



Folsom City Council Staff Report

MEETING DATE:	10/24/2023
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11114 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Braun Industries, Inc. for One Type 1 Ambulance
FROM:	Fire Department

RECOMMENDATION / CITY COUNCIL ACTION

The Fire Department recommends that the City Council pass and approve Resolution No. 11114 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Braun Industries, Inc. for One Type 1 Ambulance

BACKGROUND / ISSUE

The Fire Department provides a paramedic-based level of pre-hospital emergency ground transportation for sick and injured persons throughout all areas of the City of Folsom. The Fire Department provides this level of service through three ground ambulances that are staffed and deployed daily. The Fire Department also maintains two mechanical reserve ambulances to support community service delivery if necessary.

All ambulances currently operated by the Fire Department have more than 120,000 road miles and require significant maintenance to keep them in service. To maintain reliable ambulance transport service delivery levels, the Fire Department proposes to “tag-on” to the “Houston Galveston Area Council Public Safety Project (HGACBuy).” HGACBuy is a government-to-government cooperative purchasing program. Its enabling legislation allows for HGACBuy to act nationwide on behalf of local governments, special districts, and private non-profits providing a government service. This allows them to use any of HGACBuy's competitively procured contracts for goods and services. Through this relationship, the purchaser is covered by the HGACBuy procurement. HGACBuy's procurement process includes research,

preparation of specifications, pre-bid and preproposal conferences, legal notice posting and advertising, bid/proposal review, and contract execution.

The ambulance manufacturing industry in North America is experiencing lead times more than 40 months on newly purchased ambulances. The Fire Department has an opportunity to add an additional ambulance to the four ambulances purchased in FY 2021-22 and FY 2022-23. The four ambulances purchased in FY 2021-22 and FY 2022-23 have an expected delivery date of April 2024. The Fire Department has the opportunity to add an additional Type 1 Ambulance to the builder's queue and accept delivery along with the four ambulances within six months.

POLICY / RULE

Section 2.36.080, Award of Contracts of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$70,952 or greater shall be awarded by City Council.

Section 2.36.170, Cooperative Purchasing of the Folsom Municipal Code describes the procedures to enter into a cooperative purchase agreement with another public agency for the procurement of supplies, equipment, or service.

ANALYSIS

The primary mission of our ambulances is emergency medicine and transportation to the regional hospital emergency departments. Fire Department staff members are firefighters who are also licensed as paramedics. Firefighters assigned to an ambulance frequently respond to fire, rescue, and hazardous materials incidents in both the City of Folsom and the region. The City of Folsom's three on-duty ambulances respond to over 7,500 calls for service on an annual basis.

The current ambulance fleet is becoming less reliable as we extend their expected service life. Excessive maintenance issues associated with the vehicle motor, chassis, and air conditioning systems are resulting in our front-line ambulances being unavailable for service use.

Braun Industries, Inc. represents ambulance manufacturers that are International Organization for Standardization (ISO) Quality Management Standard No. 9001 certified. With this ISO certification, their minimum "standards" exceed most of the technical specifications submitted by the Fire Department which will result in an increased service life, greater fabrication standards, improved safety features, superior electrical wiring, and vehicle paint durability. RedSky Emergency Vehicles is also a cooperative member of the HGACBuy program.

The Fire Department consulted with the City Attorney’s Office on this purchasing method. The City Attorney’s Office concurs that a cooperative purchase using the HGACBuy program is permissible under Section 2.36.170 of the Folsom Municipal Code.

FINANCIAL IMPACT

The contract with Braun Industries, Inc. for one Type 1 Ambulance is \$479,538.70 with a 4% contingency (\$19,181.55) for a total amount not to exceed \$498,720.25.

One (1) Braun Type 1 Chief XL Ambulance on 2024 Dodge 5500, 4 x 2, Diesel Powered Chassis		\$443,180.00
Tire Fee		\$12.25
Misc. Fee (HGAC)		\$2,000.00
Total Apparatus Cost		\$445,192.25
<i>Sales Tax @ 7.75%</i>		\$34,346.45
Total Purchase		\$479,538.70
<i>4% Contingency</i>		<i>\$19,181.55</i>

The approved Fiscal Year 2023-24 Fire Department Budget in the General Fund (Fund 010) includes funds for the purchase of one ambulance. This payment will be made during Fiscal Year 2023-24 upon delivery of the Type I ambulance.

ENVIRONMENTAL REVIEW

This report concerns administrative activities that do not constitute a “project” as defined by section 15378 of the California Environmental Quality Act (CEQA) Guidelines and is otherwise exempt pursuant to sections 15061(b)(3) and 15378(b)(2).

ATTACHMENTS

1. Resolution No. 11114 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Braun Industries, Inc. for One Type 1 Ambulance

Submitted,

Ken Cusano, Fire Chief

RESOLUTION NO. 11114

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE A PURCHASE AGREEMENT WITH BRAUN INDUSTRIES, INC. FOR ONE TYPE I AMBULANCE

WHEREAS, the Fire Department has completed extensive research and validated the need to acquire an additional Type I ambulance; and

WHEREAS, staff reviewed and recommended acceptance of the proposal from Braun Industries, Inc.; and

WHEREAS, the process used is consistent with the City's Cooperative Purchasing procedures as found in FMC Section 2.36.170; and

WHEREAS, the purchase of one ambulance is \$479,538.70 and a 4% contingency in the amount of \$19,181.55 for a total amount of \$ 498,720.25; and

WHEREAS, the purchase of one ambulance was budgeted and funds are available in the Fiscal Year 2023-24 Fire Department Budget in the General Fund (010);

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute a purchase agreement, in a form acceptable to the City Attorney, with Braun Industries, Inc. to acquire one Type 1 ambulance for the total amount not to exceed \$498,720.25.

PASSED AND ADOPTED on this 24th day of October 2023, by the following roll-call vote:

- AYES: Councilmember(s):
- NOES: Councilmember(s):
- ABSENT: Councilmember(s):
- ABSTAIN: Councilmember(s):

Rosario Rodriguez, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK