



**REQUEST FOR QUALIFICATIONS & PROPOSALS (RFQ/P)
EQUIPMENT LOAN**

HEAVY RESCUE UNIT
Central Valley Fire District

215 Wings Way
Belgrade, Montana 59714

AUGUST 20th, 2025

Project Background

The Central Valley Fire District (the "District") is seeking proposals from qualified financial institutions for an equipment up to \$1.4 million to finance the purchase of a Heavy Rescue unit for the district's apparatus fleet and identified emergency response needs. This project represents a critical investment in the District's response capabilities, enhancing its ability to respond to and mitigate critical incidents within its response areas and for the region.

The District has identified the need for a Heavy Rescue Vehicle and has developed a specification for the vehicle through its internal apparatus committee. The district has obtained pricing and a vendor for the unit through a cooperative purchasing agreement, in alignment with district policy. The District has previously purchased 2 Type I Structural Firefighting Engines through the same vendor and cooperative purchasing agreement. The District is seeking financing options for the purchase of a 22' Heavy Rescue Unit Body on a Spartan Gladiator Four Door Chassis. The proposed unit will be built by SVI Fire & Rescue Trucks in Fort Collins, Colorado.

The Central Valley Fire District primarily generates its operational and capital revenues through property taxes levied within its designated service area in Gallatin County, Montana. These foundational revenues are supplemented by other operational income streams, fees for specific services rendered, and, as opportunities arise, state or federal grants. The District maintains a robust financial standing, underpinned by consistent revenue collection and prudent fiscal management.

Project Funding and Repayment Structure

The District is prepared to allocate a portion of funds originating from a mill levy passed in 2018 dedicated to the district's capital funds to support this equipment purchase.

A critical requirement for this loan is that the repayment schedule must ensure full payoff prior to the sunset date of the existing mill levy in fiscal year 2033 with the loan payment deadline being on or before June 30th, 2033. Proposals should structure their offers to meet this constraint, providing a clear amortization schedule demonstrating full repayment by this deadline.

Project Team and Stakeholders

The Central Valley Fire District has assembled a dedicated and experienced team to oversee construction and procurement of the heavy rescue unit. This team includes:

- **Manufacturer:** SVI Fire & Rescue Trucks, 3842 Redman Drive, Fort Collins, Colorado 80524.
- **Purchasing Cooperative:** H-GAC, 3555 Timmons Lane, Suite 120, Houston, Texas, 77027

Scope of Work for Proposing Lenders

The District invites proposals for an equipment loan for a Heavy Rescue Unit that will support emergency operations and identified risks within the district's response area. Your proposal should clearly outline the following:

- **Proposed Loan Amount:** Based on the District's need for up to \$1.4 million.
- **Interest Rate and Loan Terms:** Clearly state the proposed interest rate(s) (fixed or variable options), the amortization period, and any specific terms and conditions.

- **Fee Structure:** Detail all associated fees, including origination fees, closing costs, administrative fees, and any other charges.
- **Disbursement Process:** Describe the proposed draw schedule and the process for releasing funds as construction progresses.
- **Collateral Requirements:** Specify the collateral required for the loan.
- **Repayment Schedule:** Provide a detailed amortization schedule demonstrating full repayment of the loan balance, including principal and interest, on or before June 30th, 2033.
- **Covenant Requirements:** Outline any financial covenants or reporting requirements the District would be expected to meet.
- **Lender Experience:** Provide information on your institution's experience with similar construction loans for governmental entities, particularly fire districts.

District Information and Requirements

- **Borrower:** Central Valley Rural Fire District located at 215 Wings Way, Belgrade, Montana 59714.
- **Project:** Heavy Rescue Unit
- **Total Equipment Cost:** \$1.4 million
- **Funding Source for Repayment:** Existing Capital Revenue
- **Loan Payoff Deadline:** On or before June 30th, 2033

Proposal Submission

Interested financial institutions are requested to submit their comprehensive proposals addressing all points outlined above.

- **Proposal Posting Date:** August 20th, 2025
- **Proposal Due Date:** September 3rd, 2025, by 5PM
- **Submitted electronically to:**

CVFD HEAVY RESCUE EQUIPMENT LOAN - RFP

Central Valley Fire District

administrator@centralvalleyfire.com

406-388-4480

Evaluation Criteria and Weighting

Proposals will be evaluated by a selection committee comprised of qualified District representatives. The evaluation will be based on a comprehensive assessment of all submitted materials against the following criteria. While cost is a significant factor, the District will seek the most advantageous proposal, considering the overall value, quality of services, and responsiveness to the District's specific needs. The criteria will be weighted as follows:

- **Lender Qualifications and Experience (30%):** This criterion assesses the proposer's demonstrated expertise in public sector financing, particularly for fire districts or similar special districts, and the collective qualifications and experience of the proposed team members.

- **Proposed Loan Terms and Conditions (35%):** This evaluates the competitiveness of interest rates, the transparency and reasonableness of all fees, the flexibility of repayment options, and the overall alignment of the proposed terms with the District's financial needs and Montana statutory limitations.
- **Financial Capacity and Strength of Lender (15%):** This assesses the financial stability, available resources, and creditworthiness of the proposing financial institution to ensure its capability to fund the proposed loan without undue risk.
- **Loan Servicing and Administration Plan (10%):** This evaluates the efficiency, responsiveness, technological capabilities, and overall quality of the proposed loan servicing and reporting mechanisms.
- **References (5%):** This considers positive feedback and demonstrated success from past clients, especially public entities that have undertaken similar equipment loans.
- **Completeness and Responsiveness of Proposal (5%):** This assesses the proposer's adherence to all RFP instructions, the clarity and organization of the submission, and the thoroughness with which all requested information is provided.

Interview Process (If Applicable)

The selection committee may, at its sole discretion, short-list the top-ranked firms for oral interviews. These interviews will serve as an opportunity to further assess qualifications, clarify specific aspects of the proposals, and engage in a direct discussion regarding the proposer's approach to the District's unique financing needs.

Contract Award and Negotiation

The District reserves the right to negotiate the final terms and conditions of the loan agreement with the selected proposer. The award will be made to the proposer whose proposal is deemed most advantageous to the Central Valley Fire District, considering all evaluation criteria and the District's best interests. The District explicitly reserves the right to accept or reject any and all proposals received as a result of this RFP, to waive minor irregularities, or to cancel this RFP in its entirety if it is determined to be in the District's best interest to do so.

Public procurement processes, especially for complex financial services, often include a negotiation phase. The explicit reservation of the right to negotiate the final terms provides the District with crucial flexibility to refine the loan agreement even after a preferred proposer has been identified. This is a standard and vital practice to ensure the District secures the most favorable terms and achieves the best value for public funds. Lenders should understand that their initial proposal, while critical, may be subject to further discussion and refinement. They should present their most competitive initial offer but be prepared for subsequent negotiations on specific terms, rates, covenants, or conditions. The District will ensure it has appropriate internal legal and financial counsel available for this critical negotiation phase.

Contact Information

For any questions regarding this Request for Proposal, please contact:

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