



REPORT TO COUNCIL City of Sacramento

915 I Street, Sacramento, CA 95814-2604
www.CityofSacramento.org

CONSENT
April 10, 2007

Honorable Mayor and
Members of the City Council

Title: Contracts: Purchase of Hybrid Vehicles

Location/Council District: Citywide

Recommendation: Adopt a **Resolution:** 1) Awarding a contract to Senator Ford, the lowest responsible bidder, for the purchase of up to 15 Ford Escape Hybrids in an amount not to exceed \$382,000; and 2) awarding a contract to Folsom Lake Toyota, the lowest responsible bidder, for the purchase of up to 26 Toyota Prius Hybrid sedans in an amount not to exceed \$631,000.

Contacts: Keith Leech, Fleet Manager, 808-5869, Christopher Stewart, Procurement Services Manager, 808-6202

Presenters: Not Applicable.

Department: General Services

Division: Fleet Management

Organization No: 3259

Description/Analysis:

Issue: The Department of General Services, Fleet Management Division, has current and anticipated customer requirements to purchase hybrid powered sport utility vehicles and compact sedans for various departments within the City of Sacramento. These vehicles are primarily replacements for older fleet vehicles and will be used in various capacities throughout the City of Sacramento.

Policy Considerations: The recommendations in this report are in accordance with the provisions of the City Code Section 3.56.

Committee/Commission Action: Not Applicable.

Environmental Considerations: The Environmental Services Manager has determined that the action of purchasing vehicles does not have the potential for causing a significant effect on the environment and is therefore exempt under California Environmental Quality Act (CEQA) Guidelines, Categorical Exemption Section 15061(b)(3).

Rationale for Recommendation: A formal Invitation for Bid, B071181064, was developed and administered in accordance with City Code Section 3.56, through the cooperative efforts of the Fleet Management and Procurement Services Divisions for known FY2006/07 replacement vehicles and forecasted hybrid powered sport utility vehicle and sedan purchases. Twenty-nine vehicle dealers were solicited, seven responses were received and two bids were determined to be the lowest responsible, Senator Ford and Folsom Lake Toyota.

In an effort toward fuel consumption reduction, these vehicles will be replacements for older fleet units as well as additional vehicles. Replacement of older vehicles with hybrid technology reduces fuel consumption, emissions and the City's dependence on foreign energy sources.

The quantities bid were based on known requirements, forecasted needs and possible upgrades from existing gasoline powered sedans and compact trucks. The Fleet Management Division is committed to providing options for upgrading to alternatively fueled and powered vehicles to our internal customers. The contracts resulting from this bid will be pricing agreements allowing Fleet to satisfy our internal customers' needs in the upcoming fiscal year should decisions be made and funding become available for such upgrades.

Financial Considerations: There are sufficient funds available in the Department of General Services, Fleet Management operating budget for FY2006/07 to purchase up to six Toyota Prius Hybrid sedans in an amount not to exceed \$147,000. Additional purchases of Toyota Prius Hybrid sedans and Ford Escape Hybrids during the term of the contract will be at the current bid price and contingent upon budget approval, the availability of funding and current market pricing.

Emerging Small Business Development (ESBD): Senator Ford and Folsom Lake Toyota are not certified as an Emerging/Small Business Enterprise (ESBE). (There are no known ESBE firms in this market.

Respectfully submitted by: Craig B Symus Jr
Christopher Stewart
Procurement Services Manager

Respectfully submitted by: Keith Leech Jr
Keith Leech
Fleet Manager

Approved by: Reina J. Schwartz
Reina J. Schwartz
Director, Department of General Services

Recommendation Approved:

Ray Kerridge
Ray Kerridge
City Manager

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Attachment 1

BID NO B071181064 - Compact and Sport Utility Hybrid Vehicles
Bid Due Date: January 31, 2007

Bidder	Fifteen Hybrid Sport Utility Vehicles (Incl. manuals, sales and tire tax)	5% E/SBE Preference	Prompt Payment Discount	1% City Tax Preference	Evaluation Total
Downtown Ford	\$394,408	None	<\$18,302>	<\$3,659>	\$372,446
Philpott Ford	\$401,171	None	None	None	\$401,171
Harrold Ford	\$382,764	None	<\$7,500>	None	\$375,264
*Senator Ford	\$381,805	None	<\$7,500>	<\$3,542>	\$370,763
Folsom Lake Toyota	\$505,737	None	None	None	\$505,737
Hoblit Motors	\$391,011	None	<\$7,500>	None	\$383,511
Maita Toyota	\$509,210	None	None	None	\$509,210

Total Amount of Contract

\$381,805.46*

Total Bid Amount: \$381,805

Award of Sport Utility Contract to: *Senator Ford
 3801 Florin Road
 Sacramento, CA 95823

Bidder	Twenty-Six Hybrid Compact Sedans (Incl. manuals, sales and tire tax)	5% E/SBE Preference	Prompt Payment Discount	1% City Tax Preference	Evaluation Total
Folsom Lake Toyota	\$630,500	None	None	None	\$630,500
Maita Toyota	\$646,544	None	None	None	\$646,544

Total Amount of Contract

\$630,500.35*

Total Bid Amount: \$630,500

Award of Compact Sedan Contract to: *Folsom Lake Toyota
 12747 Folsom Boulevard
 Folsom, CA 95630

Total No. of Bids Solicited	No. of E/SBE Bids Solicited	No. of E/SBE Responses	Award to E/SBE Vendor
29	0	0	No

RESOLUTION NO. 2007-XXXX

Adopted by the Sacramento City Council

April 10, 2007

AWARDING A CONTRACT TO SENATOR FORD INC. FOR THE PURCHASE OF HYBRID SPORT UTILITY VEHICLES IN AN AMOUNT NOT TO EXCEED \$382,000 AND AWARDING A CONTRACT TO FOLSOM LAKE TOYOTA FOR THE PURCHASE OF HYBRID SEDANS IN AN AMOUNT NOT TO EXCEED \$631,000

BACKGROUND

- A. The Department of General Services, Fleet Management Division, has requirements to purchase hybrid powered sport utility vehicles and sedans for various departments within the City of Sacramento.
- B. Fleet Management staff have worked with Procurement Services to solicit bids for the FY2006/07 requirements, as well as the forecasted needs for FY2007/08.

BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL RESOLVES AS FOLLOWS:

- Section 1. Award a contract to Senator Ford, Inc., 3801 Florin Road, Sacramento, CA, for the purchase of 15 Ford Escape Hybrids in an amount not to exceed \$382,000.
- Section 2. Award a contract to Folsom Lake Toyota, 12747 Folsom Boulevard, Folsom, CA, for the purchase of 26 Toyota Prius Hybrid sedans in an amount not to exceed \$631,000.
- Section 3. Fleet Management may place an initial order for up to six Toyota Prius Hybrid sedans in an amount not to exceed \$147,000 in FY2006/07. Additional purchases for the remaining quantities will be at the current bid price and will be contingent upon budget approval, availability of funding and current market pricing.
- Section 4. Authorize the City Manager or his designee to issue the necessary purchase order and contract documents to procure equipment as described above.

