

SANTA YNEZ COMMUNITY SERVICES DISTRICT
MEMORANDUM

TO: Board of Directors
FROM: Loch Dreizler, General Manager
DATE: March 20, 2024
SUBJECT: Purchase a new Ford F-250 Operations and Maintenance Vehicle

Recommendation / Proposed Motion

Approve the purchase of a new, gas-powered Ford F250 XLT Regular Cab pickup truck from Santa Maria Ford for the price shown on the last page of this memo + \$5,000 contingency for any potential documentation or fabrication modifications.

Alternatives Considered

None

Policy Implications

Our Code of Ordinance, O-17-02, requires Board approval for contracts and purchases exceeding \$25,000.

Fiscal Implications

The District included vehicle replacement in its most recent rate study from 2021, and this truck purchased 20 years ago was fully depreciated in 2014. Purchased in 2004 for about \$32,000 and depreciated 10% annually for ten years.

The district would purchase this vehicle with funds from capital reserves.

There will be salvage value for the existing vehicle >\$5,000<\$10,000 to be sold at 777 auction sales in Atascadero or via govdeals.com.

Discussion

A good goal for vehicles and equipment is to systematically replace vehicles and equipment needed to support the District's operations as they depreciate rather than waiting until they are unserviceable or become an absolute necessity.

The General Manager visited each of the three dealerships listed below twice, once to meet the fleet vehicle sales associate and a second time to drop off the District's truck specifications. Santa Maria Ford (located in Santa Barbara County) offered the best price and customer service and provided the most detailed information. The price was compatible with the California Multiple Awards Schedule (CMAS) program.

Staff researched the cost of a new truck, which is available at discounted prices because we are a public agency. Staff specified a vehicle like the existing Truck but with added towing capacity for the District's jetter (9,995-pound jetter + 4,170 pounds of water = 14,165 pounds). The new truck has a 14,800 standard (hitch) towing capacity.

1. Santa Maria Ford – F250, 4x4, Gas, Regular Cab

a. Base Price	\$47,988.76
b. Utility Bed Price	\$12,001.00 (Royal Truck Beds)
c. Fees	Included
d. <u>Sales Tax</u>	<u>\$ 5,249.10</u>
e. Total	\$65,238.86

2. Vreeland Ford – F250, 4x4, Gas, Regular Cab

a. Base Price	\$50,495.00 (\$2,496.24)
b. Utility Bed Price	\$16,500.00 (Scelzi Truck Beds)
c. Fees	\$ 1,225.75
d. <u>Sales Tax</u>	<u>\$ 5,198.70</u>
e. Total w/o tax/doc	\$73,419.45 (8,180.59 difference)
f.	Vreeland also offered an F350 Diesel option with more towing capacity for about \$15,000 more than the above price.

3. **Mullahey Ford in Arroyo Grande** indicated they would participate but did not submit a quote after multiple attempts, including email and in-person contact.

The dealership would have to order this vehicle and install the utility bed, which will take 3 to 4 months. It will likely be available in late June or early July if purchased this month.

Attachment(s):

1. Truck Specifications
2. Santa Maria Ford's Cost Breakdown

Electric Vehicles (EV) Note:

The California Air Resources Board (CARB) - Advanced Clean Fleets Rule

The basics:

- State and local agencies must ensure that 50% of vehicle purchases are zero-emission beginning in 2024 and 100% starting in 2027.
- Small government fleets — those with ten or fewer vehicles — and those in designated counties must start their EV purchases beginning in 2027
- There are some exceptions, but the regulations are often a moving target.



Fleet Vehicle Purchase – Request for Quotation



Basics Specification (similar to the truck shown above)

1. Year/Type: 2024 F-250 XLT Super Duty
2. Cab: Regular Cab
3. Exterior Color: Oxford White
4. Tow Hitch: Trailer Tow Package
5. Interior Color: Lighter Color
6. Drivetrain: Four-Wheel Drive
7. Fuel Type: Gas or Diesel
8. Transmission: 10-speed Automatic
9. Extra Key
10. Include Delivery Date