



Item Number: 13

City Council / Board of Directors

Written Communications

Meeting of: May 2, 2023

Submitted By:

C. Eric Ray, Airport Director

Subject:

General Services Provider Agreement between Mission Ambulance, Inc. dba Mission Aviation Fire Rescue and the Southern California Logistics Airport Authority for Aircraft Rescue and Fire Fighting Services Project CC23-088

Recommendation:

That Your Honorable Southern California Logistics Airport Authority Board of Directors approve the award of a General Services Provider Standard Agreement ("Agreement") to Mission Ambulance, Inc. dba Mission Aviation Fire Rescue ("Mission Aviation Fire Rescue"), in the amount not to exceed \$7,814,420 for Aircraft Rescue and Fire Fighting Services, Project CC23-088.

Fiscal Impact:

The initial term of the Agreement presented herein will impact Airport Fund 450 expenditures over five fiscal years as shown below:

FY 2023/2024	FY 2024/2025	FY 2025/2026	FY 2026/2027	FY 2027/2028
\$1,452,880	\$1,505,680	\$1,560,700	\$1,617,880	\$1,677,280

The Agreement Compensation of \$7,814,420 includes \$7,164,420 for regularly scheduled ARFF services provided to the SCLA and \$650,000 for additional exclusive services as may be requested by airport tenants. The fees for additional exclusive services are reimbursed by the requesting tenant.

There is no fiscal impact to the current 2022/2023 fiscal year budget as the Agreement term begins July 1, 2023, the next fiscal year. Future appropriations for the Agreement will be considered at the time the annual budget is approved.

Strategic Plan Goal:

Goal B. Public Safety: This contract provides firefighting services at the SCLA for the purpose of providing certain dedicated public safety services.

Goal C. Community Economic Development: This contract is critical to ensuring aircraft operations that are fundamental to the aviation related economic development at the SCLA.

Background:

The Southern California Logistics Airport Authority ("SCLAA") operates the Southern California Logistics Airport ("SCLA"), certified in accordance with Federal Aviation Regulation (FAR) Part 139. As such, certain Aircraft Rescue and Fire Fighting ("ARFF") capabilities, defined as an "Index" ranging from "A" to "E", must be maintained. An Index specifically refers to the type of ARFF equipment and volume of fire extinguishing agent that the SCLA must provide based upon the length of air carrier aircraft used and the frequency of air carrier operations. Currently, the Federal Aviation Administration ("FAA") has published the SCLA as an Index "C" airport which allows for unlimited air carrier operations in aircraft up to, and including, the largest of the Boeing 737 family of aircraft. It also allows for four average daily air carrier operations in aircraft up to the size of the Boeing 767 and 787-8. The SCLA is also published as being capable of providing an Index "E" for the largest aircraft with 24 hours prior notice to the Airport Operations Staff. This provision is in effect as some civilian aircraft operators of very large aircraft and certain military aircraft operators require either an Index "D" or "E". FAR Part 139 also specifies numerous operational requirements including those pertaining to: personnel training; minimum personnel qualifications; fueling facility inspections; and documentation.

To meet the Index "C" through "E" requirements, the SCLA owns four specialized airport fire trucks that carry large volumes of water and are capable of producing a foam concentrate specifically designed to fight aircraft fires and improve passenger survivability. The trucks are based out of the Airport ARFF Station, which is currently staffed by Mission Ambulance Inc, dba Mission Aviation Fire Rescue.

Since June 5, 2018, Mission Aviation Fire Rescue has provided ARFF services to the SCLA for the purpose of meeting the FAR Part 139 requirements, with a primary purpose of responding to aircraft emergencies in less than three minutes. Additionally, Mission Aviation Fire Rescue performs ancillary fueler and fuel farm inspections, lease compliance inspections, and tenant training duties.

Discussion:

The term of the current agreement with Mission Aviation Fire Rescue will expire June 30, 2023, resulting in the need to resolicit for ARFF services. To procure a qualified service provider, staff prepared a comprehensive Request for Proposal ("RFP") for the solicitation of ARFF services. An RFP is a formal solicitation whereby the respondents are required to submit a formal, written proposal to address items detailed in the scope of services. The proposal submission should describe how and when the proposer intends to perform the scope of services, and the associated cost. RFP solicitations are based on

qualifications, which is why the RFP bid forms that contain pricing information must be submitted in a sealed envelope separate from the rest of the proposal submission. The intent is to ensure the contract is awarded to a qualified company that has been vetted through a bona fide process, although they may not be the lowest price proposer. The lowest proposer is not automatically guaranteed a contract, such contracts should only be awarded to firms or persons who have demonstrated an adequate level of experience, competence, staffing and other professional qualifications necessary for satisfactory performance of the solicited services.

The RFP was advertised in two local newspaper publications, posted on the City of Victorville website, and with the American Association of Airport Executives (AAAE). AAAE also posted an advertisement on the AAAE ARFF Working Group web page. Since the ARFF Working Group is the preeminent professional association for the ARFF industry, the RFP received broad advertising exposure. Additionally, staff searched the internet and located a total of 13 firms that might be capable of providing the needed service, although only 9 of which were based in the United States.

Staff carefully reviewed the two bid submissions and evaluated each for completeness and accuracy. A selection committee comprised of the Airport Director, the Airport Operations and Maintenance Manager, Airport Business Analyst, and Airport Fiscal Specialist conducted a detailed evaluation of both submissions based on the criteria specified in the solicitation. The evaluation criteria used to score the submissions included: experience, past performance, qualifications, price, completeness of a proposed start-up schedule, familiarity with the SCLA, a value-added component, and other relevant factors. Each member of the selection committee completed their own evaluation forms which are summarized as follows:

Company:	Point Rating by Evaluator:				Average Overall
	A	B	C	D	
Mission Aviation Fire Rescue, Corona, CA	72	72	72	71	71.75
Rural/Metro Fire Dept., Inc., Nokomis, FL	40	38	37	38	38.25

At the end of the screening process, Mission Aviation Fire Rescue received the highest overall rating, identifying them as the “best value bidder”. In accordance with City of Victorville Municipal Code §2.28.040, the “best value bidder” is the respondent that represents the best value to the SCLAA as determined upon the careful evaluation of bona fide criteria.

The Agreement presented herein has been competitively solicited in accordance with the City of Victorville Municipal Code §2.28.100, which defines the bidding requirements for purchases of general services, supplies, and equipment in excess of fifty thousand dollars. Therefore, staff recommends that Your Honorable Board of Directors approve the award of a General Services Provider Standard Agreement to Mission Aviation Fire Rescue, for ARFF Services Project #CC23-088, in the amount not to exceed \$7,814,420.

Staff remains available for any questions or comments you may have.

CER/hdk

Attachments:

- A. Site Map
- B. General Services Provider Standard Agreement #CC23-088