

BAYSHORE FIRE PROTECTION & RESCUE SERVICE DISTRICT
MINUTES OF THE BOARD OF COMMISSIONERS MEETING
February 14, 2012

Meeting called to order at 7:02 p.m. by Chairman Ducrou

Pledge of Allegiance

Invocation – Moment of Silence

Roll Call: Commissioner Ducrou – Present
Commissioner Hansen – Absent
Commissioner Cook – Present
Commissioner Griffin – Present
Commissioner Klos – Excused
Chief Larry Nisbet - Present
Office Manager - Theresa Sharp - Present
Attorney Ian Mann –Absent

Others Present: Some public

Minutes – Review and Acceptance of the minutes of the January 10, 2012 Board of Commissioners Meeting. Motion made by Commissioner Griffin to accept the minutes. Motion seconded by Commissioner Cook. Chairman Ducrou calls for questions or comments. With no questions or discussion and none opposed, motion carries.

Financial Report: Review & Acceptance of the January 2012 financials. Commissioner Griffin motioned acceptance of the January financials. Commissioner Cook seconded the Motion. With no questions or discussion, and none opposed, motion carries.

Admin/Ops/Fire Marshal's-Report (attached) – Chief Nisbet reads Fire Marshal and Administrative reports into the record. Chairman Ducrou calls for questions or discussion; hearing none he inquires about the refurbishing of the beds mentioned in the Administrative report asking if we had purchased new mattresses. Chief Nisbet responds that we did not, since we had done that in 2009-2010 fiscal year. He states that we have been repainting the bunk room and have brought all of the bed frames out and sanded them down and are re-staining them. Commissioner Ducrou asks if they're in good shape. Chief Nisbet replies that the frames are in great shape. Commissioner Ducrou states the reason for his inquiry is because of all the potential for bed bugs, and notes the various body sizes and structures using them, and GSA has a lot of really great contracts for mattresses that are bed bug resistant and also have air mattresses available, and he noted, while he's not necessarily a Tempurpedic fan, in pricing out their products, \$1500 twin mattresses were available through GSA for only \$400, so there are some really great potential savings through GSA, for keeping everyone happy at night. Chief Nisbet responds we are very conscientious about them having good beds. He states we will have to address mattresses again once we get through this. Commissioner Cook questions why we would wear ours out any faster than residential ones when both are slept in every day. He laughs and asks if they sleep all day? He could understand the recliners wearing out, but not the mattresses. Chief Nisbet replies that actually, these recliners are holding together great. Commissioner Cook is pleased to hear that. Commissioner Ducrou asks if there are any petitions before the board.

Petitions before the Board – None

Union Petitions/Discussions – None

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New Business – None

Old Business –

- **Capital Bank Certificates of Deposit** – Execution of signature cards.

Commissioner Ducrou has Old Business to add –

- **FASD Legislative Day.** He states he found it a very interesting gathering, he commends Theresa for her excellent job representing the District, noting that she looked very professional; he feels, regardless of the type of district you represent up there, for the the administrative side the school and the traing week; the part we actually received sponsorship for, were a great learning tool, and it was great that the cost to the district was offset there; but as far as a lobbying tool, he was dissappointed that they had a luncheon and rented one of the most expensive places up there to actually hold a meeting; and the discussions about the bills were very brief, and, while he understands they can't go over everything because of the variety of district types, he felt they focussed on the panic of the Executive order and the Governor looking in on special districts, what to do and how to handle that. Commissioner Cook asks if they didn't confront the other bills. Commissioner Ducrou states only to a certain extent, they just weren't their priority, and they don't have the ability to spread themselves any thinner than that. He continues, we found out in this last week that the governor is specifically going to be looking only at Fire Districts and Mosquito Control. He says that's fine, he finds what he finds, and he feels that in Lee County, the governor is going to say that we have too many fire districts, and he'll want to merge some. He states they won't find any waste here, beause we are on a shoe string budget. He estimates there's under 70 fire districts in the state, (Chief Nisbet confirms that there are something like 64 or 66), Commissioner Ducrou continues, he feels if we can get together as a lobbying aspect, where we are all on the same page, since we all have the same issues and the same goals, or even getting with the union and the FPF, because we can join forces and try and fight the same bills that affect us negatively, but as far as a lobbing aspect, or having a board member go up to those things to try and learn something lobbying wise, he vows never to waste the district's money again, he felt it a complete waste of time because it was so diversified. He adds that the training though, as far as Theresa's part, was excellent. It appeared to him that she had gotten a lot out of that.
- **Chief's Contract** – Commissioner Ducrou updates the Board of the progress, stating they have gone over it once, made some preliminary discussions and language proposals, which he hopes to have to bring before the Board at next month's board meeting for ratification. He concludes his old business and asks Chief Nisbet to continue with the agenda pertaining to E-133.
- **E-133** – Chief Nisbet states that we did not receive the AFG Grant, and due to the disrepair of that unit, Barry has come here a couple of times just trying to keep that unit running for us. We have had some pump problems and some electrical issues lately; a lot of it has been tied in to electrical, and he has been doing a lot lately just to keep it running. He states he does not wish to sink more money into something that is just not going to last. His opinion is that we need to replace engine 133. We are at the point now that even his full time personnel are starting to come to him and express their significant concerns with it and they are having reliability issues now. He states that the Crimson Urban Interface truck he proposed several months ago is still available, and he feels there's still some negotiation room there. He states he has also gotten several informal quotes for just basic commercial cab pumpers, not four wheel drive, or anything like that. 1000G tank, 1200 or 1250 pump, just a fire truck, but he requests direction from the board as to what they want him to do with that truck. He feels we need to

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address it and it can not wait any longer. Commissioner Ducrou states that he personally understands, and sees that Chief is trying to get it any other possible way. He continues that his belief is the older apparatus Chief is looking at through Crimson, since it is a four wheel Drive truck, will qualify when we do have growth, to be reimbursable through Impact Fees since it is something that we don't have here. It is going to give us a shorter wheel base truck, with different capabilities than the engine we currently have. He feels that as long as we can get it on a lease purchase with no prepayment penalty, when we come into impact fees equivalent with growth, in the coming years, we should utilize them for the reimbursement of this truck purchase. Commissioner Cook remarks that we are currently talking about a reduction in the Impact Fees. Commissioner Ducrou confirms that we are, but he feels we are still going to have some growth, and so those impact fees can be used. It really doesn't matter how long impact fees take; it will free up operational money when they do come in since we will be able to reimburse ourselves down the road. Chief adds that we still have to finish paying off the tender that we are purchasing with impact fees, though he says we are down to our last few payments on the tender since we just got our annual bill for that truck. Commissioner Cook asks if that is the next one that is paid off. Chief Nisbet responds that it is the only one we have since we paid the station off early. Commissioner Cook says he remembers paying off the station; and the Engine...Chief says the engine was a grant. So right now the only overhead we have is the tender at \$30,000 a year, everything else that we utilize is an operational cost, so we could set this one up so we make the payments out of reserves, while we wait for Impact Fees, and just earmark it every year for the payment to come out of those funds, then as Commissioner Ducrou stated, and Chief has a request in to the county attorney for approval, and Chief Nisbet agrees, since we are adding to the fleet, there shouldn't be a problem. That being said, he adds, we will probably have to keep the existing engine for a year in order to utilize the Impact Fees to reimburse us for it. It may take 5 years to get that money back; it may take only 2, depending on what goes on with the I-75 interchange. The one project, based upon preliminary calculations, would yield impact fees around \$146,000, at the new rates. The one thing he wants to be careful of is avoiding the problem like San Carlos had, where they got all these impact fees because they had a lot of development coming in, and they bought ladder trucks and other apparatus, and then when the development didn't come in they had to pay all those impact fees back. Just like we have 5 years to use the Impact Fees, they have 5 years to get the impact fees back. That would be his only concern. He feels if we set it up on a payment system like Commissioner Ducrou is talking about, then it would be, worst case scenarion, we could owe a payment or something back, it won't be like we bought the entire truck out of it. Commissioner Ducrou explains it is not the best scenario, but Chief has exhausted every other means to get something done, the truck that does provide more options, they are still wanting to deal on it, so hopefully he can get the systems he wants added to it, hopefully under \$190,000.

Commissioner Cook asks how old that truck was. Chief Nisbet responds it is a 2007 cab, just under 4,000 miles right now since they have taken it around and shown it to places around the country. He states they can have it here in a week for us to look at it, and when he spoke to them the other day, they stood by their original quote of \$189,000 and said they would come down another \$2,000 right away, they are still negotiable. Commissioner Cook states he thinks they would be, since they still have it, and asks why they still have it, are they asking too much? Chief continues, it needs scene lights, and some other things, and he feels ideally, he can get it down to \$185,000, and have them throw in some bells and whistles that you should probably have with that truck; like LED scene lighting; things to where we could have a good, functional piece of apparatus. He states that while it won't be perfect for us, but for the cost, it will fit our needs. Commissioner Griffin asks how much they were asking. Chief Nisbet responds \$189,000 (Chief had misspoken earlier stating \$89,000 when he meant \$189,000). Commissioner Ducrou

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states that if we went to an International or a Freightliner in a FWD, to have that capability, you're probably talking upwards of \$230,000 to \$240,000, and again, that's not a custom, that's just an International or Freightliner cab and chassis. Chief states the original cost of the truck was \$193,700, and Crimson gave \$4,000 in concessions at the time we were first looking at it back in July, of and they gave us a total of \$189,790. Now they're saying they will come down another \$2,000, and that also included 6 compartment mounted adjustable shelves, 8 brackets, turtle tiling throughout the entire shell, the second siren speaker added up front, class A foam system, and foam pro being added to it, with two-tone paint on the cab to match our current scheme with striping and reflective, and the Zico SCBA seat brackets for the seats in the back. Commissioner Cook feels that when you are talking something that is \$189,000 or \$190,000, he's thinking you should be able to get more than \$4,000 off something. Commissioner Ducrou points out that Chief is adding probably \$15,000 worth of add-ons. Commissioner Cook feels that this should be \$20-25,000 worth of negotiable, that they shouldn't offer you a price that's within \$4000 or \$5,000. Commissioner Ducrou thinks they would probably do it for around \$180,000 or something, or maybe \$180,000 and do his options, because they're wanting it out of there. Chief Nisbet states that it would definitely add to our arsenal, that we could carry 700-800 feet of 5" on it, plus 200 feet of 2 1/2" for attack line, 2-1 3/4" cross lays, 500G of water in its tank; with an initial attack on a structure fire with that apparatus, we would have to activate the class A foam system to give us the extinguishment capability that we have with our current front line engine; but, most of the time you would run them together, so it would definitely give us the ability to get back on our dirt roads when they're flooded, and it would give us additional access. He continues with details of other commercial apparatus he has seen, E-One brought one down here last week, which Chief states he was not impressed with the quality of the rear-end of the truck, Sutphen has come in and given a quote on a regular pumper with and International cab, high side, compartments on both sides, slide in ladder rack, 1000 tank, 1250 pump, at \$208,000, and that's probably a little bit negotiable too. He continues, ideally, that unit (the Crimson) fits what we would like to have here as our next piece of apparatus, but, looking at the commercial pumper aspect also would work, it just depends on what we feel we need to do. Commissioner Griffin asks if it is a 1000 Gallons pump? Chief Nisbet confirms that is a 1000gpm pump, which for our purposes is sufficient for the type of structures we deal with, for the most part. Commissioner Griffin states that when we do get commercial stuff going, it would be nice...Chief Nisbet states that depending on the level of growth we see, hopefully, someday, we would be able to build a station on 31, we are going to have to buy another pumper then anyway. Commissioner Cook states that he has been a commissioner out here for seven years, and every year we have been talking about commercial growth "next year", ever since the first day he sat board, and he doesn't know of anything that has happened in seven years. Chief Nisbet states that he doesn't know if they all had plans come across the desk, butt... Commissioner Cook states that he just means that Chad had brought stuff to them, and it is always "here is what's going to happen"...., and instead we've lost some, like Race Trac. Chief replies that is because they didn't want to change out the tanks. Commissioner Cook states he just finds it amusing how the same things are repeated about our future growth, and it just falls through. He agrees that eventually it is going to happen...yes, he agrees with Commissioner Griffin, that every day we are closer, but how close are we? He didn't think seven years ago we were seven years away, he thought we were a year or two. Chief Nisbet notes the VA hospital coming to Cape Coral, and Babcock working on breaking ground, and they have pushed their date back to 2013, and just pushed it forward again to 2012, because they have some permits they have to act on, we are the only exit that services both those facilities right now, so he thinks there's going to be a trickle affect of serviceability that this exit is going to have to provide. He continues that the phone calls we took in last week were not for the project that's

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going in where the new RaceTrac is going to be, rather the calls we took in last week were for the project going in on the South side of Bayshore where the old RaceTrac was. He continues, we don't know who it is yet, but there's a single developer looking at buying everything from Bayshore concrete all the way to the park. Commissioner Cook agrees, that is a lot; but he states it seems like somebody would do it, a motel or something. Commissioner Ducrou states that none of the truck discussion, as far as he is concerned, is based upon future growth; it is something we need now. Commissioner Cook agrees, he just keeps hearing about future impact fees, and we just haven't had much at all in impact fees in the past seven years. Commissioner Ducrou states that there have been plans in for plans review, so someone is aggressively trying to build, but they just keep getting kicked back. Commissioner Cook reminds of that big US Homes development proposed four or five years ago, that was going to bring in 2200 homes. Chief Nisbet states that project got their permits extended just 6 weeks ago. Commissioner Ducrou states that there's nothing going on there. Chief agrees, it is just to keep the permits active since it is easier than acquiring new ones. Chief Nisbet states that if we decide to do this truck, we can set it up where it is a reserve deduction, and earmark payment out of the reserves until we can find out about the impact fees. That way it doesn't affect the operational budget with income coming in. Chief Nisbet states that for the cost of the truck for what it is, it is extremely reasonable, and adds he spoke with Joey Tiner at Alva who has the identical truck, but not in FWD with a 300G tank, which they run more like a rescue. He says that since they got theirs, aside from the normal little stuff you get on every new truck, they have been very happy with it and it's been easy to work on. Chairman Ducrou asks what Chief Nisbet wants from the board; what his request for direction is. Chief replies one of two things, either authorize him to negotiate the purchase and financing of that truck, or give him permission to do an RFP to get everyone else in here to see what we've got, and bring back a proposal next meeting. He believes if we do choose to go with the Crimson, he can go at it from the angle that truck has been sitting there. Chief goes on regarding financing, he was not impressed with the interest rate on the numbers he had received Thursday. He would like to look around a bit more. He states that if we use the number of \$185,000 for 10 years we would have an annual truck payment of \$22,837. If we take it up to 12 years, it's \$20,242. But they are quoting the rate at 4.15. Commissioner Cook asks if that is for both 10 and 12. Chief Nisbet states that 12 would be 4.58. Not a lot of difference, he goes on to say, but Iona McGregor just purchased a Sutphen financed through SunTrust and for a 7 year they received a rate of 1.5, and Chief was told when he was quoted the 4.15, that it was just a preliminary rate and it might be possible to get even better. Commissioner Ducrou asks if we can shop through our own bank. Chief Nisbet states we can give them a shot and see if they can do something with it. Commissioner Cook says that's fine, he just feels there should be some kind of deal that just blows you away, he admits, he is used to regular trucks, and those in fire service are used to fire trucks, he just feels this is a lot of money for a truck. It's still a just truck; just a truck with a pumper on it. Commissioner Ducrou states that his department went for bid on a custom truck last month and it came in at \$570,000. Commissioner Cook states that's what he's talking about, it's just absurd. Chief Nisbet notes that with a lot of these manufacturers, you're paying for liability for the apparatus, in case something fails or goes wrong. Chief Nisbet states that he can go to state bid and buy an International Truck right now, just a cab, and it would be pretty cheap, but then you have to have the changes in the transmission for fire service use, the data log recording system that is now required by NFPA to be in there, the heat sensors that detect that you are properly seated and seat belt is fastened, all these new requirements that NFPA 1901 is requiring, all these requirements that have really driven up the cost. He continues, you are looking now at trucks costing between \$400-\$500,000, and notes that the truck we have in the bay that is now 4 years old, cost \$386,000, and then you figure another \$100,000 in equipment. Commissioner Cook

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agrees, that's fine, if we need the truck, we need the truck, but it's hard to talk about coming up with \$25,000 a year when we keep losing that much. Commissioner Ducrou agrees. Chief Nisbet states that he was hoping we could get another 4-5 years out of that truck back there, using it at reserve status; it's now in the condition it was when we took it out of service, and we're pretty close to the 4 year mark since engine 131 is turning 4 years old this year. So E-133 has pretty much lasted the service life he had expected to get from it, without pouring a lot of money into it. We got the 3 quotes to know if we were to work on it to keep it in service, which those quotes came in anywhere between \$75,000 and \$98,000, and it's still going to be a 22-23 year old truck. Commissioner Cook states that is the same issue we have been dealing with since he has been here; it's the same truck, we've put 2 motors in it since he's been here. Chief Nisbet states even if we sell it, we would get as much selling it for scrap as we would to try to sell it as a truck. He states he spoke with Brinnley Mountain who specializes in used fire trucks, and was told \$10,000, maybe \$12,000 would be the most we could expect. Chairman Ducrou asks if a motion not to exceed \$189,000 would do it for Chief to get everything Chief wants put on the Crimson truck. Commissioner Cook states he wants to see it lower than that. Chairman Ducrou clarifies he's asking Chief if the \$189,000 would be sufficient, not for the purchase alone, but for the truck and everything Chief wants to in addition to what has already been notably quoted. Chief feels it might. Commissioner Cook still wants to see it lower; he feels they would be kind of desperate, since that have had it since July. Chief Nisbet states that the incandescent scene lights like those on the side of the tanker, those are fine for the tanker, where you are working right near the truck, but this truck, if it responds to an accident or responds to a fire, needs to have better scene lights. Chief feels that the new truck should have the LED scene lights; right now we are going through a lot of lights on these incandescents. He feels he also needs hard suction hoses for that truck because it has a 5" port; we don't have a 5" port, so he'd be looking for them to throw in some hard suction hose. Commissioner Cook asks how much more Chief would need above and beyond the options they quoted the first time. Chief Nisbet says maybe \$5,000. Commissioner Cook says we should go in at \$180,000 and make sure you get those items in there too. And then if we have to come back to another meeting, then we can bump it up. Then we've got a truck we feel comfortable with. Chairman Ducrou states that he doesn't want to negotiate for the Chief. Chief Nisbet agrees, and adds that he's not going to accept the quote from several months ago. Commissioner Cook agrees, we were talking about \$189,000 then and now adding another \$5,000 to it. Commissioner Griffin reminds they have taken another \$2,000 off since that quote. Commissioner Cook still wants \$180,000. Chairman Ducrou feels that they may take \$180,000 but not with everything that they have offered to do to the truck. Chairman Ducrou still feels that we should not bind Chief to the \$180,000 and then have him have to wait another month to ask for another \$5,000, he doesn't want to hold Chief's hand that way. Commissioner Cook states that he doesn't want to pay \$185,000 either, and we have to have a "not to exceed" number. Chairman Ducrou agrees, and states that Chief doesn't have to tell them what that number is either. After some controversy over what the cap should be, Commissioner Cook asks Commissioner Griffin what he feels it should be. Commissioner Griffin states \$185,000 or maybe \$187,000. He sees a quote from July that is for \$189,900, that the have already stated they would come down another couple thousand, so that's \$187,900. Chairman Ducrou adds that there is roughly another \$5,000 worth of add-ons Chief is wanting to request they include. Chief Nisbet states that \$5,000 is probably and overstatement, he just wants the LED Scene lights, and the hard suction hose. Commissioner Ducrou states "and the 5" port". Chief agrees that the 5" port would be good, but he could also get by with a reducer and adds we will recycle what we can off of E-133, but that truck has to come with a special extension ladder and a special roof ladder because of shortness of the truck. The 24' extension ladder, for example, is a 3 section ladder. It's the

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same thing Alva has. The ladders that come with it, have to come with it. Chief adds that he would also like to put a headset system and tie in to the radio in it. That is pretty much it. Commissioner Griffin feels we should go in with a cap of \$189,000 and try to get it for less. Commissioner Cook asks what the guys think, do we need a truck? Engineer Edwards states that the truck we have out back is operationally ineffective at this point. It's pretty bad, you can't tell what pressure you're at, it smokes, half the time the transmission won't go into gear, half the time you hit the gas it won't go, it's in bad shape. Commissioner Griffin mentions the last fire it went to on Pine Island, it caught on fire. Firefighter Montanye states that the rescue truck (brush truck we are using as a rescue) is scary on I-75, it would be nice to have something these people flying down the road can see, he's all for protection on scene. Commissioner Cook agrees. Commissioner Ducrou asks if they are saying they can't tell what pressure they're pumping? Engineer Edwards states the Master Discharge gauge doesn't show any pressure, the individual lines you can kind-of do it with, but it's tricky, it's in or it's out. Chief Nisbet states the list keeps growing. Commissioner Ducrou states that if the gauge doesn't work, it is out of service. Chief Nisbet states that when it works, it pops, there's times when it'll show and times that it won't. Commissioner Cook describes that as intermittent. Chief Nisbet agrees. Commissioner Cook makes a motion for Chief to negotiate a deal not to exceed \$185,000 to include the extra things that Chief wanted on there. Chairman Ducrou has a motion and calls for a second. After a long pause, Commissioner Cook asks if that's realistic. Commissioner Griffin feels it is not. Chief feels he might be able to get it for that, but he won't get all the stuff included. Commissioner Cook feels the truck is now another year older, and they have to be getting tired of it. Commissioner Ducrou explains that it's not age as much as hours on fire trucks, engine hours is huge on fire trucks. Commissioner Cook defends that an old vehicle with only 20,000 miles on it, still has lost most of its value. Chief Nisbet explains that 1 hour is equivalent to 35 miles on a fire truck. Commissioner Cook asks how many miles does it have on it now; does it still have the same amount of miles it had back in July? Chief Nisbet states it has about twice the miles it had then. He explains he is trying to get us the best deal on a truck that does what we need, and suggests if they want the best bang for their buck, the \$185,000 with everything included is going to be tough, he will do RFPs and bring the selection back to the board at the next meeting. That's what he does. He negotiates every day the best price for the department we can get. He explains he negotiated our phone repairs that should have cost \$1500 today, down to about \$750. That's what he does. Commissioner Cook says he understands that. With no second on the motion, Chairman Ducrou calls for any other motions. Commissioner Griffin motions not to exceed \$188,000 including all the add-ons Chief is looking for. Commissioner Cook seconds the motion. Commissioner Griffin states that this is with the idea that Chief will go in there and try to get it for less. Chairman Ducrou states that Chief could probably get it for \$180,000 without the add-ons, and then we can get the extras out of the capital fund, that there are a lot of ways we can do this. Commissioner Cook says he has already seconded the motion at \$188,000. He knows we have other options to get it done, but he also understands that Chief wants to get it all thrown in with the truck, it's going to cost, no matter what you do. So we wouldn't be saving anything to buy the accessories separately, except maybe some labor. Chief Nisbet responds that what you will do, however, is tie up the other expenses adding them into the truck; versus paying for that up front. Commissioner Ducrou agrees. Chairman Ducrou calls for further discussion and hearing none, calls for opposed, hearing none, motion carries. Chief asks the Board what they would like him to do about financing. Commissioner Cook states we don't even have a number yet. Chief Nisbet continues, Leasing 2 has proposed an extremely high rate for the current market, Chief Nisbet is certain better can be obtained; he wishes to know if the board wants a ten or twelve year term. Commissioner Cook feels we should go twelve but asks for other opinions. Commissioner Ducrou states that as long as there is no

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penalty for early payoff, everyone agrees that would be the only way to go. Chief Nisbet asks if he can get a motioning 2 proposal, and he will check other lending sources, so that if he gets a better proposal he can go ahead and initiate it. Commissioner Cook asks if Chief is going to take the 4.58 if he can't get a better proposal. Chief states that might be the best proposal he can get. Commissioner Cook states that supposedly, it's not. Chief Nisbet states that he hopes that he can better the rate, but what he is asking for is a not to exceed number, and if he gets better, he will go with it, but he needs a cap. Commissioner Cook states he thought Chief was talking about a 2 point, not a 4.5 rate. Commissioner Ducrou states, if we can get it, that's where we'll be, Chief can go to our bank and other lenders, he doesn't know why Iona got what they did, maybe because they have \$20,000,000 in reserves or whatever... Chief Nisbet states that plays a lot into it, and anyone we ask wants to look at our last audit, and they'll see we are worse off, Commissioner Ducrou states that with the rate Iona got, there's a possibility for us to get a lower rate, pending the variables, and that's Chief's job, to find the variables. Chief Nisbet agrees, and states, it's possible to still get a better rate even from Leasing 2, he will tell them that Iona got a 1.5, but if this is the best he can get... Commissioner Griffin asks if this is all going to transpire before our next meeting, as far as financing and getting the truck. Chief Nisbet responds that he would like to get it done. Commissioner Cook says he understands, but asks if we couldn't wait 30 days, for the financing part. Chief Nisbet responds, if he gets a good deal and gets them locked in at \$185,000 or even \$180,000, they are going to want to initiate a deal within a week or two, they would want to get it done. If they go down to the price we're looking at, they are going to want the truck sold. If he says, well, I have to wait 30 days, that is really going to hinder his negotiation ability. Commissioner Griffin says he's just looking at the interest, he feels that is a terrible interest rate. Chief Nisbet is in total agreement. Commissioner Cook adds, you can buy a house cheaper than that. Commissioner Ducrou interjects, if you have good credit. Commissioner Cook states that we do have good credit. Chief Nisbet agrees and points out that our rate will be a bit higher since we are going for 12 years. Iona only went 7, but he certainly does not feel that we are at 4.38. Chief says he will look at Capital Bank, SunTrust and call Brad at Leasing 2 again, he will work them all, but he needs to know if the 4.38 rate is the best he can get... Commissioner Ducrou states that we can do all of our work, getting the best rate, but we will be right back here next month to get approval on the best rate we could get, and another month has passed, and we are still going to go with the lowest number we can get, which is what we are going to do if we want the truck. He continues there is really no difference except that we don't know it up front. Commissioner Griffin asks what the ten year rate is. Chief Nisbet responds 4.15, and a truck payment of \$22,837 for ten years. He continues that by going to 12 years, we reduce our payment by \$2,000. Commissioner Cook states that that is not a big deal. Chief Nisbet states it is not, and adds he hopes that if he concentrated around the 10 year, he might be able to get us a better rate. Commissioner Griffin states that is where he was going with this conversation. Chief Nisbet states that what he is trying to obtain is his ceiling on the rate so he can proceed to tie everything up. He is going to go with the lowest rate he can, of course. Commissioner Griffin motions to make the 10 year at 4.15 the ceiling on the terms of the loan. Chairman Ducrou calls for a second. Commissioner Cook seconds the motion. With no further discussion and none opposed, motion carried. Chairman Ducrou asks for any other old business. Hearing none, he calls for Public Input.

Public Input – With None offered, Chairman Ducrou calls for motion to adjourn.

Motion to Adjourn – Commissioner Cook motions adjournment. Commissioner Griffin seconded the motion. With no discussion and none opposed, meeting is adjourned at 7:56pm.