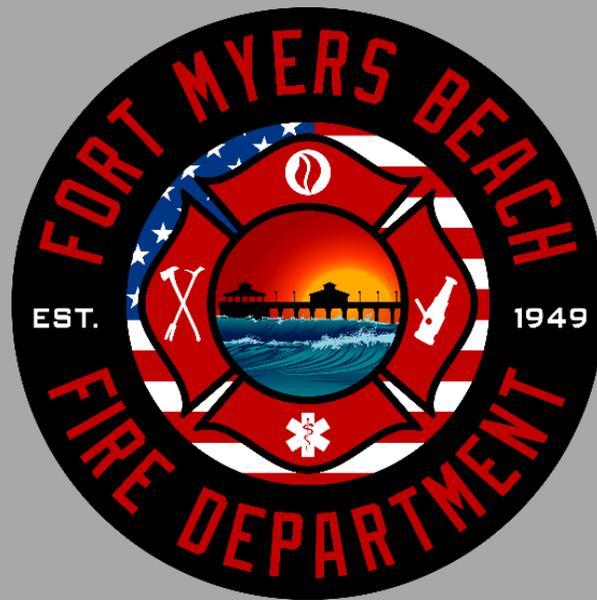


FORT MYERS BEACH FIRE CONTROL DISTRICT

**SEPTEMBER 10, 2018
BOARD OF FIRE COMMISSIONERS
SPECIAL MEETING**



MATERIALS



FORT MYERS BEACH FIRE CONTROL DISTRICT

BOARD OF FIRE COMMISSIONERS

SPECIAL MEETING

AGENDA

SEPTEMBER 10, 2018 4:00 PM

2755 ESTERO BOULEVARD, FORT MYERS BEACH PUBLIC LIBRARY
FORT MYERS BEACH, FLORIDA 33931

BOARD OF FIRE COMMISSIONERS

CAROL MORRIS
CHAIR

THEODORE R. SCHINDLER II
VICE-CHAIR

BOB RAYMOND
SECRETARY/TREASURER

RON FLEMING
FIRE COMMISSIONER

LARRY WOOD
FIRE COMMISSIONER

FIRE CHIEF
MATTHEW R. LOVE

1. Meeting Called to Order
2. Pledge of Allegiance
3. Adoption of Agenda [Discussion/Approval]
4. Restate Agenda Items [Information]
5. Public Input on Agenda Items
6. Old Business
 - A. Infrastructure Planning/Funding [Discussion/Approval]
7. New Business
 - A. Fire Apparatus Procurement [Discussion/Approval]
8. Fire Chief Remarks [Information/Discussion]
9. Commissioners Remarks [Information]
10. Public Input
11. Adjournment

FORT MYERS BEACH FIRE CONTROL DISTRICT

**BOARD OF FIRE COMMISSIONERS
SPECIAL MEETING**

**OLD BUSINESS
MATERIALS**



FORT MYERS BEACH FIRE CONTROL DISTRICT

BOARD OF FIRE COMMISSIONERS MEETING

“Blue Sheet” AGENDA ITEM INFORMATION

AGENDA CATEGORY: Old Business ITEM 6A
AGENDA ITEM: Infrastructure Planning/Funding
SUBJECT: Review Status
OTHER: N/A

ACTION

[\[Discussion/Approval\]](#)

PURPOSE

Provide the Board of Fire Commissioners with updates on infrastructure planning/funding.

HISTORY

Funding options were discussed at previous meetings and staff was provided with direction moving forward.

In this meeting the Board will be provided with updates to the infrastructure planning and funding options and the Board will discuss and approve any additional direction to staff.

RECOMMENDATION

Staff recommends that Board members provide feedback, direction, and approvals in preparation to move forward options.

FORT MYERS BEACH

FIRE CONTROL DISTRICT

BOARD OF FIRE COMMISSIONERS
SPECIAL MEETING

NEW BUSINESS
MATERIALS



FORT MYERS BEACH FIRE CONTROL DISTRICT

BOARD OF FIRE COMMISSIONERS MEETING

“Blue Sheet” AGENDA ITEM INFORMATION

AGENDA CATEGORY: New Business ITEM 7A
AGENDA ITEM: Fire Apparatus Procurement
SUBJECT: Ladder Truck/Engine Procurement & Financing
OTHER: N/A

ACTION

[\[Discussion/Approval\]](#)

PURPOSE

Provide the Board of Fire Commissioners with information and recommendations for action on the procurement of a Ladder Truck and financing for an Engine and Ladder Truck.

HISTORY

As part of the District’s Capital Sustainment Plan, fiscal year 2017/2018 identified the replacement of one (1) Engine and fiscal year 2018/2019 identifies the replacement of one (1) Ladder Truck.

The Engine replacement has been completed and the replenishment of reserve funds through the financing plan must be completed within a nearing timeline end date.

The financing is slated to be combined with the financing for the Ladder Truck replacement, resulting in a lower interest rate on the combination financing.

To complete this process within the timelines provided, the Board must approve Resolution 18-02 Approving Financing Terms.

In concert with the approval of Financing Terms is the procurement of the Ladder Truck.

Attached is staff’s recommendation for Ladder Truck procurement to include:

- Procurement Executive Summary
- Procurement Form
- Relevant Quotations

RECOMMENDATION

Staff recommends Board members review the presented information and provide questions to facilitate completion of the process to include approval of procurement and financing.

RECOMMENDED MOTION

Motion to approve the bid proposal for the purchase of one (1) Sutphen Corporation Monarch SPF-100 Aerial Platform as identified in the proposal at a purchase price of \$1,202,887.79 and to grant the Fire Chief authority to complete the transaction and if needed, negotiate unforeseen items, up to 5% of the original quote.

RECOMMENDED RESOLUTION MOTION

Motion to approve Fort Myers Beach Fire Control District Resolution 18-02, a Resolution Approving Financing Terms as written and attached.



FORT MYERS BEACH FIRE CONTROL DISTRICT

100 VOORHIS STREET · FORT MYERS BEACH, FLORIDA 33931
MAILING ADDRESS: PO BOX 2880 · FORT MYERS BEACH, FLORIDA 33932

EXECUTIVE SUMMARY LADDER TRUCK REPLACEMENT

Introduction:

The purpose of this Executive Summary is to present the procurement of a replacement Ladder Truck per the District's Capital Sustainment Schedule. This Ladder Truck is slated to replace a front-line apparatus (2005 Ladder Truck).

Background:

The replacement schedule for District vehicles has been established based on service life, reasonable maintenance cost, resale value, technology advancement, and safe operations. Currently, the District's Ladder Truck schedule calls for a front-line service life of fifteen (15) years in an effort to receive the benefits of a useful service life prior to a significant decline in value and reliability, as well as increase in maintenance expenditures.

In April, led by Battalion Chief Grow, a group of five (5) members made up of department Officers, Engineers, and Firefighters began researching specifications for this Ladder Truck. The group was tasked with researching our current Ladder Truck specifications, including reach and maneuverability, as well as any National Fire Protection Association (NFPA) and Environmental Protection Association (EPA) requirements.

After assessment, the group recommended replacing the current 70' Ladder Truck with a 100' Ladder Truck in order to reach additional floors on the District's high-rise structures. The committee weighed the benefits of reaching additional floors during firefighting and rescue operations against the increased size of the apparatus. It was determined the benefit to life and property warranted the recommendation to acquire the 100' Platform Ladder Truck. The new Ladder Truck will incorporate all the most recent standards mandated by the NFPA and the EPA. The group contacted and met with three (3) manufacturers to obtain bids compliant with our specifications.

Evaluative Data:

Three (3) manufacturers participated in the specification process. All three (3) manufacturers submitted a final bid. All three (3) bids were found to be compliant with the bid specifications and requirements set forth by the District.

Final, all-inclusive bids:

Pierce Manufacturing – \$1,282,280.00 (\$1,215,685.00 With 100% Pre-Pay Discount)

Sutphen Manufacturing – \$1,255,794.87 (1,202,887.79 With 100% Pre-Pay Discount and Multi-Agency Discount)

Hallmark RTC Manufacturing – \$1,194,219.00 (\$1,167,699.48 With 100% Pre-Pay Discount)

Limitations and Attributes:

Pierce

Attributes:

- Known to be a quality product
- Meets current NFPA and EPA standards
- All-wheel steering enhances maneuverability
- Best riding truck due to advanced suspension system
- Strong ladder with high rails for safe climbing

Limitations:

- Highest bid
- Closest service center is located in Bradenton, Florida
- New product (1st generation) with design features that limit functionality
- Longer wheelbase offsets the benefits of All-wheel steering system
- Different manufacturer than our current fleet of Engines
- Less compartmentation than competitor's apparatus

Sutphen

Attributes:

- Known to be a quality product
- Same manufacturer as our current fleet of Engines
- Closest service center is in Fort Myers, Florida
- Highest compartmentation
- Meets current NFPA and EPA standards
- Same set up and operation as our current fleet
- Shortest wheelbase and best maneuverability
- Two-year Warranty
- Thirty-year Ladder Warranty

Limitations:

- Ladder with the lowest rail height

Hallmark

Attributes:

- Lowest bid
- Meets current NFPA and EPA standards
- Strong ladder with highest rails

Limitations:

- Closest service center in Ocala, Florida
- Known to be of limited quality by firefighting industry
- Was reported to be the loudest cab of the three (3) manufacturers
- Due to design, operation over the front 180* of the truck is limited to angles much greater than the other two (2) manufacturers.

Conclusion:

The District has been working to acquire and maintain a standardized fleet of fire apparatus. Standardization of the fleet by using the same manufacturer ensures replacement apparatus are consistent and standard with those already in service. A standardized fleet provides the District staff with a consistent operational approach in that each apparatus has near identical operational and performance functions. Additionally, each apparatus is operated and outfitted with comparable equipment locations from vehicle to vehicle. The combination of ladder functionality, driving maneuverability and available compartment space were key factors that led to the committee's recommendation.

Recommendation:

After review of the data collected, meeting with manufacturers and visiting facilities, analysis of the District's needs, Ladder Truck specifications, familiarity and fleet consistency, the Committee recommends the Sutphen bid proposal. A key assessment component was both organization familiarity, as well as Sutphen being the only manufacturer that has a service center in Fort Myers. This service center will continue to allow repairs and service to be made without delay or the expense of having the apparatus towed or driven long distances in consideration of time, fuel, staff hours, wear and tear, and out of service time. Also noted is the customer service we have received to date from Sutphen has been excellent. Sutphen has been building fire engines since 1890 and is the oldest, continuously owned and operated fire apparatus manufacturer in the country.

Fort Myers Beach Fire Control District
Procurement Request Form for Capital Assets

The purpose of this form is to provide information needed for procurement requests for capitalized items above \$1,000. Do not use this form for multiple items unless procurement is made as a package.

Board Approved:		
Yes	No	N/A
Date:		

1. Item(s)

Sutphen Monarch SPH-100 Aerial Platform

2. What is the item(s) used for?

This unit is used to transport Firefighters and equipment for Fire Suppression, Emergency Medical, Haz Mat and other incidents, and perform suppression and rescue via an onboard pump and aerial platform device.

3. Does item(s) replace an existing piece of equipment? If yes, description & asset tag #

Yes. This unit will replace a 2005 Sutphen Aerial Platform (asset tag 1206)

4. Mission critical ranking (circle one based on criteria below)

	1	2	3	4
1) Critical to accomplish the mission	2) Non-critical; support item, enhancement, increase efficiency			
3) Specified in the strategic plan	4) End of useful life or life cycle rotation			

5. Description of any optional items or warranties

NA

6. Need for item(s) (how will it help the District function better, more efficient, etc.)

This apparatus will allow the District to retire a 2005 ladder truck; is consistent with the capital replacement plan; enhanced features of the apparatus will allow the District to better serve our community, particularly those in high rise structures.

7. Need for optional items / warranties

NA

8. Is item(s) available from more than one supplier?

If Yes, submit three written quotes from suppliers (attach to this request)

YES	NO
------------	-----------

9. Are there numerous brands available (e.g., Zoll, Philips, etc.)?

If yes, provide a rationale for preferred brand

YES	NO
------------	-----------

See Executive Summary

10. Recommendation (what brand and supplier is recommended)

If supplier is not the lowest cost vendor, provide rationale for the additional expense

See Executive Summary

11. Estimated life expectancy? (example: 5-7 years)

15 years

12. Is the item(s) budgeted?

YES	NO
------------	-----------

13. What is the cost of the purchase you are recommending (itemize optional items)

Sutphen Monarch SPH-100 Aerial Platform	\$1,255,794.87
Less: Multi Agency Discount	(\$12,500.00)
Less: Prepayment Discount	(\$40,407.08)
Total Cost	\$1,202,887.79

Scott Wirth, Executive Assistant Fire Chief of Operations

9/6/2018



725 SW 46th Avenue
 Ocala, Florida 34474
 T (352) 629-6305
 M (941)345-5958
 F (352) 629-2018

FIRE APPARATUS PROPOSAL

August 31, 2018

This proposal has been prepared for:
 Ft Myers Beach Fire Department
 100 Voorhis Street
 Ft Myers Beach, Florida 33931

Hall-Mark RTC is pleased to offer Ft Myers Beach Fire Department one 2018 E-One Cyclone II 95 ft Mid-mount Aerial. This vehicle is quote off Florida Sheriffs Association open bid FSA18-VEF13.0 Spec # 12. This vehicle shall be in accordance with the attached specifications. The purchase price shall also include all vehicle components and NFPA equipment as requested by the fire department and listed in the attached documentation. Delivery will be F.O.B. Sarasota, FL and will be 360 days after receipt of purchase order at Hall-Mark RTC in Ocala, FL. The current purchase price for the specified unit is as follows:

2018 E-One 95 Ft Mid-mount Aerial Platform Base model Spec# 16 95 ft Mid –Mount aerial Platform pricing.	\$ 1,037,448.00
Options requested by Fire Department.	\$ +156,771.00
Net cost of Aerial	\$ 1,194,219.00
Equipment List.	\$ + 2,430.48
Installation of customer supplied radio and Firecom.	\$ + 2,000.00
FSA fee.	\$ + 8,989.00
100 % Prepayment discount if paid in full with in 30 days of purchase order at E-One. Includes Performance Bond.	\$ - 39,939.00
TOTAL COST OF TRUCK	\$ 1,167,699.48

Sincerely,

Steve Kern
 941-345-5958



SUTPHEN

PROPOSAL

TO THE:
Fort Myers Beach Fire Control Dist
Chief Matthew Love
100 Voorhis St
Fort Myers Beach, FL 33931

DATE: September 6, 2018

We hereby propose and agree to furnish the following firefighting equipment upon your acceptance of this proposal:

One (1) Sutphen Heavy Duty Monarch SPH-100 Aerial Platform,
Complete and Delivered for the Total Sum of \$1,255,794.87
Less a Multi Agency Discount..... \$ - 12,500.00
Price after discount..... \$ 1,243,294.87

Note: The pricing is using the NPP Gov Cooperative Purchasing Contract, Extended February 2018.

The unit shall be manufactured completely in accordance to the following proposal and delivered in approximately **13-14 Months** from the date of the contract signing or purchase order, subject to delays from all causes beyond our control.

If you pay 100% of the proposed price within 30 days after contract signing you may **DEDUCT: \$ 40,407.08** from the proposed price.

NET PRICE AFTER PREPAYMENT DISCOUNT: \$ 1,202,887.79

Respectfully submitted,



David Stonitsch,
Sales Representative for the Sutphen Corp.
Sutphen Corporation



Equipment Proposal

This Equipment Proposal (the "Proposal") has been prepared by Ten-8 Fire Equipment, Inc. ("Company") in response to the undersigned Customer's request for a proposal. This Proposal is comprised of the special terms set forth below, the Proposal Option List, Warranty, and Company's Purchasing Terms and Conditions. Through its signature below or other Acceptance (as defined below), Customer acknowledges having received, read and being bound by this Proposal, all attachments and Company's Purchasing Terms and Conditions.

Date: September 5, 2018 ("Proposal Date") **Customer:** Fort Myers Beach Fire Department ("Customer")

Customer Address: 100 Voorhis Street Fort Myers, FL 33931

Quantity	Product Description & Options	Price
1	Pierce Manufacturing one (1) Velocity 100' Mid-Mount Platform based on Lake County Contract, ITB#14-0601 - (Bid #627) 100% Prepay Discount (includes performance bond) - Payment due at time of order Includes: Travel for 2 trips for 4 personnel (print approval and final inspection)	\$1,282,280.00 (\$66,595.00)
Purchase Price:		\$1,215,685.00

Delivery Timing: The Product described above in the Product Description and Options Section of this document will be built by and shipped from the manufacturer approximately 13 (months) after Company receives Customer's acceptance of this Proposal as defined below.

Other: _____

Unless accepted within 120 days from date of proposal, the right is reserved to withdraw this proposal.

ACCEPTANCE OF THIS PROPOSAL CREATES AN ENFORCEABLE BINDING AGREEMENT BETWEEN COMPANY AND CUSTOMER. "ACCEPTANCE" MEANS THAT CUSTOMER DELIVERS TO COMPANY: (A) A PROPOSAL SIGNED BY AN AUTHORIZED REPRESENTATIVE, OR (B) A PURCHASE ORDER INCORPORATING THIS PROPOSAL, WHICH IS DULY APPROVED, TO THE EXTENT APPLICABLE, BY CUSTOMER'S GOVERNING BOARD. ACCEPTANCE OF THIS PROPOSAL IS EXPRESSLY LIMITED TO THE TERMS CONTAINED IN THIS PROPOSAL AND COMPANY'S PURCHASING TERMS AND CONDITIONS. ANY ADDITIONAL OR DIFFERENT TERMS, WHETHER CONTAINED IN CUSTOMER'S FORMS OR OTHERWISE PRESENTED BY CUSTOMER AT ANY TIME, ARE HEREBY REJECTED.

INTENDING TO CREATE A BINDING AGREEMENT, Customer and Company have each caused this Proposal to be executed by their duly authorized representatives as of date of the last signature below.

Customer: Fort Myers Beach Fire Department

Ten-8 Fire Equipment, Inc.

By: _____

By: 

Title: _____

Title: **Authorized Sales Representative**

Print: _____

Print: **Eric Huovinen**

Date: _____

Date: **September 5, 2018**

FORT MYERS BEACH FIRE CONTROL DISTRICT

Resolution 18-02 Approving Financing Terms

WHEREAS: The Fort Myers Beach Fire Control District (“District”) has previously determined to undertake projects for the financing of a ladder truck and rescue pumper, and the Finance Officer has now presented a proposal for the financing of such Projects.

BE IT THEREFORE RESOLVED, as follows:

1. The District hereby determines to finance the Projects through Branch Banking and Trust Company (“BB&T”), in accordance with BB&T’s proposal. The amount financed shall not exceed \$1,500,000 the annual interest rate (in the absence of default or change in tax status) shall not exceed 3.37%, and the financing term shall not exceed ten (10) years from closing.
2. All financing contracts and all related documents for the closing of the financing (the “Financing Documents”) shall be consistent with the foregoing terms. All officers and employees of the District are hereby authorized and directed to execute and deliver any Financing Documents, and to take all such further action as they may consider necessary or desirable, to carry out the financing of the Projects as contemplated by the proposal and this resolution.
3. The Finance Officer is hereby authorized and directed to hold executed copies of the Financing Documents until the conditions for the delivery of the Financing Documents have been completed to such officer's satisfaction. The Finance Officer is authorized to approve changes to any Financing Documents previously signed by District officers or employees, provided that such changes shall not substantially alter the intent of such documents or certificates from the intent expressed in the forms executed by such officers. The Financing Documents shall be in such final forms as the Finance Officer shall approve, with the Finance Officer’s release of any Financing Document for delivery constituting conclusive evidence of such officer's final approval of the Document’s final form.
4. The District shall not take or omit to take any action the taking or omission of which shall cause its interest payments on this financing to be includable in the gross income for federal income tax purposes of the registered owners of the interest payment obligations. The District hereby designates its obligations to make principal and interest payments under the Financing Documents as "qualified tax-exempt obligations" for the purpose of Internal Revenue Code Section 265(b)(3).

5. The District intends that the adoption of this resolution will be a declaration of the District's official intent to reimburse expenditures for the rescue pumper project that is to be financed, in part, from the proceeds of the BB&T financing described above. The District intends that funds that have been advanced, or that may be advanced, from the District's general fund or any other District fund related to the rescue pumper project, for project costs may be reimbursed from a portion of the financing proceeds.
6. The balance of proceeds of the BB&T financing, after reimbursements outlined in section 5 have been satisfied, will be committed to prepay the ladder truck project. The District will utilize reserve funds to pay for all costs in excess of the amount financed to complete the ladder truck project, estimated to be approximately twenty percent of the total cost of the project.
7. All prior actions of District officers in furtherance of the purposes of this resolution are hereby ratified, approved and confirmed. All other resolutions (or parts thereof) in conflict with this resolution are hereby repealed, to the extent of the conflict. This resolution shall take effect immediately.

Approved this _____ day of _____, 2018

By: _____ By: _____

Title: _____ Title: _____