



BOARD MEETING AGENDA SUBMITTAL

TO: GCSO Board of Directors

FROM: Andrew Murphy, Assistant Fire Chief

MEETING DATE: 5/12/2020

SUBJECT: Agenda Item 6B: Consideration of Approval of Application to the Staffing for Adequate Fire and Emergency Response (SAFER) Grant Program Funded by FEMA to Increase District Fire Department Staffing at the Groveland Fire Station to a Minimum of Three Persons Daily

RECOMMENDED ACTION

Approve application to the Staffing for Adequate Fire and Emergency Response (SAFER) Grant for the purpose of the hiring three new firefighters to increase on-duty staffing to a minimum of three persons daily for GCSO Fire in the amount of approximately \$1,300,235, **and** authorize the General Manager to sign. **Further the Board declares that it does not have the available financial resources to cover all or part of the cost share of the above grant.**

BACKGROUND

The Staffing for Adequate Fire and Emergency Response (SAFER) Grant application period has recently opened. This grant through the Federal Emergency Management Agency (FEMA) was created to provide funding directly to fire departments to help them increase or maintain the number of trained, "front line" firefighters available in their communities. The goal of SAFER is to enhance the local fire departments' abilities to comply with staffing, response and operational standards established by the NFPA (NFPA 1710 and/or NFPA 1720). Assistance to Firefighter's grant applications are due May 15, 2020 with the anticipated award announcements being in mid-2020.

The SAFER Grant Program is a competitive, discretionary grant program to provide federal financial assistance to help fire departments hire new firefighters. The goal is to improve fire department staffing levels to ensure that an adequate number of personnel respond and safely perform at incident scenes and provide protection from fire and fire-related hazards within communities. This grant provides three-year grants to assist fire departments by paying a portion of the salaries and benefits of the SAFER-funded positions.

A landmark study, "*Report on Residential Fireground Field Experiments*," conducted by the National Institute of Standards and Technology published in April of 2010 and decades of research by the National Fire Protection Association (NFPA), an international nonprofit organization devoted to eliminating death, injury, property and economic loss due to fire, electrical and related hazards, supports increased staffing for fire departments

and shows that, for crews facing a single-family home on fire, or a significant medical emergency, size of the crew matters. When a reduced staffed fire company encounters a working structure fire, it is forced to make difficult decisions regarding its personal safety versus its commitment to saving lives and property.

Additional staffing gives crews on scene greater flexibility to operate, especially in rural areas where the next in resources are a significant distance away. Additional staffing helps crews accomplish critical tasks on emergency scenes, like getting water on the fire sooner or raising a ladder to a window for rescue, in less time and allows firefighters to accomplish the job more quickly and get back to the station to be ready for the next call in less time.

The study shows that additional staffing makes firefighting safer and healthier for the responding crews too. With reduced staffing of two persons per engine, firefighters maximum heart rates are higher and stay higher after each response. Heart attacks are a leading cause of firefighter line of duty deaths.

Other benefits in addition to the effective response force on fires and medical aids will be increases and efficiency in all their daily duties including commercial fire inspections, defensible space inspections, educational activities, maintenance and station duties, research, accountability, outreach, new programs and much more. With an additional operator on duty, it would be possible to split-staff and deploy a second engine, virtually immediately doubling the equipment and firefighting/scene control capacity on scene. The second engine deployment is especially viable if a Resident Volunteer Firefighter is on shift or when four staff are on duty with no one on leave or external assignment.

The Draft 2020 GCSD Fire Master Plan completed by Citygate identifies the need and rationale for additional staffing in the District to increase the effective response force to mitigate emergency incidents. The hiring of additional personnel would continue GCSD towards that goal.

CAL FIRE would be responsible to provide the additional firefighters if the grant is awarded, under the terms of the Schedule A contract. The grant funding would be provided to the district to reimburse the additional CAL FIRE billing for the additional staff. Under the grant program, the District is responsible for a portion of the costs as detailed below. The amount of Federal funding provided to a recipient for hiring a firefighter in any fiscal year may not exceed:

- in the first and second years of the grant period, 75 percent of the usual annual cost of a first-year firefighter employed by that department at the time the grant application was submitted; and
- in the third year of the grant, 35 percent of the usual annual cost of a first-year firefighter employed by that fire department at the time the grant application was submitted.

“Usual annual costs” includes the base salary (exclusive of non-FLSA overtime and standard benefits package (including the average health, dental, and vision costs, FICA, life insurance, retirement/pension, etc.) offered by fire departments to first-year firefighters. The District may be eligible for a cost waiver for both the 25% match and the maximum per-firefighter costs, and will make the appropriate waiver requests in the application.

\$350,000,000 has been set aside by the Federal Government to fund this grant program. There is no maximum award amount for grant awards made under this FY 2019 SAFER Grant Program and the period of performance is 36 months.

The County of Tuolumne was previously awarded a similar SAFER grant in 2012 for the hiring of firefighters to staff Jamestown Station, which continues to be staffed through the County of Tuolumne.

ATTACHMENTS

- None

FINANCIAL IMPACTS

If awarded and no cost waivers are approved by FEMA, the grant provides 75% funding the first and second year and 35% funding the third and final year. The total cost breakdown and GCSD matching funds requirement is as follows:

	Total Cost	Proposed Grant Amount	GCSD Match
Year 1	\$412,445	\$304,572 (75% of cost)	\$107,973
Year 2	\$433,068 (+5%)	\$304,572 (75% of 1 st year)	\$128,495
Year 3	\$454,722 (+5%)	\$144,356 (35% of 1 st year)	\$310,366
	\$1,300,235	\$753,500	\$546,834

These costs are for additional CAL FIRE employees and would be hired and the positions filled and supervised according to the current practices through the Schedule A cooperative fire protection agreement. There is no obligation to continue funding the positions after year three if long-term funding isn't secured.

**Account Executive Information:**

Carrie Schneider
 Account Executive
 cschneider@lexipol.com
 (415) 318-3835
 Lexipol
 2611 Internet Boulevard, Suite 100
 Frisco, Texas 75034

Department Information:

Andy Murphy
 Assistant Chief
 andy.murphy@fire.ca.gov
 (209) 419-4403
 Groveland Community Service District Fire Department
 Hwy 120 POB 350
 Groveland, California 95321

Date: 12/2/2020**Contract & Proposal Valid Through:** 12/11/2020**Grant Due Date:****Grant Details:** SAFER FY20 - Hiring

QTY	PART #	DESCRIPTION	UNIT PRICE	DISC (%)	EXTENDED
1	GW1	Complete Grant Writing Service	USD 5,000.00	50.00	USD 2,500.00
				Discount:	USD 2,500.00
				TOTAL:	USD 2,500.00

Discount Notes

includes 50% SAFER November promo

Terms & Conditions:**An invoice or credit card authorization form will be sent upon receipt of a signed agreement.**

Contract Delivery: Department and/or agency takes full responsibility for submitting required information on time. Department and/or agency is responsible for submitting the final grant application by the grant deadline. Failure to submit requested materials to write the grant application on time will result in rollover of project to next grant application cycle. Requests for contract cancellation will result in a 50% fee of the total value of the contract. The GrantFinder Master Subscription Agreement ("MSA") located at <http://www.lexipol.com/GTGF-Master-ServiceAgreement> between the Customer and Praetorian Digital govern the use of the Praetorian Digital GrantFinder research system and related services. By executing this Order Form, Customer agrees to the terms of this document and the MSA. Services to Be Provided: Praetorian Digital will provide ("Subscriber") with an annual license to GrantFinder. ("Services"). Praetorian Digital warrants that (i) Services will have an uptime of at least 95% during the term; (ii) Praetorian Digital has the right to enter into this agreement and to perform its obligations hereunder; and (iii) Services do not infringe any patent, copyright, trademark, trade secret or other proprietary right in any jurisdiction or otherwise contravene any rights of any third person. Term: The initial term of this agreement is specified by the start and end dates above. **Billing & Renewal:** Invoice for grant writing agreements will be sent as soon as work is started for target grant. Complete payment must be received no later than 30 days after receipt of invoice. GrantFinder shall renew automatically at current rate card rates for 1 year unless Subscriber notifies Praetorian Digital, in writing, prior to sixty (60) days before the initial term is to end. **Collections:** Client agrees to pay for all costs of collection, including but not limited to, reasonable attorney fees and other fees made necessary by the nonpayment. Praetorian Digital reserves the right to suspend all services until payment is received in full and may terminate this agreement at their discretion if department and/or agency fails to comply

with the terms of this agreement. Accounts over 28 days past due shall be charged a twenty-five dollar (\$25) late fee. **Materials:** Must be received 5 days prior to the grant application close date.

Signature: _____

Title: AC Date: _____

Groveland Community Service District Fire Department Grant Assistance Proposal

***Lexipol** is the leading online media company in the public safety market. Our properties are visited by more than 2 million first responders and public safety professionals every month and we work with more than 400 sponsors. We are deeply committed to providing resources and cutting-edge information that help first responders stay safer and better protect their communities.*

Confidentiality: *The information contained in this proposal is confidential and is intended only for the persons to whom it is transmitted to by Lexipol.*

Account Executive Information

Carrie Schneider
Account Executive
cschneider@lexipol.com
(415) 318-3835

Grant Assistance Program Details

Our grant writers & consultants are all active members of the public safety community with combined grant writing experience of 30+ years. Their success rate for grant approval is 60% higher than the national average and to date have been funded for hundreds of millions in grants for Public Safety awards. Praetorian Digital's GrantsHelp Programs have been assisting departments since 2009 with grant research, writing and consultation. The consultative nature of our service will result in grant applications intelligently tailored to grant program requirements; greatly improving the chance your department will ultimately be funded.

Our Program

The GrantsHelp Grant Assistance Programs are a custom, comprehensive solution to fully execute on the coordination and creation of high-quality grant applications. The full program allows your department the ability to secure grants that will be used to purchase equipment you could otherwise not afford. While we cannot guarantee funding, we will do everything in our power to make sure we have clearly and effectively presented a strong case statement for funding your proposed grant project to the grant making agency.

Complete Grant Application Service: Application, Narrative Development & Review

Should you find that your agency does not have the time or experience to fill out the data entry elements of your grant application, we recommend you upgrade your grant writing service to include complete application help.

Let our very experienced project management team directly fill out and complete the data entry sections of the targeted grant application. Based on information that you provide to us directly we will be able to take care of the remaining elements as well as adding your narratives directly into the application.

Once the grant application is assembled including narratives, we will contact you to review the entire application. After you approve the final version of the application, your department is responsible to submit the grant to the grant maker.

This is the perfect upgrade for the department who has been turned down multiple times, is new to the targeted grant program or just doesn't have the time to put together the application themselves.

- Includes customized Grant research specific to the departments funding needs
- 1:1 Unlimited, personalized grant consulting from Senior Grant Consultants
- Customized, written grant narratives based on information provided from the department
- Completion of grant application by GrantsHelp team

- Grant Consultants will provide unlimited reviews of department's application before final submission by department

Testimonials

<http://www.firegrantshelp.com/fire-grant-assistance-testimonials/>

Grant Writing Team Members

Fatima Rasul has a Master of Public Administration, specifically focusing on nonprofit management and policy. After several years of directly serving at-risk communities, Fatima spent time as a Grant Writer/Fund Analyst for the Office of Strategic Partnerships & Government Affairs at the City of Dallas. Through this position, she was actively involved in grants throughout all major City departments such as Housing, Fire, Police, Economic Development and City Attorney's Office. To sufficiently fund the programs, she primarily worked with HUD, FEMA, Texas Veterans Commission, and the Office of the Texas Governor. Additionally, Fatima gained experience while assisting with securing over \$3 million in federal, state, and private funding for the City of Dallas. Through managing, researching, writing, and advising on a variety of programs, Fatima has been able to efficiently utilize skills in government and nonprofit settings.

Jerry Brant is a Senior Grant Consultant and Grant Writer with FireGrantsHelp and EMSGrantsHelp. He has 40 years of experience as a volunteer firefighter in rural west central Pennsylvania. He is a life member of the Hope Fire Company of Northern Cambria, where he served as chief for 15 years. He is currently an active member of the Patton Fire Company #1. For 20 years, Jerry was employed as the executive director and then president of a small non-profit community development corporation. Jerry has successfully written more than \$52 million in grant applications and proposals.

Meghan Keely started her career with Lexipol in 2019, after spending five years as the Economic Development Manager for a Local Development District in Northwest, Pennsylvania. During her time as an Economic Development Manager, Meghan coordinated and managed several Federal, State and Local grant/funding programs, including Pennsylvania's Partnerships for Regional Economic Performance; Economic Development Administration (EDA); Appalachian Regional Commission (ARC); Veteran's Trust Fund, Business Services and others. In addition to managing several funding programs, Meghan served as a grant writer, coordinator of regional economic/workforce/education partnerships, event planner and provided technical assistance for grant/funding programs. Over the last five years as a grant writer, Meghan has successfully researched, reviewed, drafted, and submitted over 50 grants for non-profit and government agencies. These grant applications ranged from seed money grants to partnership grants and grants for supplies and specific programs. She has won more than 75 percent of these highly competitive grants – securing over 20 million in federal, state, and local funds. She has extensive knowledge of the grant making and writing process, experience working with governmental and private foundation grant makers and is dedicated to creating the most compelling and complete grants for success.

Ron Flavin is a top producing grants specialist who has secured more than \$200 million in funding for his clients. His expertise spans a broad range of disciplines and includes public safety, infrastructure, telecommunications, economic development, healthcare, technology, education, job training, capacity building and more. Ron regularly works as a program reviewer for a variety of state and Federal funding agencies. In this capacity, he has led and been part of the decision-making teams that have awarded more than \$1 billion in funding.

Stephanie Bays has a Master of Public Administration and has led in a direct service role and in an administrative capacity for the public and nonprofit sectors for ten years. Most recently, Stephanie served as the Grant Manager for the Dallas County Juvenile Department, where she directed a team in developing, writing, and managing pre- and post-award grant processes. While authoring, securing and maintaining a competitive grant award amount of approximately \$2.1 million for the department over the course of her tenure, she also helped secure over \$1 million in federal funding for the County, which benefited local first responders and Dallas County youth. Federal, state, and local grants were awarded under the Criminal Justice Division, which consisted of JAG, Specialty Court, and Juvenile Justice allocations, through the Office of the Texas Governor, the Texas Juvenile Justice Department, the Bureau of Justice Assistance, and the Office of Juvenile Justice and Delinquency Prevention. Stephanie has an array of experience in other funding opportunities, as well, which includes topics on Career and Technical Education (CTE), Diversion programming, and Human Trafficking. Finally, she implemented best practices in grant making, contract monitoring, and spending under the advisement of a community board to distribute juror fund donations of \$300,000 annually, which was distributed to internal County programs and to innovative non-profit organizations.

Steve Meyer lives in Iowa where he has been a Fire Chief for 35 years and has been writing successful grants for the Fire, Emergency and Disaster Services; and Municipalities since 2001. Over the last 15 years he has secured over \$25M in awards for various fire and emergency departments and municipalities. Steve has experience with USDA, all AFG grants, COPS Grants, EMS Grants, Hazard Mitigation Grants and Private or Corporate Foundation Grants.

Steve Spraker is the Deputy Fire Chief of Operations for the McHenry Township Fire Protection District. Steve is responsible for the day-to-day operations of a 190-member combination fire department with 5 fire stations and 5,600 emergency calls each year. Additionally, he previously served on a paid-on-call fire department for 16 years, 6 of them as Fire Chief. An 18-year member of the fire service, Steve has been writing and securing grants for fire departments for more than 15 years. Steve has helped to secure over 20 million dollars in grant funding for fire departments. He has worked with such grant programs as the Assistance to Firefighter's Grant, SAFER, Fire Prevention, USDA, and private foundations.