



City of Eustis

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TO: EUSTIS CITY COMMISSION

FROM: TOM CARRINO, CITY MANAGER

DATE: MARCH 7, 2024

RE: RESOLUTION NUMBER 24-21: AWARDING TEN-8 FIRE & SAFETY, LLC FOR THE INTENT TO PURCHASE A PIERCE IMPEL SIDE PUMPER THROUGH SOURCEWELL #113021 AND CITY OF EUSTIS SOURCEWELL ID#204394

Introduction:

Resolution Number 24-21 awards the Pierce Impel Side Pumper truck and equipment project to Ten-8 Fire & Safety, LLC (Ten-8) for the intent to purchase a Pierce Impel Side Pumper truck.

Recommended Action:

Staff recommends approval of Resolution Number 24-21 for future purchase of a Pierce Impel Side Control Pumper Truck from Ten-8 Fire & Safety, LLC through Sourcewell contract #113021 and for the additional funds required for the purchase of equipment.

Note: The truck purchase and equipment will provide for a down payment with a budget amendment to the FY23-24 and the balance of the truck to be provided in the FY24-25 budget. The truck is being scheduled, however delivery of the truck will not occur for approximately 46 to 49 months. The purchase is summarized as follows:

Total Contract Price as Specified	
by the Eustis Fire Department	\$1,017,558
Discounted for prefunding 1/3 of purchase	<u>126,388</u>
Total Adjusted Cost of Truck	<u>\$ 891,170</u>
Prepayment at time of booking	\$ 297,056
Balance Due by November 1, 2024	<u>\$ 594,114</u>
Total Payments	<u>\$ 891,170</u>

Background:

Currently the City of Eustis and its citizens enjoy and benefit from an ISO rating of 02/2X. This rating puts the Eustis Fire Department in the top 2% of all fire departments within the United States. This is something the department is very proud of and a

challenge to maintain with the growing population and increase in both buildings and square mileage.

When ISO evaluates the fire department, they consider equipment staffing, training, geographic distribution of fire companies, operational considerations and community risk reduction. Staffing and operating fire apparatus and having units in reserve are a large part of the scoring (page 7 of the ISO Review 2019 Results illustrates the current actual scores, see inserted chart). Our next review is due in 2025 for calendar year 2024, and while the department has addressed and expects to score better in training and community risk reduction; company personnel, reserve pumpers and pumper capacity as listed in deployment analysis are of concern as these issues greatly affect our current rating. The replacement of Engine 23 will greatly strengthen our position and provide us an additional reserve pumper in the future as the truck will take about 46 months to receive.

FIRS Feature	Earned Credit	Credit Available
Emergency Communications		
414. Credit for Emergency Reporting	3.00	3
422. Credit for Telecommunicators	4.00	4
432. Credit for Dispatch Circuits	3.00	3
440. Credit for Emergency Communications	10.00	10
Fire Department		
513. Credit for Engine Companies	6.00	6
523. Credit for Reserve Pumpers	0.50	0.50
532. Credit for Pump Capacity	3.00	3
549. Credit for Ladder Service	1.21	4
553. Credit for Reserve Ladder and Service Trucks	0.50	0.50
561. Credit for Deployment Analysis	5.00	10
571. Credit for Company Personnel	9.97	15
581. Credit for Training	8.22	9
730. Credit for Operational Considerations	2.00	2
590. Credit for Fire Department	36.40	50
Water Supply		
616. Credit for Supply System	28.32	30
621. Credit for Hydrants	3.00	3
631. Credit for Inspection and Flow Testing	7.00	7
640. Credit for Water Supply	38.32	40
Divergence	-4.60	--
1050. Community Risk Reduction	4.80	5.50
Total Credit	84.92	105.50

Pumper Truck Replacement:

Replacing the current pumper has been built into the Capital Improvement Plan. The current pumper is over 10 years old and the maintenance and servicing of the unit has become an issue. The pumper may require replacement or decommissioning within the

next 5 years. While a refurbishment of the vehicle can be considered, it is not advisable as the cost would exceed 50% of the cost of a new apparatus. Additionally, there will be no guarantees on some of the major components.

The staffing increase and new staffing model that the Eustis Fire Department has deployed should have a positive impact on our current score. Previously, the pumper truck was not considered 1st run. Currently, the pumper is staffed with three firefighters and the projected staffing increase should reduce concurrent calls regarding the Pumper truck's availability for fire response.

Note: Due to national supply shortages, it may take up to 49 months for the city to take delivery of the Pumper Truck.

Financial Impact:

The FY23-24 cost will be \$297,056 FY 23-24 with the balance paid in FY 24-25 \$594,114 for a total discounted cost of \$891,170. Current year cost will be paid from the Sales Tax Revenue Fund.

Alternatives:

- a. Approve Resolution Number 24-21 and award the bid to Ten-8 for the pumper truck proposal and complete the process before March 31.
- b. Reject Resolution Number 24-21 and provide further direction to the Fire Chief.

Discussion of Alternatives:

1. Alternative 1 adopts Resolution Number 24-21 awarding the bid to Ten-8 for the pumper truck projects

Advantages:

- Expedites the process to place an order for the pumper truck, thus saving the City of Eustis an estimated \$126,388 in increased material costs projected after March 8, 2024.
 - The Fire Chief and Deputy Chief have negotiated and received in writing from Ten-8's CEO that they will accept and lock in the price upon approval of Resolution Number 24-21
- ISO will recognize the pumper truck as part of our inventory when the order is placed. This would be important if the Eustis Fire Department were to be reviewed.
- The purchase provides an opportunity to make the best use of limited resources, which will not be associated with any interest payment required for leasing or financing the truck.
- The additional funds for equipment would also be considered.
 - The equipment will be purchased in advance of receiving the truck.

Disadvantages:

- The used fiscal resources required to fund the purchase.

2. Alternative 2 rejects Resolution Number 24-21.

Advantages:

- The city forgoes the opportunity and instructs the Fire Chief to revisit and determine alternatives.

Disadvantages:

- The loss of an opportunity to acquire a discount on a competitively priced pumper truck.
- The city must be prepared to decommission current Pumper 22 and give direction for an alternate objective.
- Experience a reduced ISO rating score during the next review which is projected to be a review of calendar year 2024.

Prepared by:

Michael D. Swanson
Fire Chief, Eustis Fire Department

Resolution Number 24-21
Exhibit A to Resolution Number 24-21