

CITY OF SANTA ROSA
CITY COUNCIL

TO: MAYOR AND CITY COUNCIL
FROM: JEREMY GUNDY, DEPUTY DIRECTOR FIELD SERVICES,
TRANSPORTATION AND PUBLIC WORKS
SUBJECT: WAIVER OF BID AND ISSUANCE OF BLANKET PURCHASE
ORDER TO HANSEL FORD, SANTA ROSA, CALIFORNIA FOR
REPLACEMENT FORD POLICE INTERCEPTOR UTILITY
VEHICLES

AGENDA ACTION: RESOLUTION

RECOMMENDATION

It is recommended by the Transportation and Public Works and Finance Departments that the Council, by resolution: 1) waive competitive bidding pursuant to Section 3-08.100(D) of the Santa Rosa City Code; and 2) approval of a Blanket Purchase Orders for the purchase of 2025 Model Year and newer Ford Police Interceptor Utility vehicles as the current fleet becomes eligible for replacement to Hansel Ford, Santa Rosa, California in an amount not to exceed \$3,500,000.

EXECUTIVE SUMMARY

The Transportation and Public Works (TPW) and Santa Rosa Police Departments are requesting approval of a blanket purchase order and Waiver of Competitive Bid for Ford Police Interceptor Utility vehicles under the Transportation and Public Works Fleet Vehicle Replacement Fund.

BACKGROUND

Under the City of Santa Rosa's (City) guidelines for replacement of fleet vehicles, the Transportation and Public Works Department (TPW) Fleet Maintenance Division selects a vehicle for replacement when it has reached the end of its cost-effective life cycle. These vehicles have met the replacement criteria using a 15-point replacement program, an industry standard to predict when best to sell a vehicle. Repair costs, age, and mileage are considered in the point calculation performed by our Faster Fleet software system.

The City's current fleet of police vehicles consists mainly of Ford Interceptor Utility vehicles. Purchasing the same manufacturer model of police vehicles maintains fleet

WAIVER OF BID AND ISSUANCE OF BLANKET PURCHASE ORDER TO HANSEL FORD, SANTA ROSA, CALIFORNIA FOR REPLACEMENT FORD POLICE INTERCEPTOR UTILITY VEHICLES
PAGE 2 OF 4

uniformity, provides operational efficiencies by eliminating the need to keep inventories of spare parts and specialized police vehicle equipment for multiple models, and simplifies maintenance and technician training. The Police Department has studied various sedan and SUV patrol vehicles, determining that the mid-size platform of the Ford Interceptor Utility provides the most applicable balance of size, function, and economy relative to the City of Santa Rosa's urban environment. Additionally, the Ford Interceptor Utility base model is the only available gasoline-hybrid powertrain currently available which provides a 32% reduction of gasoline used over each vehicle's life cycle. Based on this research, the Police Department continues to replace existing fleet with Ford Interceptor Utility vehicles.

The City issued Purchase Order 165627 in November of 2021 for (28) 2022 Ford Interceptor Utility Vehicles. Ford Motor Company only produced and delivered 15 of the 28 units ordered, inhibiting the regular vehicle replacement schedule. The City learned about this shortage late 2022, when those vehicles were delivered. The 2023 model year ordering window had already closed, preventing orders for that year model. Additionally, Ford Motor Company deferred the 2024 model year of the Interceptor Utility vehicle.

The City has since learned, on February 8, 2024, that Ford Motor Company will be offering a 2025 model year of the Interceptor Utility Police vehicle.

The Santa Rosa Police Department utilizes 3 different configurations of the Interceptor Utility vehicles: a standard Marked Patrol, a K9 or Sergeant, and a Command Staff configuration. Each configuration is pursuit rated with emergency lighting package but requires differently ordered interior/exterior options to fit the work requirement.

The Transportation and Public Works Fleet Department identifies approximately 60 vehicles that are scheduled to be replaced by December 31, 2025. Pricing has not been made available, but based on recent purchases and published MSRP, it can be estimated at \$47,500 for a 2025 Marked Patrol unit with the standard hybrid powertrain.

Section 3-08.100(D) of the City Code provides that purchases of supplies, material, equipment, and services may be made without recourse to competitive bidding requirements where the source of supply, necessary restrictions in specifications, necessary standardization, quality considerations, or other valid reasons for waiving competition appears.

Under Section 3-08.100(D), the approval of the waiver of competitive bidding must be approved at the same level of authority as set forth in Section 3-08.110 of the City Code. Council is the award authority for a purchase with a not-to-exceed amount over \$100,000 and must approve the waiver of competitive bidding.

WAIVER OF BID AND ISSUANCE OF BLANKET PURCHASE ORDER TO HANSEL FORD, SANTA ROSA, CALIFORNIA FOR REPLACEMENT FORD POLICE INTERCEPTOR UTILITY VEHICLES
PAGE 3 OF 4

Based on the pricing the City obtained from Hansel Ford, and the limited availability of the equipment, TPW and the Purchasing staff consider it advantageous to the City to waive the competitive purchase process as allowed in City Code 3-08.100 (D) and issue a blanket purchase order to Hansel Ford. Upon approval by Council, a purchase order will be issued using the City's standard Terms and Conditions for the vehicles described above as ordering opportunities become available, in an amount not-to-exceed \$3,500,000. All vehicles ordered are replacement only, no additions to the fleet shall be incurred.

PRIOR CITY COUNCIL REVIEW

Not applicable.

ANALYSIS

It was determined that Hansel Ford is the only local, as defined by City Code, Ford vendor currently capable of providing pricing, availability, and support of these vehicles. As Council has for years expressed the interest, when possible, to utilize local vendors, this is an excellent opportunity. In lieu of bidding the Ford product nationally, the City has opted to waive bidding and issue award to the only local dealer, as defined by City Code 3-08.130 (I) after analysis of pricing was deemed responsible as it was compared to nationally awarded cooperative contracts.

FISCAL IMPACT

Funds for this purchase were approved in FY23/24 Transportation and Public Works Fleet Vehicle Replacement Budget, GL 300106.

ENVIRONMENTAL IMPACT

This action is exempt from the California Environmental Quality Act (CEQA) because it is not a project which has a potential for resulting in either a direct physical change in the environment or a reasonably foreseeable indirect physical change in the environment, pursuant to CEQA Guidelines Section 15378.

BOARD/COMMISSION/COMMITTEE REVIEW AND RECOMMENDATIONS

Not applicable.

NOTIFICATION

Not applicable.

WAIVER OF BID AND ISSUANCE OF BLANKET PURCHASE ORDER TO HANSEL
FORD, SANTA ROSA, CALIFORNIA FOR REPLACEMENT FORD POLICE
INTERCEPTOR UTILITY VEHICLES
PAGE 4 OF 4

ATTACHMENTS

- Attachment 1 – Police 2025 Marked Patrol Hybrid
- Attachment 2 – Police 2025 Marked K9 Sgt Hybrid
- Attachment 3 – Police Command Staff
- Resolution

PRESENTER

Zac Brand, Fleet Superintendent
Brandalyn Tramel, Purchasing Agent