



Folsom City Council Staff Report

MEETING DATE:	5/26/2026
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11615 – A Resolution Authorizing the City Manager to Execute an Agreement with Electric Vehicle Conversions, LLC in the Amount of \$240,400.56 from the Solid Waste Operating Fund (Fund 540) for the Purchase of an Electric Flatbed Vehicle and Apply for Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) Funding
FROM:	Utilities Department

RECOMMENDATION / CITY COUNCIL ACTION

The Utilities Department recommends that the City Council pass and adopt Resolution No. 11615 – A Resolution Authorizing the City Manager to Execute an Agreement with Electric Vehicle Conversions, LLC in the Amount of \$240,400.56 from the Solid Waste Operating Fund (Fund 540) for the Purchase of an Electric Flatbed Vehicle and Apply for Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) Funding.

BACKGROUND / ISSUE

The Folsom 2035 General Plan, adopted by the City Council, establishes a clear goal of reducing the city's consumption of carbon-intensive fuels. In 2025, operations at the City of Folsom corporation yard utilized approximately 250,000 gallons of diesel fuel. This demand comes from medium- and heavy-duty work vehicles used across the city's field operations, however approximately 90% is associated with waste collection activities. As operational needs continue to grow, diesel fuel consumption has increased correspondingly.

Diesel powered vehicles contribute significantly to greenhouse gas emissions and expose the community to harmful exhaust pollutants. Transitioning portions of the municipal fleet to electric alternatives offers the potential for substantial emissions reductions, reduced noise,

and lower long-term operating costs. While the upfront cost of an electric work truck exceeds that of a diesel equivalent, electric platforms typically provide lower maintenance and fuel costs over the life of the vehicle.

To evaluate the operational feasibility of electric vehicles within the Utilities department, and to maintain compliance with California Air Resources Board (CARB) fleet electrification requirements, staff is seeking authorization to purchase one electric flatbed truck from Electric Vehicle Conversions, LLC, DBA Electric Vehicle Choice (EVC).

Understanding the capabilities and limitations of electric technology in daily field operations is necessary for future fleet planning and regulatory compliance. CARB regulations require a progressive increase in the share of medium-duty electric vehicle sales in California, including Class 4–5 trucks such as the proposed flatbed. Manufacturers must meet increasing zero-emission sales targets through 2035. Deploying this technology incrementally where practical uses are identified will position the City of Folsom for smoother long-term transition and more informed capital planning.

Available funding through the Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) provides incentives to offset the cost of purchasing zero-emission vehicles. This funding program is currently available to support public agencies transitioning to zero emission fleets, and the Utilities department continues to pursue all eligible opportunities to reduce city costs. Funding availability varies by vehicle type, manufacturer, and duty cycle. Staff has identified an applicable program for this purchase, and the vendor will apply on behalf of the city for eligible incentives upon Council authorization.

POLICY / RULE

Section 2.36.120 of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$77,426 or greater shall be awarded by the City Council.

Section 2.36.170 of the Folsom Municipal Code permits cooperative purchasing agreements for the procurement of any supplies, equipment, service, or construction with one or more public procurement units in accordance with an agreement entered into or between the participants.

2035 General Plan Natural and Cultural Resources Goal 3.2.2. – Reduce municipal greenhouse gas emissions by 15 percent below 2005 baseline levels by 2020, and further reduce municipal emissions by:

- 40 percent below the 2020 target by 2030;
- 51 percent below the 2020 target by 2040, and
- 80 percent below the 2020 target by 2050

ANALYSIS

Staff has evaluated the operational needs of the city's fleet and determined that the proposed electric flatbed truck represents an appropriate addition to the Waste and Recycling division fleet. The proposed vehicle, manufactured by Rizon and procured through Electric Vehicle Conversions, LLC, meets current service demands while advancing the city's broader goals related to sustainability, regulatory compliance, and operational efficiency.

EVC specializes in the conversion and configuration of existing truck chassis into fully electric platforms. The proposed electric flatbed truck will be used to support Waste and Recycling operations by collecting bulky waste like appliances and tires from City of Folsom residents.

The vehicle will be equipped with a lift gate and tilt bed, maintaining all critical functionality of the Waste and Recycling division's other flatbed while improving usability and safety for staff. Additionally, the proposed unit features a larger bed capacity, which will enhance productivity by allowing crews to transport more materials and equipment per trip, reducing the need for multiple trips and improving overall efficiency.

From a performance standpoint, electric medium-duty trucks such as the Rizon flatbed are designed for predictable, route-based municipal operations. The Waste and Recycling division uses local travel, routine stop and go activity, and local operations which align well with the capabilities of electric vehicle technology. This makes the proposed unit a practical and reliable fleet expansion for operations that are currently completed using only internal combustion engine vehicles.

The transition to an electric flatbed also provides significant environmental and regulatory benefits. Adoption of zero emission vehicles supports the State of California's ongoing efforts to reduce greenhouse gas emissions and aligns with regulatory frameworks such as the Advanced Clean Fleets requirements. Early adoption positions the city to remain compliant with evolving mandates while avoiding potential future procurement constraints.

Financially, the request for HVIP funding significantly improves the cost-effectiveness of this purchase. HVIP incentives help offset the higher upfront cost associated with electric vehicles, narrowing the gap between traditional and zero-emission technologies. In addition, the electric vehicle is expected to reduce long-term operating costs through lower fuel expenses, decreased maintenance requirements, and reduced wear on braking systems due to regenerative braking.

Maintaining control over fleet assets and transitioning to zero-emission technology supports the city's ability to continue delivering essential services reliably and efficiently. The proposed electric flatbed ensures continuity of operations while modernizing the fleet with equipment that is cleaner, quieter, and better aligned with the city's long-term service and sustainability objectives.

Sourcwell is a national cooperative purchasing entity of which the City of Folsom is a member. The city has purchased numerous items through Sourcwell. EVC has a current contract with Sourcwell for electric flatbed trucks at a price that has been assessed to be fair,

reasonable, and competitive. Sourcewell contract number #032824 ELV will be utilized for the purchase of the electric flatbed truck.

EVC is also an HVIP approved dealer. EVC will seek a voucher in the amount of \$60,000 to support this purchase. HVIP vouchers are received directly by the vendor and if approved will reduce the amount of the invoice received by the city. Should the city secure HVIP funding, funding will directly reduce the total purchase cost to minimize Enterprise Fund impacts.

FINANCIAL IMPACT

Sufficient funds are budgeted and available in the Fiscal Year 2025-26 Solid Waste Operating Fund (Fund 540) for the purchase for a total of \$240,400.56. If HVIP funding of \$60,000 is awarded, it will apply to the purchase price when the vehicle is ordered so the net purchase price would be \$180,400.56.

ENVIRONMENTAL REVIEW

This action is exempt from environmental review under the California Environmental Quality Act (CEQA).

ATTACHMENTS

1. Resolution No. 11615 – A Resolution Authorizing the City Manager to Execute an Agreement with Electric Vehicle Conversions, LLC in the Amount of \$240,400.56, from the Solid Waste Operating Fund (Fund 540) for the Purchase of an Electric Flatbed Vehicle and Apply for Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) Funding
2. Quote and Specifications from Electric Vehicle Conversions, LLC, for the Electric Flatbed Vehicle

Submitted,

Marcus Yasutake, Director
UTILITIES DEPARTMENT

Attachment 1

RESOLUTION NO. 11615

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH ELECTRIC VEHICLE CONVERSIONS, LLC IN THE AMOUNT OF \$240,400.56 FROM THE SOLID WASTE OPERATING FUND (FUND 540) FOR THE PURCHASE OF AN ELECTRIC FLATBED VEHICLE AND APPLY FOR HYBRID AND ZERO-EMISSION TRUCK AND BUS VOUCHER INCENTIVE PROJECT (HVIP) FUNDING

WHEREAS, the Utilities Department's Waste and Recycling division desires to purchase one electric flatbed vehicle to expand the fleet dedicated to the bulky waste collection program; and

WHEREAS, the Folsom 2035 General Plan commits to reducing the consumption of carbon-intensive fuels through the purchase of more efficient vehicles; and

WHEREAS, the California Air Resources Board (CARB), through the Advanced Clean Fleets Regulations requires that fifty percent of medium and heavy-duty vehicles purchased by jurisdictions to be zero emission vehicles; and

WHEREAS, an electric flatbed vehicle is suitable for city operational needs while meeting performance, safety, and payload requirements; and

WHEREAS, the Waste and Recycling division has selected Electric Vehicle Conversions, LLC (EVC) to supply an electric flatbed collection vehicle; and

WHEREAS, the Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) provides incentives to help offset the cost of zero-emission vehicles; and

WHEREAS, participation in the program requires authorization for the vendor to apply for and receive such funding on behalf of the city; and

WHEREAS, this purchase will be made through Sourcewell, which used its recognized cooperative purchasing agreement to award a contract to Electric Vehicle Conversions, LLC in an amount not to exceed \$240,400.56; and

WHEREAS, sufficient funds are available in the Solid Waste Operating Fund (Fund 540); and

WHEREAS, the agreement will be in a form acceptable to the City Attorney:

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom hereby authorizes the City Manager to Execute an Agreement with Electric Vehicle Conversions, LLC in the amount of \$240,400.56 from the Solid Waste Operating Fund (Fund 540) for the Purchase of an Electric Flatbed Vehicle; and

BE IT FURTHER RESOLVED that the City Manager is authorized to Apply for Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project (HVIP) Funding through Electric Vehicle Conversions, LLC.

PASSED AND ADOPTED this 26th day of May 2026, by the following roll call vote:

AYES: Councilmember(s):
NOES: Councilmember(s):
ABSENT: Councilmember(s):
ABSTAIN: Councilmember(s):

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2



2286 E. Date Ave.
Fresno, CA 93706
Phone: 559-237-5541
Fax: 559-237-5554
www.SEINC.com

Quotation

296605

Date: 4/7/2026, 3:14:43 PM

User: Padilla, Leslie

Bill To: SACRAMENTO TRUCK
End User: CITY OF FOLSOM
Attn: LICHTENBERGER, GREG
.
FOLSOM, CA 95630
.

Ship To: Fresno Will Call
End User: CITY OF FOLSOM
Attn: Scelzi Enterprises
2664 S Cherry Ave.
Fresno, CA 93706

Quote Date:	03/03/2025	Salesman:	Diaz, Richard
Expiration Date:	04/02/2025	Ship Via:	WILL CALL, Fresno, CA - Sales Office (Will Call)
Sales Tax	Fresno* @ 8.350%	Terms:	COD
		PO Number:	

Notes:

MOUNT IN FRESNO
PAINT BODY WHITE
TBD FUEL TANK

SEE DRAWINGS

NOTE:

- 1.) QUOTE IS SUBJECT TO ADDITIONAL SURCHARGES PRICE IS VALID FOR 30 DAYS QUOTE WILL BE RE-EVALUATED ONCE CHASSIS IS GIVEN A VIN# AND AN ETA OF CHASSIS IS PROVIDED BY FACTORY
- 2.) CUSTOMER TO PROVIDE CHASSIS SPECS
- 3.) SCELZI TO INSPECT CHASSIS BEFORE PRODUCTION OF BED
- 4.) NO HITCH NO PLUG PER CHASSIS

ETA:

Qty	Part Number	Description	Total	Tax
1	CUSTOMER TRUCK	2024 - RIZON - E18M - 4X2 - REG CAB - DRW - ELECTRIC - WHITE - 113" CA VIN#	\$0.00	

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User: Padilla, Leslie

1	GARDNER 8X14 B	8 X 14 FLAT BED DUMP WITH: PACKAGE B	\$38,497.00
		- SMOOTH STEEL FLOOR - 10 GAUGE - CROSSMEMBERS ON 16" CENTERS - ROPE HOOKS ON EACH CROSSMEMBER - L.E.D. SEAL BEAM CLEARANCE LIGHTS AND OEM TAILLIGHTS - HEADBOARD 10GA. -STANDARD	
		1EA - 42" SOLID STEEL SIDE RACKS WITH FRONT VERTICAL DOOR 48" WIDE X 42" HIGH (1) DRIVERSIDE, (1) PASSENGER SIDE	
		1EA - DOUBLE ACTING 12 VOLT ELECTRIC/HYDRAULIC DUMP ASSEMBLY	
		1EA - REAR BARN DOORS	
		1EA - SCELZI DURA PULL TARP INSTALLED	
		1EA - POLYUREA COMPLETE CARGO AREA - HEADBOARD, FLOOR, INSIDE OF SIDE RACKS AND INSIDE OF BARN DOORS.	
		1EA - ECCO #510 BACK UP ALARM IF EQUIPPED	
		1EA - RELOCATE FACTORY BACK UP CAMERA IF EQUIPPED	
		1EA - TOMMY GATE 2000 LBS CAPACITY LIFT AND DUMP MODEL G2-92-2050 LD 33 WITH A 83X33+6" TAPER 50" TRAVEL WITH SCELZI LED LIGHT KIT	
		1EA - AUXILIARY BATTERY BOX WITH SEPERATOR MOUNTED @REAR FOR LIFTGATE OPTIONS	
1	HAZ MAT - HWD FEE	HAZARDOUS WASTE DISPOSAL FEE	\$50.00
1	WEIGHT CERTIFICATE	WEIGHT CERTIFICATE OF COMPLETED UNIT	\$50.00
1	TRANSPORTATION	ONE WAY TRANS	

Sub Total \$38,597.00

Sales Tax \$0.00

Total \$38,597.00

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Date: 4/7/2026, 3:14:43 PM

User: Padilla, Leslie

DISCLAIMERS

TERMS: Standard terms are Net 10 Days, any deviations need to be in writing before production

CHASSIS: Scelzi Enterprises, Inc. is not responsible for flashing or modification of any chassis modules due to the installation of a body
Including but not limited to camera installation, erratic turn signal operation, etc

CHANGES: Each change after quote is accepted will constitute a \$600.00 fee in addition to the cost of the change
No changes will be made to orders 2 weeks prior to production start date

DRAWINGS: Any changes to drawings after acceptance and 2 weeks prior to production start date will constitute a \$500.00 fee or more at \$150.00 per hour
No changes will be made to drawings 2 weeks prior to production start date

PAINT: Scelzi Enterprises, Inc. does not guarantee a perfect color match due to inconsistencies in factory paints and procedures

THIS WORK AUTHORIZED BY

Payment in full on completion of job if credit arrangements have not been made in advance

The above quotation is submitted according to specifications submitted by customer. Any alterations or changes increasing production costs will be charged for accordingly.

DATE

Estimate Littlefield,

Prepared By: Eboni

Sales Rep: Diaz, Richard



Electric Vehicle Choice
 11033 Shoemaker Ave -
 Santa Fe Springs, CA, 90670-4636
 USA
 562-273-7777
 www.evchoice.com

ESTIMATE

Date	Exp Date	Quote #
Sep-15-2025	Sep-30-2025	EV-1370
Lead Time	4-6 weeks	

Bill to Address

Greg Bakken
 City of Folsom
 1300 Leidesdorff St.
 Folsom, CA 95630
 US

Ship to Address

Greg Bakken
 City of Folsom
 1300 Leidesdorff St.
 Folsom, CA 95630
 US

Description		Qty	Rate	Amount	
Rizon cab/chassis FECXKELDSUHC	E18M - Class 5 (GVWR 18,859lb) - 134 WB & 113 CA (in)	1	\$184,548.00	\$184,548.00	Tax
Body	Sceizi 14' Flat Bed Dump per attached spec	1	\$38,597.00	\$38,597.00	Tax
032824-ELV	Sourced good multiplier (Cost + 10%);	1	\$3,859.70	\$3,859.70	Tax
Sourcewell Discount		1	-\$7,000.00	-\$7,000.00	Tax
California Tire Fee	CA state new tire fee, per tire.	6	\$1.75	\$10.50	Non
Registration Fees	CA DMV license, registration and all applicable fees.	1	\$85.00	\$85.00	Non
HVIP Class 4-5	HVIP voucher for class 4-5.	1	-\$60,000.00	-\$60,000.00	Non
Order subject to Terms and Conditions of Sourcewell Contract 032824-ELV. City of Folsom Sourcewell member No.90124 ; https://www.sourcewell-mn.gov/participating-agency/90124			Subtotal	\$160,100.20	
			Tax	\$17,050.36	
			Shipping	\$3,250.00	
			Total USD	\$180,400.56	

Accepted By: _____ Accepted Date: _____