



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
248.656.4630
www.rochesterhills.org

Legislative File No: 2020-0115

TO: Mayor and City Council Members
FROM: Sean Canto, Chief Fire and Emergency Services
DATE: April 13, 2020
SUBJECT: Emergency Purchase N95 Masks

REQUEST:

The City of Rochester Hills has proceeded with the purchase of 4,000 3M 8210CN N95 Masks for its first responders to be utilized during the COVID-19 response in the amount of \$33,000 from Goodbye Blue Monday, Boulder, Colorado. In accordance with Rochester Hills Ordinance Section 2-280 the Mayor of the City of Rochester Hills approved the purchase.

REASON FOR PURCHASE:

In response to the State of Emergency that has been declared, the City of Rochester Hills, like many others across the country have been experiencing great difficulty in sourcing Personal Protective Equipment (PPE) for its first responders. The Purchasing Division working in close coordination with the City's Fire Department worked diligently to identify and reach out to multiple sources to purchase the PPE and receive the items within a reasonable time frame. The City made multiple calls and inquiries to its contracted vendors and multiple other sources/vendors were informed that there were not any N95 masks available and they did not know when they would receive more in, nor could they provide the City with a lead time.

Purchasing received a listing from its e-procurement provider (MITN/Bidnet) that had a listing of vendors that had indicated they could assist entities in sourcing needed supplies. The purchasing division reached out to each vendor and received a response back from Goodbye Blue Monday almost immediately. The vendor working in partnership, with a supply source in China, was able to go to the 3M plant in Shanghai, China where they were able to walk out of the factory with 4,000 masks and provide them to the City. The cost for the masks were slightly higher than that of what masks were selling for prior to the overwhelming need that is currently being experienced. Purchasing conducted a price analysis, and in evaluating the price took into consideration that the unit price included shipping costs from China to the City did create a slightly higher price than that of what could potentially be obtained if these were being purchased within the United States. With all factors in mind, it was determined that it was in the best interest of the City to move forward with the purchase to ensure we had a source of masks for our first responders being that we could not get any guarantees of when we would be able to procure masks anytime in the near future based on market conditions for masks in the United States.

The City has received these masks and they were in hand to the City within one week from the date of order. With receiving this order, the department is feeling comfortable at the moment with the masks on hand and are in a much better position than many others in surrounding communities, who have not been able to source masks.

The City has shared this contact through their MITN listserve and Goodbye Blue Monday has been helping other communities in our area. Goodbye Blue Monday through their connection in China, has been able to

establish a contract with another manufacturer of masks, where they are committing to make and ship out 10,000 - 30,000 masks each day and get them into the hands of first responders. The drawback is the included shipping costs and slightly higher price, but many agencies are taking advantage of this just to have the comfort of knowing they have masks in hand.

PROCESS:

Vendor Name and Address:

Goodbye Blue Monday
2865 Wilderness Place
Boulder, CO 80301

Reason for Selection:

Emergency Purchase

Method of Purchase:

Purchase Order





BUDGET:

Funding for this purchase is not specifically included in the FY 2020 Budget, however there are adequate funds available in the Fire Operating Fund Balance to make the purchase. The City of Rochester Hills is tracking any and all COVID-19 related expenditures to submit to FEMA for potential reimbursement. This item will be included as part of the 2nd Quarter 2020 Budget Amendment.

Fund Name	Department Account No	Account No. Description	Budget Amount	Cost	Remaining Budget
Fire Operating Fund	339.740000	Fire Suppression: Operating Supplies	\$0	\$33,000	(\$33,000)

RECOMMENDATION:

The City of Rochester Hills has proceeded with the purchase of 4,000 3M 8210CN N95 Masks for its first responders to be utilized during the COVID-19 response in the amount of \$33,000 from Goodbye Blue Monday, Boulder, Colorado. In accordance with Rochester Hills Ordinance Section 2-280 the Mayor of the City of Rochester Hills approved the purchase.

APPROVALS:	SIGNATURE	DATE
Department Review		4-4-2020
Department Director		4-4-2020
Budget Content: Chief Financial Officer		4/3/2020
Purchasing Process: Supervisor of Procurement		4/3/2020
Mayor		
Deputy Clerk		

Contract Reviewed by City Attorney

Yes

N/A