

City of Piedmont
COUNCIL AGENDA REPORT

DATE: June 5, 2023

TO: Mayor and Council

FROM: Rosanna Bayon Moore, City Administrator

SUBJECT: Consideration of the Purchase and Outfitting of a Replacement Fire Department/City Pool Vehicle at a Cost Not to Exceed \$90,000

RECOMMENDATION

Approve a purchase agreement with Manteca Ford for the replacement of the existing Fire/City pool vehicle with a 2023 Ford F150 Lightning Pro as outlined in Attachment A (\$73,451.71) and additional equipment installation at a cost not to exceed \$16,548.29 for a total budget of \$90,000.00.

BACKGROUND

The vehicle assigned to the Fire Chief is scheduled for replacement in the FY 2022/2023 budget cycle. Typically, the City purchases a new vehicle and puts that into service as the primary vehicle for the Fire Chief, whose existing vehicle is placed into service as the pool vehicle.

California has enacted several policy initiatives and regulations to both facilitate and require the transition to fleet electrification. All are designed to help better the future of communities by improving local air quality, curbing the impacts of climate change and stimulating the economy by using clean technologies. At the municipal level, the [Piedmont Climate Action Plan 2.0](#) sets forth a goal to replace the City's gasoline and diesel fleet with electric or zero-emission vehicles by 2050. Based on the latest GHG emissions inventory, the City's vehicle fleet is the largest contributor to municipal emissions. Therefore, it is critical for the City to accelerate the adoption of EVs in its fleet in order to meet its GHG reduction goals.

Fleet electrification offers local governments economic benefits that include lower lifecycle costs and reduced risk of fuel price volatility when compared to internal combustion engine (ICE) vehicles. Electric vehicles (EVs) have lower fueling and lifetime maintenance costs, including battery replacement. Electricity costs less than \$2 for the equivalent gallon of gasoline. Deployment of EVs in municipal fleets also benefit the local population through the use of clean electricity as fuel, which helps reduce criteria air pollutants and greenhouse gas emissions. With no tailpipe emissions, EVs bring cleaner air to neighborhoods. In Piedmont, EVs are powered by 100% renewable electricity provided by East Bay Community Energy (EBCE), making them one of the most effective emissions reduction strategies.

Electric trucks have come to the market with Ford F150 Lightning and Rivian trucks the only current available options. While electric vehicles as first responder emergency response vehicles

present distinct challenges associated with charging and down time, the City of Piedmont would join a league of agencies who are actively working to demonstrate utilization. The Contra Costa Fire Department recently purchased two Rivian trucks for use in their Training and Fire Prevention Divisions. An electric vehicle used by the Piedmont Fire Chief is a good start to balance the climate and economic benefits of EVs while developing best practices for the balance of the fleet electrification process.

In alignment with the desire of the Piedmont City Council to pursue electrification, Piedmont was on the wait list for a 2023 F150 Lightning in 2022, but Ford stopped production and closed the wait list prior to our order being fulfilled. There is not yet a wait list to order a fleet version of the 2024 F150 Lightning. The only purchase option is that Ford dealerships periodically have 2023 F150 Lightnings on the lot when a consumer cancels their order after it was already delivered.

CURRENT SITUATION

The current pool vehicle is a Chevrolet Tahoe and has 168,758 miles on it. The current Fire Chief vehicle is a Chevrolet Tahoe and has 53,228 miles on it. Ordering is closed for future F150 electric trucks, however a single fleet model is available at Manteca Ford following a customer cancellation. This is the commercial version of the truck and the lowest MSRP of the various models. A search of Bay Area dealerships did not yield any other Pro models available on lots. Attachment B is an additional quote from San Leandro Ford for a comparable model although no such vehicle is available. Communication with San Leandro Ford also indicates anticipated increase in cost of future model years. Attachment B also has the available information from National Auto Fleet Group, a governmental competitive bidder through Sourcewell, indicating that this vehicle is no longer available to purchase or order. Given the unique circumstance for purchasing a vehicle that the current market dictates, these quotes and communication indicate staff's exhaustive efforts to obtain competitive bids.

While the City does not have built in charging infrastructure at this time, use of this vehicle by the Fire Chief does not have the same ongoing demand that police vehicles would need. It can be charged at commercial charging stations in the area at a lower cost than purchasing fuel. The current Chief SUV averages 14 mpg. Additionally, the City is working in partnership with EBCE to install four publicly accessible EV fast charging stations, also known as Direct Current Fast Chargers (DCFCs), in the Civic Center area. The chargers are anticipated to be installed by summer 2024. In the interim, the City is working to install Level 2 charging stations at the Corporation Yard, which will be available for the City fleet and City staff. City staff are also working on plans to develop Level 2 and DCFCs for the Police and Fire Departments in the Police Triangle and carport area.

FISCAL CONSIDERATIONS

The Piedmont City Council authorized an expenditure of \$90,000 from the Equipment Replacement fund in the FY 2022/2023 Budget for the City Pool Vehicle replacement. The available Ford F150 Lightning from Manteca Ford has been negotiated from an asking price of \$80,000 to an agreed price of \$66,500 plus tax for a total of \$73,451.71. Additional upfitting

with existing Fire Department equipment by the Alameda County Fire Department is not to exceed \$16,548.29 for a total budget of \$90,000. In addition, Currently, the City is eligible to claim a [Clean Vehicle Rebate Program](#) (CVRP) rebate from the State of California for up to 30 EVs per year. Battery EVs are eligible for a \$2,000 per vehicle rebate.

This memorandum and attachments have been reviewed and approved by the City Attorney's Office as to form and legality.

By: David Brannigan, Fire Chief

ATTACHMENTS:

- A. Manteca Ford Purchase Proposal
- B. San Leandro Ford Quote and Sourcewell Order Information



MANTECA FORD
555 N MAIN STREET
MANTECA, CA, 95336

Rep: Phil Waterford Jr.
Phone: (209) 239-3561
Fax:

Date: 05/23/2023
Key: CITY230522
Tax: CA

Vehicle

2023 FORD F-150 LIGHTNING PRO



Stock #	23054
VIN	1FTVW1EL1PWG11627
Type	New Vehicle
Model #	W1E
Exterior	OXFORD WHITE
Engine	DUAL EMOTOR - STANDARD B
Transmission	SINGLE-SPEED
Drive	All Wheel Drive
Body	4WD SuperCrew 5.5' Box
Odometer	27

Customer

Name	CITY OF PIEDMONT	Source	
Address	403 HIGHLAND AVE	Lead	NotSet
City, State	PIEDMONT, CA	Home Phon	(510) 420-3012
Code	244949	Business	
Email		Cell	
Zip Code	94611	Contract Da	05/22/2023
CoBuyer		Payment D	05/22/2023

Cash Deal

Selling Price	\$66,500.00	California Taxable	\$66,585.00
Registration/Transfer/Titli	\$0.00	California 10.25%	\$6,824.96
California Tire Fee	\$8.75	Payout Lien Amount	\$0.00
Document Processing C	\$85.00	Deposit	\$0.00
Electronic Filing Fee	\$33.00	Total Balance	\$73,451.71
Vehicle License Fees	\$0.00		
Trade	\$0.00		
Sub Total	\$66,626.75		

Options

17V - TOW TECHNOLOGY PA	\$1,950.00
-inc: smart hitch, on-board scales and trailer reverse guidance, 360 Degree Camera, Trailer Brake Controller, Pro Trailer Backup Assist, Manual-Folding Power Glass Heated Mirrors, turn signal, black skull caps and LED sideview mirror spotlights, Pro Trailer Hitch Assist, Forward Sensing System	
99L - ENGINE: DUAL EMOTOR	\$0.00
44L - TRANSMISSION: SINGLE	\$0.00
63X - ON-BOARD SCALES & S	(\$650.00)
66A - MOBILE POWER CORD (	\$500.00
90P - PREMIUM ALUMINUM C	\$880.00
-inc: By Weather Guard, (Model # 127-0-02)	
96W - TOUGH BED SPRAY-IN	\$595.00
Selling Price	\$66,500.00

I / We have reviewed the above disclosure and agree to the vehicle, price and payment information as declared.

Offer good for 24 hours and subject to credit approval

x _____
CITY OF PIEDMONT

x _____
Dealer Acceptance

The Ford Store San Leandro

1111 Marina Blvd.
San Leandro, CA 94577
(510) 352-2000

Buyer: CITY OF PIEDMONT CA Home #: Work #:		Co Buyer: Home #: Work #:		Deal #: 39407 Deal Date: 05/26/2023 Print Time: 03:47pm	
☐ New ☐ Used ☐ Demo		Vehicle Stock #: Description: VIN: Mileage: 2023 FORD W1E F150 LIGHTNING P			
Trade 2023 F150 Lightning Pro white					
Aftermarkets:		Our List Price: \$ 63,669.00 Discount Savings: \$ 0.00 Sale Price After Rebate: \$ 63,669.00 Total Financed Aftermarkets: \$ 0.00 Total Trade Allowance: \$ 0.00 Trade Difference: \$ 63,669.00			
Total Aftermarkets: \$ 0.00		Documentary Fee: \$ 0.00 State & Local Taxes: \$ 6,526.07 Total License and Fees: \$ 8.75 Total Cash Price: \$ 70,203.82			
Rate: Amount Financed: \$ 70,203.82		Total Trade Payoff: \$ 0.00 Delivered Price: \$ 70,203.82 Cash Down Payment + Deposit: \$ 0.00 Unpaid Balance: \$ 70,203.82 Service Agreement: \$ 0.00 Maintenance Agreement: \$ 0.00 GAP Insurance: \$ 0.00 Credit Life, Accident & Health: \$ 0.00 Other: \$ 0.00 Amount Financed: \$ 70,203.82			

Attachment B

nationalautofleetgroup.com/Vehicle/Models/13?year=2023

PFD

Prevention

Lexipol

Finance and Admin

EMS

Wildfire and Weather

COVID

Emergency Manage...

Vehicles

Mapping Inequality

Dropbox



Transit Cutaway
Next year model coming soon

Trucks with Beds (regular trucks)



F-150
Next year model coming soon



F-150 Lightning
Next year model coming soon



F-150 Police Responder
Next year model coming soon



F-150 Special Service Vehicle
Next year model coming soon



Maverick
Next year model coming soon



Ranger
Next year model coming soon



Super Duty F-250 SRW
Next year model coming soon



Super Duty F-350 DRW
Next year model coming soon



Super Duty F-350 SRW
Next year model coming soon



Super Duty F-450 DRW
Next year model coming soon

Call for assistance, reps are standing by: 7am - 5pm Pacific: 1-855-289-6572

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