



PIMA COUNTY SHERIFF'S DEPARTMENT AGENDA MATERIAL

Mark D. Napier, Sheriff

DATE 9/1/20

ITEM NO. RA16

1750 East Benson Highway, Tucson, Arizona 85714-1758

Phone: (520) 351-4600 • Fax: (520) 351-4622 • www.pimasheriff.org

August 28, 2020

Honorable Chairman and Members
Pima County Board of Supervisors
130 W. Congress Street, 11th Floor
Tucson, Az 85701

Re: Purchase of Aircraft

Honorable Chair and Supervisors,

On August 26, 2020, the Pima County Board of Supervisors received an email from a constituent expressing concerns regarding the purchase of Cessna aircraft for the Pima County Sheriff's Department. The constituent indicated that the County should consider other manufactures and subcontractors in the building and modification of the aircraft and not proceed with a Sole Source/No Substitute procurement process for the Cessna 208 Caravan aircraft.

Our team conducted extensive research into various aircraft types and different manufactures to identify the Cessna 208 Caravan aircraft as the best choice for the Sheriff's Department. I have attached an executive summary completed by our Specialized Response Division that manages our Air Unit. This executive summary describes the evaluation conducted by our staff of the various aircraft types and manufacturers. The constituent also expressed a concern regarding the use of Hangar One Avionics as our selection for installation of our infrared camera system and associated law enforcement equipment. This executive summary also outlines our long history with Hangar One Avionics and the rationale for continuing to use them as our vendor for equipment installation.

In summary, the Cessna 208 Caravan is the best choice with respect to cost, training, support, quality of manufacture, and long service history. I support the Sole Source/No Substitute procurement request and believe that this aircraft purchase is in the best interest of public safety and Pima County.

Respectfully,

Mark D. Napier, Sheriff

MDN/bwg

cc: Mr. C.H. Huckelberry, Pima County Administrator

AUG 28 2020 02:14 PCLKCF-ED



PIMA COUNTY SHERIFF'S DEPARTMENT

Mark D. Napier, Sheriff

M E M O R A N D U M

Date: August 27, 2020
To: Sheriff Mark D. Napier, via Chain of Command
From: Captain G. Anderson, Specialized Response Division Commander
Subject: Response Concerning Proposed Procurement Project - Cessna Aircraft and Hangar One Avionics Completion Center

On August 26, 2020, Mr. Mike Edwards, a self-described concerned taxpayer, emailed Pima County Board of Supervisor's Office District 5 regarding an upcoming vote on the purchase of two (2) Cessna 208 Caravan aircraft. In summary, Mr. Edwards' concerns and/or requests centered on the following:

- Cessna Caravan are large and expensive aircraft to operate and maintain
- Cessna Caravan aircraft are old technology and labor intensive
- Consideration of purchasing aircraft from a different manufacturer, such as the Daher Kodiak 100 or comparable Diamond Aircraft Industries aircraft
- Questions the preference of Hangar One Avionics in Carlsbad, California to complete the builds of the Cessna Caravan, over companies in Arizona, such as Abel Engineering in Mesa
- Hangar One Avionics operates on a 6-9 month backlog

Mr. Edwards' concerns as a Pima County taxpayer are understandable and taken under great consideration during planning stages of this project. The proposed acquisition of these aircraft and camera systems has been a major component of the Sheriff's Department Strategic Plan to sustain mission readiness well into the future. Extensive research and planning was conducted to procure the most reliable and cost effective public safety assets for the Air Unit and the citizens of Pima County. Below is an excerpt from the No Substitute/Sole Source (NS/SS) Procurement Justification (RQS/RQM) dated June 18, 2020:

Therefore, the Sheriff's Department is requesting consideration for a "No Substitute" purchase of two Cessna 208 Caravan aircraft. Textron Avionics/Cessna Corporation, in Wichita, Kansas, builds the aircraft solely without any third party mechanical or structural modifications. These are the only single engine turboprop aircraft equipped with the Pratt and Whitney PT6-114A engine and approved camera mounts required to carry the infrared camera systems. Moreover, Textron Avionics/Cessna Corporation is the only manufacturer that offers pilot training at no additional cost. This training is conducted via flight simulator at Flight Safety Textron Aviation Training, where pilots learn about the characteristics and systems, before flying the aircraft. The PCSD Air Support Unit's maintenance shop and general aviation equipment have been structured specifically to support Cessna turboprop aircraft. Likewise, the Department aircraft technicians have accumulated extensive training and experience working on Cessna aircraft and the PT6-114A, a Pratt and Whitney turboprop engine. Moreover, Department pilots have undergone many years of training with Cessna turboprop aircraft. These factors illustrate why transitioning to the Cessna 208 Caravan is the safest, most logical, and cost effective option.

In addition to the "No Substitute" purchase, the Sheriff's Department requests a "Sole Source" purchase for a number of reasons. Textron Avionics/Cessna Corporation is the sole manufacturer of the Cessna 208 Caravan aircraft. The aircraft are equipped solely with Textron/Cessna approved technologies. Only Textron/Cessna offers new Cessna 208

Caravan planes. Textron/Cessna is the only vendor that provides a two (2) year or 1,000-hour airframe warranty, a 1,000-hour engine warranty, and a five (5) year or 5,000-hour warranty on all included Garmin avionics. Additionally, only this vendor offers a discount of \$327,545.00 for each aircraft. This amounts to a total of \$655,090.00 savings for the Department and the citizens of Pima County.

Air Unit personnel, including pilots and mechanics, considered many factors over the course of this project to purchase a safe and reliable aircraft for the Department. The following illustrates several of these factors by aircraft manufacturer and type:

Cessna 208 Caravan Aircraft

- Cessna offers two versions of the Caravan aircraft. The most common and widely known version is known as either the Cessna Grand Caravan, Grand Caravan EX, or Cessna 208B. This aircraft has been in production since the 1980's and has gone through many different updates and changes since that time to remain a modern aircraft with the latest technologies. An 867 horsepower Pratt & Whitney engine powers this version of the aircraft, and can be expensive to operate due to high fuel consumption
- The aircraft that the Sheriff's Department is requesting to purchase is known as either the Cessna Caravan, 675 Cessna or Cessna 208. This version of the Caravan model aircraft is four (4) feet shorter than the larger Grand Caravan (208B) that most people think of when they hear about a Cessna Caravan. It too went into production in the 1980's and has also gone through many different updates and changes to remain a modern aircraft with the latest technologies. A smaller 675 horsepower Pratt & Whitney engine, which is more fuel-efficient, powers this version of the Caravan aircraft. This is especially true when the aircraft is flown in a "loiter" or low speed orbit. The Sheriff's Department flight missions are almost exclusively flown in a low speed orbit and not at a cruising speed where fuel consumption will be higher.
- The Cessna Caravan aircraft is known as a "work horse" in the aviation industry and has proven to be reliable, dependable, and safe. It is currently in use throughout the world and is a certified aircraft in 117 countries. To date, over 2,600 Cessna Caravan (208 and 208B models) aircraft have been built.
- Published operating costs for different aircraft vary greatly between authors and can be very subjective depending on the goal. The operating costs, as provided by Cessna, of the Cessna 208 that the Sheriff's Department is requesting to purchase are approximately \$193.00 per hour based on a fuel price of \$4.20 per gallon. As the Department pays considerably less per gallon of fuel and performs all of its own maintenance, these costs will be even lower.
- The operating costs for the larger and more common Cessna Grand Caravan are considerably higher because of its much larger engine. When Cessna was originally contacted about this purchase, the sales representative stated that Cessna would most likely have Cessna Grand Caravan aircraft for sale and that they would probably sell these larger more expensive aircraft for the price of the less expensive and smaller Caravan aircraft that the Department was requesting.
- This option was considered. However, based on the higher fuel consumption for a larger engine in the Grand Caravan, the operating costs would be significantly higher than the Caravan's would over the life of these aircraft.

- Cessna manufactures all three fixed-wing aircraft currently in use by the Department. The full-time aircraft mechanics employed by the Department have decades of combined experience working on Cessna aircraft and the Pratt & Whitney engines that power the Cessna Caravan. Additionally, included with the purchase of the Caravan, each of our aircraft mechanics will receive eight (8) days of free training on the specifics of the latest versions of the Cessna Caravan and Pratt & Whitney engine. If another less common and/or lesser-known type of aircraft were to be purchased, the Department could easily spend tens of thousands of dollars and many months of time in training the aircraft mechanics to maintain and repair different aircraft.
- All current Department pilots have been flying Cessna aircraft for many years. They also have decades of combined experience and have logged thousands of hours of flight time in Cessna aircraft. It is widely known among pilots that flying a Cessna Caravan is very similar to flying a Cessna 206 that has been in use by the Department since 2013. The transition to a more modern aircraft with modern avionics will require additional training but the flight characteristics for both aircraft are very similar. Also included with the purchase of the Caravan are nine (9) days of pilot training for each of the Department's pilots. Again, the Department could easily spend tens of thousands of dollars and many months of time in training the pilots in a different style or type of aircraft.
- Parts, technical assistance, and customer support are readily available for Cessna aircraft. Many of its aircraft that were built by Cessna over fifty years ago are still supported. In addition to parts directly available from Cessna, there are multiple aftermarket companies producing certified parts and components for various Cessna aircraft. Many smaller aircraft companies cannot provide this type of support for their aircraft.
- At minimum, seven other leading law enforcement agencies across the United States are currently utilizing either the Cessna Caravan or the larger Cessna Grand Caravan as surveillance platform aircraft, equipped with IR camera systems to perform identical law enforcement missions due their longstanding capabilities, dependability and lower operating costs when compared to most other law enforcement aircraft.

The Department considered both Daher Kodiak 100 and Diamond Aircraft Industries aircraft. In addition to the reasons cited above to purchase a Cessna Caravan, several factors listed below were carefully considered before determining that these aircraft would not be the optimal solution.

Daher Kodiak 100

- The Kodiak is a larger aircraft than the current Cessna 206 aircraft in use by the Department and smaller than the Cessna Caravan. The size of the Kodiak makes it a good option for Department use, but was not selected for the following reasons:
- Currently, there is not an FAA certified infrared (IR) camera mount for the Kodiak aircraft. There has been discussion in the aviation industry for several years that an IR camera mount will be approved for this aircraft, but to date, nothing has been FAA approved.
- Procurement of Kodiak aircraft without an FAA approved IR camera mount, the entire aircraft would cease to be a FAA certified aircraft. The aircraft would then have to operate under the FAA "Public Use" classification. In 2013, the Department made the decision not to operate "Public Use" aircraft and sold both of its Helio-Courier aircraft that were classified as "Public Use". This decision was made because operating non-FAA certified aircraft greatly increases the liability to Pima County should an accident ever occur. Additionally, the FAA is not as lenient in allowing "Public Use"

classified aircraft as it has been in the past. Finally, aircraft classified as "Public Use" do not hold the same resale value as comparable FAA certified aircraft.

- The Kodiak aircraft was originally developed and sold by the Quest Aircraft Company, and has since been sold to the Daher Corporation. This aircraft is also known as a "work horse" and was introduced in 2004. However, as of 2018, only 250 of these aircraft have been built. Because of the relatively new design and low number of aircraft in service, it is unknown how these aircraft will hold up after many years of service.
- The entry level cost for the Kodiak aircraft is approximately \$200,000.00 more than a comparably equipped Cessna Caravan.
- The Kodiak aircraft is equipped with a 750 horsepower Pratt & Whitney engine and the fuel consumption and subsequent operating costs of this aircraft will be higher than the Cessna Caravan that the Department is requesting.
- Since the Department pilots and mechanics have no experience in these aircraft, the transition to flying and maintaining these aircraft will be costly and time consuming.

Diamond Aircraft Industries

- Diamond Aircraft manufactures two models of aircraft that are equipped to carry IR cameras. These aircraft are manufactured in Austria and Canada, and their primary market is focused on military use. These aircraft are powered by diesel engines and are known for good fuel economy.
- Both models of Diamond aircraft are extremely small. The cabin space is smaller than the Cessna 206s currently in use by the Department, which makes long surveillance missions very taxing on the crew. Because of the small size and usable weight load of the Diamond aircraft, they would frequently be operating at maximum capacity with standard equipment and crews in use by the Department.
- Because these aircraft are manufactured in other countries, it is unknown how easily parts and support for these aircraft will be to obtain. There are currently no known users of this aircraft with an IR camera in the United States.
- Diamond aircraft are low wing designs, meaning the wing is under the fuselage. The low wing design inhibits the vision of the pilot and observer in viewing what is below them, and this could easily make missions less successful.
- The Diamond aircraft are twin-engine designs. The Diamond aircraft engines have 1,500-hour engine overhaul requirement compared to an almost 4,000-hour engine overhaul requirement for the Cessna Caravan. Because of the lower number of flight hours between overhauls, the Diamond aircraft would be out of service more often than the Cessna Caravan.
- The Cessna Caravan has much better performance specifications at higher altitudes and hot environments than the Diamond aircraft. Ultimately, the better performance of the Cessna Caravan in hot climates and higher above sea level altitudes that are found in Pima County will make it a safer aircraft to operate.
- The Diamond aircraft are made of a carbon fiber material. Repairs to this type of material can be very time consuming and expensive. Additionally, specialized training and tools would be needed in order for the Department's mechanics to repair this material. The Cessna Caravan is made of

aluminum sheet metal, which all Department mechanics have the specialized training, experience, and proper tools to repair.

- Our current FLIR representative researched the Diamond aircraft using FLIR camera systems and said that several years ago, Diamond had a FLIR camera system mounted on a demonstration aircraft. The demonstration aircraft toured the country visiting law enforcement agencies in the hopes of selling this new platform to these agencies. Apparently, Diamond did not sell any of their systems to LE agencies and returned the camera system to FLIR. The FLIR representative also said that due to a lack of interest, Diamond closed their US dealership for LE platforms.

Concerning the Department opting for Hangar One Avionics in Carlsbad, California, to complete builds of the Cessna Caravan aircraft over companies in Arizona, listed below are several factors that were carefully considered:

- Pima County has maintained a Master Agreement and has established a professional relationship with this company for many years. Hangar One Avionics completed the law enforcement equipment build on the Department helicopter in 2012, two Cessna 206s in 2013 and 2014, and the Cessna 310 in 2020. Hangar One Avionics has always provided exceptional service, communication, and support on all work they have performed on Department aircraft.
- Entrusting a known and reputable vendor in Pima County is both necessary and fiscally responsible, considering the costs associated with a project of this size and importance.
- Hangar one Avionics is widely known to be one of the largest and most preferred completion centers of law enforcement aircraft in the United States. They specialize in the installation of FLIR camera systems and law enforcement specific equipment and avionics systems.
- Hangar One Avionics is an authorized FLIR vendor, and according to FLIR representatives, their most preferred vendor due to the knowledge, professionalism, and quality of work consistently provided by Hangar One Avionics.
- Upon inquiry about Abel Engineering, a FLIR representative indicated he was not familiar with the company nor did he know if the company has any experience installing FLIR camera systems.
- Considering scheduled work with Hangar One Avionics over the years, we have found that they are normally 4-6 months out on scheduling any work. At the beginning of this Cessna Caravan/FLIR camera purchase project, Hangar One Avionics representatives were contacted to schedule the Cessna Caravan completion builds, based on the estimated completion date of the Caravans provided. On several occasions, Hangar One Avionics representatives have adjusted appointments for Pima County aircraft on short notice to better accommodate our needs.
- While working with Hangar One Avionics representatives on the Caravan aircraft completion builds, they provided the valuable information on ways to save operating costs by transferring mission specific equipment from current Cessna 206s to the new Cessna Caravans. Additionally, Hangar One Avionics staff spent considerable time researching quality equipment that would fit into the available budget for this project.
- The Arizona Department of Public Safety, Maricopa County Sheriff's Department, and Phoenix Police Department, all major law enforcement agencies with headquarters in the Phoenix area, utilize Hangar One Avionics for aircraft builds and avionics. Moreover, other law enforcement

agencies, including La Paz County Sheriff's Department and Salt River Police Department contract services through this reputable company.

- Sgt. "Paul" Hill (Air Unit) learned that the company referred to in Mr. Edwards' email, is now called Able Aerospace Services and is owned by the Textron Corporation, who also owns Cessna.
- Sgt. Hill contacted Able Aerospace Services in Mesa and spoke with an employee regarding the type of work they performed at their facility. The employee advised that their company is primarily focused on helicopter installations, but they do work on fixed wing aircraft as well. He added that they have not worked on a Caravan airplane but that they could. Sgt. Hill asked if they had experience in the various systems we are looking to install in the Caravan airplane. The employee said they have installed FLIR cameras, Aerocomputer systems, etc., but that they have only installed these systems on helicopters. Finally, the employee advised that although their company felt as though they were capable of completing the types of builds we are looking for on the Caravan, he was not sure that they were willing or able to do this type of build. The employee would discuss this project with his team and get back to Sgt. Hill later today (08/28/20).

Attachment A

Approved No Sub Sole Source Form November 2016

REQUEST FOR APPROVAL: NO SUBSTITUTE/SOLE SOURCE PROCUREMENT FORM (Rev. 1/8/16)

Req. # (or Direct Demand) _____ Vendor Name Hangar One Amount \$ 860,000.00

General Requirements

To assure that best value is received by the County, Procurement law requires that whenever possible all Procurements be conducted with as much competition as practical.

Do not attempt to justify *No Substitute* and/or *Sole Source* conditions that are not apparent and for which acceptable justification is not clearly documented. Such requests will be rejected and delay the provision of required services/products. Submit a requisition with satisfactory specifications and Procurement will select the appropriate process to procure. Should you require consultation regarding this request, please contact the appropriate Contracts and Commodity Officer responsible for the required item: <http://intranet.pima.gov/procurement/buyerteams/db/index.asp>

'No Substitute': To restrict the procurement to a particular product brand, manufacturer or service provider ("*No Substitute*") the Requesting Department shall document specifications that are "reasonable" and "necessary" for the County to perform its responsibilities (D29.2 Specifications), and the research conducted that demonstrates and substantiates that no other products or service providers exist that satisfy the specification.

'Sole Source': Generally, an item must be justified to be a *No Substitute* item before it can be determined to be a "Sole Source" item. Include documentation that substantiates that there is only one lawful source for the required Product/Service.

1. Is approval to conduct *No Substitute* procurement requested? Yes ☒ No ☐

A. Is documentation* and item specification that satisfies the General Requirements above attached? Yes ☐ No ☐

If No, do not submit request. List Attachments: Memo

B. Is documentation* attached that defines that the item is required to replenish replacement/repair parts, chemicals or compounds, exact match of color or composition for existing installations, equipment or systems, and for which there exist no other equivalents? Yes ☒ No ☐ If No, do not submit request. List Attachments: Memo

2. Is approval to conduct a "*Sole Source*" procurement requested? Yes ☒ No ☐

A. Is documentation* substantiating that there exists only ONE source for the required product/service attached? (If no, do not request Sole Source)? Yes ☒ No ☐ List Attachments: Memo

*Documentation must be signed by Department or Deputy Director

By signing this request, both Requestor and the Department Director (or Director's Authorized Signer) are certifying that they have verified the information provided by this submittal and that the documents submitted satisfy the requirements for the requested action as defined by this document and Procurement Code 11.12.050, 11.12.010 & BOS Policy D29.2 (IX)(X).

Requestor Printed Name/Phone: Sgt. J. Grisham #1223 520-351-4795

Requestor Signature/Date/Department: [Signature] 11-22-16 Pima County Sheriff's Dept.

Dept. Director Printed Name/Signature/Date: [Signature] 11-10-16

CCO/Buyer Comments: ALL OF THE Sheriff's Aircraft's have specialized electronic equipment installed for the safety of the pilots so they can fly at night. ~~There~~ THERE currently only one vendor that provides service for all four pieces of equipment within a 400km of Tucson. THIS is a safety and cost savings FOR Pima County. I Recommend Approval. 2016 11/17/16

M & S Division Manager Recommendation: Approve ☒ Deny ☐ Signature/Date: [Signature]

If recommendation is to deny, indicate why:

Procurement Director Determination: Approve ☒ Deny ☐

[Signature] 11-17-16
Signature/Date



Pima County Sheriff's Department

Chris Nanos, Sheriff

MEMORANDUM

To: Chief Lopez, Operations Bureau Chief From: Sergeant Grisham, Air Unit Supervisor

Re: Hangar One

Date: November 8, 2016

When the Sheriff's Department took delivery of our T-206 aircraft from Soloy Aviation, we had contracted with Hangar One Avionics to complete a cockpit reconfiguration and Tactical Flight Deputy work station.

This required Hangar One to rewire and rebuild the aircraft to our specifications, using new and our existing specialized equipment; such as our FLIR camera system and completed a night vision capable cockpit with the latest state of the art equipment. Hangar One rewired the aircraft with new wires that were laser etched every six inches and created new wiring schematics. It is reasonable to assume that our aircraft will have to be delivered to Hangar One for any necessary/required repairs or upgrades, since they possess any and all special tooling and supplies. This also precludes Hangar One from coming to our facility to complete any work

- Hangar One has been a constant source of support after our aircraft have been delivered and put in service. They have provided firmware updates and technical assistance as necessary.
- Hangar One is located with-in 400 NM of Tucson; which allows the Air Unit to deliver/pick-up aircraft within the same day and allows for unannounced inspections of requested work. This will ultimately reduce the overall cost to the County as it relates to travel expenses i.e. hotel and per diem.
- Hangar One is the only facility; that we have found with 400 NM that can perform necessary work and store our aircraft inside a hangar 24 hours a day, protected from the elements. This will reduce the likelihood of unintentional damage to the aircraft.
- When existing navigation equipment has to be replaced or exchanged, we are mandated to have the instrument converted to Night Vision Compatibility (NVG). Hangar One has the ability to modify any of our instrumentation equipped with proprietary NVG film. Often the pilots are required to operate in low light conditions and low to the ground. This NVG compatibility is a requirement to safely perform night time flight and rescue operations.
- Hangar One has the staff and ability to rewire/configure our current Moving Map system. The Sheriff's Department has just been awarded an upgrade that will enhance our ability; under grant funding. In addition, Hangar One has the ability and authority to work on our Garmin navigation equipment, FLIR camera equipment, Aero

Computer equipment and BMS Down-link systems and have them work in concert with each other, within all of our aircraft.

- Hangar One can provide the Sheriff's Department with the required FAA approved engineering data for any equipment installed or modified. This approval is necessary and required by the FAA to keep our aircraft certified.

The Sheriff's Department needs to have a vendor that is familiar with our aircraft and its unique configurations. As equipment is upgraded or replaced the vendor needs be able to install the desired equipment and have it work in concert with our existing onboard systems. Hangar One has the schematics, the knowledge of our aircraft; which will greatly reduce any downtime we may experience on future avionic maintenance or upgrade requirements. They have the hangar space to work and house our aircraft.

I have conducted a search of other Avionic shops within the 400NM requirement:

- Western Avionics; I spoke to Scott Erickson (714-955-6151) he stated that they do work on a few police aircraft. When asked about being a service center for Broadcast Microwave Systems and Aero Computers; he said they had worked on a few in the past.
 - Reference; New Port Beach Police Department. I spoke to Russ (949-252-5181) at their Aviation Unit. He said that Western Avionics "did ok work, however, their paperwork was not great"

I recommend that a No-Sub contract be pursued with Hangar One Avionics, located in Carlsbad, California.

THE AIR UNIT HAS BEEN WORKING ON THE PROCUREMENT PROCESS FOR THIS WAREL AGREEMENT SINCE AUGUST 2016. THE CONTRACTS COMMODITY OFFICER, MARIA CANIZALES, HAS WORKED WITH US REGARDING AMENDMENTS TO THE PROCUREMENT PAPERWORK WE HAVE ALREADY SUBMITTED. OUR LAST MEETING WITH HER WAS ON 11-4-16 AND WAS VERY SUCCESSFUL. MS. CANIZALES HAS ASKED THAT A NEW IFB BE COMPLETED (ATTACHED) REQUESTING A "NO SUBSTITUTE" CONTRACT WITH HANGAR ONE AVIONICS. THIS WILL BE THE FINAL STEP IN THE PROCESS. RECOMMEND APPROVAL..... AGAIN. SGT JOT 11-8-16

Recommend Approve

[Signature]
11/16/16

Approved.

201

11/16/16

Attachment B

Pima County Procurement Memorandum

Date: January 10, 2017

Re: Hangar One Avionics Inc.

MEMORANDUM

Date: January 10, 2017

To: Tom Burke, Deputy County Administrator

From: Mary Jo Furphy, Procurement Director *MTF*

Re: Hangar One Avionics Inc.

I have reviewed the documentation provided, including the memorandum from Sergeant Grisham. The memorandum does mention another potential avionic shop, Western Avionics. In fact, Western Avionics was contacted by Sergeant Grisham and based on the verbiage in the memorandum, it does imply that they may be able to perform the required services and provide the required parts. Documentation of a verbal reference was also included. While the details were minimal, they should have been further validated. Yesterday, discussions were held with Lieutenant Carpenter and Sergeant Grisham to further understand their requirements.

Additionally, I further researched if there were any other potential contractors. The only other potential contractor that was found within the required distance was Rotorcraft Support in Van Nuys, CA. The next closest potential contractor was located in Dallas, TX which is 716 nautical miles and outside of the required area.

Rotorcraft Support and Western Avionics were both contacted to determine if they could potentially meet our needs. Rotorcraft Support responded that they do not meet our requirements but may be able to help on the purchasing of parts. Western Avionics stated that they were not a complete shop and could not meet our requirements, with the helicopter being the main issue. They stated we needed a complete shop that could perform avionic and airframe work on both classes of aircraft. They recommended Hangar One as the only shop they were aware of that could meet the requirements.

The potential for a cooperative procurement was also researched. We were not able to identify any contracts for this purpose.

Based on further review of the documentation and additional research, I confirm that this is a sole source based on the Sheriff Department's requirements and that a competitive process is not required.

Attachment

c: The Honorable Mark Napier, Sheriff
C.H. Huckelberry, County Administrator



MEMORANDUM

Administration Services

Date: January 9, 2017

To: Mary Jo Furphy
Procurement Director

From: Tom Burke *Tom Burke*
Deputy County Administrator

Re: Hanger One Avionics Inc.

I am returning to you the contract and Board of Supervisors Agenda Item Report for the Hanger One Avionics Inc. contract for helicopter repair. The documentation indicated that this is a sole source procurement. In reviewing the detailed documentation to support sole source designation, my impression is that there are other entities that provide this service within the 400 nautical miles requested. Please review the documentation and confirm that you concur that this is a sole source and that competition is not required.

The contract is for 5 years at \$640,000 annually, for a total of \$3.2 million.

TB/sp

Attachment

c: The Honorable Mark Napier, Sheriff
C.H. Huckelberry, County Administrator



BOARD OF SUPERVISORS AGENDA ITEM REPORT
CONTRACTS / AWARDS / GRANTS

Requested Board Meeting Date: January 17, 2017

or Procurement Director Award ☐

Contractor/Vendor Name (DBA): Hanger One Avionics Inc. (Headquarters: Carlsbad, CA)

Project Title/Description:
Aircraft Avionics Services

Purpose:

Award of Contract: Master Agreement No. MA-PO-17-147. Contract is for an initial term of one (1) year in the annual not-to-exceed amount of \$640,000.00 with four (4) one-year renewal options.

Administering Department: Sheriff

Procurement Method:

Pursuant to Pima County Procurement Code 11.12.050, Sole Source Procurement, award of Requisition No. 17-112 is recommended to Hanger One Avionics, which has accepted the terms of the County's Offer Agreement.

Attachment: Sheriff's Department Memorandum and Master Agreement

Program Goals/Predicted Outcomes:

The establishment of this agreement will allow the Sheriff's Department to safely continue flight operations, enhancing the safety of the deputies and public.

Public Benefit:

Continued safe flight operations, enhancing public safety related to the Sheriff's fixed-winged aircraft and rescue helicopter.

Metrics Available to Measure Performance:

Monitor vendor to perform all assessments and maintenance in a timely manner with precision and quality.

Retroactive:

No

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 17-147

Effective Date: 01/17/2017 Termination Date: 01/16/2018 Prior Contract Number (Synergen/CMS): _____

☒ Expense Amount: \$ _____ ☐ Revenue Amount: \$ _____

Funding Source(s): General Funds

Cost to Pima County General Fund: \$840,000.00

Contract is fully or partially funded with Federal Funds? ☐ Yes ☒ No ☐ Not Applicable to Grant Awards

Were insurance or indemnity clauses modified? ☐ Yes ☒ No ☐ Not Applicable to Grant Awards

Vendor is using a Social Security Number? ☐ Yes ☒ No ☐ Not Applicable to Grant Awards

If Yes, attach the required form per Administrative Procedure 22-73.

Amendment Information

Document Type: _____ Department Code: _____ Contract Number (i.e., 15-123): _____

Amendment No.: _____ AMS Version No.: _____

Effective Date: _____ New Termination Date: _____

☐ Expense ☐ Revenue ☐ Increase ☐ Decrease Amount This Amendment: \$ _____

Funding Source(s): _____

Cost to Pima County General Fund: _____

Contact: Maria Julia Canizales *Maria Julia Canizales 1/17/17* *Amc wld 74/17*

Department: Procurement *May 9 1/5/17* Telephone: 724-8167

Department Director Signature/Date: _____

Deputy County Administrator Signature/Date: _____

County Administrator Signature/Date: _____

(Required for Board Agenda/Addendum Items)

Original Information

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 17-147
Effective Date: 01/17/2017 Termination Date: 01/16/2018 Prior Contract Number (Synergis/CMS): _____
☒ Expense Amount: \$ _____ ☐ Revenue Amount: \$ _____
Funding Source(s): General Funds

Cost to Pima County General Fund: \$840,000.00

Contract is fully or partially funded with Federal Funds? ☐ Yes ☒ No ☐ Not Applicable to Grant Awards
Were Insurance or Indemnity clauses modified? ☐ Yes ☒ No ☐ Not Applicable to Grant Awards
Vendor is using a Social Security Number? ☐ Yes ☒ No ☐ Not Applicable to Grant Awards

If Yes, attach the required form per Administrative Procedure 22-73.

Amendment Information

Document Type: _____ Department Code: _____ Contract Number (i.e., 15-123): _____
Amendment No.: _____ AMS Version No.: _____
Effective Date: _____ New Termination Date: _____
☐ Expense ☐ Revenue ☐ Increase ☐ Decrease Amount This Amendment: \$ _____
Funding Source(s): _____

Cost to Pima County General Fund: _____

Contact: Marla Julia Canizales *Marla Julia Canizales 1/16/17* *Amended 1/16/17*
Department: Procurement *May 9-2 1/16/17* Telephone: 724-8167
Department Director Signature/Date: *[Signature]* 1/16/17
Deputy County Administrator Signature/Date: _____
County Administrator Signature/Date: _____
(Required for Board Agenda/Addendum Items)



Pima County Sheriff's Department

Chris Nanos, Sheriff

MEMORANDUM

To: Chief Lopez, Operations Bureau Chief From: Sergeant Grisham, Air Unit Supervisor

Re: Hangar One

Date: November 8, 2016

When the Sheriff's Department took delivery of our T-206 aircraft from Soloy Aviation, we had contracted with Hangar One Avionics to complete a cockpit reconfiguration and Tactical Flight Deputy work station.

This required Hangar One to rewire and rebuild the aircraft to our specifications, using new and our existing specialized equipment; such as our FLIR camera system and completed a night vision capable cockpit with the latest state of the art equipment. Hangar One rewired the aircraft with new wires that were laser etched every six inches and created new wiring schematics. It is reasonable to assume that our aircraft will have to be delivered to Hangar One for any necessary/required repairs or upgrades, since they possess any and all special tooling and supplies. This also precludes Hangar One from coming to our facility to complete any work

- Hangar One has been a constant source of support after our aircraft have been delivered and put in service. They have provided firmware updates and technical assistance as necessary.
- Hangar One is located within 400 NM of Tucson; which allows the Air Unit to deliver/pick-up aircraft within the same day and allows for unannounced inspections of requested work. This will ultimately reduce the overall cost to the County as it relates to travel expenses i.e. hotel and per diem.
- Hangar One is the only facility; that we have found within 400 NM that can perform necessary work and store our aircraft inside a hangar 24 hours a day, protected from the elements. This will reduce the likelihood of unintentional damage to the aircraft.
- When existing navigation equipment has to be replaced or exchanged, we are mandated to have the instrument converted to Night Vision Compatibility (NVG). Hangar One has the ability to modify any of our instrumentation equipped with proprietary NVG film. Often the pilots are required to operate in low light conditions and low to the ground. This NVG compatibility is a requirement to safely perform night time flight and rescue operations.
- Hangar One has the staff and ability to rewire/configure our current Moving Map system. The Sheriff's Department has just been awarded an upgrade that will enhance our ability; under grant funding. In addition, Hangar One has the ability and authority to work on our Garmin navigation equipment, FLIR camera equipment, Aero

Computer equipment and BMS Down-link systems and have them work in concert with each other, within all of our aircraft.

- Hangar One can provide the Sheriff's Department with the required FAA approved engineering data for any equipment installed or modified. This approval is necessary and required by the FAA to keep our aircraft certified.

The Sheriff's Department needs to have a vendor that is familiar with our aircraft and its unique configurations. As equipment is upgraded or replaced the vendor needs be able to install the desired equipment and have it work in concert with our existing onboard systems. Hangar One has the schematics, the knowledge of our aircraft; which will greatly reduce any downtime we may experience on future avionics maintenance or upgrade requirements. They have the hangar space to work and house our aircraft.

I have conducted a search of other Avionic shops within the 400NM requirement:

- Western Avionics; I spoke to Scott Erickson (714-955-6161) he stated that they do work on a few police aircraft. When asked about being a service center for Broadcast Microwave Systems and Aero Computers; he said they had worked on a few in the past.
 - o Reference; New Port Beach Police Department. I spoke to Russ (949-252-5181) at their Aviation Unit. He said that Western Avionics "did ok work, however, their paperwork was not great"

I recommend that a No-Sub contract be pursued with Hangar One Avionics, located in Carlsbad, California.

THE AIR UNIT HAS BEEN WORKING ON THE PROCUREMENT PROCESS FOR THE
IFB AGREEMENT SINCE AUGUST 2016. THE CONTRACTS COMMUNITY OFFICER,
NATH CANIZALES, HAS WORKED WITH US REGARDING AMENDMENTS TO THE
PROCUREMENT PAPERWORK WE HAVE ALREADY SUBMITTED. OUR LAST MEETING
WAS ON 11-4-16 AND WAS VERY SUCCESSFUL. MRS. CANIZALES HAS ASKED
IF A NEW IFB BE COMPLETED (ATTACHED) REQUESTING A "NO SUBSTITUTE"
TRACT WITH HANGAR ONE AVIONICS. THIS WILL BE THE FINAL STEP IN THE
PROCESS. RECOMMEND APPROVAL..... APPROV. SEP 11-16

Recommend Approve

[Signature]
11/16/16

APPROVED.

[Signature]

11/16/16