

**REPORT TO THE
CITY COUNCIL**
City of Salinas, California

DATE: August 30, 2016

FROM: Kelly McMillin, Chief of Police

BY: Cynthia Burnham, Police Services Administrator

SUBJECT: **DIRECT PURCHASE POLICE CHEVY TAHOES**

RECOMMENDATION:

It is recommended that the City Council approve a resolution authorizing the direct purchase of four 2015 Chevy Tahoes and three 2016 Chevy Tahoes from Folsom Chevrolet, as well as the required ballistic and radio/computer equipment for each vehicle from Data 911 and Ker Industries, and equipment installation from Lehr Auto Electric for a total of \$521,783.98.

DISCUSSION:

The Salinas Police Department is currently working to update and replace a very dated and worn out vehicle fleet. Measure G funds allow for the purchase of 10 new patrol cars for fiscal year 2016/2017. To ensure that new vehicles purchased meet the needs of the department, SPD staff reviewed several patrol vehicle make and models and determined that the Chevy Tahoe is the best fit for the department, despite being more expensive than the previously quoted Ford Interceptor. A couple key factors included better driver visibility, body on frame construction (to reduce repair costs) and more space inside the vehicle. Fewer cars (8 versus 10) will be purchased; however, they are more durable and better fit the department's needs.

Locally, Salinas Chevy dealers are not able to get Chevy Tahoes until April 2017. In order to get new vehicles on the street as soon as possible, staff reached out to Chevy dealers outside of the area and found that Folsom Chevrolet in Folsom, California has four 2015 and three 2016 Chevy Tahoes immediately available for purchase. SPD can have them sent directly to Lehr Auto Electric to have them equipped with required equipment and it is projected they could be on the streets in November 2016. (Typically time between vehicle purchase and street ready is 90 days.)

Folsom Chevrolet has contract pricing through the Cooperative Purchase Provision of the County of Ventura 457020151003-26/MM. A 2015 Chevy Tahoe (with ballistic door panels) is \$40,203.56 each (\$160,814.22 for four). A 2016 Chevy Tahoe (with ballistic door panels) is \$40,203.56 (\$138,096.79 for three). Installation by Lehr Auto Electric is \$14,338.97 per vehicle (\$100,372.97 for all seven vehicles). Radios and computer equipment from Data 911 are estimated at \$17,500 each (\$122,500 for all seven vehicles). The total purchase price for all seven vehicles with equipment is estimated to be \$521,783.98.

The Chevrolet dealership in Salinas was given the opportunity to compete against this contract. They were not able to find a Police Chevy Tahoe until after April 2017. Staff recommends purchasing the 2015 and 2016 Chevy Tahoes from Folsom Chevrolet in Folsom, California. City Council has the authority to approve this purchase under Salinas Municipal Code Sections 12-25 (Exceptions) and 12-28.070, cooperative purchasing with other government agencies.

ISSUE:

Shall the City Council approve a resolution authorizing the direct purchase of four 2015 Chevy Tahoes and three 2016 Chevy Tahoes from Folsom Chevrolet as well as the required ballistic and radio/computer equipment for each vehicle from Data 911 and Ker Industries and equipment installation from Lehr Auto Electric for a total of \$521,783.98.

COMMISSION, COMMITTEE, COUNCIL SUBCOMMITTEE RECOMMENDATIONS:

None

FISCAL IMPACT:

There are funds available in the 2016/2017 fiscal year budget to fund these purchases in CIP project 9579.

TIME CONSIDERATIONS:

These vehicles are immediately available from Folsom Chevrolet. Any delay in purchasing may jeopardize their availability and delay the opportunity for new, reliable vehicles for SPD officers.

ALTERNATIVES/IMPLICATIONS:

Conduct a formal bid process - This would delay the purchase by two months. The County of Ventura conducted their own formal bid process and with their leveraged buying power, it would be doubtful that the City of Salinas would generate any savings from a formal bid.

CITY COUNCIL GOALS:

This purchase supports the Council's goal of maintaining a safe and livable community for all its residents.

CONCLUSIONS:

Staff recommends City Council approve a resolution authorizing the direct purchase of four 2015 Chevy Tahoes and three 2016 Chevy Tahoes from Folsom Chevrolet as well as the required ballistic and radio/computer equipment for each vehicle from Data 911 and Ker Industries and equipment installation from Lehr Auto Electric for a total of \$521,783.98. This action provides the most expeditious and cost effective alternative to meet the needs of the Department.

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