

**Caroline County
Board of Supervisors Agenda
Executive Summary**

Meeting Date: September 13, 2022

Title: Consent Agenda – Proposed Purchase over \$50,000 – Aerial Ladder Truck (Department of Fire & Rescue)

(Check Mark)

- | | |
|---|--|
| <input checked="" type="checkbox"/> Consent | <input type="checkbox"/> Closed Meeting |
| <input checked="" type="checkbox"/> Action | <input type="checkbox"/> Public Hearing |
| <input type="checkbox"/> No Action (Information Only) | <input type="checkbox"/> Ordinance |
| <input type="checkbox"/> Resolution | <input type="checkbox"/> PowerPoint Presentation |

Summary: Attached is a memorandum from Fire/EMS Chief Jason Loftus seeking Board approval to purchase an aerial ladder truck (Ladder #10 – Carmel Church) from Atlantic Emergency Solutions of Chesterfield, Virginia in the amount of \$1,199,107.

It will take an estimated 27 months to construct the vehicle, with delivery expected in December 2024.

Additional detail is included in Chief Loftus’ memorandum.

Budget Impact: The adopted FY 2022/2023 Capital Improvement Budget includes \$1,200,000 for the purchase of an aerial ladder truck.

The price of the ladder truck Chief Loftus is recommending for purchase is actually \$1,233,107 or \$33,107 more than the budgeted amount in FY 2023. By making a down payment of \$675,000 before September 30, 2022, however, the County can reduce the total price of the ladder truck by \$34,000 to \$1,199,107.

Therefore, staff is asking for approval to purchase the ladder truck at the September 13, 2022 Board meeting. The required down payment of \$675,000 will be made prior to September 30, 2022 from the FY 2022/2023 Undesignated General Fund Balance.

According to bond counsel Dan Siegel, the County can include a 60-day retroactive reimbursement clause in the resolution authorizing the upcoming \$8.5 financing to be

presented by Davenport & Company at the October 11 Board of Supervisors meeting (as discussed at the September 7, 2022 Board of Supervisors worksession).

The remainder of the funds for the ladder truck purchase (approximately \$525,000) will be included in a future financing, as they will not be needed until FY 2024/2025.

Requested Action from Board of Supervisors: Approve purchase as proposed



County of Caroline
Department of Fire-Rescue & Emergency Management

Date: August 26, 2022

To: Charles Culley, County Administrator
Caroline County Board of Supervisors

From: Jason R. Loftus, Chief

Subject: Request to purchase Ladder 10 [Carmel Church]

Staff is requesting the Board's approval for the purchase of Ladder 10 as appropriated in the 2023 Capital Improvement Plan. A committee of Career and Volunteer members has worked to develop a set of specifications for a 107' straight stick ladder with a 4-person cab, 500 gallons of water and 1500gpm pump truck to be housed at the Carmel Church station.

We are recommending the Ladder to be purchased from Atlantic Emergency Solutions of Chesterfield and built by Pierce Manufacturing. After exhausting cost savings measures to our specification, the price for the recommended truck came in at \$1,233,107.00. FY2023 had a CIP budget amount of \$1,200,000. In order to bring the truck in on budget, we are recommending the County exercise a pre-payment option of \$675,000 up front for a price reduction of **\$34,000**. This would bring the total cost of the apparatus to \$1,199,107.00. The purchase will be made through the use of the Houston-Galveston Area Cooperative (HGAC) contract. Build time for this apparatus is 27 months or 840 days with a delivery date December 2024.

The decision to purchase from Peirce Manufacturing was due to one source manufacturer for the ladder and chassis, and local access to repair facilities for warranty and ladder testing/maintenance

Due to the extended build time staff is not recommending a contingency amount for this purchase. Although, we plan to approach the Board in 2024 for funds to cover the cost of Equipment mounting from the Fire-Rescue Capital Reserve and Funds from the VDFP Aid-to Locality grant to equipment the unit.

Recommended Action

- 1.) Motion to approve the purchase of a 107' Pierce Ascendant ladder truck from Atlantic Emergency Solutions for a total price of \$1,199,107.00 with a pre-payment of \$675,000 from the FY2023 Capital Improvement Plan.
 - a. Informational: Remaining funds (\$475,893) would not be needed until FY25.

Enclosures

Preliminary Drawing
Proposal letter & Pricing
Truck Specifications.



August 26, 2022

Chief Jason Loftus
Caroline County Department of Fire-Rescue & Emergency Management
233 West Broadus Avenue
Bowling Green, Virginia 22427

Re: Pricing, Discounts, and Finance Options for Bid 656, 2025 Pierce Enforcer Aerial Ladder

Pricing and Discounts

Total Price: \$1,233,107.00 (Price is valid through September 30, 2022)

Terms: COD ~ Delivery: 840 Days from PO Receipt

Available Prepay Discounts

Discount of \$48,000.00 when \$1,100,000 is received before September 30, 2022

Discount of \$39,000.00 when \$800,000 is received before September 30, 2022

Discount of \$34,000.00 when \$675,000 is received before September 30, 2022

Discount of \$33,000.00 when \$1,100,000 is received before July 31, 2023

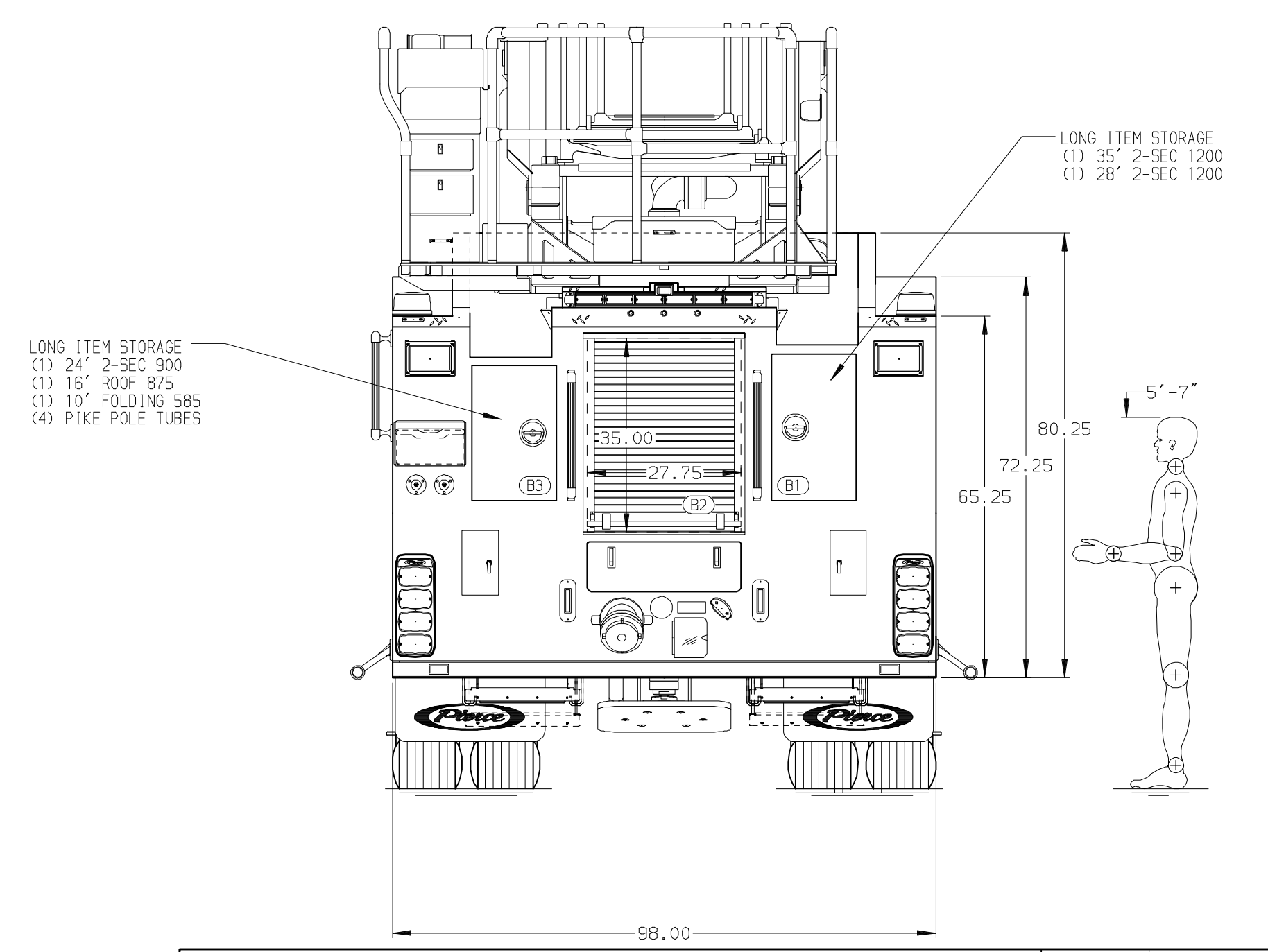
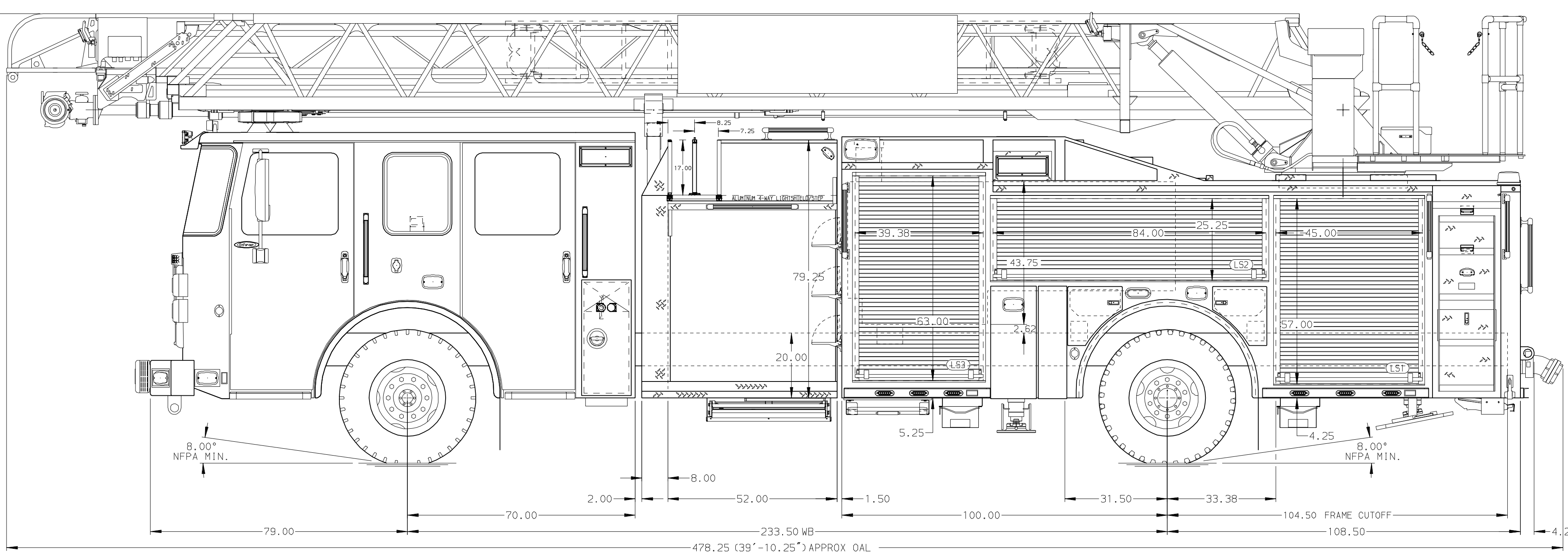
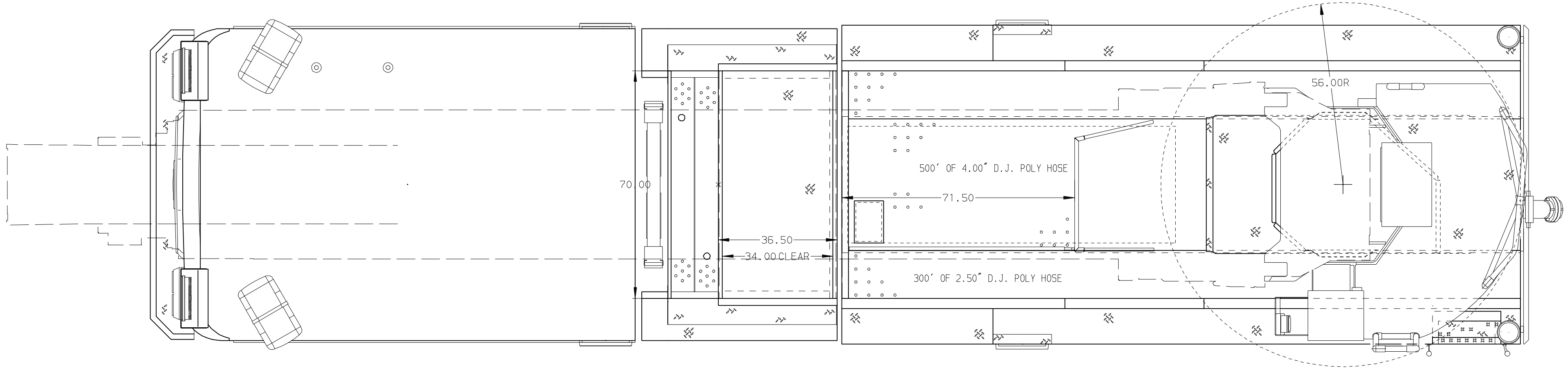
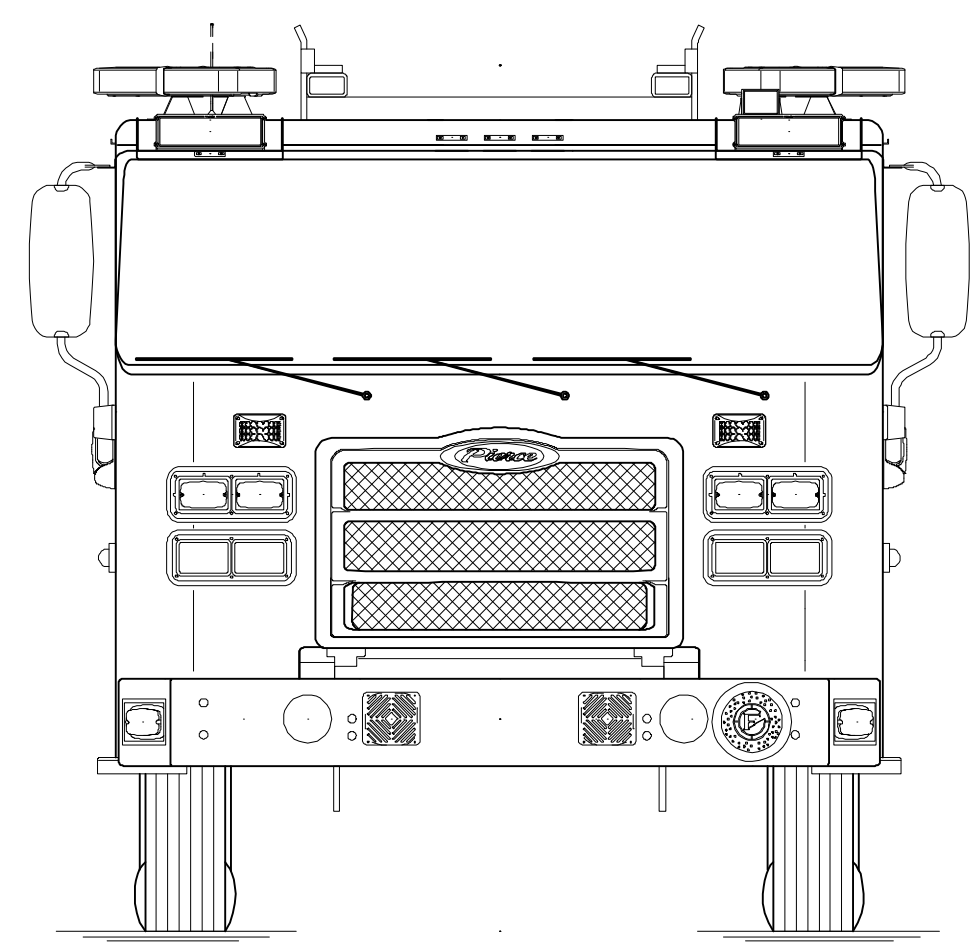
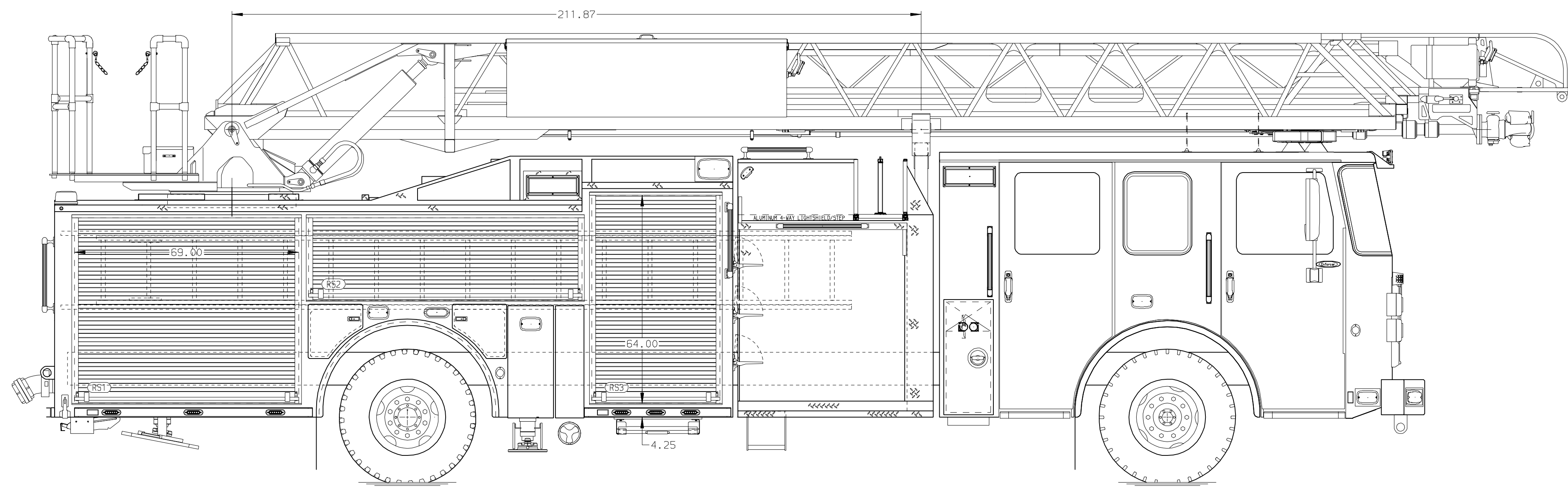
Discount of \$25,000.00 when \$800,000 is received before July 31, 2023

Discount of \$21,000.00 when \$675,000 is received before July 31, 2023

Discount of \$10,000.00 when \$675,000 is received 150 days prior to final inspection

Financing Options

As always, our customers are free to choose how they finance their apparatus purchases. If you need assistance or are seeking financing, Atlantic Emergency Solutions can help.



ALUMINUM BODY SIDE ROLL AND FRONTAL IMPACT PROTECTION

NOTE
DIMENSIONS SHOWN ARE APPROXIMATE AND ARE SUBJECT TO MINOR DEVIATIONS AS MAY OCCUR OR BE NECESSARY IN CONSTRUCTION. MINOR DETAILS NOT SHOWN.

REV	DATE	BY	CH

		JOB NO.	PRELIM
		SCALE	DATE
TITLE	107' ASCENDANT AERIAL LADDER AND BODY ASSEMBLY	DRAWN BY	ANZ
FOR	CAROLINE COUNTY DEPARTMENT OF FIRE RESCUE BID 656	CHECKED BY	-
	ATLANTIC EMERGENCY SOLUTIONS, INC YANCEY, MICHAEL	SHEET SIZE	SHEET NO.
DWG NO.	70050	D	1 OF 1