



Folsom City Council Staff Report

MEETING DATE:	7/14/2026
AGENDA SECTION:	Consent Calendar
ITEM TITLE:	Resolution No. 11647 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Chevrolet for \$166,368.93 From the Solid Waste Operating Fund (Fund 540) for the Purchase of Three Chevrolet Silverado Electric Trucks
FROM:	Utilities Department

RECOMMENDATION / CITY COUNCIL ACTION

The Utilities Department recommends the City Council pass and adopt Resolution No. 11647 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Chevrolet for \$166,368.93 From the Solid Waste Operating Fund (Fund 540) for the Purchase of Three Chevrolet Silverado Electric Trucks.

BACKGROUND / ISSUE

The Utilities Department recognizes the need to maintain a fleet of vehicles capable of providing reliable, efficient and responsive service to the community. In coordination with the City of Folsom Fleet Division, department vehicles are routinely reviewed and assessed to identify opportunities to strategically expand the fleet with zero emission vehicles where operationally feasible. These efforts support compliance with California's evolving Advanced Clean Fleets (ACF) regulations and the city's broader sustainability objectives.

The proposed purchase includes three electric pickup trucks that will assist the city in reducing fleet emissions while providing operational flexibility as the city continues evaluating long-term fleet electrification strategies. In addition to supporting sustainability goals, the electric pickup trucks meet the applicable vehicle weight classifications necessary to generate regulatory credits under the current ACF framework. These credits may be applied toward eligible diesel fleet purchases needed to support essential refuse collection operations and other specialized heavy-duty services that currently have limited zero emission alternatives available.

This approach allows the city to continue maintaining critical public services while incorporating lower emission vehicles into the fleet in a practical and fiscally responsible manner. The city will continue to monitor vehicle availability, operational performance, charging infrastructure requirements, and evolving regulatory standards as part of its long-term fleet replacement and sustainability planning efforts.

POLICY / RULE

In accordance with Chapter 2.36 of the Folsom Municipal Code, supplies, equipment, services, and construction with a value of \$77,426 or greater shall be awarded by 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.

ANALYSIS

In response to the State Advanced Clean Fleet Regulations, the Utilities Department evaluated opportunities to incorporate additional zero-emission vehicles into the department fleet. It was determined that Chevrolet Silverado electric trucks could effectively support the operational requirements associated with the three requested vehicle additions. The proposed vehicles are intended to support service expansion and increased operational demands resulting from continued growth within the community. One vehicle will be assigned to cart delivery operations to support residential growth and ongoing development within the city. The remaining two vehicles will be assigned to new Solid Waste Division staff positions that support refuse collection operations, customer service activities, field inspections, and other operational functions necessary to maintain service levels for a growing customer base. In coordination with the City of Folsom Fleet Division, quotes have been obtained for the purchase of three Chevrolet Silverado electric trucks.

The Utilities Department, in coordination with the City Fleet Division, solicited quotations from Sourcewell and Folsom Chevrolet for the purchase of three Chevrolet Silverado electric trucks. Although FMC Section 2.36.170 allows for the purchase of these vehicles directly through the Sourcewell contract number without having to solicit multiple quotes, City staff also solicited a quote from Folsom Chevrolet to compare pricing and to offer an opportunity for a local dealership to bid on the purchase. Folsom Chevrolet submitted the lowest responsive quotation that met the City's vehicle specifications and operational requirements.

FINANCIAL IMPACT

If approved the agreement with Folsom Chevrolet for the purchase of three Chevrolet Silverado electric trucks for a total of \$166,368.93, or \$55,456.31 per vehicle will be funded through the Solid Waste Operating Fund (Fund 540). Sufficient funds are budgeted and are available in the Solid Waste Operating Fund (Fund 540) in FY 2026-27 for this agreement.

ENVIRONMENTAL REVIEW

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

ATTACHMENTS

1. Resolution No. 11647 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Chevrolet for \$166,368.93 From the Solid Waste Operating Fund (Fund 540) for the Purchase of Three Chevrolet Silverado Electric Trucks
2. Quote and specifications from Folsom Chevrolet for three Chevrolet Silverado Electric Trucks.

Submitted,

Marcus Yasutake, Director
UTILITIES DEPARTMENT

Attachment 1

RESOLUTION NO. 11647

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH FOLSOM CHEVROLET FOR \$166,368.93 FROM THE SOLID WASTE OPERATING FUND (FUND 540) FOR THE PURCHASE OF THREE CHEVROLET SILVERADO ELECTRIC TRUCKS

WHEREAS, the City of Folsom Utilities Department is responsible for maintaining a reliable and responsive fleet necessary to support essential public services, including refuse collection and related operations; and

WHEREAS, the Advanced Clean Fleets regulations establish evolving requirements related to the transition of public agency fleets toward zero-emission vehicles; and

WHEREAS, the City seeks to incorporate zero-emission vehicles into its fleet where operationally feasible in support of regulatory compliance, emissions reduction goals, and broader sustainability objectives; and

WHEREAS, the proposed purchase of three electric pickup trucks will assist the City in reducing fleet emissions while providing operational flexibility as the City continues evaluating long-term fleet electrification strategies; and

WHEREAS, per Folsom Municipal Code Section 2.36.170 the City can use cooperative purchasing agreements for these vehicles and obtained a quote from Sourcewell without having to solicit for multiple bids; and

WHEREAS, City staff also solicited a quote from Folsom Chevrolet to compare pricing and to offer an opportunity for a local vendor to bid on the sale of the three electric vehicles; and

WHEREAS, Folsom Chevrolet submitted the lowest response quotation that met the City's vehicle specifications and operational requirements; and

WHEREAS, sufficient funds are budgeted and available in the Solid Waste Operating Fund (Fund 540) for purchase of three vehicles in the amount of \$166,368.93; 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 authorizes the City Manager to execute an Agreement with Folsom Chevrolet for \$166,368.93 From the Solid Waste Operating Fund (Fund 540) for the Purchase of Three Chevrolet Silverado Electric Trucks.

PASSED AND ADOPTED this 14th day of July 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



Date June 24, 2026
Invoice# City of Folsom

To: City of Folsom
50 Natoma St
Folsom, CA. 95630

CC; Brian Whitemyer, Greg Bakken, Marcus Yasutake, Marie McKeeth

Stock No	VIN		Price
ORDER #1	2026 Chevrolet Silverado EV		
	Summit White		
	M.S.R.P \$55,110.00		
	DISCOUNT \$3,770.35 = 6.84% Total Savings		
	SALE PRICE		\$51,339.65
	ORDER CUTOFF DATE 7/24/2026		
Subtotal			\$51,339.65
Sales Tax 7.75%			\$3,985.41
Ca Dealer fee			\$85.00
DMV Fees EXEMPT			\$46.25
Rebates			\$0.00
CASH DOWN			
Total			\$55,456.31



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To: City of Folsom
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Folsom, CA. 95630

CC; Brian Whitemyer, Greg Bakken, Marcus Yasutake, Marie McKeeth

Stock No	VIN		Price
ORDER #2	2026 Chevrolet Silverado EV		
	Summit White		
	M.S.R.P \$55,110.00		
	DISCOUNT \$3,770.35 = 6.84% Total Savings		
	SALE PRICE		\$51,339.65
	ORDER CUTOFF DATE 7/24/2026		
Subtotal			\$51,339.65
Sales Tax 7.75%			\$3,985.41
Ca Dealer fee			\$85.00
DMV Fees EXEMPT			\$46.25
Rebates			\$0.00
CASH DOWN			
Total			\$55,456.31



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To: City of Folsom
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Folsom, CA. 95630

CC; Brian Whitemyer, Greg Bakken, Marcus Yasutake, Marie McKeeth

Stock No	VIN		Price
ORDER #3	2026 Chevrolet Silverado EV		
	Summit White		
	M.S.R.P \$55,110.00		
	DISCOUNT \$3,770.35 = 6.84% Total Savings		
	SALE PRICE		\$51,339.65
	ORDER CUTOFF DATE 7/24/2026		
Subtotal			\$51,339.65
Sales Tax 7.75%			\$3,985.41
Ca Dealer fee			\$85.00
DMV Fees EXEMPT			\$46.25
Rebates			\$0.00
CASH DOWN			
Total			\$55,456.31

2026 Fleet/Non-Retail Chevrolet Silverado EV e4WD Crew Cab Standard Range Work Truck

WINDOW STICKER

2026 Chevrolet Silverado EV e4WD Crew Cab Standard Range Work Truck		
CODE	MODEL	MSRP
CT35843	2026 Chevrolet Silverado EV e4WD Crew Cab Standard Range Work Truck	\$52,800.00
OPTIONS		
YF5	Emissions, California state requirements	\$500.00
EN0	Engine, none, (STD)	\$0.00
MF1	Transmission, none, (STD)	\$0.00
4WT	Work Truck Preferred Equipment Group, includes standard equipment	\$0.00
RT3	Wheels 18" X 8.0" (45.7 cm x 20.3 cm), steel, (STD)	\$0.00
QWJ	Tires, LT265/70R18, all-season blackwall, (STD)	\$0.00
GAZ	Summit White	\$0.00
AR9	Seats, front bucket, (STD)	\$0.00
H9F	Black, Evotex seat trim	\$0.00
CGN	Chevytec spray-on bedliner, Black, (does not include spray-on liner on tailgate due to Black composite inner panel)	\$545.00
R9L	Removes OnStar Basics (OnStar Fleet Basics for Fleet)	(\$1,330.00)
PSC	Dual Level Charge Cord, dual-mode, portable, 120-volt (1.4 kW) and 240-volt (7.7 kW) capability, swappable NEMA 5-15 and NEMA 14 - 50 plugs with SAE J1772 vehicle connection	\$0.00
EWX	Battery Pack, Standard Range, (STD)	\$0.00
C5F	GVWR, 9990 lbs. (4531 kg)	\$0.00
XRJ	Dual Motor 4WD, (STD)	\$0.00
Please note selected options override standard equipment		
SUBTOTAL		\$52,515.00
Advert/ Adjustments		\$0.00
Manufacturer Destination Charge		\$2,595.00
TOTAL PRICE		\$55,110.00
Est City: N/A MPG		
Est Highway: N/A MPG		
Est Highway Cruising Range: N/A mi		

Standard Equipment

MECHANICAL

Engine, none (STD)
Battery Pack, Standard Range (Up to 510 hp and 490 lb-ft of torque in Tow/Haul Mode.) (STD)
Transmission, none (STD)
Dual Motor 4WD Performance Torque Vectoring Dual Motor 4WD (Electronic), 2 motors (1 front & 1 rear electric drive unit) (STD)
Dual Level Charge Cord, dual-mode portable, 120-volt (1.4 kW) and 240-volt (7.7 kW) capability, swappable NEMA 5-15 and NEMA 14-50 plugs with SAE J1772 vehicle connection
GVWR, 9990 lbs. (4531 kg)

EXTERIOR

Wheels, 18" X 8.0" (45.7 cm x 20.3 cm), steel (STD)
Tires, LT265/70R18, all-season blackwall (STD)

INTERIOR

Seats, front bucket (STD)

ADDITIONAL EQUIPMENT

Assisted Driving Package includes (UGN) Enhanced Automatic Emergency Braking, (UVZ) Reverse Automatic Braking, (UFB) Rear Cross Traffic Braking, (CTB) Intersection Automatic Emergency Braking, (UKK) Rear Pedestrian Alert, (HS1) Safety Alert Seat, (UOW) Side Bicyclist Alert, (UVX) Traffic Sign Recognition, (UV2) HD Surround Vision and (KSG) Adaptive Cruise Control (Includes (UKI) Blind Zone Steering Assist and (UKM) Lane Keep Assist with Lane Departure Warning.)
Pickup bed, 5 ft 11 inches
Electronic Precision Shift electronic transmission range selector with Low selection for throttle off regenerative braking and one-pedal driving capability
Emission system zero emission vehicle (ZEV)
Chassis, Dual Motor 4WD
Front Drive Unit 1-motor, Integrated Inverter, Park System
Rear Drive Unit 1-motor, Integrated Inverter
DC fast charging (14MOD is 475V, up to 220kW)
Charging module, 11.5 kW high-voltage
Vehicle-to-home all V2H-capable GM EV's can provide power to your properly equipped home in a blackout to all equipment groups (The GM Energy PowerShift Charger and GM Energy V2H Enablement Kit requires an adequately charged and properly equipped GM EV having bidirectional charging capabilities, a properly equipped home, and proper grid interconnection. Some eligible 24MY EVs will require a dealership or over-the-air update to enable bidirectional charging. Weather conditions, life of the battery, vehicle variation and usage, and other external factors may impact the duration of power supply. Power supply may be interrupted. It is not recommended that the following devices be powered with the GM Energy PowerShift Charger and V2H Enablement Kit: Medical Devices.)
Suspension, 4-wheel independent suspension with premium ride and handling
Brakes, front and rear sliding caliper disc with DURALIFE rotors, with Variable Regen on Demand capability
Brake rotor, FNC
Trailer brake controller, integrated
Tow/Haul Mode
Jack, mechanical, with tools located in the eTrunk
Wheel, spare, 18" X 8.0" (45.7 cm x 20.3 cm), steel
Tire, spare LT225/65R18, all-season blackwall
Shutters, front upper and lower grille, active
IntelliBeam, automatic high beam on/off
Headlamps, LED with LED Daytime Running Lamps
Tail lamps, LED
LED Cargo Area Lighting located in cargo bed activated with switch on instrument panel

Mirrors, outside heated power-adjustable
Mirror caps, painted Black
Window, front side, solar absorbing
Window, rear side, solar absorbing, privacy tinting
Glass, deep-tinted, rear door and rear cab
Tailgate, standard
Tailgate, gate function manual with EZ Lift
Tailgate, locking
Door handles, body-color
SiriusXM Trial Subscription (IMPORTANT: the SiriusXM trial subscription is not provided on vehicles that are ordered for Fleet Daily Rental ("FDR") use. Trial subscription is subject to the SiriusXM Customer Agreement and privacy policy, visit www.siriusxm.com which includes full terms and how to cancel. All fees, content, features, and availability are subject to change.)
Audio System, 17.7" diagonal advanced color LCD display with Google built-in compatibility (select service plan required, terms and limitations apply), including navigation capability, connected apps, personalized profiles for each driver's settings, Natural Voice Recognition
Audio system feature, 6-speaker system
Wi-Fi Hotspot capable (Terms and limitations apply. See onstar.com or dealer for details.)
5G vehicle connectivity
Evotex seat trim
Seat adjuster, driver 6-way manual
Seat adjuster, front passenger 4-way manual
Seat, rear 60/40 folding bench
Center console, floor-mounted 4 cup holders, USB port, Auxiliary and 120V Power Outlets
Floor Covering, all-weather vinyl flooring
Steering Wheel, urethane
Steering column, manual tilt and telescoping
Steering wheel audio controls
Driver Information Center 11" diagonal display with fully digital color
Windows, remote Express-Down, front and rear door windows
Door locks, power
Remote vehicle starter system pre-conditioning
Keyless Open and Start includes remote keyless entry
Adaptive Cruise Control (Included with (AS2) Assisted Driving Package.)
Theft-deterrent system, unauthorized entry
Alarm, remote panic
USB Ports, 2, Type-C Charge/Data ports located on floor console
USB Ports, rear, dual, Type-C charge-only
Power outlet, front console, 12-volt
Power outlet, 120-volt, on back of floor console
Power outlet, 110-volt, located in the eTrunk
Power inverter, off power mode
Air conditioning, dual-zone automatic climate control
Air vents, rear, heating/cooling
Air filter, pollutant
Air conditioning, refrigerant, low GWP
Defogger, rear-window electric
Sensor, cabin humidity and windshield temperature
Map pocket, front passenger seatback
Mirror, inside rearview manual tilt, day/night
eTrunk, lockable weather-proof and lit compartment with 120 volt outlet, cargo tie-downs and drain holes
Enhanced Automatic Emergency Braking (Included with (AS2) Assisted Driving Package.)
Reverse Automatic Braking (Included with (AS2) Assisted Driving Package.)

Rear Cross Traffic Braking (Included with (AS2) Assisted Driving Package.)
Front Pedestrian and Bicyclist Braking
Intersection Automatic Emergency Braking intersection alert, braking (Included with (AS2) Assisted Driving Package.)
StabiliTrak, Stability Control System with Proactive Roll Avoidance and traction control includes electronic trailer sway control and hill start assist
Airbags, Frontal airbags for driver and front passenger; Seat-mounted side-impact airbags for driver and front outboard passenger; Head-curtain airbags for front and rear outboard seating positions; Includes front outboard Passenger Sensing System for frontal passenger airbag (Always use seat belts and child restraints. Children are safer when properly secured in a rear seat in the appropriate child restraint. See the Owner's Manual for more information.)
OnStar Services capable (See onstar.com for details and limitations. Services vary by model. Service plan required.)
Side Bicyclist Alert (Included with (AS2) Assisted Driving Package.)
LED Reflective Windshield Collision Alert
Traffic Sign Recognition (Included with (AS2) Assisted Driving Package.)
HD Surround Vision with Trailer View Camera Provision (Included with (AS2) Assisted Driving Package.)
Blind Zone Steering Assist (Included with (AS2) Assisted Driving Package.)
Lane Keep Assist with Lane Departure Warning, enhanced (Included with (AS2) Assisted Driving Package.)
Front and Rear Parking Assist
Hitch Guidance
Following Distance Indicator
Forward Collision alert
Rear Pedestrian Alert (Included with (AS2) Assisted Driving Package.)
Rear Seat Reminder
Seat Belt adjustable Guide Loops, front row
Seat Belt, front passenger presence detector
Seat belt, rear passenger presence detector
Buckle to Drive prevents vehicle from being shifted out of Park until driver seat belt is fastened; times out after 20 seconds and encourages seat belt use, can be turned on and off in Settings or Teen Driver menu
LATCH system (Lower Anchors and Tethers for Children) for child restraints seats
Safety Alert Seat (Included with (AS2) Assisted Driving Package.)
Door locks, rear child security lock manual child lock system (rear door latch)
Teen Driver configurable feature that lets you activate customizable vehicle settings associated with a key fob, to help encourage safe driving behavior. It can limit certain available vehicle features, and it prevents certain safety systems from being turned off. An in-vehicle report card gives you information on driving habits and helps you to continue to coach your new driver
Tire Pressure Monitoring System auto learn, includes Tire Fill Alert
OnStar Basics (OnStar Fleet Basics for Fleet) Drive confidently with core OnStar services including remote commands, built-in voice assistance, real-time traffic and navigation, and Automatic Crash Response to help if you're in need (Requires (UE1) OnStar. OnStar Basics includes remote commands, Navigation, Voice Assistance, and Automatic Crash Response, for eligible vehicles with compatible software. OnStar Basics is standard for 8 years; OnStar plan, working electrical system, cell reception and GPS signal required. OnStar links to emergency services. Service coverage varies with conditions and location. Service availability, features and functionality vary by device and software version. See onstar.com for details and limitations.)
Trailer Information Label