



## qPRICING CLAIRIFICATION REQUEST ON PROPOSALS

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**This follow-up is in response to the letter dated June 17, 2015 from Citygate Associates regarding “Pricing Clarification Request On Your Proposals”.**

We have prepared the requested two service options outlined as Option A and Option B. We have also included our suggested proposal as Option C.

All of our proposals include administration staffing with a Division Chief as the City Fire Chief supported with a Staff Analyst and an Office Assistant at the City’s Fire Headquarters. They are in turn supported by our Headquarters Administration also currently located in the City of San Bernardino.

We would operate the City’s Fire Prevention Services out of our current facility on E Street in the City. Dedicated City staffing would vary depending on workload however all services are delivered in a timely manner with an emphasis on customer service.

Dispatch and MIS functions would be moved to Confire JPA and the full cost of these services is included in each of our proposals.

The County Fire District currently responds to all medical aids received through 911. We differentiate responses based on determinant codes derived from a physician-directed, nationally-accredited call triage protocol (Priority Dispatch). Paramedic squads and other medical response units are ideal solutions to meet the needs of the public and maintain readiness by our neighborhood fire and rescue apparatus. We continue to support the development of Community Paramedic programs and Alternate Transport Destination solutions to better meet the needs of our constituents.

The only addition to the proposed personnel and operating budgets below is vehicle and facility replacement. These costs will vary with the chosen staffing plan and the number of facilities transferred to the Fire District in the annexation process. **In reviewing the City’s current fleet we would downsize significantly. The depth of the County Fire District’s fleet would not necessitate as many reserve units or staff vehicles in the City.** Once the annexation process is complete, if chosen, all City units would become part of County Fire and would be placed into our vehicle replacement plan. As a reference, Attachment A has a listing of the City’s current vehicles and the vehicles that we would place into our replacement schedule based on Option A. If another option was chosen the replacement list would change.



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For station replacement, we would plan a base amount of \$3.5 million for a community fire station with a 50 year life span. This would require \$70,000 per year per station to be placed into a station replacement fund and increased with inflation each year.

Our proposals include all daily operations and support.

This includes:

- Maintenance and fuel for all vehicles
- Radio maintenance and replacement
- Fleet facilities, equipment
- Maintenance and repairs of all facilities
- Breathing and air compressors system repair and replacement
- Dispatch hardware and software
- IS/IT services
- Human resources
- Emergency Medical Continuous Quality Improvement (CQI)
- All mandated training
- EMS Continuing Education (EMT and Paramedic)
- Cost Accounting / Budgeting
- All Insurances
- Wild land/Urban interface inspections and enforcement
- State and local mandated fire and life safety inspections
- Plan checking
- New construction inspection
- Builder consultation
- Inspection management and coordination of inspections by station personnel
- Development and provision of public education services to targeted audiences; public education activity coordination
- Fire cause and origin determination and investigation of fires within the City; coordinate activities with the local police agency
- Community CERT training provision and coordination
- Service as part of the command staff within the City's Emergency Operations Center
- Inspection, clearance, and issuance of fire permits

In the annexation process, the County's fee system would replace the City's fees for all services. The collected fees would offset the cost of Fire Prevention activities including wild land/urban interface inspections and enforcement, State and local mandated fire and life safety inspections, plan checking, new construction inspection, builder consultation, inspection management and coordination, public education, and fire cause and origin determination. All fees collected by the Fire District would be kept by the District to fund City services. Our costs for Fire Prevention



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services are fully funded by fees and **therefore our proposals show no staff costs for Fire Prevention**. Our proposed Fire Prevention staffing for the City is below.

Deputy Fire Marshal	1
Fire Prevention Supervisor	1
Fire Prevention Specialist	2
Fire Prevention Officer/Arson	1
Fire Prevention Officer	3
Office Assistant III	1

**Our initial review revealed no significant startup costs**. Once a staffing plan is chosen we perform a more thorough review and give an actual cost.



**Option A, Current Service Level:**

This proposal, as requested, provides for the equivalent level of service currently being delivered by the City of San Bernardino Fire Department. The eleven (11) identified fire stations would be staffed daily with thirty-eight (38) full-time employees; thirteen (13) captains, twelve (12) engineers, thirteen (13) firefighter/paramedics assigned to ten (10) engine companies, two (2) truck companies, and one (1) squad. Each unit would provide Advanced Life Support (paramedic) services and the fire stations supervised by two (2) Battalion Chiefs on-duty twenty-four (24) hours per day, seven days per week. We would not support running Station 223 with a squad only. We believe our ability to close Station 223 and cover the area from Station 75 and use the squad in the downtown area to give some relief to the engines is a better solution. This option is a roughly 30% reduction in floor personnel over the past 10 years. All suppression personnel would work a fifty-six (56) hour work week on a four (4), four (4), six (6) Kelly schedule.

The annual projected cost for the Option A Proposal, exclusive of equipment, station replacement, and/or any one-time start-up costs is: **\$28,223,255.**

**OPTION A - CURRENT SERVICE**

<u>Position</u>	<u>#</u>	<u>\$</u>	<u>\$</u>
Division Chief	.93	284,648	264,723
Battalion Chief	5.58	239,884	1,338,553
Captain	39	204,177	7,962,903
Engineer	36	181,475	6,533,100
Firefighter/PM	39	156,870	6,117,930
Deputy Fire Marshal	1		
Fire Prevention Supervisor	1		
Fire Prevention Specialist	2		
Fire Prevention Officer / Arson	1		
Fire Prevention Officer	3		
Fire Prevention OA II	1		
Office Assistant II	.93	57,652	53,616
Staff Analyst I	.93	88,885	82,663
<b>Total Personnel Costs</b>	<b>131.4</b>		<b>22,353,488</b>
Station Expenses			2,162,598
Service / Supplies / Dispatch / MIS			2,509,456
Overhead / Support			1,197,713
<b>Total Operating Expenses</b>			<b>5,869,767</b>
<b>Total Personnel and Operating</b>			<b>28,223,255</b>



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- Station 221 – Engine, Truck (CAP, ENG, FF/PM + CAP, ENG, FF/PM)
- Station 222 – Engine (CAP, ENG, FF/PM)
- Station 223 – Squad (CAP, FFTR/PM)
- Station 224- Engine, Truck (CAP, ENG, FF/PM + CAP, ENG, FF/PM)
- Station 225 - Engine (CAP, ENG, FF/PM)
- Station 226 – Engine (CAP, ENG, FF/PM)
- Station 227 - Engine (CAP, ENG, FF/PM)
- Station 228- Engine (CAP, ENG, and FF/PM)
- Station 229- Engine (CAP, ENG, and FF/PM)
- Station 230 - **CLOSED**
- Station 231 - Engine (CAP, ENG, FF/PM)
- Station 232 - Engine (CAP, ENG, FF/PM)



**Option B:**

This alternate proposal is provided as requested but is **not supported** by the County Fire District. We do not feel that this is the best option for reducing cost. This option is a significant reduction in the level of service from what is currently being delivered by the City of San Bernardino Fire Department. This option leaves a large hole in the southern part of the City that cannot be covered by mutual aid. The nine (9) identified fire stations would be staffed daily with thirty-three (33) full-time employees; eleven (11) captains, eleven (11) engineers, eleven (11) firefighter/paramedics assigned to nine (9) engine companies, two (2) truck companies. Each unit would provide Advanced Life Support services and be supervised by two (2) Battalion Chiefs on-duty twenty-four (24) hours per day, seven days per week. All suppression personnel would work a fifty-six (56) hour work week on a four (4), four (4), six (6) Kelly schedule.

The annual projected cost for the Option B proposal, exclusive of equipment, station replacement, and/or one-time start-up costs is: **\$25,004,283**

**OPTION B**

<u>Position</u>	<u>#</u>	<u>\$</u>	<u>\$</u>
Division Chief	.92	284,648	261,876
Battalion Chief	5.52	239,884	1,324,160
Captain	33	204,177	6,737,841
Engineer	33	181,475	5,988,675
Firefighter/PM	33	156,870	5,176,710
Deputy Fire Marshal	1		
Fire Prevention Supervisor	1		
Fire Prevention Specialist	2		
Fire Prevention Officer / Arson	1		
Fire Prevention Officer	3		
Fire Prevention OA II	1		
Office Assistant II	.92	57,652	53,040
Staff Analyst I	.92	88,885	81,774
<b>Total Personnel Costs</b>	<b>116.3</b>		<b>19,624,076</b>
Station Expenses			1,939,156
Service / Supplies / Dispatch / MIS			2,387,416
Overhead / Support			1,053,635
Professional Services			
<b>Total Operating Expenses</b>			<b>5,380,207</b>
<b>Total Personnel and Operating</b>			<b>25,004,283</b>



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Station 221 - Engine, Truck (CAP, ENG, FF/PM + CAP, ENG, FF/PM)

Station 222 – Engine (CAP, ENG, FF/PM)

Station 223 - **CLOSED**

Station 224- Engine, Truck (CAP, ENG, FF/PM + CAP, ENG, FF/PM)

Station 225 – Engine (CAP, ENG, FF/PM)

Station 226 – Engine (CAP, ENG, FF/PM)

Station 227 – Engine (CAP, ENG, FF/PM)

Station 228- Engine (CAP, ENG, and FF/PM)

Station 229- Engine (CAP, ENG, and FF/PM)

Station 230 - **CLOSED**

Station 231 - **CLOSED**

Station 232 – Engine (CAP, ENG, FF/PM)



**Option C:**

This option is our base proposal from the original response. This proposal moves the Squad from Station 223 to Station 226 (the busiest in the City). We also replace the Captain on the Squad with a Firefighter. This staffing model allows the Squad to run lower acuity medical emergencies (Alpha and Bravo determinant codes) alone, keeping the engine and truck companies available for higher acuity medical emergencies (Charlie, Delta, and Echo) and/or Fire/Rescue/Haz Mat incidents. The ten (10) identified fire stations would be staffed daily with thirty-eight (38) full-time employees; twelve (12) captains, twelve (12) engineers, thirteen (13) firefighter/paramedics and one (1) firefighter assigned to ten (10) engine companies, two (2) truck company and one (1) squad. Each unit would provide Advanced Life Support services and the fire stations supervised by one (1) Battalion Chief on-duty twenty-four (24) hours per day, seven days per week. County Fire is able assist with one or more of the six (6) other Battalion Chiefs on duty per day in the County. All suppression personnel would work a fifty-six (56) hour work week on a four (4), four (4), six (6) Kelly schedule.

The annual projected cost for the Option C proposal, exclusive of equipment or station replacement, and one-time start-up costs is: **\$27,307,701**

**OPTION C**

<u>Position</u>	<u>#</u>	<u>\$</u>	<u>\$</u>
Division Chief	.93	284,648	264,723
Battalion Chief	2.8	239,884	669,276
Captain	36	204,177	7,350,372
Engineer	36	181,475	6,533,100
Firefighter/PM	39	156,870	6,117,930
Firefighter	3	150,670	452,010
Deputy Fire Marshal	1		
Fire Prevention Supervisor	1		
Fire Prevention Specialist	2		
Fire Prevention Officer / Arson	1		
Fire Prevention Officer	3		
Fire Prevention OA II	1		
Office Assistant II	.93	57,652	53,616
Staff Analyst I	.93	88,885	82,663
<b>Total Personnel Costs</b>	<b>128.5</b>		<b>21,523,690</b>
Station Expenses			2,101,250
Service / Supplies / Dispatch / MIS			2,485,048
Overhead and Support			1,197,713
<b>Total Operating Expenses</b>			<b>5,784,011</b>
<b>Total Personnel and Operating</b>			<b>27,307,701</b>



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Station 221 – Engine, Truck (CAP, ENG, FF/PM + CAP, ENG, FF/PM)

Station 222 – Engine (CAP, ENG, FF/PM)

Station 223 - **CLOSED**

Station 224- Engine, Truck (CAP, ENG, FF/PM + CAP, ENG, FF/PM)

Station 225 – Engine (CAP, ENG, FF/PM)

Station 226 – Engine, Squad (CAP, ENG, FF/PM + FF/PM, FF)

Station 227 – Engine (CAP, ENG, FF/PM)

Station 228- Engine (CAP, ENG, and FF/PM)

Station 229- Engine (CAP, ENG, and FF/PM)

Station 230 - **CLOSED**

Station 231 – Engine (CAP, ENG, FF/PM)

Station 232 – Engine (CAP, ENG, FF/PM)

The County Fire District is willing to discuss all available options with the City to determine the best service level with the available funding.

The City annexing into one of County Fire's existing special tax assessment districts at the same time as annexing into the County Fire District might also be explored to help offset the City's general fund requirement through annexation.

Please don't hesitate to call with any questions related to this reply for additional information.