



Folsom City Council Staff Report

MEETING DATE:	10/8/2024
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11273 - A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of Five Police Vehicles
FROM:	Police Department

RECOMMENDATION / CITY COUNCIL ACTION

Staff recommends that the City Council pass and adopt Resolution No. 11273 - A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of Five Police Vehicles.

BACKGROUND / ISSUE

The Service Delivery Plan adopted by the City Council calls for replacing marked police cars at 75,000 miles. The Police Department is currently utilizing 12 vehicles with mileage exceeding 75,000 miles, 10 of which are marked patrol vehicles. Five Ford police vehicles were ordered from the Folsom Lake Ford in September 2022; however, the production of these vehicles was postponed indefinitely. Folsom Lake Ford contacted the Police Department in February of 2024 to explain the delay and offer these vehicles as 2025 models at the fixed price set in September 2022, with the understanding that manufacturing would begin in the Fall of 2024.

Nationwide, the supply of vehicles is limited, disproportionately affecting SUVs, including vehicles for police service. The Police Department is fortunate that the Ford Motor Company has agreed to the price quoted in September 2022. This quote is part of a State of California contract which ensures the best available price for these vehicles.

POLICY / RULE

Section 2.36.080 of the Folsom Municipal Code requires that the City Council award contracts above \$73,209.00.

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 are proven to be incredibly durable and reliable for the heavy use demands typical of a police patrol vehicle.

This purchase of five Ford Explorer police vehicles will reduce the number of marked patrol vehicles exceeding 75,000 miles to five.

FINANCIAL IMPACT

The purchase of police vehicles was anticipated and included in the approved Fiscal Year 2024-25 Police Budget. Sufficient funds are budgeted and available in the General Fund (Fund 010) for the purchase. The purchase agreement for the five Ford police vehicles would be authorized for an amount not to exceed \$330,210. Once these new vehicles go into service, five high-mileage police vehicles will be disposed of following City Policy.

ATTACHMENTS

1. Resolution No. 11273 - A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford for the Purchase of five Police Vehicles
2. Quote from Folsom Lake Ford

Submitted,

Richard Hillman, Chief of Police

ATTACHMENT 1

RESOLUTION NO. 11273

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH FOLSOM LAKE FORD FOR THE PURCHASE OF FIVE FORD POLICE VEHICLES

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

WHEREAS, sufficient funds are budgeted and available for the purchase of the police vehicles in the Police Department's Fiscal Year 2024-25 General Fund (Fund 010) budget; 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 five Ford police vehicles for an amount not to exceed \$330,210.

APPROVED AND ADOPTED this 8th day of October 2024, by the following roll call vote:

AYES: Councilmembers(s)

NOES: Councilmembers(s)

ABSENT: Councilmembers(s)

ABSTAIN: Councilmembers (s)

Michael D. Kozlowski, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

ATTACHMENT 2

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

Date: 9/23/2024

To: Lieutenant Jake VerHalen / Operations Division / Folsom Police Department
From: Mark A. Paoli / Fleet Director / Folsom Lake Ford
Subject: Pricing for 2024 Ford Interceptor (State of California Contract #1-22-23-14C)

\$48,340.00 - Bid Price (2024 Ford Police Interceptor Utility AWD / 3.3L V6 Hybrid)
-2,853.00 - Ballistic Door Panel Delete (Level III+) Credit Per State Contract (90E)
5,047.00 - Ballistic Door-Panels (Level IV+) Driver & Passenger Front Doors (90G)
3,757.00 - Ready-for-the-Road Package (67H)
1,100.00 - Paint Four Doors White (CAL) Lifetime Warranty
705.00 - Police Perimeter Alert (68B)
637.00 - Rear Auxiliary Air Conditioning (17A)
620.00 - Spot Lamps - Dual Unity LED (51S)
601.00 - Rear Quarter Glass Side Marker LED Lights (63L)
576.00 - Front Warning Auxiliary LED Lights (21L)
408.00 - Rear Auxiliary Liftgate LED Lights (43A)
354.00 - Remote-Keyless Entry (55F) - Includes 4 Keys and 4 FOBs
350.00 - Underbody Deflector Plate (76D)
304.00 - Side Marker LED Lights - Sideview Mirrors (63B)
273.00 - Police Engine Idle Feature (47A)
240.00 - Rear Camera On-Demand (19V)
194.00 - Police Wire Harness Connector Kit - Front/Rear (67V)
151.00 - Pre-Collision Assist (76P)
114.00 - H8 AGM Battery (19K)
78.00 - Rear-Door Controls Inoperable - Locks/Handles/Windows (68G)
64.00 - Tail Lamp Police Interceptor Housing Only (86T)
54.00 - Switchable Red/White Lighting In Cargo Area (17T)
54.00 - Keyed Alike - Code 1151X (59G)
\$61,168.00 - Selling Price (Agate Black Metallic Paint w/Four White Doors)
85.00 - Documentation Fee
\$61,253.00 - Subtotal
4,747.11 - Sales Tax (7.75%)
33.00 - DMV Electronic Filing Fee
8.75 - California Tire Fee
\$66,041.86 - Total Price (EACH)
X5
\$330,209.30 - Total Price (5-Interceptors) F.O.B. Folsom, CA

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

Included: Dark Car Feature, Ford Telematics (Includes Complimentary Two-Year Subscription), Front License Plate Bracket, Global Lock/Unlock Feature, Noise Suppression, Police Interceptor Badge Delete, Rear View Camera (Displayed In Rear View Mirror), 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