

GLEN ARBOR TOWNSHIP
EMERGENCY SERVICES ADVISORY COMMISSION
DRAFT MEETING MINUTES
July 27, 2022

Present: John Dalton, Linda Ihme, Peter Van Nort, Larry Krawczak, Ralph Mittelberger, John DePuy

Absent: Jan Bauer

Glen Arbor Township representatives: Pam Laureto, Tom Laureto

Staff Members: Chief Bryan Ferguson, Pablo Cevallos, Jeff Hester, Mike Ball, Nate Perdue, Lt. Steve Lienard, Lt. Jay Morse

Public: None

I. Call Special Meeting to Order

The meeting was opened at 10:02 am by Van Nort

II. Pledge of Allegiance

III. Approval of agenda*

DePuy moved to approve the agenda and Ihme seconded. Motion carried.

IV. Conflict of Interest

None

V. Public comment

None

VI. The purpose of the meeting is to discuss the purchase of a new Fire engine to be housed in the Empire fire station and to make a recommendation to the Glen Arbor Township Board.

Ferguson provided an overview and his recommendation (attached). He summarized the Replacement Plan Outlook and Engine Comparison Worksheets. He recommended purchasing the Spartan truck and noted the price does not reflect the paid-in-full discount, which is shown on the CSI proposal (attached). He explained that the money would be held on account with REV financial services until delivery (attached). Dalton asked if REV would provide Glen Arbor with a performance bond and Ferguson confirmed. Ferguson said if we choose to finance the truck Spartan would consider it paid in full. He reiterated that it would cost less up front if we pay in full but there are options for financing.

Ferguson went over the cost to fix our current truck which has a rusted frame and won't pass DOT inspection in the next year. It is hard to find someone to fix the frame. Few companies will do so. It is a minimum of \$100,000 to have the frame repaired. To do a full refurbishment on the truck would cost \$250,000 - \$290,000. We would spend nearly \$300,000 and the value of the truck would be around \$125,000. It currently has no resale value.

DePuy asked if a refurbished truck would be a secondary response vehicle. Ferguson said yes but it only buys us a few more years. Dalton noted the cost per year could be \$60,000 to operate that piece of equipment for the next 3 years. DePuy asked how long it would take to repair (6 months) and noted we would be without a truck for that long. Ferguson said several companies won't even fix frame issues. Krawczak asked if we need 3 engines. Ferguson said in his opinion that we do. Discussion followed about sending two versus three trucks and the use

of mutual aid. DePuy noted that asking for mutual aid increases response time. A lack of hydrants is an issue.

Ferguson said they also looked at stock models and adding components that GLFD needs. This could be \$65,000 cheaper but his preference would be to have everything engineered by the factory, as opposed to having after-factory additions. Ferguson explained issues dealing with Pierce trucks, including getting parts and having maintenance done. Mittelberger asked if leasing is an option. DePuy said a lease/purchase is an option and similar to what Ferguson has on the payment plan sheet. The engine would not be ours until the lease is up and we would pay finance charges in addition. Dalton asked if they looked at purchasing a used truck. Ferguson said they did. DePuy reiterated that the department, with limited personnel, needs a multi-purpose vehicle. Dalton asked if Ferguson thought about the Ford F550 for storage. Ferguson said it was considered. Ferguson noted if we buy this truck it will help the IOS score.

Dalton asked questions about the replacement schedule. Ferguson said the next vehicle to be replaced is an ATV. They will sell both ATVs and replace them with one new one. Then they will replace the brush truck, for about \$350,000. Krawczak asked if the brush truck could assist in a fire. Ferguson said perhaps, if we had the manpower. He is not sure it can be built to his specifications. It would only be a pump, there is no tank. They would still need a water source.

Ferguson described the bid process. Van Nort asked if he had to give up on any specifications. Ferguson said yes and referred to a list of items the removed.

Mittelberger wondered why, given the number of fire departments, why there are so few companies making these trucks.

Ferguson said he would like to amend the proposal to match the prepaid number. DePuy made a motion to recommend to the township to approve the purchase of one new Spartan Star Series Side Mount Rescue Engine from CSI Emergency Apparatus for \$825,589 to replace Engine 211. Ihme seconded. A roll call vote ensued. DePuy, Mittelberger, Ihme and Van Nort responded with aye. Dalton and Krawczak voted nay.

Dalton said Mittelberger could change his vote. Mittelberger questioned Dalton why he voted no. Dalton gave his reasoning. No votes were changed. DePuy supported the chief's rationale and does not agree with micromanaging the fire chief, who has put a lot of time into doing his homework. Ihme said she read his rationale and it makes sense. Van Nort will relate the recommendation to the Township Board and point out the 4-2 vote.

VII. Public Comment

DePuy commended the GLFD for the manhours and research put into the proposal. Mittelberger joined in support.

VIII. Adjournment

Van Nort adjourned the meeting at 11:23 am.



Glen Lake Fire Department

6401 W. State St
PO Box 212
Glen Arbor, MI 49636

(P): (231) 334-3279
(F): (231) 334-4050

To: Emergency Services Advisory Commission (ESAC)

From: Bryan Ferguson, Fire Chief

Cc: Glen Arbor Township Board
Empire Township Board

Date: July 22, 2022

Re: Request for new Fire Engine Purchase

Background:

Engine 211, housed at Station #2 in Empire is a 2003 Pierce Contender that was purchased by the Empire Fire Department/Empire Township in 2003, prior to the formation of the Glen Lake Fire Department. Engine 211 is 19 years old and has begun to show its age. In 2021, the department began having a third-party vendor (Fick & Sons Diesel Garage) conduct annual Department of Transportation (DOT) inspections on all department apparatus.

In the spring of 2021 during Engine 211's first known DOT inspection it was found that the chassis frame of the truck has significant rusting near the front axle on the driver's side of the vehicle. The department was informed that it will likely not pass its next inspection. If it does not pass the inspection, it will be immediately taken out of service and will not be usable. In addition to the frame rusting, there has been \$25,917 spent on Engine 211 maintenance since beginning our maintenance program.

The department formed an internal "Apparatus Committee" in the summer of 2021 to begin researching the options for replacing Engine 211. Over the past year the committees work continued until an 80-page bid specification was completed and RFP's were sent to nine fire engine manufacturers. Six bids were received by the July 7, 2022 deadline. After approximately 80 man hours of sorting through the submitted bids the committee is ready to make its recommendation.

Proposal:

Approval is being sought for the purchase of (1) new Spartan Star Series Side Mount Rescue Engine from CSI Emergency Apparatus for **\$850,426** to replace Engine 211. With the age, mechanical issues and increasing maintenance costs, Engine 211 will soon be deemed unreliable.

Rationale:

This new "Rescue Engine" will be capable of filling the role of two apparatus. In early 2022 we sold Rescue 251, a 2010 Pierce Saber Heavy Rescue. This new Engine will have capabilities for not only firefighting, but also the ability to carry much of the rescue equipment that was housed in Rescue 251, eliminating an additional \$800,000 of needed capital replacement costs.

Our current Engine 311, which is housed at Station #1 in Glen Arbor, will fit inside the Empire Fire Station but this setup is not ideal. Engine 311 and Engine 211 are vastly different in storage capacity for rescue equipment, as Engine 311 does not have adequate space for any rescue equipment.

Summary:

This purchase is a necessary step to ensure we have safe, reliable apparatus to respond to our large variety of emergencies within the Empire and Glen Arbor communities. In the current fiscal year (2022-2023) the approved budget included \$625,000 for this purchase. This request is 36% over the original budgeted amount due to the unprecedented and unpredictable inflation rates over the last year and a half.

In this time of historic inflation and supply chain issues, most of the bids received for this new Engine purchase will expire within 30 days or less from the bid opening on July 7, 2022. Historically bids for fire apparatus were good for 45-60 days. It will be necessary to schedule a "Special" ESAC meeting and Glen Arbor Township Board meeting if the consensus is to move forward with the purchase. I will have information from Spartan on pre-pay discounts, financing etc. at the meeting(s).

I will be glad to answer any questions that anyone may have about this purchase at the ESAC meeting or at any other time.

GLFD Replacement Plan Outlook - Pending ISO Results

07.12.2022

2019

211	Engine	2003 Pierce Contender
221	Tanker	2001 Kenworth/CSI
241	Brush Truck	2006 Anchor Richey
251	Heavy Rescue	2010 Pierce Heavy Rescue
282	ATV	2004 Polaris Ranger 6x6
292	ALS Ambulance	2016 Osage F-450
300	Command Vehicle	2019 F-150
311	Engine	2006 Pierce Dash
321	Tanker	2005 Kenworth/Pierce
322	Tanker	2006 Kenworth/Pierce
331	Ladder	2006 Kenworth/Pierce
332	Rescue	2015 F-550
371	Fire/Rescue Boat	2011 Viking Marine
381	Utility/Snowplow	2014 F-350
384	ATV	2006 Polaris Ranger 4x4
391	ALS Ambulance	2020 Osage F-550
393	ALS Echo	2011 Ford Expedition
		17 - Total Apparatus

2022

211	Engine	2003 Pierce Contender
241	Brush Truck	2006 Anchor Richey
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311	Engine	2006 Pierce Dash
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384	ATV	2006 Polaris Ranger 4x4
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393	ALS Echo	2011 Ford Expedition
		15 - Total Apparatus

Replacement Plan

212	Engine	NEW RESCUE ENGINE
241	Brush Truck	2006 Anchor Richey
292	ALS Ambulance	2016 Osage F-450
300	Command Vehicle	2019 F-150
311	Engine/Tanker	2006 Pierce Dash
321	Tanker	2005 Kenworth/Pierce
331	Ladder	2006 Pierce Dash
352	Rescue	2015 F-550
371	Fire/Rescue Boat	2011 Viking Marine
381	Utility/Snowplow	2014 F-350
384	ATV	NEW ATV
391	ALS Ambulance	2020 Osage F-550
		12 - Total Apparatus

* Numbers do not include trailers

Replacement Plan notes

*Echo 393 will be kept for utility, but no plan to replace

*Tanker truck to be combined with Engine 311 to become a "Pumper/Tanker"

*Currently have 2 ATVs - Plan to only replace one

Vehicles removed from Replacement Plan

	Estimated replacement cost
221 Tanker	\$594,000
251 Heavy Rescue	\$810,000
393 ALS Echo	\$72,000
282 ATV	\$45,000
322 Tanker	\$684,000
	\$2,205,000

* Prices calculated from original purchase price with 4% inflation per year for 20 years

GLFD Engine Comparison Worksheet
21-Jul-22

Manufacturer	Storage Space Cubic Ft	Hose Bed Storage Cubic ft	Pro's	Con's	Notes	Bid Expiration Date	Estimated Build Time	Price
Spartan	222	95	Fully meets specification Fits in Empire Station	Slightly more storage than current Engine 211	Meets every specification requested Shortest build time Local shop that is currently used for maintenance on current trucks	8/6/2022	365 days	\$850,426
Alexis	302	87	Fits in Empire Station Most amount of storage space	Does not fully meet specification Not single source manufacturer Wrong scene lights Hard sleeve hose mounted high No passenger airbags Many "low quality" items specified Cannot carry required hose	Known issues with other trucks locally	8/5/2022	425 days	\$829,791
Surphen	251	65	Decent storage space Meets a lot of the spec Fits in Empire Station	Does not fully meet specification Hose bed storage very short Cannot carry required hose	Very long build time	8/6/2022	730-780 days	\$799,270

Bids not being considered

HME	xxx	xxx	n/a	Nothing specified	Generic bid	Not noted	415 days	\$925,000 Potential surcharges
Smeal	xxx	xxx	n/a	Overall height too high 9'-10"	Will not fit in Empire Station	7/21/2022	400-500 days	\$875,000 Potential surcharges
Ferrera	xxx	xxx	n/a	Overall length too long 35' 1"	Will not fit in Empire Station	7/30/2022	400 days	\$887,488 Potential surcharges

Current Engine Information

Engine 211	198	109	Fits in Empire Station	Frame Rusting out	Will not pass next D.O.T inspection	n/a	n/a	n/a
Engine 311	105	69	Small stature, good for tight places Fits in Empire Station	Minimal equipment storage Cannot carry rescue equip.		n/a	n/a	n/a



CSI Emergency Apparatus, LLC
2332 Dupont Street
Grayling, MI 49738

Phone: 989-348-2877
Fax: 989-348-8233

July 22, 2022

Glen Lake Fire Department
6401 W. State Street
Glen Arbor, MI 49636

Dear Chief Ferguson:

CSI Emergency Apparatus is pleased to offer you, upon an order being placed by you, the below proposed Spartan Emergency Response Fire Apparatus. The apparatus and equipment as presented in our bid proposal includes no State, Federal, or local taxes.

This updated proposed bid price with the requested option changes is as follows:

One (1)	Spartan Star Series Side Mount Pumper	Rev. 1	\$850,426.00
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The Apparatus should be ready for final inspection at the Spartan Emergency Response factory located in Brandon South Dakota, with an approximate completion of **365** calendar days. Any delays by the customer in providing additional desired specifications, change approvals, required inspection schedules, or other required information for the Apparatus and Equipment may result in an extension of the above referenced delivery date by the amount of time Spartan Emergency Response requires, in its sole but reasonable discretion, to provide the Apparatus and Equipment following the customers request and or delay.

Delays in delivery by strikes, war or international conflict, failures to obtain chassis, materials, or any other causes beyond our control shall not be held against CSI Emergency Apparatus as your authorized Spartan dealer.

An additional **30 calendar days** are required for installation of the dealer supplied items, which begins upon arrival of the apparatus at our dealership from the Spartan factory.

Bid Pricing Disclaimer: This revised pumper proposal is subject to acceptance within thirty (30) days from the original proposal date of **July 7, 2022**. If this proposal is not accepted on or before that date, due to current market conditions CSI reserves the right to reprice this project before an order is placed.

Sincerely,

Mark J. Brown
Co-Owner
CSI Emergency Apparatus, LLC



Proudly Representing:

EMERGENCY RESPONSE



CSI Emergency Apparatus, LLC
2332 Dupont Street
Grayling, MI 49738
www.csiea.com

Phone: 989-348-2877
Fax: 989-348-8233

Glen Lake Fire Department

Apparatus Proposal Pre-Payment Discount Offering

CSI Emergency Apparatus has provided the following pre-payment options for your consideration. In order for the prepayment amounts below to be valid, the prepayment amount needs to be decided at the time of purchase.

Payment Discount Type	Prepayment Amount	Discount	Balance Due
100% Prepayment at time of contract	\$ 850,426.00	\$ (24,837.00)	\$ 825,589.00
80% Prepayment at time of contract	\$ 680,340.80	\$ (19,669.00)	\$ 150,416.20
50% Prepayment at time of contract	\$ 425,213.00	\$ (11,918.00)	\$ 413,295.00

The above Balance Due on Delivery values do not include any change orders or additions that may be applied to the project during production. All change orders or additions to the project will be provided to the purchasing authority in writing for approval before they are completed.

If you would like to see other prepayment options, please don't hesitate to ask, we would be happy to provide those.

Proudly Representing:





July 25, 2022

RE – Glen Arbor Township, MI - Municipal Finance Quote

REV Financial Services is pleased to present the following proposal for Municipal Lease Purchase Financing Options described below:

PROPOSAL:

LESSEE:	Glen Arbor Township, MI						
PROPERTY:	Spartan Star Series Side Mount Pumper (Cost = \$850,426.00)						
EXPIRATION:	Financing to close by August 24, 2022						
FINANCE QUOTE:	Finance Amount	Rate	Payments	Factor	Pmts / Year	Term	Adv. / Arr.
\$0 Payments Down	\$ 825,589.00	3.75%	\$ 296,089.28	0.358640047	1	3 years	Arrears
\$0 Payments Down	\$ 825,589.00	3.79%	\$ 226,316.99	0.274127908	1	4 years	Arrears
\$0 Payments Down	\$ 825,589.00	3.83%	\$ 184,564.92	0.223555446	1	5 years	Arrears

FINANCING: This is a tax-exempt, municipal government lease purchase with the title to the property passing to Lessee. This is a net lease under which, all costs, including insurance, maintenance, and taxes, are paid by Lessee for the term of the lease. Rates assume municipal/bank qualified. Rates subject to change due to market fluctuation.

NOTES: 100% Prepay Structure Required for this financing. Please see Page 2 for sample Payment tables.

APPROVAL: This proposal, until credit approved, serves as a quotation, not a commitment by Lessor to provide credit or property. Lessor acceptance of this Proposal is subject to credit; collateral and essential use review and approval by Lessor. The interest rate quoted herein assumes that the interest component of the Payments is exempt from federal income tax. Lessor will provide a taxable financing proposal if it is determined that the financing will not qualify for tax-exempt interest rates. The financing contemplated by this proposal is subject to the execution and delivery of all appropriate documents (in form and substance satisfactory to Lessor), including without limitation, to the extent applicable, the Master Lease Agreement, any Schedule, financing statements, legal opinion or other documents or agreements reasonably required by Lessor. The quoted interest rate assumes the Lessee designates the Lease as "bank-qualified" pursuant to Section 265(b) of the Code.

Thank you for the opportunity to present this proposal. If you have any questions, please contact me at my number or e-mail address below.

Sincerely,

Todd Stevenson
National Sales Manager
(303) 254-6350
todd.stevenson@revgroup.com
www.REVgroup.com

Proposal Acceptance:

Options: 3 / 4 / 5 years (please circle)

Signed: _____

Name: _____

Title: _____

Date: _____

3 year Sample Payment Table
Assumes Contract Acceptance & Funding on 08/15/2022
Please note the dates on the table

Year	Date	Payment
1	8/15/2023	\$ 296,089.28
2	8/15/2024	\$ 296,089.28
3	8/15/2025	\$ 296,089.28

4 year Sample Payment Table
Assumes Contract Acceptance & Funding on 08/15/2022
Please note the dates on the table

Year	Date	Payment
1	8/15/2023	\$ 226,316.99
2	8/15/2024	\$ 226,316.99
3	8/15/2025	\$ 226,316.99
4	8/15/2026	\$ 226,316.99

5 year Sample Payment Table
Assumes Contract Acceptance & Funding on 08/15/2022
Please note the dates on the table

Year	Date	Payment
1	8/15/2023	\$ 184,564.92
2	8/15/2024	\$ 184,564.92
3	8/15/2025	\$ 184,564.92
4	8/15/2026	\$ 184,564.92
5	8/15/2027	\$ 184,564.92