



City of Santa Ana
20 Civic Center Plaza, Santa Ana, CA 92701
Staff Report
June 6, 2023

TOPIC: Purchase of Chevrolet Vehicles for Various City Agencies

AGENDA TITLE

Award Purchase Orders to Guaranty Chevrolet Motors, Inc. and Penske Chevrolet of Cerritos in an Aggregate Amount Not to Exceed \$1,256,274 (Specification No. 23-055A) (General Fund and Non-General Fund)

RECOMMENDED ACTION

1. Authorize a one-time purchase and payment of purchase order to Guaranty Chevrolet Motors, Inc. for 20 Chevrolet Vehicles (various models), in the amount of \$1,020,752, plus a contingency amount of \$125,000, for a total amount not to exceed \$1,145,752, subject to non-substantive changes approved by the City Manager and City Attorney.
2. Authorize a one-time purchase and payment of purchase order to Penske Chevrolet of Cerritos for one 2500HD Service Body Truck, in the amount of \$100,522, plus a contingency amount of \$10,000, for a total amount not to exceed \$110,522, subject to non-substantive changes approved by the City Manager and City Attorney.

DISCUSSION

The Public Works Agency (PWA) Fleet Services Division is responsible for the acquisition, maintenance, repair, and replacement of vehicles, trucks, and maintenance equipment. With the assistance of the Fleet Services Team, various City agencies have identified a need for additional vehicles and/or vehicle replacements as follows:

1. One Chevrolet Traverse for PWA Capital Improvement Program (CIP) Engineering Division
2. Five Chevrolet 2500HD for PWA Parks, Fleet, and Facilities Services Division
3. One Chevrolet Equinox for PWA Refuse Enterprise
4. One Chevrolet Equinox for PWA Traffic Engineering
5. One Chevrolet Traverse, One Chevrolet 2500HD, and One Silverado 1500 for PWA Water Resources Division

6. Two Chevrolet Equinox SUVs and Two Chevrolet Colorado Trucks for the Planning and Building Agency (PBA)
7. Six Chevrolet Colorado Trucks for the Parks, Recreation, and Community Services Agency (PRCSA)

The Invitation for Bids (IFB) No. 23-055A was advertised on April 5, 2023, on the City's online bid management and publication system. A summary of IFB vendor participation and results is as follows:

303	Vendors notified
1	Santa Ana vendors notified
13	Vendors downloaded the bid packet
4	Bids received
1	Bids received from Santa Ana vendors

Bids were solicited, opened on May 2, 2023, and evaluated (Exhibit 1). Four bids were submitted by the IFB deadline. The bid submitted by A1 Financial Services LLC was deemed non-responsive due to lack of pricing clarity, non-acceptance of City's payment terms, and did not meet IFB specifications. The bids submitted by Guaranty Chevrolet Motors, Inc. and Penske Chevrolet of Cerritos were determined to be the lowest, responsible bids, were responsive to the specifications, and meets the City's requirements.

FISCAL IMPACT

Funds are budgeted and made available in the following accounts for the specified year:

Fiscal Year	Accounting Unit-Account #	Fund Description	Accounting Unit, Account Description	Amount
FY 22-23	01113017-66400	General Fund	PRCSA-SERVICE ENHANCEMENT, Machinery & Equipment	\$259,213
FY 22-23	01116520-66400	General Fund	PLNG & BLG AGY-PERMIT & INS SV, Machinery & Equipment	\$65,265
FY 22-23	01116540-66400	General Fund	PLNG & BLG AGY-COMM PRESERVA, Machinery & Equipment	\$81,949
FY 22-23	01117017-66400	General Fund	PWA-SERVICE ENHANCEMENT, Machinery & Equipment	\$45,107

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Fiscal Year	Accounting Unit-Account #	Fund Description	Accounting Unit, Account Description	Amount
FY 22-23	01117620-66400	General Fund	PW-TRAFFIC/TRANS-SERV ENHMNT, Machinery & Equipment	\$36,349
FY 22-23	01117651-66400	General Fund	PARK MAINTENANCE SERV ENHCMENT, Machinery & Equipment	\$511,885
FY 22-23	06017646-66400	Water	WATER METER SERVICES, Machinery & Equipment	\$176,911
FY 22-23	07017100-66400	Equipment Replacement	EQUIPMENT REPLACEMENT, Machinery & Equipment	\$79,595
TOTAL				\$1,256,274

EXHIBIT(S)

1. Bid Abstract

Submitted By: Nabil Saba, P.E., Executive Director – Public Works Agency

Approved By: Kristine Ridge, City Manager