



## COUNTY OF LOS ANGELES FIRE DEPARTMENT

1320 NORTH EASTERN AVENUE  
LOS ANGELES, CALIFORNIA 90063-3294  
(323) 881-2401  
www.fire.lacounty.gov

*"Proud Protectors of Life, Property, and the Environment"*

DARYL L. OSBY  
FIRE CHIEF  
FORESTER & FIRE WARDEN

### BOARD OF SUPERVISORS

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June 19, 2018

The Honorable Board of Supervisors  
County of Los Angeles  
383 Kenneth Hahn Hall of Administration  
500 West Temple Street  
Los Angeles, California 90012

Dear Supervisors:

# ADOPTED

BOARD OF SUPERVISORS  
COUNTY OF LOS ANGELES

48 June 19, 2018

CELIA ZAVALA  
ACTING EXECUTIVE OFFICER

### **APPROVE SOLE SOURCE ACQUISITION OF MISSION EQUIPMENT SYSTEMS & FINAL OUTFITTING FOR TWO SIKORSKY S70i BLACK HAWK HELICOPTERS (ALL DISTRICTS) (3 VOTES)**

#### **SUBJECT**

The Consolidated Fire Protection District of Los Angeles County (District) is requesting the Board of Supervisors' (Board) approval to enter into a purchase agreement with Air Methods, United Rotorcraft Division (United Rotorcraft), for the sole source acquisition of mission equipment systems, final outfitting, and configuration for the two recently purchased Sikorsky S70i Black Hawk helicopters (Helicopters) for the District's Air and Wildland Division at a cost not to exceed \$12 million, including sales taxes for both Helicopters.

#### **IT IS RECOMMENDED THAT THE BOARD ACTING AS THE GOVERNING BODY OF THE CONSOLIDATED FIRE PROTECTION DISTRICT OF LOS ANGELES COUNTY AND THE BOARD OF SUPERVISORS:**

1. Authorize the Internal Services Department (ISD), as the County Purchasing Agent, to proceed with the sole source acquisition process for the District, and enter into a purchase agreement with United Rotorcraft, for mission equipment systems, final outfitting, and configuration of two helicopters, system publications, and associated pilot and mechanical training, for a total acquisition cost not to exceed \$12 million, including sales taxes for both Helicopters.

2. Authorize the Fire Chief, or his designee, CEO, and ISD, as the County Purchasing Agent, to complete and execute all necessary purchasing documents related to the acquisition of mission

equipment systems, associated change orders, and pre-payments for the outfitting and configuration of two Helicopters.

3. Find that this purchase is exempt from the provision of the California Environmental Quality Act (CEQA).

### **PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION**

Approval of the recommended actions will allow the District's recently acquired Helicopters to be equipped with mission equipment systems and final outfitting for multi-mission aerial readiness. Furthermore, the recommended actions will enhance the District's helicopter fleet to meet the ever-increasing emergency response challenges associated with protecting lives and property.

The mission equipment and final outfitting will consist of aerial firefighting modules, multi-mission emergency medical interior systems, night sun high intensity search light, cockpit/cabin controller integration with flight management systems, and communications and avionics systems installation and integration.

United Rotorcraft is the only mission equipment systems and conversion vendor that has an approved Licensed Technical Assistant Agreement (LTAA) with Sikorsky allowing the sharing of proprietary Sikorsky S70 aircraft engineering data in the development and safe integration of mission systems for these Helicopters. Because of this LTAA, aircraft modifications made by United Rotorcraft are approved by Sikorsky, ensuring aircraft warranties remain intact.

### **Background**

On July 11, 2017, your Board approved the acquisition of two Helicopters, which allowed the District to enhance its fleet of eight multi-mission firefighting aircraft. On December 13, 2017, the District took delivery on the two Helicopters at the Sikorsky completion center in Coatesville, Pennsylvania, and ferried the aircraft to a paint facility in Texas, where they are currently receiving their distinctive paint job and operational labeling.

### **Implementation of Strategic Plan Goals**

Approval of the recommended actions is consistent with the County's Strategic Plan Goal No. III, Strategy III.3: Pursue Operational Effectiveness, Fiscal Responsibility and Accountability, by continually assessing our efficiency and effectiveness, maximizing and leveraging resources, and holding ourselves accountable.

### **FISCAL IMPACT/FINANCING**

The District's FY 2017-18 Final Adopted Helicopter Accumulative Capital Outlay (ACO) includes sufficient funds to cover the costs related to Helicopter mission equipment, outfitting, and conversion work.

The District has also included sufficient funds in its FY 2018-19 Helicopter ACO Recommended Budget for the remaining costs related to final mission equipment, outfitting, and conversion work.

There is no impact to net County cost.

### **FACTS AND PROVISIONS/LEGAL REQUIREMENTS**

The agreement's standard terms and conditions will be negotiated by the County Purchasing Agent with assistance from the Chief Executive Office Risk Management Division and County Counsel.

On October 16, 2001, the Board adopted a policy whereby County departments must obtain Board approval to purchase equipment with a unit cost of \$250,000 or greater prior to submitting their requisitions for purchasing.

### **ENVIRONMENTAL DOCUMENTATION**

This acquisition will not have a significant effect on the environment; therefore, this acquisition is exempt from the California Environmental Quality Act (CEQA), pursuant to Section 15061 (b)(3) of the CEQA Guidelines.

### **CONTRACTING PROCESS**

This is a commodity purchase under the statutory authority of the County Purchasing Agent. The sole source purchase will be requisitioned through, and accomplished by, the County Purchasing Agent in accordance with the County's Purchasing and Contracting policies and procedures.

### **IMPACT ON CURRENT SERVICES (OR PROJECTS)**

Once fully equipped and converted, the new Helicopters will enhance the District's fleet of multi-mission aerial firefighting Helicopters. These new aircraft will provide upgraded operational capabilities to meet current and anticipated future mission requirements.

### **CONCLUSION**

Upon approval by your Honorable Board, please instruct the Executive Officer of the Board to return a copy of the adopted stamped Board letter to the following:

Consolidated Fire Protection District of Los Angeles County  
Executive Office  
Attention: Zuleyda Reyes-Santana, Administrative Services Manager II  
1320 North Eastern Avenue  
Los Angeles, CA 90063  
Zuleyda.Reyes@fire.lacounty.gov

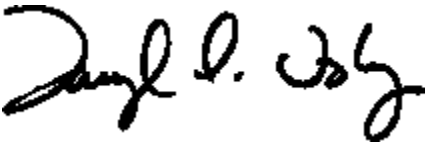
Internal Services Department  
Purchasing and Contracts Services  
Attention: Gerald Plummer, Division Manager  
1100 North Eastern Avenue, Suite 102

The Honorable Board of Supervisors  
6/19/2018  
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Los Angeles, CA 90063  
GPlummer@isd.lacounty.gov

The District contact may be reached at (323) 881-6173.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Daryl L. Osby". The signature is written in a cursive, flowing style.

DARYL L. OSBY  
FIRE CHIEF, FORESTER & FIRE WARDEN

DLO:zr

Enclosures

c: Chief Executive Officer  
Executive Office, Board of Supervisors  
County Counsel  
Internal Services Department

## SOLE SOURCE CHECKLIST

Check (✓)	<b>JUSTIFICATION FOR SOLE SOURCE CONTRACTS</b> Identify applicable justification and provide documentation for each checked item.
✓	<ul style="list-style-type: none"> <li>➤ Only one bona fide source (monopoly) for the service exists; performance and price competition are not available. Monopoly is an “<i>Exclusive control of the supply of any service in a given market. If more than one source in a given market exists, a monopoly does not exist.</i>”</li> <li>➤ <b>Air Methods Corporation, United Rotorcraft Division (United Rotorcraft) is the only licensed vendor under Sikorsky to provide mission equipment systems and conversion work for Firehawk helicopters.</b></li> <li>➤ <b>Sikorsky is the manufacturer of the District’s recently purchased S70i’s.</b></li> </ul>
	➤ Compliance with applicable statutory and/or regulatory provisions.
	➤ Compliance with State and/or federal programmatic requirements.
	➤ Services provided by other public or County-related entities.
	➤ Services are needed to address an emergent or related time-sensitive need.
	➤ The service provider(s) is required under the provisions of a grant or regulatory requirement.
	➤ Additional services are needed to complete an ongoing task and it would be prohibitively costly in time and money to seek a new service provider.
✓	<ul style="list-style-type: none"> <li>➤ Maintenance service agreements exist on equipment which must be serviced by the original equipment manufacturer or an authorized service representative.</li> <li>➤ <b>Sikorsky is the original equipment manufacturer of the District’s recently purchased S70i’s. The S70i’s warranty will be voided if a non-licensed vendor outfits its helicopters. To ensure helicopter warranty remains intact, multi-mission fire-fighting outfitting must be provided by United Rotorcraft as a licensed vendor under Sikorsky.</b></li> </ul>
	➤ It is more cost-effective to obtain services by exercising an option under an existing contract.
	➤ It is in the best economic interest of the County (e.g., significant costs to replace an existing system or infrastructure, administrative cost savings and excessive learning curve for a new service provider, etc.) In such cases, departments must demonstrate due diligence in qualifying the cost-savings or cost-avoidance associated with the best economic interest of the County.



\_\_\_\_\_  
Chief Executive Office

5/23/18

\_\_\_\_\_  
Date