

**PROCUREMENT JUSTIFICATION FORM (PJF)**

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services intranet site (Forms page) for additional instructions.

PART I: OVERVIEW

Department Office/Division/Program:		DACF/Maine Forest Service/Forest Protection Division	
Department Contract Administrator or Grant Coordinator:		Jennifer Wright	
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ \$374,000	Advantage CT / RQS #:	CT-01A-20231220*1761
CONTRACT	Proposed Start Date:	1/8/2023	Proposed End Date: 06/31/2024
AMENDMENT	Original Start Date:		Effective Date:
	Previous End Date:		New End Date:
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		PK Floats P.O. Box 309 Lincoln, Me 04457	
Brief Description of Goods/Services/Grant:		Purchase a Cessna 206 aircraft.	

PART II: JUSTIFICATION FOR VENDOR SELECTION

Check the box below for the justification(s) that applies to this request. (Check all that apply.)

<input type="checkbox"/>	A. Competitive Process	<input type="checkbox"/>	G. Grant
<input type="checkbox"/>	B. Amendment	<input type="checkbox"/>	H. State Statute/Agency Directed
<input checked="" type="checkbox"/>	C. Single Source/Unique Vendor	<input type="checkbox"/>	I. Federal Agency Directed
<input type="checkbox"/>	D. Proprietary/Copyright/Patents	<input type="checkbox"/>	J. Willing and Qualified
<input type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. University Cooperative Project	<input type="checkbox"/>	L. Other Authorization

Please respond to ALL of the questions in the following sections.

PART III: SUPPLEMENTAL INFORMATION

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

For safety purposes and to avoid excessive fleet downtime, the Forest Protection Division approached the legislature for funding to upgrade its aviation fleet. The proposal presented to the legislature included purchasing used aircraft consisting of two Bell 407s and two Cessna 206s. The legislature funded the plan in 2021 with the passage of chapter 398, the plan presented included proceeds from the sale of existing aircraft. Aircraft purchases meeting the Division's specific criteria have been ongoing in a very tight and competitive used aircraft market since then. The Division requests the purchase of the final Cessna 206G from PK Floats in Lincoln, Maine, to complete the planned upgrades We will not be using an Escrow Broker for this sale but dealing directly with PK Floats.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the RFP number, if applicable.

It is important to continue the MFS aviation fleet with aircraft types (like Cessna) that our on staff mechanics are trained and certified. There are currently only a few used Cessna 206 airplanes that fit the Maine Forest Service's requirements on the market in North America. This is the only one that we have found that has the required float kit, right side co-pilot's door, a low time IO-520 engine, wing tip extensions for additional fuel and increased gross weight, while being IFR certified with modern equipment and an autopilot. This airplane also has over 700 hours fewer airframe hours than our newest fixed wing asset and the price falls within the budgeted expense. There is a small network of resources nationwide that are involved with selling aircraft. They include Controller, Trade A Plane, AVBuyer, etc. The Maine Forest Service has spent over a year looking for and talking to these resources to identify the type of aircraft needed for our program. The Maine Forest Service has relationships with other National and State agencies across the United States which have been helpful with trying to identify specific aircraft that are available. The Maine Forest Service also has relationships with local entities that were aware that we were looking for an aircraft with characteristics described above. This extensive process resulted in PK Floats contacting us after they had purchased a Cessna 206 that they thought might interest the Maine Forest Service.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

When adding the costs of the above listed structural and engine requirements to a "stock" Cessna 206, the expected costs would be above \$500,000. That cost would increase if the avionics were added. A new Cessna 206 would cost near \$1 million. Finding a Cessna 206 at \$374,000 with the needed associated equipment is reasonable and fair.

The Maine Forest Service has completed extensive research through its aviation maintenance program to understand what is needed for functionality, parts, and equipment to satisfy a safe, air worthy aircraft that meets operational needs. Our maintenance program is well known for its workmanship and ability to maintain and upgrade our aircraft through a safe, efficient, cost-effective means. Through current vendors and master agreements, it is understood what parts and components cost for the maintenance and upgrade of any aircraft. Through the process of looking

PART III: SUPPLEMENTAL INFORMATION

for a Cessna 206, the market value of these types of aircraft was understood. With the research that was conducted, if an aircraft that was purchased didn't have the needed components, the pricing to purchase and install said equipment was added to the market value of a "stock" Cessna 206 to achieve a base estimate.

4. Describe the plan for future competition for the goods or services.

Needed aircraft are limited on the market currently. With so few Cessna 206 aircraft available, we are fortunate to find one that meets our needs within our budgeted price. For future needs, we will continue to work with Procurement Services to come up with the best methodology for procurement to include a competitive process. We will continue to be engaged and up to date with market conditions to help ensure the competitive nature of procurement.

PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)

Does this request utilize ARPA/MJRP funds?


Yes, MJRP funds (023) – If Yes, please attach the approved Business Case(s).

Yes, ARPA funds (025) – If Yes, please be aware of the requirements from awarding federal agencies.

No – If No, proceed to Part V.

PART V: APPROVALS

The signatures below indicate approval of this procurement request.

Signature of requesting Department's Commissioner (or designee):	<i>Aimee Carlton</i>		
Typed Name:	Aimee Carlton	Date:	1/4/2024
Signature of DAFS Procurement Official:			
Typed Name:	William J.E. Allen	Date:	1/4/2024

NOI 0120240008 01/04/2024 - 01/10/2024