STAFF REPORT
CITY OF SOLANA BEACH

TO:	Honorable Mayor and City Councilmembers
FROM:	Alyssa Muto, City Manager
MEETING DATE:	September 3, 2025
ORIGINATING DEPT:	Public Works Department, Luis Carrillo, Deputy Director of Public Works
SUBJECT:	**Approving and Authorizing the City Manager to Enter Into an Agreement, with National Auto Fleet Group, utilizing Sourcewell, Contract No. 091521-NAF, for the Purchase of One Passenger Vehicle and Two Pickup Trucks**

BACKGROUND

The City's fleet includes light- and medium-duty trucks. These vehicles support operations across Public Works, Community Development, and other City departments. The City's Fleet Replacement and Modernization Plan provides a framework for modernizing the fleet while advancing environmental and operational objectives.

This item is presented for City Council consideration of Resolution 2025-100 (Attachment 1), authorizing the purchase of two replacement pickup trucks for the Public Works Department and one new passenger vehicle for the Community Development Department.

DISCUSSION

The City's vehicle fleet, managed by the Public Works Department, consists of approximately 20 vehicles, including passenger vehicles and light- and medium-duty trucks. These vehicles support operations across Public Works, Community Development, and other City departments.

In alignment with the City's Climate Action Plan (CAP) and California Air Resources Board Advanced Clean Fleets Regulation (CARB ACF) regulation, the City's Fleet Replacement and Modernization Plan provides a structured approach to upgrading the City's vehicle

COUNCIL ACTION:

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fleet to reduce greenhouse gas emissions, improve efficiency, and ensure compliance with State regulations.

Fleet Modernization and Sustainability

The City's CAP serves as a strategic roadmap to address the challenges of climate change and transition toward a more sustainable future. The CAP is structured around high-level "pathways" that guide specific measures and implementation actions. One of the key pathways identified is *Decarbonize Transportation*, which focuses on reducing emissions from the transportation sector.

Measure T-5 specifically calls for increased adoption of electric vehicles (EVs) and expansion of EV charging infrastructure. This measure, developed through input from both City staff and the community, aims to promote the widespread use of low- or zero-emission vehicles. Measure T-5 outlines the following targets for municipal operations:

- 50% of new vehicle purchases to be zero-emission vehicles (ZEVs) by 2025;
- 100% of new vehicle purchases to be ZEVs by 2027; and
- Development of a fleet electrification transition plan.

In addition to the City's CAP goals, the CARB ACF regulation requires local government fleets to transition to ZEVs for vehicles over 8,500 pounds beginning January 1, 2024. CARB ACF is designed to protect public health, improve air quality, and mitigate climate impacts by accelerating the adoption of zero-emission technologies. Under Section 2013 of the regulation, beginning January 1, 2024, the ACF applies to all state and local government fleets operating vehicles in California with a Gross Vehicle Weight Rating (GVWR) over 8,500 lbs., unless specifically exempted. The regulation applies to vehicles owned, leased, or operated by public agencies and includes phased purchasing and reporting requirements.

The proposed vehicle acquisitions meet the CAP and CARB ACF compliance thresholds. The replacement of a light-duty truck with an extended-range electric model, which was reclassified as medium-duty, provides flexibility for future compliance with CARB ACF while maintaining essential operational capabilities.

Fleet Purchases

The Public Works Department is requesting approval to replace two existing vehicles that have reached the end of their service life due to age, mileage, and mechanical condition and to purchase one new vehicle for building inspections:

1. **Public Works Replacement of 2012 Ford F-250 (Medium-Duty Pickup Truck)**: Used daily to transport materials for maintenance of City infrastructure, including streets, storm drains, sewer systems, parks, and public facilities. This vehicle is equipped with a service body, liftgate, and traffic control arrow board for ensuring worker and public safety during roadway maintenance and emergency response

activities. At this time, electric vehicle technology does not offer a medium-duty platform capable of supporting the necessary equipment and operational demands of the Public Works Department and staff recommends replacement with a gasoline-powered model.

2. **Public Works Replacement of 2013 Ford F-150 (Light-Duty Pickup Truck):** This vehicle was originally used by the Marine Safety Department for daily beach operations and was transferred to the Public Works Department for routine operations. It is now exhibiting significant corrosion and mechanical issues that hinder reliable service. Staff recommends replacement with an all-electric pickup truck equipped with an extended-range battery. Reclassifying this vehicle as medium-duty provides the City with flexibility to replace the 2012 F-250 with a gasoline-powered vehicle while maintaining overall compliance with fleet emission standards.
3. **Community Development New Electric Passenger Vehicle:** With the recent addition of a new Building Inspector position, there is a need to acquire a vehicle to support daily field inspections. In alignment with the City's sustainability objectives and CAP goals, staff recommends the purchase of an all-electric passenger vehicle for this role.

All existing vehicles scheduled for replacement will be removed from service in accordance with the City's established equipment disposal policy.

Purchasing Methods

The City's purchasing ordinance, Section 3.08.130(C) of the Solana Beach Municipal Code, authorizes "public agencies" to participate in cooperative purchasing agreements. The City participates in several cooperative purchasing organizations, including Sourcewell, formally known as National Joint Powers Alliance (NJPA). These organizations establish and provide nationwide competitively solicited purchasing contracts for use by participating public agencies.

To ensure efficiency and obtain the most favorable pricing, City staff recommends entering into an agreement with National Auto Fleet Group utilizing Sourcewell, Contract No. 091521-NAF. Public Works vehicles require "upfits" for configuration for specialized functions and will be procured following City procurement policies.

CEQA COMPLIANCE STATEMENT: N/A

FISCAL IMPACT:

The Fiscal Year (FY) 2025/26 budget included appropriations for the purchase of new vehicles in respective department's Vehicle Replacement Funds: $180,000 from the Asset Replacement Fund – Eng/Public Works Vehicle Account (1356510-66500) and $45,000 from the Building Services - Vehicle Account (1005560-66500).

Table 1 provides a breakdown of the base vehicle purchase price and estimated upfit costs:

Table 1: New Vehicle Descriptions and Cost

Dept.	Vehicle	Budget Amount	Actual Amount	Upfits	Total	Savings
Eng/PW	2025 EV Ford Pickup	$180,000	$64,177.53	$2,500	$66,677.53	$33,682.16
Eng/PW	2026 Ford F-250		$73,640.31	$6,000	$79,640.31	
Building Svs.	2025 EV Ford	$45,000	$45,594.65	-	$45,594.65	-$594.65
Grand Total:		**$225,000**	**183,412.49**	**$8,500**	**$191,912.49**	**$33,087.51**

The overage for Building Services purchase can be absorbed within their existing budget through a budget transfer from (1005560-65300).

WORK PLAN:

Acquiring replacement electric vehicles supports the Environmental Sustainability objectives outlined in the City's Work Plan by reducing emissions, improving fleet performance, and furthering Climate Action Plan implementation.

OPTIONS:

- Approve Staff recommendation.
- Deny Staff recommendation and provide direction.

CITY STAFF RECOMMENDATION:

Staff recommends that the City Council adopt Resolution 2025-100:

1. Approving the purchase of:
    a. One (1) model year 2025 Ford F-150 Lightning, EV pickup truck, including upfits, for $66,677.53.
    b. One (1) model year 2026 Ford F-250 Service Body, gasoline pickup truck, including upfits, for $79,640.31.
    c. One (1) model year 2025 Ford Mach E, EV passenger vehicle for $45,594.65.

2. Authorizing the City Treasurer to amend the FY 2025/2026 Adopted Budget accordingly.



Ayssa Muto, City Manager

Attachments:

1. Resolution 2025-100
2. Sourcewell Contract Page

RESOLUTION 2025-100

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF SOLANA BEACH, CALIFORNIA, AUTHORIZING THE PURCHASE OF ONE ELECTRIC PASSENGER VEHICLE AND TWO PICKUP TRUCKS

WHEREAS, the City's vehicle fleet, managed by the Public Works Department, consists of approximately 20 vehicles, including passenger vehicles and light- and medium-duty trucks. These vehicles support operations across Public Works, Community Development, and other City departments; and

WHEREAS, the City's CAP serves as a strategic roadmap to address the challenges of climate change and transition toward a more sustainable future. The CAP is structured around high-level "pathways" that guide specific measures and implementation actions. One of the key pathways identified is Decarbonize Transportation, which focuses on reducing emissions from the transportation sector. Measure T-5 specifically calls for increased adoption of electric vehicles (EVs) and expansion of EV charging infrastructure. This measure, developed through input from both City staff and the community, aims to promote the widespread use of low- or zero-emission vehicles; and

WHEREAS, the CARB ACF regulation requires local government fleets to transition to ZEVs for vehicles over 8,500 pounds beginning January 1, 2024. CARB ACF is designed to protect public health, improve air quality, and mitigate climate impacts by accelerating the adoption of zero-emission technologies. Under Section 2013 of the regulation, beginning January 1, 2024, the ACF applies to all state and local government fleets operating vehicles in California with a Gross Vehicle Weight Rating (GVWR) over 8,500 lbs., unless specifically exempted. The regulation applies to vehicles owned, leased, or operated by public agencies and includes phased purchasing and reporting requirements; and

WHEREAS, the Public Works Department is requesting approval to replace two existing vehicles that have reached the end of their service life due to age, mileage, and mechanical condition, and to purchase one new vehicle for building inspections. In alignment with the City's sustainability objectives and CAP goals, staff recommend the purchase of an all-electric passenger vehicle for this role.

WHEREAS, the City's purchasing ordinance, Section 3.08.130(C) of the Solana Beach Municipal Code, authorizes "public agencies" to participate in cooperative purchasing agreements. The City participates in several cooperative purchasing organizations, including Sourcewell, formally known as National Joint Powers Alliance (NJPA). These organizations establish and provide nationwide competitively solicited purchasing contracts for use by participating public agencies. To ensure efficiency and obtain the most favorable pricing, City staff recommends entering into an agreement with National Auto Fleet Group utilizing Sourcewell, Contract No. 091521-NAF. Public Works

vehicles require “upfits” for configuration for specialized functions and will be procured following City procurement policies.

NOW, THEREFORE, the City Council of the City of Solana Beach, California, does resolve as follows:

1. That the above recitations are true and correct.

2. That the City Council authorizes the City Manager to enter into an agreement with National Auto Fleet Group, utilizing Sourcewell, Contract No. 091521-NAF, for the purchase of:

    a. One (1) model year 2025 Ford F-150 Lightning, EV pickup truck, including upfits, for $66,677.53, and
    b. One (1) model year 2026 Ford F-250 Service Body, gasoline pickup truck, including upfits, for $79,640.31, and
    c. One (1) model year 2025 Ford Mach E, EV passenger vehicle, for $45,594.65.

3. That the City Council authorizes the City Treasurer to amend the FY2025/26 Adopted Budget accordingly.

PASSED AND ADOPTED this 3rd day of September 2025, at a special meeting of the City Council of the City of Solana Beach, California by the following vote:

AYES: Councilmembers –
NOES: Councilmembers –
ABSTAIN: Councilmembers –
ABSENT: Councilmembers –

_____
LESA HEEBNER, Mayor

APPROVED AS TO FORM:

_____
JOHANNA N. CANLAS, City Attorney

ATTEST:

_____
ANGELA IVEY, City Clerk

Docusign Envelope ID: 31571C89-0644-48C0-B9A8-8354F179F810

CONTRACT EXTENSION

Contract Number: 091521-NAF

Sourcewell
202 12th Street Northeast
P.O. Box 219
Staples, MN 56479
(Sourcewell)

and

National Auto Fleet
490 Auto Center Dr

Watsonville, California 95076-3726
(Vendor)

have entered into Contract Number: 091521-NAF
for the procurement of: Automobiles, SUVs, Vans, and Light Trucks with Related Equipment and Accessories

The Contract has an expiration date of 2025-11-08 , but the parties may extend the Contract by mutual consent.

Sourcewell and Vendor acknowledge that extending the Contract benefits the Vendor, Sourcewell and Sourcewell's Members. Vendor and Sourcewell agree to extend the Contract listed above for an additional period, with a new Contract expiration date of 2026-11-08 . All other terms and conditions of the Contract remain in full force and effect.

Sourcewell

Signed by:
Jeremy Schwartz
C0FD2A139D06489...
Authorized Signature

Jeremy Schwartz
Name

Chief Operating and Procurement Officer
Title

5/29/2025 | 12:25 PM CDT
Date

Signed by:
FACBB5730C1E467...
Authorized Signature

Jesse Cooper
Name

Fleet Manager
Title

5/30/2025 | 10:38 AM CDT
Date

ATTACHMENT 2