



BOARD OF SUPERVISORS  
AGENDA LETTER

Agenda Number:

Clerk of the Board of Supervisors  
105 E. Anapamu Street, Suite 407  
Santa Barbara, CA 93101  
(805) 568-2240

**Department Name:** Sheriff  
**Department No.:** 032  
**For Agenda Of:** 12/06//2022  
**Placement:** Administrative  
**Estimated Time:** N/A  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

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**TO:** Board of Supervisors  
**FROM:** Department Bill Brown, Sheriff ext. 4290  
Contact Info: Lieutenant Jeff Greene, County Air Support Unit  
**SUBJECT:** Request for Waiver of Competition for the Purchase of Aviation Fuel

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**County Counsel Concurrence**

As to form: Yes

Other Concurrence: Purchasing

As to form: Yes

**Auditor-Controller Concurrence**

As to form:

**Recommended Actions:** That the Board of Supervisors:

a.) Authorize the Purchasing Agent to procure aviation fuel for the County Air Support Unit (ASU-Sheriff / Fire) from the **Avfuel Corporation**, the contracted fuel supplier for the Santa Ynez Valley Airport, for \$400,000 per year, without being required to conduct a formal competitive bid process pursuant to County Code Section 2-39, for a term period of 3 years, ending on June 30, 2025; and

b.) Determine this action is exempt for California Environmental Quality Act (CEQA) pursuant to Section 15378(b)(5), which are organizational or administrative activities of governments that will not result in direct or indirect physical changes to the environment.

**Summary Text:**

Under County Code section 2-39, the Sheriff's Office (SBSO) is requesting that the Board authorize the County's Purchasing Agent to purchase fuel from the **Avfuel Corporation** as a sole source procurement. The County Air Support Unit (ASU) operates several helicopters and one fixed wing aircraft out of its base at the Santa Ynez Valley Airport. Fuel for these aircraft is acquired from the Santa Ynez Valley Airport, via the Avfuel Corporation. Fuel is also obtained from other Fixed Base Operators (FBO's) throughout California, depending on the location and mission of the aircraft. The Santa Ynez Valley Airport Fuel Service (Avfuel Corporation) is the most cost-effective fueling location, and the most convenient as it is the only fuel vendor stationed at the Air Support Units' primary base of operation (Santa Ynez). Under existing County purchasing rules, the maximum amount of money that can be spent with this vendor is \$25,000 without going to bid.

**Background:**

The Sheriff's Office has maintained an agreement with the Santa Ynez Valley Airport since July 2014 when the account relationship was first developed. The Board of Supervisors previously approved a bid waiver with the Santa Ynez Valley Airport for \$125,000 per year, expiring June 30, 2020. The Air Support Unit has obtained fuel from other Fixed Base Operators in the interim, however, the Santa Ynez Valley Airport fuel costs are less expensive than other Fixed Base Operators in the County and often less expensive than the government fuel prices. On August 23<sup>rd</sup>, 2022, the retail price per gallon of Jet A fuel at the Santa Ynez Airport was \$7.00, while the price at Santa Barbara Airport was \$8.86 and Santa Maria Airport was \$6.79 per gallon whereas the negotiated price per gallon with the Avfuel Corporation was **\$5.83**. Please note that fuel prices fluctuate weekly.

Without the ability to purchase fuel from the Santa Ynez Airport, the Air Support Unit must drive the Fire Department Fuel Tender to either Santa Maria or Santa Barbara and fill the Tender. This process takes either an aircrew member or a firefighter from Fire Station 32 out of service for a period of no less than 3 hours to drive the Fuel Tender to another airport to fill. Flying to the other airports to refuel is not feasible due to the high cost of flight hours and the fact that the aircraft must be refueled after each flight (requiring refueling after returning to base).

The newly acquired Firehawk (Copter-964) went into service in January of this year and the County Air Support Unit spent \$101,221 in fuel with the Santa Ynez Valley Airport between January to June 30<sup>th</sup>, 2022 (end of fiscal year). Additionally, the County did not have any significant sustained disasters that required ASU services this last fiscal year. At this time, we have surpassed our BPO limit, which will preclude the ASU from purchasing fuel with at the Santa Ynez Valley Airport (through the AvFuel Corporation) for the remainder of the fiscal year.

Pursuant to County Code 2-39, we are requesting your Board waive the requirement for a competitive bid for the purchasing of Aviation Fuel from the Santa Ynez Valley Airport through the **Avfuel Corporation**. There are no other aviation fuel vendors that operate from the Santa Ynez Valley Airport. The nearest aviation fuel vendors are in Santa Maria or Santa Barbara. The General Services Purchasing Division has verified that no other aviation fuel vendors operate at the Santa Ynez Valley Airport.

**Fiscal and Facilities Impacts:**

Budgeted: Yes

**Fiscal Analysis:**

<b><u>Funding Sources</u></b>	<b><u>Current FY Cost:</u></b>	<b><u>Annualized On-going Cost:</u></b>	<b><u>Total One-Time Project Cost</u></b>
General Fund	\$ 200,000.00	\$ 200,000.00	
State			
Federal			
Fees			
Other: Fire District	\$ 200,000.00	\$ 200,000.00	
<b>Total</b>	<b>\$ 400,000.00</b>	<b>\$ 400,000.00</b>	<b>\$ -</b>

**Narrative:**

Fuel for the aircraft in the ASU is included in the operating budget of the Sheriff’s Office, line item 7731 and totals \$145,100 for FY2022-23, of which over \$91,000 has been expended between July 1<sup>st</sup> to the end of September 2022. This contract will allow for unbudgeted expenses due to disasters and address the unanticipated price fluctuations. The cost of unbudgeted overages is split between the Sheriff’s Office and Fire Department. The ASU has the ability to purchase fuel from multiple locations depending on aircraft location and specific missions. The Santa Ynez Valley Airport (whose fuel is supplied by the Avfuel Corporation) contract will allow the ASU to maximize the fuel budget by purchasing fuel at the lowest possible price from the vendor located at its home base of operations.

**Special Instructions:**

Please send a Minute Order to Hope Vasquez, CFO Sheriff’s Office, and the Purchasing Agent, General Services Department.

**Attachments:**

None

**Authored by:**

Jeff Greene, Lieutenant  
 County Air Support Unit (Sheriff / Fire)  
 805-686-5029

**cc:**

Shawna Jorgensen, CFO Fire Department