

Agenda Report

August 25, 2025

TO: Honorable Mayor and City Council
FROM: Department of Public Works
SUBJECT: **AUTHORIZE THE CITY MANAGER TO ENTER INTO FIVE, THREE-YEAR CONTRACTS WITH FIVE VENDORS FOR THE PURCHASE AND OUTFITTING OF POLICE VEHICLES FOR AN AMOUNT NOT-TO-EXCEED \$5,266,731**

RECOMMENDATION:

It is recommended that the City Council:

1. Find that the proposed action is not a project subject to the California Environmental Quality Act (CEQA) pursuant to Section 21065 of CEQA and Sections 15060(C)(2), 15060(C)(3), and 15378 of the State CEQA Guidelines and, as such, no environmental document pursuant to CEQA is required;
2. Award contract to lowest and best bid dated April 14, 2025 submitted by Olathe Ford Sales, Inc in response to the project plans and specifications for Police Department Fleet Vehicles - Chevrolet, Dodge, and Ford Police Pursuit Vehicle Outfitting and the Purchase of Ford Police Pursuit Vehicles (or equivalent), authorize the City Manager to enter into a three-year contract for an amount not-to-exceed \$1,393,305, which includes the base contract amount of \$1,161,087 and a contingency of \$232,218 to provide for any necessary change orders;
3. Award contract to lowest and best bid dated February 10, 2025 submitted by Long Beach BMW Motorcycles in response to the project plans and specifications for Police Department Fleet Vehicles - Outfitted BMW RT Police Type Motorcycles (or equivalent), authorize the City Manager to enter into a three-year contract for an amount not-to-exceed \$320,531, which includes the base contract amount of \$267,109 and a contingency of \$53,422 to provide for any necessary change orders;
4. Award contract to lowest and best bid dated April 14, 2025 submitted by PFVT Motors, LLC DBA Peoria Ford in response to the project plans and specifications for Police Department Fleet Vehicles - Police Ford Vehicles (or equivalent) and Police Electric Vehicles (or equivalent), authorize the City Manager to enter into a three-year contract

for an amount not-to-exceed \$1,111,126, which includes the base contract amount of \$925,938 and a contingency of \$185,188 to provide for any necessary change orders;

5. Award contract to lowest and best bid dated April 14, 2025 submitted by Sierra Monrovia CDJR, LLC in response to the project plans and specifications for Police Department Fleet Vehicles - Police Dodge Vehicles (or equivalent), authorize the City Manager to enter into a three-year contract for an amount not-to-exceed \$1,866,475, which includes the base contract amount of \$1,555,396 and a contingency of \$311,079 to provide for any necessary change orders;
6. Award contract to lowest and best bid dated April 9, 2025 submitted by Winner Chevrolet, Inc in response to the project plans and specifications for Police Department Fleet Vehicles - Chevrolet Police Pursuit Vehicles (or equivalent) and Chevrolet Police Vehicles (or equivalent), authorize the City Manager to enter into a three-year contract for an amount not-to-exceed \$575,294, which includes the base contract amount of \$479,411 and a contingency of \$95,883 to provide for any necessary change orders; and
7. Authorize the City Manager to approve no-cost increase amendments to the subject contract including necessary change orders.

BACKGROUND:

The Department of Public Works, Building Systems and Fleet Management Division (BSFMD) repairs and maintains the City's fleet of over 1,100 vehicles and equipment, including various police vehicles. BSFMD is tasked with providing vehicle replacements for various City departments based on both the asset average useful life and scoring system including factors such as the vehicle's age, mileage, condition, usage, maintenance and repair history. As part of a collaborative effort between the Police Department and BSFMD, a three-year Police Fleet Replacement Plan has been developed. The Police Department has an active fleet of approximately 253 units with Ford, Dodge, and Chevrolet making up approximately 74% of the active police fleet. There are approximately 65 vehicles in the Police Department scheduled for replacement over the next three years funded by the Replacement Fund (Fund 503).

BSFMD has historically experienced challenges in replacing vehicles due to limitations in procurement strategies, staffing shortages, restricted manufacturer order windows, and overall vehicle availability. The vehicles included in this bid are made-to-order, with narrow and competitive ordering periods that operate on a first-come, first-served basis and are subject to the manufacturers' production capacity. If the City is unable to place an order within the designated window—either due to timing or capacity limits—the next opportunity may not arise for several months, resulting in delays in vehicle acquisition. These delays can negatively impact both operations and the City's budget.

To proactively address these challenges, BSFMD, in collaboration with the Finance Department's Purchasing Division and the Police Department, developed a formal

solicitation to procure new police vehicles and outfitting services. Bids were requested and received in accordance with Section 4.08.045 of the Pasadena Municipal Code. On February 6, 2025, a Notice of Inviting Bids for *Police Department Fleet Vehicles* was posted on OpenGov Procurement. The posting generated notices to all vendors who have previously registered with the City. A total of 57 vendors downloaded the specifications, of which two were local. A total of 14 bids were received by the bid submission deadline of April 14, 2025, none of which were local.

This solicitation was designed as a split-award, enabling the City to issue multiple contracts through a single procurement process to meet vehicle needs over the next three years. Multiyear contracts improve vehicle order fulfillment, streamlining the purchasing process, and ensuring the Police Department maintains a modern and operational fleet.

The bid specification asked bidders to provide purchase prices for new police vehicles and outfitting services. Bids were evaluated based on the lowest total price submitted in the bidders' proposal for each of the thirteen groups. Each group was evaluated and awarded independently. Bidders were allowed to bid on any combination of the groups. However, failure to bid on all line items for a selected group or groups resulted in rejection of that bid. The total quantities contained in the bid documents are approximate only and for the sole purpose of comparing bids. At the conclusion of the first contract year and prior to the commencement of the second contract year, the vendor may request unit price increases. Under no circumstances shall the City accept the price increases, which exceed the rate of the then current Consumer Price Index for the latest available 12-month period.

Based on the bids received as detailed in Attachment A, staff recommends awarding three-year contracts to five vendors for the purchase of police vehicles and outfitting services. The recommended vendors represent the lowest and best responsive bidders for each respective group.

The proposed contracts with the five vendors will be established as follows:

1. Olathe Ford Sales, Inc.

Groups Awarded:

- *Group One: Ford Police Pursuit Vehicles (or Equivalent)*
- *Group Three: Ford Police Pursuit Vehicle Outfitting*
- *Group Four: Dodge Police Pursuit Vehicle Outfitting*
- *Group Five: Chevrolet Police Pursuit Vehicle Outfitting*

The proposed contract with Olathe Ford Sales, Inc. will be established as follows:

Base Price for One Ford Pursuit Vehicle, One Tire Fee, and Fifty-Seven As-Needed Pursuit Outfitting Services (includes 10.5% Sales Tax)	\$1,161,087
Contingency Allowance (20% of Base Price)	\$ 232,218
Contract Not-To-Exceed Amount	\$1,393,305

Olathe Ford Sales, Inc. is in good standing and is a new vendor relationship for the City.

2. Long Beach BMW Motorcycles

Group Awarded:

- *Group Two: Outfitted BMW RT Police Type Motorcycles (or Equivalent)*

The proposed contract with Long Beach BMW Motorcycles will be established as follows:

Base Price for Six BMW RT Police Type Motorcycles w/ Extended Six-Year Warranty and Six Tire Fees (includes 10.5% Sales Tax)	\$ 267,109
Contingency Allowance (20% of Base Price)	\$ 53,422
Contract Not-To-Exceed Amount	\$ 320,531

Long Beach BMW Motorcycles is in good standing and is a new vendor relationship for the City.

3. PFVT Motors, LLC dba Peoria Ford

Groups Awarded:

- *Group Six: Ford Vehicles (or Equivalent)*
- *Group Seven: Electric Vehicles*

The proposed contract with PFVT Motors, LLC dba Peoria Ford will be established as follows:

Base Price for Nineteen Ford and Electric Vehicles, and Nineteen Tire Fees (includes 10.5% Sales Tax)	\$ 925,938
Contingency Allowance (20% of Base Price)	\$ 185,188
Contract Not-To-Exceed Amount	\$1,111,126

PFVT Motors, LLC dba Peoria Ford is in good standing and is a new vendor relationship for the City.

4. Sierra Monrovia CDJR, LLC

Group Awarded:

- *Group Eight: Dodge Vehicles (or Equivalent)*

The proposed contract with Sierra Monrovia CDJR, LLC will be established as follows:

Base Price for Thirty Dodge Vehicles and Thirty Tire Fees (includes 10.5% Sales Tax)	\$1,555,396
Contingency Allowance (20% of Base Price)	\$ 311,079
Contract Not-To-Exceed Amount	\$1,866,475

The City has previously done business with Sierra Monrovia CDJR, LLC. It is in good standing with over \$116,967 in payments since FY 2023 for vehicle purchases, service, maintenance, and repairs.

5. Winner Chevrolet, Inc.

Groups Awarded:

- *Group Nine: Chevrolet Police Pursuit Vehicles (or Equivalent)*
- *Group Ten: Chevrolet Vehicles (or Equivalent)*

The proposed contract with Winner Chevrolet, Inc. will be established as follows:

Base Price for Nine Chevrolet Vehicles and Chevrolet Police Pursuit Vehicles, and Nine Tire Fees (includes 10.5% Sales Tax)	\$ 479,411
Contingency Allowance (20% of Base Price)	\$ 95,883
Contract Not-To-Exceed Amount	\$ 575,294

The City has previously conducted business with Winner Chevrolet, Inc. It is in good standing with over \$451,001 in payments since FY 2021 for vehicle purchases.

Summary of Contracts

Description	Amount
Contracts (5) – Base Total	\$4,388,941
Contracts (5) – Contingency Total	\$ 877,790
Total (All Contracts)	\$5,266,731

Staff recommends adding a 20% contingency to mitigate any negative impacts of current unstable market conditions, including tariffs, faced by the vendors and their supply chain; and includes the guaranteed price increases with the model year changes.

While the City continues to prioritize sustainability and has incorporated electric vehicles (EVs) into this procurement, see Group Seven, several legal and operational factors preclude all vehicles in the Police Department fleet from being replaced with EVs. Pursuit-rated police safety and emergency vehicles as defined by Vehicle Code § 165 must meet stringent performance and safety standards that are not yet widely available in electric models. Additionally, specialized vehicles such as motorcycles and certain patrol units are not currently offered in EV configurations that meet law enforcement requirements. The City is actively expanding charging infrastructure to support broader

fleet electrification. However, the Police Department's continuous 24/7 operational demands require reliable access to fast charging across multiple facilities before a full transition can occur. Procurement timing and vehicle availability are also critical factors—manufacturer production constraints and limited order windows make it necessary to secure both traditional and electric units to ensure fleet reliability and avoid service disruptions. This procurement includes EVs as part of the Police Fleet Replacement Plan, and the City will continue to increase EV adoption as technology, infrastructure, and market availability improve. This phased approach ensures uninterrupted public safety operations while advancing the City's long-term sustainability and climate action goals.

COUNCIL POLICY CONSIDERATION:

This authorization furthers the City Council's Strategic Plan to maintain fiscal responsibility and stability and ensure public safety.

ENVIRONMENTAL IMPACT:

The action proposed herein is not a project subject to the California Environmental Quality Act (CEQA) in accordance with Section 21065 of CEQA and State CEQA Guidelines Sections 15060(c)(2), 15060(c)(3), and 15378. The authorization of these contracts for supplementary labor and parts for outfitting police pursuit vehicles, as well as the furnishing of vehicles is an administrative activity. Therefore, the proposed action is not a project "subject" to CEQA, as defined in Section 21065 of CEQA and Section 15378 of the State CEQA Guidelines. Since the action is not a "project" subject to CEQA, no environmental document is required.

FISCAL IMPACT:


The total cost of the three-year contracts with five vendors is not-to-exceed \$5,266,731. Funding for the first-year contract costs will be addressed utilizing existing budget appropriations in the Fleet Replacement Fund (Fund 503). Future contract costs will be budgeted as part of the department's annual operating budget. There is no impact to the General Fund.

Respectfully submitted,



GREG DE VINCK, P.E.
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Approved by:



for MIGUEL MÁRQUEZ
City Manager

Attachment A – Police Department Fleet Vehicles Bid Results