

Chief Scott Miller
The City of Casa Grande Fire Department
377 E. Val Vista Blvd
Casa Grande, Arizona, 85122

August 2, 18

Dear Chief Miller,

The James Vincent Group (JVG) is pleased to submit the attached proposal to the City of Casa Grande. We have enjoyed working with the City and look forward to continuing to provide the levels of expertise needed during this project.

JVG has an expert understanding specific to the Arizona fire, ambulance and EMS environment. In addition to the recent work conducted on the Casa Grande feasibility study JVG has worked on similar fire ambulance service analysis and Certificate of Necessity projects for the City of Chandler, City of Goodyear, City of Tempe, City of Gilbert, City of Peoria, Green Valley Fire District, City of Mesa, Northwest Fire District, Sun City West Fire Department and Timber Mesa Fire District. Having worked on numerous successful Certificate of Necessity projects throughout the state, JVG will be able to provide the City of Casa Grande with the expertise and experience needed to navigate this intricate process.

Our experience has shown that a multi-faceted team provides the best results in projects of this nature. This allows each member of the team to focus on their specific area of expertise. With this philosophy in mind, JVG has teamed with Roy L Ryals Consulting for this project. We have worked closely with Mr. Ryals during many of our ambulance feasibility studies and our seamless approach will be advantageous to the City of Casa Grande.

- Mr. Ryals brings over 40 years of EMS experience and has extensive experience in projects similar to the City of Casa Grande. In the last year he has worked on multiple similar projects for government entities. Not only does he bring vast experience on government consulting, he has held numerous Senior Level Administrative positions with both Rural/Metro and Southwest Ambulance. Mr. Ryals has authored much of the ambulance regulatory framework both at the Legislative and Administrative level and brings a comprehensive knowledge of the regulatory process. This detailed knowledge of not only the EMS environment but specifically nongovernmental EMS is a valuable asset during this project.

Our experience has also shown that projects of this nature are most successful when using a collaborative approach. To help drive this collaboration, our team of consultants will continue to communicate with the City's leadership throughout the process. We will help guide decisions and identify priorities for the project. You are our partners and bring to the table a deep understanding of the requirements. We are grateful for all constructive input to advance the goal of improved services.

Scope of Work

Certificate of Necessity (CON) Application

- Prepare the CON application and supporting documents as required by the Department of Health Services.
- Preparation of Ambulance Cost and Recovery Report (ARCR) pro forma financial information.
- Provide methodology as required by the Department of Health Services during the administrative and substantive review process.

Fee Schedule

In consideration for the Scope of Work, the City of Casa Grande shall pay JVG an amount not to exceed \$30,000.00. This fee is inclusive of all costs. 50% of the fee will be invoiced upon contract signing and the remainder will be invoiced upon delivery of the final draft of application.

We welcome the opportunity to discuss the specifics of our proposal further and look forward to working with you and your team throughout this process. Should you have any questions regarding this response, please contact me at the information below. We look forward to working with you on this exciting and challenging initiative.

Best regards,



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