



Town of Cortland Agenda Request

(SUBMIT FORM TO THE TOWN CLERK NO LATER THAN ONE WEEK BEFORE THE SCHEDULED MEETING)

ALL REQUESTS ARE SUBJECT TO THE APPROVAL OF THE MAYOR

RESOLUTION ORDINANCE INFORMATION OTHER

DATE PREPARED: JANUARY 6, 2026

FOR MEETING ON: JANUARY 12, 2026

DESCRIPTION/TITLE: PURCHASE OF SQUAD CAR

REQUIRED ACTION: MOTION TO APPROVE PURCHASE OF SQUAD CAR FROM FY25/26 BUDGET

STAFF/COMMITTEE RECOMMENDATION:

RFP'S WERE SENT TO FORD DEALERSHIPS WITHIN A 25 MILE RADIUS OF CORTLAND FOR A 2026 FORD EXPLORER POLICE SQUAD CAR. WE RECEIVED 2 TOTAL BIDS FOR THE SQUAD.

STATEMENT OF CONCERN/SUMMARY:

WE RECEIVED THE FOLLOWING BIDS BASED ON THE STATE CONTRACT PRICE:

TERA FORD	\$58,550.42
HAMBLOCK FORD	\$57,702.70

WHILE THE BID FROM TERA FORD IS \$847.72 HIGHER THAN THE HAMBLOCK FORD BID, IT IS MY RECOMMENDATION THE TERA BID IS ACCEPTED DUE TO THE PROXIMITY OF THE DEALERSHIP TO CORTLAND, THE SERVICE DEPARTMENT'S ABILITY TO PICK UP AND DROP OFF THE SQUAD FOR SERVICE AND PROVIDE A LOANER IF NEEDED, AS WELL AS THE ADDED BONUS OF A BUSINESS LOCAL TO DEKALB COUNTY WHICH ENHANCES ECONOMIC IMPACT. WE PURCHASED OUR LAST SQUAD FROM TERA (DBA GJOVIK FORD) AND HAVE RECEIVED EXCELLENT SERVICE. ALSO, HAMBLOCK FORD DID NOT PROVIDE DOCUMENTATION ON THE EXACT MODEL WITH OUR CHOSEN OPTIONS AS REQUESTED IN THE RFP.

AGENDA PLACEMENT:

- | | | | |
|---|---|---|--|
| <input type="checkbox"/> BOARD REVIEW OF PENDING BUSINESS | <input type="checkbox"/> NEW BUSINESS | <input type="checkbox"/> CONCERNS | <input type="checkbox"/> STAFF REPORTS |
| <input type="checkbox"/> COMMITTEE OF THE WHOLE | <input type="checkbox"/> PRESIDENT'S REPORT | <input type="checkbox"/> CONSENT AGENDA | <input type="checkbox"/> UNFINISHED BUSINESS |
| <input type="checkbox"/> PUBLIC HEARING | | | |

Town of Cortland
 100 S Llanos St.
 Cortland, IL 60112
 H: (815) 756-9684
 water-sewer@cortlandil.org

Stock #

2026 Ford , Body Type:

Cash

	Balance Due
\$0	\$57,703
\$3,500	\$54,203
\$4,500	\$53,203

MSRP/Retail	\$66,065.00
Discount	\$8,757.00
Selling Price	\$57,308.00
Trade Difference	\$57,308.00
Government Fees	\$27.00
Proc/Doc Fees	\$367.70
Subtotal (Selling Price + Addons)	\$57,702.70
Total Balance Due	\$57,702.70

Customer Signature

Date

Manager Signature

Date

All figures included in this proposal are based on standard rates and terms and may be subject to change upon final lender approval.



Date/Time: Dec 17, 2025 02:23 PM

Buyer: Town Of Cortland

Phone: C: (815) 739-1449

Phone:

Address: 100 South Llanos
Cortland, IL 60112

Salesperson: Keegan Gjovik

2026 Ford Explorer, Body Type:

Cash	Balance Due
\$ Down	
\$0	\$58,550

MSRP/Retail	\$66,065.00
Discount	\$8,057.28
Selling Price	\$58,007.72
Trade Difference	\$58,007.72
Title	\$165.00
License	\$10.00
Proc/Doc Fees	\$367.70
Subtotal (Selling Price +	\$58,550.42
Total Balance Due	\$58,550.42

X

Customer Signature

Date

X

Manager Signature

Date

On approved credit.