

WELCOME TO THE



Michigan
Municipal
Executives

2026 Winter Institute



That is
going to
cost HOW
MUCH?





Thomas Wiczorek

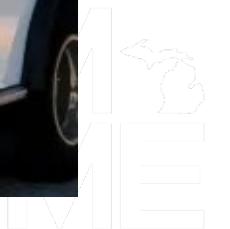
Director

Center for Public Safety
Management

How do you pay for equipment?



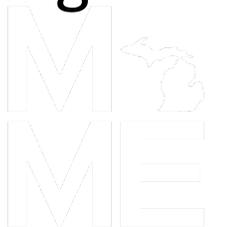
- Replacement reserve funds?
- Budget total amount?
- Bond?
- Bake sales?
- Grants or community philanthropy?



The Bad News



- Fire engines will approach \$1 million and take several years for delivery (up to 5)
- Ladder trucks will exceed \$2 million and also take several years for delivery.
- Ambulances will likely exceed \$300,000
- SCBA, and other PPE costs are rapidly increasing.
- What should communities consider when purchasing? Is lease purchasing or bonding possible?



Be careful of financing



- Recent panel with fire and emergency manufacturers:
- Bonding must follow the law or bonds may not be exempt.
- Do you have bond counsel?
- How much does that add to the price?



What about PPE?



- More integration of technology
- Comes with a larger price tag
- Who is going to maintain not just PPE but all equipment?
- Do you have certified personnel?
- Where can you go for maintenance?



Less manufacturers: 3 main ones



OUR LOCATIONS





OSHKOSH™



Command and communication vehicles



Field service vehicles and truck-mounted cranes



Towing and recovery vehicles



Mobile elevating work platforms, telehandlers and low-level access solutions



Fire apparatus and utility vehicles



Refuse collection vehicles



Aviation ground support products, gate equipment and airport services



Aircraft rescue and firefighting vehicles



Purpose-built vehicles, technology solutions and mobility systems



Front discharge concrete mixers



Custom fire apparatus



Mobility systems, engineering and product development





[Home](#) | [Company](#) | [Financing](#)

Financing in partnership with Wells Fargo



How are you financing purchases?



- Time for you to give ideas



Pitfalls



- Make sure that any lease or other financing is approved or it may not be tax exempt
- The three major companies have financing services and are familiar
- Contact your bond counsel or city attorney to approve all documents
- Is there a discount if they get to show your equipment?
- How long for delivery?
- Extended warranty?



Police cars, ambulances, PPE



- Police vehicles likely to approach \$100,000
- Ambulances will exceed \$300,000
- Other technology? Infrared cameras, drones, radios
- Radios can run \$3,000 to \$5,000 each +
- PASS devices \$500-\$800
- Thermal Imaging Cameras \$5,000
- Things like radios may have user fees tied to the state system



How do you pay?



- Bonding
- Manufacturer financing (lease/purchase)
- Bake sales?
- Fire Act Grants



Who ya gonna get to write it?



Funding Navigator How it Works Impact Industries ▾ About Schedule a consultation

Your Guide to Project Funding. From Critical Need to Fully Funded.

Grants, project planning, and expert support in one place. Purpose built for public safety, nonprofits, and K-12.
Build the stations, buy the gear, staff the team.

[Take the first step](#)

Adding grant applications

TURN ON AUDIO

The screenshot shows a dark green background with a light green map overlay on the right side. The main heading is in white, and the sub-heading and text are in a lighter green. A prominent call-to-action button is centered below the text. At the bottom, there is a video player area with a light green background on the left and a video frame on the right showing two men in a discussion.



Fire Act Grant (AFG) 2028/2030



The Fire Grants and Safety Act has been signed into law, reauthorizing the Assistance to Firefighters Grants (AFG) Program and the Staffing for Adequate Fire and Emergency Response (SAFER) Program through fiscal year 2028. This legislation ensures that fire departments across the United States receive critical funding to support their operations and enhance community safety. The Act also extends the sunset date for these programs to September 30, 2030, providing a long-term funding source for fire departments.



Outside the box?



- Major retailers looking to locate or expand
- Major industries
- Business community
- Local philanthropic grants
- Bonding
- Joint purchasing (similar to police vehicles on state program).



Questions, comments, insults



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