



Folsom City Council Staff Report

MEETING DATE:	2/24/2026
AGENDA SECTION:	Consent Calendar
ITEM TITLE:	Resolution No. 11553 – A Resolution Authorizing the City Manager to Execute an Agreement with National Auto Fleet Group for \$57,517.78 from the Water Operating Fund (Fund 520) and \$115,035.56 from the Wastewater Operating Fund (Fund 530) for the Purchase of Three Chevrolet Silverado EV Trucks
FROM:	Utilities Department

RECOMMENDATION / CITY COUNCIL ACTION

The Utilities Department recommends the City Council pass and adopt Resolution No. 11553 – A Resolution Authorizing the City Manager to Execute an Agreement with National Auto Fleet Group for \$57,517.78 From the Water Operating Fund (Fund 520) and \$115,035.56 from the Wastewater Operating Fund (Fund 530) for the Purchase of Three Chevrolet Silverado EV Trucks.

BACKGROUND / ISSUE

The Utilities Department recognizes the need to maintain a fleet of vehicles that will be able to provide reliable, efficient and responsive service. In coordination with the City of Folsom Fleet Division, current department vehicles are reviewed to assess expected service life and associated maintenance costs. This review has identified two vehicles that have exceeded their expected service life in terms of age, mileage and ongoing maintenance costs, and are thus high priority for replacement. This resolution will authorize the City Manager to execute an agreement for the purchase of Chevrolet Silverado EV Trucks for replacement of these two vehicles.

In addition, in the Fiscal Year 2024-25 budget, a new staff position and associated vehicle for the Wastewater Collections Division was approved. This resolution will authorize the City Manager to execute an agreement that includes the purchase of a third Chevrolet Silverado EV Truck as approved in the budget for this new position.

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. The City will dispose of surplus property in accordance with Section 2.36.220 of the Folsom Municipal Code.

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.

Beginning January 1, 2024, the Advanced Clean Fleet Regulation requires State and Local Government agencies to purchase at least 50 percent of their annual vehicle purchases per calendar year be zero-emissions for vehicles with a gross vehicle weight rating greater than 8,500 pounds.

ANALYSIS

Utilities Department staff coordinate with the City of Folsom Fleet Division to review current department vehicles, to help identify priority vehicles for replacement based on service life, mileage and purpose. Based on this review, it was concluded that two high priority vehicles for replacement are the Wastewater Division's truck #749, which was purchased in 2004 and has completed more than 102,000 miles, and the Water Quality Division's truck #1040, which was purchased in 2009 and has completed more than 96,000 miles.

In the Fiscal Year 2024-25 budget, a new Wastewater Collection Technician III staff position and associated vehicle was approved. With subsequent internal promotions and retirement of staff, the Wastewater Collections Division has since been operating with a vacant position. Consequently, the vehicle approved for the new staff position has not been purchased. As the Division will begin recruitment for a fully staffed division, a new vehicle is required. The Division will purchase the vehicle approved in the Fiscal Year 2024-25 budget for the new Wastewater Collection Technician III staff position.

In response to State Advanced Clean Fleet Regulations, the Utilities Department has reviewed current department vehicles to identify those that may be replaced by zero emission vehicles (ZEV). It was concluded that Chevrolet Silverado EV Trucks could meet the requirements of all the three requested vehicles. In coordination with Fleet Division staff, quotes have been obtained for the purchase of three Chevrolet Silverado EV Trucks.

Fleet Division staff obtained a quote from Sourcewell, previously known as the National Joint Powers Agency, for the required vehicles. Sourcewell is a national cooperative purchasing entity of which the City of Folsom is a member. The City has purchased numerous items and vehicles through Sourcewell.

National Auto Fleet Group has a current contract with Sourcewell and provided a quote for the requested three trucks for a total of \$172,553.34.

The Utilities Department recommends that the City Council authorize the City Manager to execute an Agreement with National Auto Fleet Group for the Purchase of Three Chevrolet Silverado EV Trucks.

FINANCIAL IMPACT

National Auto Fleet Group has agreed to provide the Three Chevrolet Silverado EV Trucks for a total of 172,553.34, or \$57,517.78 per vehicle. Sufficient funds are budgeted and are available in the Water Operating Fund (Fund 520) and in the Wastewater Operating Fund (Fund 530) in FY 2025-26 for this agreement.

ENVIRONMENTAL REVIEW

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

ATTACHMENTS

1. Resolution No. 11553 – A Resolution Authorizing the City Manager to Execute an Agreement with National Auto Fleet Group for \$57,517.78 from the Water Operating Fund (Fund 520) and \$115,035.56 from the Wastewater Operating Fund (Fund 530) for the Purchase of Three Chevrolet Silverado EV Trucks
2. Quote from National Auto Fleet Group for Three Chevrolet Silverado EV Trucks

Submitted,

Marcus Yasutake, Director
UTILITIES DEPARTMENT

Attachment 1

RESOLUTION NO. 11553

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH NATIONAL AUTO FLEET GROUP FOR \$57,517.78 FROM THE WATER OPERATING FUND (FUND 520) AND \$115,035.56 FROM THE WASTEWATER OPERATING FUND (FUND 530) FOR THE PURCHASE OF THREE CHEVROLET SILVERADO EV TRUCKS

WHEREAS, Utilities Department staff has validated the need to purchase two Chevrolet Silverado EV Trucks based on an approved replacement schedule; and

WHEREAS, purchase of a new vehicle was approved in the Fiscal Year 2024-25 budget for the Wastewater Collections Division; and

WHEREAS, beginning January 1, 2024, the Advanced Clean Fleet Regulation requires State and Local Government agencies to purchase at least 50 percent of their annual vehicle purchases per calendar year be zero-emissions for vehicles with a gross vehicle weight rating greater than 8,500 pounds; and

WHEREAS, this purchase will be made through Sourcewell, which used its recognized cooperative purchasing agreement to award a contract to National Auto Fleet Group in an amount not to exceed \$172,553.34 for a total of three trucks; and

WHEREAS, sufficient funds are budgeted and available in the Wastewater Operating Fund (Fund 530) for purchase of two of the vehicles in the amount of \$115,035.56; and

WHEREAS, sufficient funds are budgeted and available in the Water Operating Fund (Fund 520) for purchase of the third vehicle in the amount of \$57,517.78; 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 National Auto Fleet Group for \$57,517.78 From the Water Operating Fund (Fund 520) and \$115,035.56 from the Wastewater Operating Fund (Fund 530) for the Purchase of Three Chevrolet Silverado EV Trucks.

PASSED AND ADOPTED this 24th day of February 2026, by the following roll-call vote:

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

Justin Raitchel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2



National Auto Fleet Group

A Division of Chevrolet of Watsonville
490 Auto Center Drive, Watsonville, CA 95076
(855) 289-6572 • (831) 480-8497 Fax
Fleet@NationalAutoFleetGroup.com

1/9/2026

Quote ID: **41877**

Order Cut Off Date: **TBA**

Greg Bakken
City of Folsom
utilities Department
50 Natoma Street
Folsom, California, 95630

Dear Greg Bakken,

National Auto Fleet Group is pleased to quote the following vehicle(s) for your consideration.

Three (3) New/Unused (2026 Chevrolet Silverado EV (CT35843) e4WD Crew Cab Standard Range Work Truck,) and delivered to your specified location, each for

	One Unit (MSRP)	One Unit	Total % Savings	Extended Unit's (3)	Total Savings
Contract Price	\$55,110.00	\$53,372.65	3.153 %	\$160,117.95	\$5,212.05
Tax (7.7500 %)		\$4,136.38		\$12,409.14	
Tire fee		\$8.75		\$26.25	
Total		\$57,517.78		\$172,553.34	

- per the attached specifications.

This vehicle(s) is available under the **Sourcewell Contract 081325-NAF** . Please reference this Contract number on all purchase orders to National Auto Fleet Group. Payment terms are Net 20 days after receipt of vehicle.

Thank you in advance for your consideration. Should you have any questions, please do not hesitate to call.

Sincerely,

Jesse Cooper
Account Manager
Email: Fleet@NationalAutoFleetGroup.com
Office: (855) 289-6572
Fax: (831) 480-8497



Purchase Order Instructions & Resources

Once units are scheduled by OEM, no cancellations are accepted

In order to finalize your purchase please submit this purchase packet to your governing body for a purchase order approval and submit your purchase order in the following way:

Email: Fleet@NationalAutoFleetGroup.com

Fax: (831) 480-8497

Mail: National Auto Fleet Group

490 Auto Center Drive

Watsonville, CA 95076

We will send a courtesy confirmation for your order and a W-9 if needed.

Additional Resources

Learn how to track your vehicle: www.NAFGETA.com

Use the upfitter of your choice: www.NAFGpartner.com

Vehicle Status: ETA@NationalAutoFleetGroup.com

General Inquiries: Fleet@NationalAutoFleetGroup.com

For general questions or assistance please contact our main office at:

1-855-289-6572

Vehicle Configuration Options

EMISSIONS	
Code	Description
YF5	Emissions, California state requirements
ENGINE	
Code	Description
EN0	Engine, none, (STD)
TRANSMISSION	
Code	Description
MF1	Transmission, none, (STD)
PREFERRED EQUIPMENT GROUP	
Code	Description
4WT	Work Truck Preferred Equipment Group, includes standard equipment
WHEELS	
Code	Description
RT3	Wheels, 18" X 8.0" (45.7 cm x 20.3 cm), steel, (STD)
TIRES	
Code	Description
QWJ	Tires, LT265/70R18, all-season blackwall, (STD)
PAINT	
Code	Description
GAZ	Summit White
SEAT TYPE	
Code	Description
AR9	Seats, front bucket, (STD)
SEAT TRIM	
Code	Description
H9F	Black, Evotex seat trim
ADDITIONAL EQUIPMENT	
Code	Description
CGN	Chevytec spray-on bedliner, Black, (does not include spray-on liner on tailgate due to Black composite inner panel)
R9L	Removes OnStar Basics (OnStar Fleet Basics for Fleet)
CHARGING CORD	
Code	Description
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
GVWR	
Code	Description
C5F	GVWR, 9990 lbs. (4531 kg)

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
C5F	GVWR, 9990 lbs. (4531 kg)	\$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

Any performance-related calculations are offered solely as guidelines. Actual unit performance will depend on your operating conditions.

Notes

Standard Equipment

MECHANICAL

Engine, none (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
Transmission, none (STD)
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
Dual Motor 4WD Performance Torque Vectoring Dual Motor 4WD (Electronic), 2 motors (1 front & 1 rear electric drive unit)
Front Drive Unit 1-motor, Integrated Inverter, Park System
Rear Drive Unit 1-motor, Integrated Inverter
Battery Pack, Standard Range (Up to 510 hp and 490 lb-ft of torque in Tow/Haul Mode.)
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