



# Authorization for 2025 Districtwide Fleet Purchases

Board Meeting

February 18, 2025

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Lisa Goorjian, AGM of Operations

Karen McNamara, Interim Division Lead of MAST

Jason McCrystle, Fleet Manager

**Procurement**

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**Vendors**

**2025 Forecast (Additions to Fleet /  
Replacements)**

**Board Authorization**

# Overview

Authorization to Appropriate \$1,525,000 for  
2025 Vehicle Replacement and Purchase Fleet  
Vehicles and Equipment from Competitively  
Bid California State, Baltimore County  
Maryland, Sourcewell, and Omnia Contract  
Dealers for a total amount of \$4,591,194 for  
Fleet Vehicle & Equipment Replacements and  
as Additions to the Fleet

# Procurement

- Currently, Fleet oversees 1,100 pieces of rolling stock (e.g. vehicles, equipment, etc.)
- Fleet primarily purchases vehicles and equipment through California State Bid, CMAS, Sourcewell, Omnia, and other competitively bid contracts available to State and local government agencies.
- Vehicles/equipment added through annual budget process
- Vehicles are replaced due to:
  - Age
  - Declining condition
  - Mileage
  - Accidents and theft



# Green Fleet Management Plan



## Green Fleet Management Plan – Internal Operations Document

- 'Right sizing,' i.e., selecting vehicle type based on anticipated use
- Selecting alternative fuel source models – e.g., hybrid, hybrid plug-in, electric, renewable diesel (RD-99), etc.
- Purchasing newer technology vehicles with better fuel efficiency and lower emissions

# Vendors (Vehicles & Equipment)

## **CA State Bid / CMAS Contract Dealers**

- Downtown Ford
- Winner Chevrolet
- Elk Grove Auto Group
- Freeway Toyota
- Watsonville Fleet Group
- Bonander Truck
- Sacramento Truck Center
- Folsom Lake Ford
- Boise Mobile Equipment (Fire Apparatus)
- Pape Machinery (John Deere Construction Equipment)

## **Baltimore County Maryland Contract Dealer**

- Criswell Chevrolet Inc

## **Sourcewell Contract Dealers**

- Belcorp (John Deere)
- Cal-Line (Toro)
- Peterson CAT
- Polaris
- National Auto Fleet Group
- Bobcat
- Green Climber
- West-Mark
- Gardenland
- Mack
- RDO Equipment

## **Omnia Contract Dealer**

- Turf Star

## 2025 Replacements and Additions



**Total \$4,591,194 (Fund 554-5933-000-7505)**

- Approx. 36 vehicles due for replacement - \$1,616,300
- 17 Pieces of Capital Equipment - \$2,555,000
- 9 Additions to the fleet – vehicles / equipment - \$419,894

# Proposed Fleet Purchasing Process

- **Annual Actions:**

- Bring an annual Fleet Purchase to the Board
- Utilize an “up to” Resolution for all possible vendors up to total budget limit
- Initiate an annual Fleet Purchases Report to the Board Operating Committee in December to report on the year and provide an update on year ahead fleet purchases

- **Desired Outcomes:**

- Continue to have Board engagement regarding fleet purchases
- Limit the number of resolutions
- Create efficiency
- Bolster flexibility in purchasing while supply is available







## 2025 Fleet Purchases

- Improve procurement process
- Consider "not-to-exceed" resolutions
- Creates efficiency
- Allows staff to be nimble with purchasing
- Utilized by other agencies for annual purchases



**THANK YOU!**  
**QUESTIONS OR COMMENTS?**

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