



CITY OF SALINAS COUNCIL STAFF REPORT

DATE: DECEMBER 7, 2021

DEPARTMENT: SALINAS POLICE DEPARTMENT

FROM: ROBERTO FILICE, CHIEF OF POLICE

BY: TONYA ERICKSON, MANAGEMENT ANALYST

TITLE: DIRECT PURCHASE OF POLICE PATROL VEHICLES

RECOMMENDED MOTION:

A motion to approve a Resolution authorizing the direct purchase of fourteen (14) Ford Police Interceptor Utility vehicles from Salinas Valley Ford for a total cost not to exceed \$577,137.54.

RECOMMENDATION:

Staff recommends that City Council approve the direct purchase of fourteen (14) Ford Police Interceptor Utility vehicles from Salinas Valley Ford for a total cost not to exceed \$577,137.54.

EXECUTIVE SUMMARY:

During FY 2020-21, the Salinas Police Department developed a comprehensive Police Vehicle Replacement Plan which established target replacement cycles based upon vehicle assignment, usage data and best practices in fleet management. For vehicles assigned to patrol functions, the target replacement cycle is 6 years and/or 120,000 miles and the plan identified the need to add additional patrol vehicles to ensure vehicle usage would support replacement at this frequency. Excluding the six new vehicles placed into service within the last 1-2 months, the average mileage odometer reading on existing patrol vehicle is more than 80,000 miles. Given the current state of the police fleet, focused efforts are needed to build the fleet to a level that will support the consistent implementation of the target fleet replacement cycles.

Based upon the Fleet Replacement Plan, the current needs of the Patrol Unit, and the need to secure additional SUVs to support the functions of the Patrol and K9 Units, staff are recommending the direct purchase of 14 Ford Police Interceptor Utility vehicles from Salinas Valley Ford for a total cost not to exceed \$577,137.54.

BACKGROUND:

During FY 2020-21, the Salinas Police Department, in collaboration with the Public Works Fleet Division, developed a comprehensive Police Vehicle Replacement Plan which established target

replacement cycles based upon vehicle assignment, usage data and best practices in fleet management. The plan projected necessary replacement through the next two decades, and identified the annual funding needed based upon current costs. The Police Vehicle Replacement Plan will guide replacement decisions and is intended to be updated based upon current data and vehicle needs. Given the current state of the police fleet, and the \$325,000 reduction in fleet replacement funding for the FY 2020-21 budget, it was known that specific attention was needed to build the fleet to a level that will support the consistent implementation of the Fleet Replacement Plan.

For vehicles assigned to patrol functions, the target replacement cycle is 6 years and/or 120,000 miles and the plan identified the need to add additional patrol vehicles to ensure vehicle usage would support replacement at this frequency. Some patrol vehicles are being driven in excess of 30,000 miles per year and have additional engine idle hours as a result of critical usage during field operations. At the current rate, many of the existing vehicles will require replacement well in advance of the target replacement interval.

As of November 1, 2021, excluding the six new vehicles placed into service during the last 1-2 months, the average mileage for patrol officer vehicles is 82,877 miles. The vehicle mileages range from a low of 36,266 to a high of 148,442 miles. For the five Ford Interceptor SUVs in the patrol officer fleet, the average mileage is 121,928, with all vehicles having more than 100,000 miles on the odometer. Of the active patrol vehicles, 32% are assigned for two shifts every day, thus the vehicles are running and in service approximately 21 of 24 hours every single day. Of the six K9 Unit vehicles, all Ford Interceptor SUVs, the average mileage is 80,110, and the department has only one spare vehicle should K9 vehicles require service or repair. The K9 Unit has two open positions but have been unable to fill these positions due to the lack of available vehicles. The Police Department must also maintain a sufficient pool of spare vehicles because required preventative maintenance removes an average of three vehicles from service each day. In addition to preventative maintenance, there are often additional vehicles out for repair and given pandemic-related supply issues impacting parts, extensive repairs can remove a patrol vehicle from service for weeks to months. The data related to mileage, service time, and lack of available vehicles to support open positions, indicates a need to prioritize replacement and expansion of the patrol and K9 fleet, with specific focus on purchasing the critical SUV patrol vehicles.

The process of purchasing and upfitting a police patrol vehicle can take up to a year. The current delivery estimate is no less than 20-24 weeks from vehicle order and the installation of associated emergency equipment can take an equivalent amount of time after delivery. For vehicles purchased during FY 2020-21, more than 11 months elapsed between the time the vehicles were ordered and when the vehicles were finally placed into service. Given the extended timeframes involved, and the consistently increasing prices, we are prioritizing the purchasing of critical patrol vehicles to support the appropriate staffing of available positions and to maintain the fleet moving forward. Any delayed purchase of administrative or other vehicles identified in the Fleet Replacement Plan will be addressed in the coming fiscal year.

Folsom Lake Ford holds the California Statewide Contract for provision of the 2022 Ford Interceptor Utility SUV and provides the lowest available per-unit cost, before taxes and fees. Salinas Valley Ford has provided a quote of \$41,224.11 per-unit which is 4.77% higher than cost

for a similarly equipped vehicle purchased via the California Statewide Contract, but within the ten-percent local purchasing preference. The increased price is primarily due to the additional charge for the 5-yr/100,000-mile extended powertrain warranty which is included in the California Statewide Contract. The total cost for 14 Ford Interceptor Utility SUVs from Salinas Valley Ford is \$577,137.54. The City Council has the authority to approve these direct purchases pursuant to Salinas Municipal Code Section 12-27 and Salinas Municipal Code Section 12-28.030.

In addition to the vehicle purchases, the department will need to upfit these vehicles with appropriate emergency vehicle equipment which can cost up to \$15,000 per vehicle. These costs are not included at this time as we are working with the Public Works Fleet Division to evaluate the ability to have these upfitting services performed by City staff. Once upfitting decisions are made, and necessary emergency equipment identified, the Police Department will return to City Council for approval of any emergency vehicle equipment that exceeds the Department's purchasing authority.

Police Community Advisory Committee

The Police Chief identified this potential purchase in his Chief's Report to the Police Community Advisory Committee. The Committee did not provide any comments in response to this proposed purchase.

CEQA CONSIDERATION:

Not a Project. The City of Salinas has determined that the proposed action is not a project as defined by the California Environmental Quality Act (CEQA) (CEQA Guidelines Section 15378).

STRATEGIC PLAN INITIATIVE:

Approving the proposed resolution will support the City Council's Strategic Plan Goal of Public Safety.

DEPARTMENTAL COORDINATION:

The Police Department has coordinated with the Public Works Fleet Division on the selection and specification of police vehicles and will coordinate with the Finance Department during the purchasing process.

FISCAL AND SUSTAINABILITY IMPACT:

No additional funds are requested to support this purchase. Funds were approved by City Council as part of the FY 2021-22 Police Department Budget and the Police Vehicle Replacement account, 5800.40.9579-66.5500, will be used for payment of the \$577,137.54.

ATTACHMENTS:

Resolution

2022 Ford Interceptor Quote