\$519.75	\$405.90	\$3,653.10 *

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5	8200-000100-01	Single Bay Charger for the SurePower and SurePower II batteries.	9	\$992.25	\$774.90	\$6,974.10 *
6	8778-89055-PP	Please refer to "Technical Support and On-Site Service" document. Includes: Annual preventive maintenance, discounts of 24% on new cables, 24% discount on lithium SurePower Batteries, 24% discount on parameter upgrades, and parts & labor on normal wear and tear. Shipping and use of a Service Loaner during repairs, no charge shipping. Extended warranty is a continuation of the EMS One Year Product Limited Warranty.	9	\$7,175.00	\$6,457.50	\$58,117.50
7	5001-9928	ZOLL E Series w/Pacing, 12 lead + 3 parameters or more Trade-In	9		(\$3,000.00)	(\$27,000.00) **

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <http://www.zoll.com/GTC> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

Suzanne Ramler
EMS Territory Manager
804-615-1195

1. DELIVERY WILL BE MADE 60-90 DAYS AFTER RECEIPT OF ACCEPTED PURCHASE ORDER.
2. PRICES QUOTED ARE VALID UNTIL SEPTEMBER 30, 2020.
3. APPLICABLE TAX ADDITIONAL.
4. ALL PURCHASE ORDERS ARE SUBJECT TO CREDIT APPROVAL BEFORE ACCEPTABLE BY ZOLL.
5. FAX PURCHASE ORDER AND QUOTATION TO ZOLL CUSTOMER SUPPORT AT 978-421-0015 OR EMAIL TO ESALES@ZOLL.COM.
6. ALL DISCOUNTS OFF LIST PRICE ARE CONTINGENT UPON PAYMENT WITHIN AGREED UPON TERMS.
7. PLACE YOUR ACCESSORY ORDERS ONLINE BY VISITING www.zollwebstore.com.



ZOLL Medical Corporation

Worldwide HeadQuarters
 269 Mill Rd
 Chelmsford, Massachusetts 01824-4105
 (978) 421-9655 Main
 (800) 348-9011
 (978) 421-0015 Customer Support
 FEDERAL ID#: 04-2711626

TO: Prince George Fire/EMS
 6602 Courts Drive
 P.O. Box 68
 Prince George, VA 23875

Attn: **Jason Koren**

email: jkoren@princegeorgecountyva.gov

Tel: 804-712-5886

QUOTATION 351311 V:1

DATE: August 03, 2020

TERMS: Net 30 Days

FOB: Destination ******

FREIGHT: Free Freight

ITEM	MODEL NUMBER	DESCRIPTION	QTY.	UNIT PRICE	DISC PRICE	TOTAL PRICE
		<p>**Trade-In Value valid if all equipment purchased is in good operational and cosmetic condition, and includes all standard accessories. Customer assumes responsibility for shipping trade-in equipment to ZOLL Chelmsford within 60 days of receipt of new equipment. Customer agrees to pay cash value for trade-in equipment not shipped to ZOLL on a timely basis.</p> <p>*Reflects National Association of State Procurement Officials (NASPO) Contract Pricing. Master Contract #SW300.</p>				
TOTAL						\$321,188.40

To the extent that ZOLL and Customer, or Customer's Representative have negotiated and executed overriding terms and conditions ("Overriding T's & C's"), those terms and conditions would apply to quotation. In all other cases, this quote is made subject to ZOLL's Standard Commercial Terms and Conditions ("ZOLL T's & C's") which for capital equipment, accessories and consumables can be found at <http://www.zoll.com/GTC> and for software products can be found at <http://www.zoll.com/SSPTC> and for hosted software products can be found at <http://www.zoll.com/SSHTC>. Except in the case of overriding T's and C's, any Purchase Order ("PO") issued in response to this quotation will be deemed to incorporate ZOLL T's & C's, and any other terms and conditions presented shall have no force or effect except to the extent agreed in writing by ZOLL.

Suzanne Ramler
 EMS Territory Manager
 804-615-1195

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Betsy Drewry

From: Daniel Thompson
Sent: Monday, July 20, 2020 11:56 AM
To: Betsy Drewry
Subject: Fwd: John Randolph Foundation Application Decision Notification - Spring 2020

Sent from my iPhone

Begin forwarded message:

From: John Randolph Foundation <administrator@grantinterface.com>
Date: July 20, 2020 at 11:51:30 AM EDT
To: Daniel Thompson <DCThompson@princegeorgecountyva.gov>
Cc: Paul Mauger <pmauger@princegeorgecountyva.gov>, "lsharpe@johnrandolphfoundation.org" <lsharpe@johnrandolphfoundation.org>, "kfooster@johnrandolphfoundation.org" <kfooster@johnrandolphfoundation.org>
Subject: **John Randolph Foundation Application Decision Notification - Spring 2020**
Reply-To: kfooster@johnrandolphfoundation.org

Dear Applicant,

Congratulations! The John Randolph Foundation Grant Committee has approved a grant of \$30,565. You will receive an official Letter of Agreement (LOA) via email and USPS mail soon. The LOA contains essential information regarding your grant award amount and serves as a contract between your organization and the Foundation. Please be sure to sign and date the Letter, retain a copy for your records, and return a signed copy to us as soon as possible. **Feel free to scan and email it back to us.** Without the signed document, John Randolph Foundation cannot process your payment. Also, please notify us should you not receive the LOA within 5 to 7 business days.

ATTACHMENT C

Unfortunately, we will not be hosting a grant awards ceremony this time due to the COVID-19 pandemic. We will be contacting award recipients directly to decide whether Foundation staff will come to your organization and present the check or if it will be easier for you to come to us!

Again, we thank you for partnering with us at John Randolph Foundation. We look forward to our continued journey supporting healthy communities and bright futures.

Kindest Regards,

Grant Committee
John Randolph Foundation

Betsy Drewry

From: Daniel Thompson
Sent: Friday, June 19, 2020 11:35 AM
To: Jason Koren; Paul Mauger; Betsy Drewry
Subject: Fwd: Cameron Foundation Grant

Good morning all, got some good news from the Cameron Foundation this morning, as more info filters in I will pass it up the chain. Still expecting to hear from John Randolph within a couple weeks.

Sent from my iPhone

Begin forwarded message:

From: Valerie Liggins <VLiggins@camfound.org>
Date: June 19, 2020 at 11:32:54 AM EDT
To: Daniel Thompson <DCThompson@princegeorgecountyva.gov>
Subject: Cameron Foundation Grant

Greetings,

Congratulations!

The Board of Directors of the Cameron Foundation met on Wednesday, June 17th and awarded Prince George County Fire and Emergency Medical Services an 18 month matching grant of \$30,366 for the purchase of the Zoll E series Cardiac Monitor Replacement Plan. The organization must secure matching funds in the amount of \$30,566 prior to the disbursement of this award. The 18 month period allows the organization the opportunity to secure matching funds from other sources. You will be receiving correspondence from our Grants Manager within the next couple of weeks.

If you have any questions, please don't hesitate to contact me.

*Valerie Liggins,
The Cameron Foundation
228 S. Sycamore Street
Petersburg, Virginia 23803*

vliggins@camfound.org

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 11th day of August, 2020:

<u>Present:</u>	<u>Vote:</u>
Donald R. Hunter, Chairman	
Alan R. Carmichael, Jr., Vice-Chairman	Floyd
Floyd M. Brown, Jr.	
Marlene J. Waymack	
T. J. Webb	

A-3

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

RESOLUTION; AWARD OF CONTRACT \$249,813.20; APPROPRIATIONS FROM DEBT PROCEEDS AND CAMERON FOUNDATION AND JOHN RANDOLPH FOUNDATION GRANTS (\$218,207 FIRE/EMS ZOLL MONITOR PURCHASES) AND BUDGET TRANSFER FROM SNAP INVESTMENT INTEREST (\$31,606.20)

WHEREAS, The existing E-Series Zoll Monitors in operation in the Fire & EMS department must be taken out of service by February 3, 2021 to be USDA / FDA compliant; and

WHEREAS, estimated funding for the purchase of five (5) monitors was approved in the adopted FY2021 Budget / CIP with debt issuance in the spring of 2021 as the funding source, and the majority of the funding needed for two (2) additional monitors was secured through John Randolph Foundation and Cameron Foundation grants as follows:

Adopted FY2021 Budget / CIP Funding - \$157,276.00
John Randolph Foundation Grant Award - \$30,565.00
Cameron Foundation Grant Award - \$30,366.00
Total Funding Available - \$218,207.00; and

WHEREAS, Zoll Medical Corporation provided final pricing under a cooperative NASPO (National Association of State Procurement Officials) contract for seven the needed Monitors at \$249,813.20 that is available for use by Prince George County. Staff is requesting authorization for the County Administrator to enter into a contract with Zoll Medical Corporation for \$249,813.20. The shortfall of \$31,606.20 between contract pricing and available funding will covered by an appropriation of available SNAP investment interest from Series Fall 2019.

NOW, THEREFORE, BE IT RESOLVED That the Board of the Supervisors of the County of Prince George this 11th day of August, 2020, hereby awards the contract for the purchase of Zoll Monitors to Zoll Medical Corporation for \$249,813.20 and authorizes the County Administrator to execute a contract with Zoll Medical Corporation.

NOW, THEREFORE, BE IT ALSO RESOLVED That the Board of the Supervisors of the County of Prince George this 11th day of August, 2020, approves the acceptance of the John Randolph Foundation (\$30,565) and Cameron Foundation (\$30,366) grants and authorizes the County Administrator or his designee to sign and execute the grant acceptance letters.

NOW, THEFORE, BE IT FURTHER RESOLVED That the Board of Supervisors of the County of Prince George this 11th day of August, 2020, does hereby authorize the following increase of funds within the 2020-2021 Budget, such line items increased as follows, which monies to be expended for purposes authorized and approved by the Board of Supervisors of the County of Prince George:

<u>FUND/ORGANIZATION</u>		<u>AMOUNT</u>
<u>Expenditure:</u>		
0311-03-200-3207-48121	CIP – Zoll Monitors	\$249,813.20
 <u>Revenue:</u>		
0311-40-900-8115-341401	Debt Proceeds	\$157,276
0311-10-509-8205-319502	John Randolph Foundation Grant	\$30,565
0311-10-509-8205-319501	Cameron Foundation Grant	\$30,366
0311-40-900-8208-399999	CIP Fund Balance SNAP Interest Series Fall 2019	\$31,606.20

A Copy Teste:

Percy C. Ashcraft
County Administrator

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 11th day of August, 2020:

Present:

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

Vote:

A-3

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

**RESOLUTION OF OFFICIAL INTENT TO REIMBURSE
EXPENDITURES WITH PROCEEDS OF BONDS
OR OTHER INDEBTEDNESS**

WHEREAS, the Board of Supervisors (the "Board") of the County of Prince George, Virginia (the "County") has previously determined to undertake the purchase of Zoll monitors / defibrillators for Fire/EMS of \$157,276;

WHEREAS, the Board currently expects that the cost of the Purchase, excluding the costs of the financing thereof, will be approximately \$157,276 (excluding non-debt funding sources);

WHEREAS, the Board currently expects to incur long-term indebtedness in an amount now estimated at \$157,276 to pay a portion of the costs of the Purchase, which indebtedness may take the form of tax-exempt bonds or other types of debt; the proceeds of such indebtedness may be used either for paying costs of the Purchase directly or for repaying other indebtedness previously incurred for the Purchase or for a combination of such purposes; and

WHEREAS, the County may also advance its own funds to pay expenditures relating to the Purchase (collectively, the "Expenditures") prior to receiving reimbursement for such Expenditures from the proceeds of tax-exempt bonds or taxable debt, or both;

THEREFORE, BE IT RESOLVED, by the Board of Supervisors of the County as follows:

1. The County intends to utilize the proceeds of tax-exempt bonds or notes (the "Bonds") or to incur other debt to pay Purchase costs in an amount not currently expected to exceed \$157,276.

2. The County intends that the proceeds of the Bonds be used to pay or reimburse the County for the payment of Expenditures made after the date of this Resolution or made within 60 days prior to the date of this Resolution or Expenditures which are incurred for certain preliminary costs such as architectural, engineering, surveying, soil testing, bond issuance expenses and the like. The County reasonably expects on the date hereof that it will pay or reimburse the Expenditures with the proceeds of the Bonds or other debt.

3. Each Expenditure will be, unless otherwise approved by bond counsel, either (a) of a type properly chargeable to a capital account under general federal income tax principles (determined in each case as of the date of the Expenditure), (b) a cost of issuance with respect to the Bonds, or (c) a nonrecurring item that is not customarily payable from current revenues.

4. The County intends to make a reimbursement allocation, which is a written allocation by the County that evidences the County's use of proceeds of the Bonds to reimburse an Expenditure, no later than 18 months after the later of the date on which the Expenditure is paid or the Purchase is placed in service or abandoned, but in no event more than three years after the date on which the Expenditure is paid. The County recognizes that exceptions are available for certain "preliminary expenditures," costs of issuance, and certain de minimis amounts.

5. The Board intends that the adoption of this Resolution confirms the "official intent" of the County within the meaning of Treasury Regulations Section 1.150-2 promulgated under the Internal Revenue Code of 1986, as amended.

6. The County Administrator and other officers of the County are hereby authorized and directed to take such actions, in consultation with the County's counsel, as may be necessary or desirable to implement the planning and structuring of the Bonds, including but not limited to negotiations with lenders or investment bankers for the Bonds, the selection of bond counsel to supervise the issuance of such Bonds and the engagement of such other professionals as may be necessary or desirable to assist the County in this process, but such officers shall not obligate the County on such Bonds without further approval by the Board.

7. This Resolution shall take effect immediately upon its passage.

A Copy Teste:

Percy C. Ashcraft
County Administrator