



CITY OF
FOLSOM
QUALITY TIME BY DESIGN

Folsom City Council Staff Report

MEETING DATE:	11/9/2021
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 10750 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford to Purchase Eight Ford Pickup Trucks for the Public Works Department and the Environmental and Water Resources Department
FROM:	Environmental and Water Resources Department Public Works Department

RECOMMENDATION / CITY COUNCIL ACTION

The Public Works and Environmental and Water Resources Departments recommend that the City Council pass and adopt Resolution No. 10750 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford to Purchase Eight Ford Pickup Trucks for the Public Works Department and the Environmental and Water Resources Department.

BACKGROUND / ISSUE

The Public Works Department Fleet Management must maintain a fleet of staff vehicles that is able to provide efficient and reliable service. The City's requirement for these vehicles is based on the need to replace its aging fleet and to maintain current service levels. The vehicles being purchased will replace eight vehicles currently being used by Public Works and Environmental and Water Resources Departments' staff, all of which have exceeded their expected service life in terms of age, mileage, ongoing maintenance costs, or some combination thereof. The proposed replacement Ford pickup trucks will benefit from modern technology to provide a more reliable and safer working environment for staff while providing an estimated 30% improvement in fuel efficiency, based on Environmental Protection Agency (EPA) miles per gallon ratings, all of which should result in a significant reduction in operating costs.

This resolution authorizes the City Manager to execute an agreement with Folsom Lake Ford for the purchase of eight Ford pickup trucks. The total cost for the purchase of these vehicles will not exceed \$483,259.03.

POLICY / RULE

Section 2.36.080 of the Folsom Municipal Code states, in part, that contracts for supplies, equipment, services, and construction with an estimated value of \$62,657 or greater shall be awarded by the City Council.

Section 2.36.100 of the Folsom Municipal Code provides for a five percent price differential to local bidders in contracting. The success of local businesses and vendors positively impacts Folsom’s economy as a whole, as well as the City’s ability to provide quality services and programs. The City strives to use Folsom vendors in purchasing services and products when quality, service, and other factors are equal.

ANALYSIS

The Public Works Department received a total of three competitive bids from dealers solicited. The dealers and corresponding bids are shown in the table below. Folsom Lake Ford submitted the winning bid by virtue of being the lowest bid.

Dealer	Bid Amount
Downtown Ford	\$ 490,140.70
Folsom Lake Ford*	\$ 483,259.03
National Auto Fleet Group	\$ 528,500.93

*Selected bid

FINANCIAL IMPACT

Staff is requesting that the new contract be authorized for a not to exceed amount of \$483,259.03. Sufficient funds to purchase the replacement vehicles are budgeted and available in the Fiscal Year 2021-22 Public Works Fund (Fund 023), Solid Waste Enterprise Fund (Fund 540), Fleet Management General Fund (Fund 010), Sewer Operating Fund (Fund 530), and Water Operating Fund (Fund 520).

Department/Division	Fund	Model of Truck	No. of Trucks	Amount
Public Works Streets	023	F250	3	\$ 159,378.81
Public Works Solid Waste	540	F250	1	\$ 30,701.37

Public Works Hazardous Materials	540	F250	1	\$ 58,720.65
Public Works Fleet Management	010	F350	1	\$ 37,455.11
Environmental & Water Resources Sewer	530	F250	1	\$ 61,616.97
Environmental & Water Resources Water	520	F550	1	\$ 135,386.12
Total			8	\$ 483,259.03

Replaced vehicles will be disposed of in accordance with Folsom Municipal Code, section 2.36.220, Disposition of surplus personal property.

ENVIRONMENTAL REVIEW

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

ATTACHMENT

Resolution No. 10750 – A Resolution Authorizing the City Manager to Execute an Agreement with Folsom Lake Ford to Purchase Eight Ford Pickup Trucks

Submitted,



 Mark Rackovan, PUBLIC WORKS DIRECTOR



 Marcus Yasutake, ENVIRONMENTAL & WATER RESOURCES DIRECTOR

RESOLUTION NO. 10750

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH FOLSOM LAKE FORD TO PURCHASE EIGHT FORD PICKUP TRUCKS FOR THE PUBLIC WORKS DEPARTMENT AND THE ENVIRONMENTAL AND WATER RESOURCES DEPARTMENT

WHEREAS, the Public Works and the Environmental and Water Resources Departments have validated their need to purchase eight Ford pickup trucks based on an approved replacement schedule; and

WHEREAS, this purchase has been competitively bid by three different vendors with Folsom Lake Ford submitting the winning bid by virtue of being the lowest bid; and

WHEREAS, sufficient funds are budgeted and available in the Fiscal Year 2021-22 Public Works Fund (Fund 023), Solid Waste Enterprise Fund (Fund 540), Fleet Management General Fund (Fund 010), Sewer Operating Fund (Fund 530) and Water Operating Fund (Fund 520) Budgets for the purchase of vehicles; and

WHEREAS, replaced equipment will be sold in accordance with Folsom Municipal Code section 2.36.220, Disposition of surplus personal property; 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 Lake Ford to purchase eight Ford pickup trucks for a not-to-exceed amount of \$483,259.03 including tax and delivery.

PASSED AND ADOPTED this 9th day of November 2021, by the following roll-call vote:

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

Michael D. Kozlowski, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK