



Folsom City Council Staff Report

MEETING DATE:	8/11/2026
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11687 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Folsom Lake Ford for the Purchase of One Ford Vehicle for \$68,664.18, and Use of Funds from Landscaping and Lighting Districts and Community Facility Districts (22-L&L)(9-CFD)
FROM:	Parks and Recreation Department

RECOMMENDATION / CITY COUNCIL ACTION

Staff recommends the City Council approve Resolution No. 11687 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Folsom Lake Ford for the Purchase of One Ford Vehicle for \$68,664.18, and Use of Funds from Landscaping and Lighting Districts and Community Facility Districts (22-L&L)(9-CFD).

BACKGROUND / ISSUE

The Municipal Landscape Services (MLS) Division utilizes fleet vehicles on a daily basis to inspect, maintain, and respond to service requests for the City's Landscaping and Lighting Districts (L&Ls) and Community Facility Districts (CFDs). One of the Division's existing vehicles has reached the end of its useful service life due to its age (1999), mileage (84,548), and increasing maintenance needs. As the vehicle continues to age, repair costs and downtime have increased, reducing its reliability and availability for daily operations.

Replacing the existing vehicle will improve operational efficiency, enhance employee safety by providing a more reliable vehicle equipped with current safety features, and reduce ongoing maintenance and repair expenses. The replacement vehicle is intended to serve the same operational purpose as the existing unit and will ensure that MLS staff can continue to effectively perform inspections, respond to maintenance requests, transport personnel and equipment, and maintain the City's public landscape assets.

The proposed purchase is a planned fleet replacement and does not expand the City's fleet inventory. Instead, it replaces an existing vehicle that will be removed from service in accordance with the City's fleet management practices.

POLICY / RULE

In accordance with Chapter 2.36.120 of the Folsom Municipal Code, contracts for supplies, equipment, services, and construction with an estimated value of \$77,426 or greater shall be awarded by the City Council.

The Parks and Recreation Department, in coordination with the City Fleet Division, solicited quotations from Sourcewell and Folsom Lake Ford for the purchase of a Ford F250 truck with a utility bed. Although FMC Section 2.36.170 allows for the purchase of this vehicle directly through the Sourcewell contract number without having to solicit multiple quotes, City staff also solicited a quote from Folsom Lake Ford to compare pricing and to offer an opportunity for a local dealership to bid on the purchase. Folsom Lake Ford submitted the lowest responsive quotation that met the City's vehicle specifications and operational requirements.

This purchase is under the City Manager's authority, however multiple departments purchase through Folsom Lake Ford, meaning the total annual purchases from the vendor exceed the City Manager's approval authority.

ANALYSIS

The proposed vehicle purchase is a scheduled replacement of an aging MLS Division vehicle that has exceeded its useful service life. The existing vehicle has experienced increased maintenance requirements, higher operating costs, and reduced reliability, which can impact staff productivity and the Division's ability to provide timely maintenance and emergency response services. Photographs documenting the current condition of the vehicle are included in Attachment 2.

The replacement vehicle will support the MLS Division's daily operations by providing dependable transportation for staff, tools, equipment, and materials used to maintain landscaped corridors, mini-parks, open space areas, irrigation systems, street lighting, and other Landscaping and Lighting Districts, and Community Facility District assets. A reliable fleet vehicle is essential to maintaining service levels, responding to customer requests, conducting inspections, and performing routine and emergency maintenance activities throughout the City.

Replacing the vehicle at the end of its service life is consistent with the City's fleet management practices and helps minimize long-term maintenance costs while improving operational efficiency. In addition, the new vehicle will include modern safety features that enhance employee safety and reduce the likelihood of unexpected breakdowns and service interruptions.

Approval of this purchase will allow the MLS Division to continue providing efficient, reliable, and cost-effective maintenance services without increasing the overall size of the City's fleet, as the new vehicle will replace an existing unit being removed from service.

ENVIRONMENTAL REVIEW

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

FINANCIAL IMPACT

If approved, the purchase agreement with Folsom Lake Ford for the purchase of a Ford vehicle for \$68,664.18 would be funded through the twenty-two (22) Landscaping and Lighting Districts, and nine (9) Community Facility Districts (Attachment 3 – Funding Breakdown). Sufficient funds are budgeted and available for the purchase. There is no impact to the General Fund for this purchase.

ATTACHMENTS

1. Resolution No. 11687 – A Resolution Authorizing the City Manager to Execute a Purchase Agreement with Folsom Lake Ford for the Purchase of One Ford Vehicle for \$68,664.18, and Use of Funds from Landscaping and Lighting Districts and Community Facility Districts (22-L&L)(9-CFD)
2. Vehicle Photos
3. Funding Breakdown

Submitted,

Kelly Gonzalez,
Parks & Recreation Director

Attachment 1

RESOLUTION NO. 11687

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE A PURCHASE AGREEMENT WITH FOLSOM LAKE FORD FOR THE PURCHASE OF ONE FORD VEHICLE FOR \$68,664.18, AND USE OF FUNDS FROM LANDSCAPING AND LIGHTING DISTRICTS AND COMMUNITY FACILITIES DISTRICTS (22-L&L)(9-CFD)

WHEREAS, the City of Folsom Municipal Landscape Services Division relies on fleet vehicles to inspect, maintain, and respond to service requests involving the Landscaping and Lighting Districts, and Community Facility Districts related to landscape corridors, streetscapes, mini-parks, open spaces, irrigation systems, street lighting, and other public infrastructures; and

WHEREAS, one of the Municipal Landscape Services Division's existing fleet vehicles has reached the end of its useful service life due to its age, mileage, and increasing maintenance requirements, resulting in reduced reliability and high operating costs; and

WHEREAS, replacing the existing vehicle will improve operational efficiency, enhance employee safety through modern safety features, reduce ongoing maintenance expenses, and ensure the continued delivery of essential municipal landscape maintenance services; and

WHEREAS, the proposed purchase is a planned fleet replacement and will not increase the overall size of the City's fleet, as the existing vehicle will be removed from service in accordance with the City's fleet management practices; and

WHEREAS, sufficient funds are budgeted and available within the (22) Landscaping and Lighting Districts and (9) Community Facilities Districts; and

WHEREAS, Folsom Lake Ford provided the lowest quote; and

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute a purchase agreement with Folsom Lake Ford for the purchase of one Ford vehicle for \$68,664.18.

PASSED AND ADOPTED this 11th day of August 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

Attachment 2



Front of vehicle #475



Rear of vehicle #475



View of inside cab of vehicle #475



View of roof inside vehicle #475

Attachment 3

Attachment 3

#	Fund	District	\$\$ per fund
1	270	American River Canyon North No. 2	\$202.54
2	275	American River Canyon North No. 3	\$5,431.39
3	250	Blue Ravine Oaks (The Shores)	\$739.92
4	205	Briggs Ranch	\$1,937.06
5	210	Broadstone 1 & 2	\$4,111.73
6	209	Broadstone Unit 3	\$766.44
7	266	Broadstone Unit 3 (CFD)	\$10,976.54
8	234	Cobble Ridge	\$71.76
9	214	Cobble Ridge II / Reflections	\$1,102.05
10	281	Folsom Heights No. 2	\$707.36
11	212	Hannaford Cross	\$228.90
12	213	Lake Natoma Shores (The Preserves)	\$384.13
13	204	Los Cerros	\$400.36
14	207	Natoma Station	\$2,865.51
15	232	Natoma Valley / Lakeridge Estates (KNOLLS)	\$291.73
16	215	Prairie Oaks Ranch No. 2	\$6,062.59
17	231	Sierra Estates	\$40.25
18	237	Silverbrook	\$86.68
19	251	Steeplechase	\$322.82
20	271	The Residences at American River Canyon 1 & 2	\$165.23
21	284	Willow Creek Estates East No. 2	\$991.63
22	252	Willow Creek Estates South	\$2,457.48
23	260	Willow Springs	\$372.86
24	262	Willow Springs (CFD)	\$3,204.03
25	285	Prospect Ridge	\$343.99
26	283	The Islands (CFD)	\$1,355.73
27	288	CFD 18	\$19,820.92
28	289	CFD 19	\$1,876.11
29	291	CFD 23 IA1	\$837.84
30	292	CFD 23 IA2	\$112.78
31	294	CFD 23 IA4	\$308.35
32	297	CFD 23 IA7	\$87.46
Total			\$68,664.18