



CITY OF POQUOSON

Office of the City Manager
J. Randall Wheeler

500 City Hall Avenue, Poquoson, Virginia 23662-1996
(757)868-3000 Fax (757)868-3101

February 22, 2016

TO: City Council
FROM: Joe Breeden
THROUGH: City Manager
SUBJECT: **Resolution Authorizing the City Manager to Enter Into a Contract for the Purchase of an Airboat**

The City of Poquoson has received a grant in the amount of \$65,000.00 to purchase an airboat to support rescue and evacuation operations. This is a State Homeland Security Program Grant (SHSP) which is passed through the Virginia Department of Emergency Management as a 0% match grant.

This vessel will provide us with the unprecedented ability to access the entire city at any time. It will have the capability to operate in shallow creeks, flooded streets, areas covered in ice and snow, and just about any other area that was previously inaccessible by motorized vehicles or water craft.

We have looked at many options for purchasing the boat and decided to opt for using the GSA Cooperative Purchasing program. This was the same method used to purchase Marine-1 and allows State and Local Governments to utilize GSA pricing on certain items. It also streamlines the process by having vendors set their "best pricing" up front versus doing an invitation for bids.

I am respectfully requesting that you allow the City Manager to enter into a contract with Diamondback Airboats LLC for the construction of a new airboat for the City.

There were 4 vendors on the GSA list who manufactured airboats. The first of the four manufacturers primarily builds fiberglass models which did not meet the criteria that we were looking for. The second of the four only builds fully enclosed airboats designed to operate primarily in very cold regions and priced way beyond our budget. The other 2 provided pricing of their base boat with additional options that we requested. After a direct comparison of the 2 boats with requested options, it was decided that Diamondback Airboats LLC of Cocoa, Florida was the best choice. With both of the manufacturers having excellent reputations and building great boats, it came down to which manufacturer could provide us the most within our defined

budget. Diamondback provided an initial quote of \$63,752.00, while American Airboat came in with a quote of \$70,574.00 which exceeded our budget.

Diamondback Airboats, established in 1989 is a female owned small business and has built its reputation on introducing new designs and products. Diamondback strives to build airboats with the highest quality, design and application in the airboat industry.

RESOLUTION NO. _____

**RESOLUTION AUTHORIZING THE CITY MANAGER TO ENTER INTO A
CONTRACT WITH DIAMONDBACK AIRBOATS LLC**

WHEREAS, the City of Poquoson has received a State Homeland Security Program Grant in the amount of \$65,000 to purchase an airboat to support rescue and evacuation operations; and

WHEREAS, an airboat will allow accessibility to any area of the City at any time and under any circumstances; and

WHEREAS, no City match is required for acceptance of the grant; and

WHEREAS, the City elected to purchase the airboat under the GSA Cooperative Purchasing Program which streamlines the process by allowing vendors to set their best pricing up front rather than requiring the City to solicit bids; and

WHEREAS, after fully reviewing and evaluating the four vendors on the GSA list, it was determined that Diamondback Airboats LLC of Cocoa, Florida was the best choice for the purchase.

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Poquoson, Virginia:

Section 1: That the City Manager is hereby authorized to enter into a contract with Diamondback Airboats LLC for the purchase of an airboat.

Section 2: That this resolution shall be in effect on and after its adoption.

ADOPTED: _____

TESTE: _____
City Clerk