



Folsom City Council Staff Report

MEETING DATE:	2/24/2026
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11552 - A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of Two Ford Explorer Hybrid Police Vehicles for \$114,615 from the Police Vehicle/Equipment Fund (Fund 607)
FROM:	Police Department

RECOMMENDATION / CITY COUNCIL ACTION

Staff recommends that the City Council pass and adopt Resolution No. 11552 - A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of Two Ford Explorer Hybrid Police Vehicles for \$114,615 from the Police Vehicle/Equipment Fund (Fund 607).

BACKGROUND / ISSUE

The City of Folsom is committed to providing our police officers with safe, reliable, and mechanically sound marked patrol vehicles capable of responding to emergencies effectively. In alignment with the Service Delivery Plan adopted by City Council (Resolution No. 8215), marked patrol vehicles are scheduled for replacement at 75,000 miles or four years, whichever comes first, to ensure operational readiness and officer safety.

Currently, the Police Department is operating eight patrol vehicles that have exceeded this mileage threshold. Additionally, the Department only has one pool vehicle available when assigned units are out of service for maintenance. High-mileage vehicles require more frequent and costly repairs, which impacts both efficiency and budget.

To address these challenges, staff is proposing to add two new hybrid patrol vehicles to the fleet. This upgrade will allow us to retire two high-mileage, gas-powered vehicles from daily use and repurpose them as additional pool vehicles. Beyond improving reliability and reducing

maintenance downtime, this transition will generate an estimated annual fuel cost savings of approximately \$9,000.

POLICY / RULE

Section 2.36.080 of the Folsom Municipal Code requires that the City Council award contracts above \$77,426.00.

Section 2.36.170 of the Folsom Municipal Code permits cooperative purchasing agreements for procuring supplies, equipment, service, or construction with one or more public procurement units following an agreement between the participants. Such cooperative purchasing may include but is not limited to, joint or multiparty contracts between public procurement units and open-ended state public procurement unit contracts, which are made available to the City.

ANALYSIS

Sport Utility Vehicles (SUVs) have become an industry standard for law enforcement since their introduction in 2013. Ford Explorers have proven to be incredibly durable, reliable, and versatile to meet the demands for heavy use typical of a police patrol vehicle. Its design is tailored for law enforcement, including reinforced suspension, upgraded cooling systems, and features specifically engineered for law enforcement operations. The hybrid option blends better fuel economy, reduced idle-time operating costs, capable performance, and practical SUV utility, all in a vehicle that's engineered and tested for law enforcement duty.

This purchase of two new Ford Explorer hybrid police vehicles will significantly improve fleet reliability and operational readiness. Currently, eight marked patrol vehicles exceed the 75,000-mile threshold established in the Service Delivery Plan. Adding these new vehicles will reduce that number to six, reducing the risk of costly maintenance and downtime associated with high-mileage units. Additionally, two older gas-powered will be removed from everyday patrol use and reassigned as pool vehicles, increasing flexibility when primary units are out of service for repairs.

The investment also delivers measurable financial and sustainability benefits. Transitioning two gas-powered vehicles out of daily use and incorporating hybrid technology into the fleet will generate an estimated fuel cost savings of approximately \$9,000. Reduced maintenance on high-mileage vehicles and improved fuel economy will further lower lifecycle costs.

SOLE SOURCE

The last vendor utilized for the purchase of Ford Explorer patrol vehicles was Folsom Lake Ford. Folsom Lake Ford currently has two Ford Explorer hybrid police vehicles in stock and ready for immediate delivery. Both vehicles are fully equipped to meet the Police Department's operational standards and specifications.

The cost for each vehicle is \$57,307.33, as quoted under the current State of California contract (1-22-23-14C), ensuring the pricing is highly competitive with state procurement guidelines. This availability and compliance with the state contract pricing make Folsom Lake Ford the most practical and cost-effective source for this purchase.

FINANCIAL IMPACT

If approved the agreement with Folsom Lake Ford for the purchase of two Ford Explorer Hybrid police vehicles would be \$114,615. Sufficient funds are budgeted and available in the Police Vehicle/Equipment Fund (Fund 607) to cover the cost of the agreement.

ATTACHMENTS

1. Resolution No. 11552 - A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of Two Ford Explorer Hybrid Police Vehicles for \$114,615 from the Police Vehicle/Equipment Fund (Fund 607)
2. Quote from Folsom Lake Ford

Submitted,

Adam Green, Chief of Police

Attachment 1

RESOLUTION NO. 11552

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH FOLSOM LAKE FORD FOR THE PURCHASE OF TWO FORD EXPLORER HYBRID POLICE VEHICLES FROM THE POLICE VEHICLE/EQUIPMENT FUND (FUND 607)

WHEREAS, the City has elected to purchase two Ford Explorer hybrid police vehicles for the Folsom Police Department; and

WHEREAS, sufficient funds are budgeted and available in the Police Vehicle/Equipment Fund (Fund 607) for the purchase of the police vehicles; and

WHEREAS, this purchase is through Folsom Lake Ford, the only vendor able to currently supply these vehicles.

WHEREAS, the agreement will be in a format 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 a purchase agreement with Folsom Lake Ford for the purchase of two Ford Explorer hybrid police vehicles in the amount of \$114,615 from the Police Vehicle/Equipment Fund (Fund 607).

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

AYES: Councilmembers(s)

NOES: Councilmembers(s)

ABSENT: Councilmembers(s)

ABSTAIN: Councilmembers (s)

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2

PRICE QUOTATION
FOLSOM LAKE FORD
12755 FOLSOM BLVD.
FOLSOM, CA 95630
(916) 351-4202 - Direct

Date: 2/2/2026

To: Lieutenant Jeana Marendt / City of Folsom Police Department / In Stock PIU
From: Mark A. Paoli / Fleet Director / Folsom Lake Ford
Subject: Pricing for 2025 Ford Interceptor (State of California Contract #1-22-23-14C)

\$49,313.00 - Bid Price (2025 Ford Police Interceptor Utility AWD / 3.3L V6 Hybrid)
930.00 - Front Headlamp Lighting Solution (66A) - Includes Pre-Wiring (60A)
692.00 - Spot Lamps - Dual Whelen LED (51V)
601.00 - Front Warning Auxiliary LED Lights (21L)
475.00 - Rear Lighting Solution (66C)
352.00 - Side Marker LED - Sideview Mirrors (63B)
352.00 - Underbody Deflector Plate (76D)
207.00 - Police Wire Harness Connector Kit - Front/Rear (67V)
84.00 - Rear-Door Controls Inoperable - Locks/Handles/Windows (68G)
52.00 - Keyed Alike - Code 1284X (59B)
0.00 - 1/4 Size Picture In Picture Rear View Camera Image (87M)
\$53,058.00 - Selling Price (Solid Color - Agate Black Metallic)
85.00 - Documentation Fee
\$53,143.00 - Subtotal
4,118.58 - Sales Tax (7.75%) Subject to Change
0.00 - Delivery to Folsom, CA
37.00 - DMV Electronic Filing Fee
8.75 - California Tire Fee
\$57,307.33 - Total Price (EACH)
X2
\$114,614.66 - Total Price (2-Interceptors) F.O.B. Folsom, CA

Payment Terms: \$500.00 Discount Per Vehicle for Payment Within 20 Days / Net 30

Included: Ballistic Door Panels (Level III+), BLIS (Blind Spot Monitoring with Cross Traffic Alert), Dark Car Feature, Ford Pro Upfit Integration Feature, Ford Telematics (Includes Complimentary Two-Year Subscription), Front License Plate Bracket, Noise Suppression, Police Engine Idle Feature, Police Perimeter Alert, Police Pursuit Mode, Power Passenger Seat (4-Way), Red/White Dome Lamp In Cargo Area, Rear Auxiliary Air Conditioning, Rear View Camera with Washer (Displayed In 8" Center Stack Screen) Includes On-Demand Feature, Remote Keyless Entry with Four Keys and FOBs, Reverse Sensing, SYNC (Bluetooth), Trailer Hitch (Class III - Includes Wiring), Upfitter Switches(4) Mounted on Steering Wheel and 5yr/100k/0ded Powertrain Warranty.

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to facilitate double-sided printing
and minimize paper use.*



CITY OF
FOLSOM
DISTINCTIVE BY NATURE