



TRUCKEE MEADOWS FIRE PROTECTION DISTRICT STAFF REPORT

Board Meeting Date: April 6, 2021

DATE: March 4, 2021

TO: Truckee Meadows Fire Protection District Board of Fire Commissioners

FROM: Alex Kukulus, Deputy Fire Chief
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THROUGH: Charles A. Moore, Fire Chief
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SUBJECT: Recommendation to approve the purchase of one demonstration ambulance for enhanced surge capacity and medical standby needs from Braun NW Inc. in an amount not to exceed \$165,000 in accordance with NRS 332.146(1), a noncompetitive procurement for merchandise left after an exhibition. Allowing the District to purchase this equipment, left after an exhibition results in a savings of approximately \$50,000 below the cost of equivalent equipment and is below the market cost in the community. (All Commission Districts) FOR POSSIBLE ACTION

SUMMARY

Approval of the purchase of one demonstration ambulance for enhanced surge capacity and medical standby needs from Braun NW Inc. in an amount not to exceed \$165,000 as allowed under NRS 332.146(1), results in a reasonable savings of approximately \$50,000 below the cost of equivalent equipment and is below the market cost in the community.

PREVIOUS ACTION

July 16, 2019, the Board approved the purchase of one demonstration ambulance through noncompetitive purchasing as allowed by NRS 332.146(1).

BACKGROUND

The District currently owns and operates two ambulance units that are currently housed at Station 30 (Bowers), and Station 45 (Sun Valley). There is a current agreement with REMSA to send the Bowers unit to all EMS incidents South of Rhodes Rd, and North of Carson City. It is also available for mutual aid assistance to Carson City Fire Department, as well as any other regional agencies requiring assistance. The Sun Valley ambulance has been the primary ambulance providing patient transport to Sun Valley since November 2020 as part of an arrangement to assist REMSA during the impacts from the COVID-19 pandemic. The Sun Valley ambulance is also occasionally used to respond to adjacent areas where it is the closest resource. Both of these transport arrangements with REMSA are anticipated to continue in the future.

In addition to providing regional surge capacity for medical emergencies, the District staffs standby services at several special events including the Reno Balloon Races, several off-road events, wildland fires, and other similar occasions. An additional ambulance will enable the District to have an ambulance onsite to provide patient care when needed, while still maintaining the other units for emergency responses. The District has also recently begun oversight of the Gerlach Fire Department, which provides ambulance transport service, and the District has the ability to augment their service during times of high call volume, or other necessity.

One of the District's two current ambulances was bought used from the North Lake Tahoe Fire Protection District. That unit is 16 years old and has recently begun to have multiple mechanical issues and operational problems. On more than one occasion, the Bowers medic unit has experienced mechanical problems during an incident. If approved, this new ambulance will replace that older unit at Station 30 for front-line service, and the current ambulance will fall into reserve status. The District's planned replacement schedule for ambulances is 10 years for front-line status and an additional 10 years in Reserve status.

After thoroughly researching the overall cost and build time via other contracts, the District found the process is exceedingly lengthy and is more costly for this particular piece of rescue equipment. Through its research, the District confirmed the Brawn NW demonstration ambulance meets or exceeds the operational requirements of the District. Staff has determined that purchasing this unit is a much faster and more cost-efficient process, resulting in significantly lower costs than the lowest cost new ambulance available on the State of Nevada contract. The availability of stock and the availability of merchants who build this type of unit are uncommon, and the lead time to build out a new custom order is a detriment to the community.

Staff requests authorization to purchase the ambulance in accordance with NRS 332.146 (1). NRS 332.146 (1) is as follows:

332.146 Purchase or acquisition at auction, closeout and bankruptcy sales, sale of merchandise left after exhibition or other similar sale.

1. Except as otherwise provided by law, if the governing body or its authorized representative determines that the supplies, materials or equipment can be purchased at any public auction, closeout sale, bankruptcy sale, sale of merchandise left after an exhibition, or other similar sale at a reasonable savings over the cost of like merchandise and below the market cost in the community, a contract or contracts may be let or the purchase made without complying with the requirements of this chapter for a competitive solicitation.

By utilizing NRS 332.146, the District creates cost savings and expedites delivery time. Similar new units are listed for sale for \$234,900. The manufacturer intends to utilize the ambulance for demonstration purposes until July 2021, at which time it will be deemed excess and left for sale at the exhibition. The District endeavors to purchase the demonstration ambulance at the conclusion of the exhibition season in July 2021. Allowable mileage shall not exceed 6,000 miles at a discounted flat rate of \$3,000.

FISCAL IMPACT

The District will include \$165,000 for the purchase of the ambulance in the fiscal year 21/22 budget for presentation to the Board in May, 2021.

RECOMMENDATION

Staff recommends the Board approve the purchase of one demo ambulance for enhanced surge capacity and medical standby needs from Braun NW Inc. in an amount not to exceed \$165,000 per noncompetitive procurement allowed under NRS 332.146(1), equipment left after an exhibition, which results in a savings of approximately \$50,000 below the cost of like merchandise and is below the market cost in the community.

POSSIBLE MOTION

Should the Board agree with staff's recommendation, a possible motion could be:

"I move to approve the purchase of one demonstration ambulance for enhanced surge capacity and medical standby needs from Braun NW Inc. in an amount not to exceed \$165,000 as allowed under NRS 332.146(1)), purchase of equipment left after an exhibition, and authorize the Fire Chief or authorized designee to execute the purchase agreement."