

CONFIDENTIAL

Supplemental Questions regarding the Anaheim Fire & Rescue Proposal

1. If Option # 2 of the Fire Proposal was selected, what would be the year two personnel costs for a two-year, five-year, and ten-year agreement?

A. Below is a revised cost break down for Options #1 and #2. Please note Anaheim Fire Association is currently working outside their dated contract and are in negotiations. The below tables do not include any contractual increases, liability insurances, etc.

Option 1					
Years 2-5	Personnel Costs per Fire Company	No. of Fire Companies	Total Personnel Costs	Administrative Overhead @ 10%	Minimum Charge*
FY 2020/21	3,135,642	3	9,406,925	940,692	10,347,617
FY 2021/22	3,241,906	3	9,725,718	972,572	10,698,289
FY 2022/23	3,336,733	3	10,010,199	1,001,020	11,011,219
FY 2023/24	3,409,140	3	10,227,420	1,022,742	11,250,162

*Does not include any AFA increases as they're currently out of contract, no costs for liability insurance, etc.

Option 2					
Years 2-5	Personnel Costs per Fire Company	No. of Fire Companies	Total Personnel Costs	Administrative Overhead @ 10%	Minimum Charge*
FY 2020/21	3,135,642	2.5	7,839,104	783,910	8,623,015
FY 2021/22	3,241,906	2.5	8,104,765	810,476	8,915,241
FY 2022/23	3,336,733	2.5	8,341,833	834,183	9,176,016
FY 2023/24	3,409,140	2.5	8,522,850	852,285	9,375,135

*Does not include any AFA increases as they're currently out of contract, no costs for liability insurance, etc.

2. If Option # 2 of the Fire Proposal was selected, what would be the year two and year three personnel cost be for a three-year, five-year, and ten-year agreement?

A. See table above

3. The AF&R proposal offers an option for vehicle purchase/leasing of AF&R surplus fire vehicles. Please identify the make, model, age, and mileage/hours of the vehicles that would be offered under this option and any tools and equipment that would be provided with the vehicles. Also provide the pricing of each vehicle if purchased outright and your lease-pricing under a three-year service agreement?

A. This will be charged for the actual cost, plus an administrative fee. This may vary from one vehicle type to another. The actual cost of fire vehicles will be passed on to Placentia, plus an annual estimated maintenance/replacement fee of \$80,000-\$100,000 per Engine/Truck and 15,000 per squad.

4. If Option # 2 of the Fire Proposal was selected, what would be the total start-up costs under this proposal?

A. In addition to the annual suppression personnel cost for the first year (\$10,347,617), a onetime start-up cost will be charged to facilitate the hiring and training of personnel, standardization of equipment, and facilities upgrades at (\$537,000-\$587,000). Membership to North Net Regional Training Center will be \$22,410 (\$2,241 per Firefighter) plus 3% annually for Option #2. Dispatch would be \$169,620, plus a onetime migration fee of \$18,000. The first year start-up cost, based on the items detailed in this paragraph, total \$11,076,647-\$11,126,647. Vehicles can vary greatly in cost. It is estimated that the cost of a fully equipped Truck to be \$1,500,000, a fully equipped Engine to be \$1,000,000, fully equipped squad to be \$150,000. The annual maintenance and replacement cost will be \$80,000-\$100,000 for the Engine and Truck and \$15,000 for the squad. This does not include Facilities.

5. If Option # 2 of the Fire Proposal was selected, what would be the total estimated additional training cost associated with the utilization of the North Net Regional Training Center?

A. Membership to North Net Regional Training Center will be \$22,410 (\$2,241 per Firefighter) plus 3% annually for Option #2.

6. Assuming an annual total call volume in the City of Placentia of 3,500 calls per year, what would you estimate the combined startup costs, annual membership fees and all other costs associated with using the Metro-Net Fire Dispatch for each of the first three, five, and ten years of operation, broken out by year?

A. Dispatch would be \$169,620, plus a onetime migration fee of \$18,000. Each additional year will be based on call volume increase and a 1.5% rate increase.

7. In a three-year proposal, what would you estimate that annual maintenance cost to be for vehicles, facilities and equipment that would be charged to the City of Placentia under a service contract with AF&R?

- A. Vehicles can vary greatly in cost. It is estimated that the cost of a fully equipped Truck to be \$1,500,000, a fully equipped Engine to be \$1,000,000, fully equipped squad to be \$150,000. The annual maintenance and replacement cost will be \$80,000-\$100,000 for the Engine and Truck and \$15,000 for the squad. This does not include Facilities.

8. Would there be any additional training fees for AF&R personnel beyond the initial recruit training costs provided by the North-Net Regional Training Center? If so, please estimate the annual training charges broken out for years 1, 2, and 3 of a three, five, and ten-year agreement.

- A. Annual training would take place under the North Net membership. Overtime may be charged if classes are required that are beyond North Nets ability. Actual cost for overtime will be charged for backfill while personnel are at training, when needed.

9. Can AF&R provide a full array of fire prevention services (new construction plans review, inspection and permitting, existing occupancy inspection and life safety code enforcement, special event permitting and fire/arson investigations) during the first 3 years of a three year service agreement. If so, what would be the total annual cost for these services for years 1, 2 and 3 including any and all startup costs, equipment charges, telephone, computers, training, office rental space and other set-up costs?

- A. AF&R's original proposal did not include a Prevention component. However, AF&R can provide this, but would need more time to provide an accurate cost to do so.

10. Assuming a July 1, 2020 start-up date, what would be AF&R's expected payment schedule and the requested amounts that would be required to be paid by Placentia prior to the initial start up date? (Assuming the Option #2 staffing proposal, a vehicle lease/purchase option, Metro-Net Fire Dispatch, North-Net Regional Training, all other Initial Start-up costs)

- A. We estimate the Option 2 personnel and administrative overhead costs only to be \$8,625,000 for fiscal year 2020/21. As such we would require the first month's personnel costs of \$718,750 plus other start-up costs as defined on page 4 of between \$537,000 and \$587,000, unless otherwise agreed.

11. Does Anaheim Fire and Rescue propose to provide the City of Placentia with Fire Prevention Administrative Services which include Fire and Building Code adoption, code maintenance, and legal support; Fire Prevention Field Services which include personnel for inspection services, equipment, Community Risk Reduction programs, and plan check personnel and equipment; Fire Investigation Services which include personnel, equipment, training, and legal support; Hazardous Material Services which include response and documentation services, permitting, CUPA, and other requirements of the State of California; and administrative personnel to assist in the facilitation of the aforementioned request.

A. AF&R's original proposal did not include a Prevention component. However, AF&R can provide this, but would need more time to provide an accurate cost to do so.

12. Gathering exact cost are important to the City of Placentia when weighing start-up cost and long-term cost, does Anaheim Fire and Rescue have exact cost which include ancillary cost such as all equipment, maintenance, and training?

A. See question #4

13. The Anaheim Fire and Rescue Organizational Structure was provided for reference. Due to the size and capacity of the organization but limited scope of the proposal, will the proposed fire protection structure allow for the City of Placentia to access all resources associated with the Anaheim Fire and Rescue system?

A. Yes, but there may be additional cost for the service provided.

14. Can we obtain information relative to costs for both a 5-year term and a 10-year term from Anaheim? This should take into account the pension numbers as well.

A. More time would be needed to get an accurate number

15. For Anaheim, can we obtain some specifics on what they base any annual increases in fees on? CPI? 11TH District Cost of Funds; Federal Funds Rate or ???

- A. Increases for the contract will be based on actual personnel cost increases for labor and benefits. The current estimated costs for fiscal years 2020/21 through 2023/24 are as follows*:

Fiscal Year	Option 1	Option 2
FY 2020/21	\$10,350,000	\$8,625,000
FY 2021/22	\$10,700,000	\$8,915,000
FY 2022/23	\$11,015,000	\$9,175,000
FY 2023/24	\$11,250,000	\$9,375,000

*Anaheim Fire Association is currently working out of contract and no general wage increases are included at this time.

16. What would be the cost of “fire prevention” services?

- A. AF&R’s original proposal did not include a Prevention component. However, AF&R can provide this, but would need more time to provide an accurate cost to do so.

17. Consistent with the Annual Cost Proposal section of EXHIBIT A – SCOPE OF WORK contained within the City’s Request for Proposals for Fire Protection Services RFP No. 2018-2, the proposed costs shall be fixed for the first (3) years of the agreement with the City. Beginning in Year 4 of the agreement term, an annual adjustment will be allowed based on the Consumer Price Index for all Urban Consumers for the Los Angeles, Long Beach, Anaheim region for the preceding 12 months. Are you in agreement with these provisions? Do your proposed costs assume different terms? If “yes” please describe those terms.

- A. We do not agree with these terms. Anaheim will not assume cost for Placentia’s services. Any cost greater than the CPI will be passed through to Placentia. The City must be able to recapture all associated costs of the contract to avoid Anaheim residents subsidizing Placentia services. See question 15 for current cost estimates by fiscal year for personnel and administrative costs only. As indicated in our response, dispatch, training, facilities, etc. would be based on actual costs.

18. May Anaheim Fire and Rescue provide clarity for Fire Protection Option 2. In the description for Option 2, on page 11, the option states the provided services will include a Paramedic Engine and Paramedic Squad at Station 1; however, the charts on page 3 and page 12 of the proposal states that Option 2 will have a Paramedic Truck and a Paramedic Squad. May you revisit this information and provide the City of Placentia with the exact protection to be provided with the proposal. Also, may totals be adjusted to include personnel cost, cost for supporting services, and equipment? See attachments below.

- A. The number of firefighters and cost do not change with either option. Deployment of units will be based on concentration and distribution of call volume and types of calls.