

**City Council – Action Request Form**

**Date:** June 11, 2024

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**To:** Mayor, Mayor Pro Tempore and Members of the City Council

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**From:** Aaron King, Assistant City Manager  
William Penn, Police Chief  
Darren Redfield, Purchasing Director

**Council Action Requested:**  
Resolution Awarding Purchase Order for Hybrid Compact SUVs and Sedans

**Strategic Focus Area:** Service Excellence  
**Strategic Objective:** Ensure Service Delivery Efficiency and Effectiveness  
**Strategic Plan Action Item:** No  
**Key Work Item:** No



**Summary of Information:**

The CID/ISB Division of the Police Department has budgeted to replace twenty vehicles that meet or exceed Fleet Services criteria for replacement. See Exhibit A for complete replacement information.

City/County Purchasing advertised a formal bid for ten hybrid SUVs and ten hybrid sedans, and four bids were received on May 10, 2024, as follows:

<u>Vendor</u>	<u>City/State</u>	<u>Price Each</u> <u>SUV</u>	<u>Price Each</u> <u>Sedans</u>
Modern Toyota	Winston-Salem, NC	\$29,060.00	\$28,856.60
Toyota of Greensboro	Greensboro, NC	32,500.00	28,500.00
Parkway Ford	Winston-Salem, NC	33,520.00	No Bid
One Nation Distribution	New Wilmington, PA	44,988.00	34,988.00

Upon further review, it was determined that the bid from Modern Toyota did not include the required signature authorization, and that bid was therefore rejected as non-responsive.

It is recommended that a purchase order be awarded to Toyota of Greensboro for the purchase of ten 2024 Toyota Rav 4 hybrid SUVs meeting bid specifications in the amount of \$325,000, and ten 2024 Toyota Camry hybrid sedans meeting bid specifications in the amount of \$285,000, for a total cost of \$610,000 for all twenty vehicles.

This purchase will be financed through the City's internal leasing program with funding for the lease payments in the FY 2023-24 capital equipment budget.

**Committee Action:**

<b>Committee</b>	<u>FC 06/11/2024</u>	<b>Action</b>	<u>Approval</u>
<b>For</b>	<u>Unanimous</u>	<b>Against</b>	<u></u>

**Remarks:**

M/WBE Comment: There are no known area M/WBE companies that sell these vehicles. This bid opportunity was sent directly to 24 vendors, including seven local dealerships, and was advertised on the City website. See Exhibit B for a complete listing of vendors who received the invitation to bid as well as the workforce demographics of the low bidder.

### Vehicle Replacement Information

Vehicle#	1115	1074	1439	1190	1117
Year	2005	2008	2008	2005	2005
Make	Honda	Chevrolet	Chevrolet	Honda	Toyota
Model	Accord	Malibu	Malibu	Accord	Camry
Mileage	168,500	157,027	155,590	152,990	145,584
Acquired Cost	\$17,905.00	\$15,663.00	\$15,663.00	\$18,071.86	\$17,488.00
Repairs Over Life of Vehicle	\$12,518.84	\$12,215.22	\$13,575.27	\$9,643.98	\$15,686.35
Vehicle#	1103	1438	1435	1431	1279
Year	2005	2008	2008	2008	2012
Make	Toyota	Chevrolet	Chevrolet	Chevrolet	Ford
Model	Camry	Malibu	Malibu	Malibu	Fusion
Mileage	142,236	131,420	127,712	126,898	124,883
Acquired Cost	\$17,488.00	\$15,663.00	\$15,663.00	\$15,784.61	\$15,398.00
Repairs Over Life of Vehicle	\$11,484.14	\$11,207.58	\$13,156.27	\$12,582.24	\$7,422.68
Vehicle#	1433	108	1072	1060	1422
Year	2008	2005	2012	2005	2007
Make	Chevrolet	Honda	Ford	Toyota	Chevrolet
Model	Malibu	Accord	Fusion	Camry	Malibu
Mileage	117,738	115,376	110,504	104,779	102,957
Acquired Cost	\$15,732.49	\$18,093.05	\$15,398.00	\$17,488.00	\$12,899.00
Repairs Over Life of Vehicle	\$9,999.86	\$7,080.95	\$5,644.10	\$6,155.29	\$8,486.51
Vehicle#	928	1401	969	1462	958
Year	2012	2012	2012	2016	2008
Make	Ford	Ford	Ford	KIA	Chevrolet
Model	Fusion	Fusion	Fusion	Sedona	Malibu
Mileage	96,346	94,916	90,018	113,719	146,713
Acquired Cost	\$15,398.00	\$15,398.00	\$15,398.00	\$15,329.50	\$15,663.00
Repairs Over Life of Vehicle	\$15,547.86	\$8,109.60	\$8,387.33	\$120.00	\$15,709.70
(Total Loss)					

### Businesses Directly Notified of Bid Opportunity

<u>Dealer</u>	<u>City</u>	<u>M/WBE</u>
Asheville Ford	Asheville, NC	N/A
Ben Mynatt Chevrolet GMC	Concord, NC	N/A
Capital CDJR of Indian Trail	Indian Trail, NC	N/A
Capital Chevrolet	Raleigh, NC	N/A
Capital Ford of Raleigh	Raleigh, NC	N/A
Crossroads Ford Indian Trail	Indian Trail, NC	N/A
Fred Anderson Toyota	Raleigh, NC	N/A
Hall Automotive	Virginia Beach, VA	N/A
Ilderton DCJR	High Point, NC	N/A
Lake Norman Chrysler Dodge Jeep Ram	Cornelius, NC	N/A
M Legacy Solutions, LLC	Winston-Salem, NC	N/A
Mercedes Benz of Durham	Durham, NC	N/A
Modern Automotive	Winston-Salem, NC	N/A
Modern Chevrolet of Winston-Salem	Winston-Salem, NC	N/A
Modern Nissan	Winston-Salem, NC	N/A
Modern Toyota Scion	Winston-Salem, NC	N/A
North Point Chrysler Dodge Jeep	Winston-Salem, NC	N/A
One Nation Distribution	New Wilmington, PA	N/A
Parks Ford	Hendersonville, NC	N/A
Parkway Ford, Inc	Winston-Salem, NC	N/A
Performance CDJR	Clinton, NC	N/A
Performance Ford	Clinton, NC	N/A
Toyota of Greensboro	Greensboro, NC	N/A
Wade Ford	Smyrna, GA	N/A

Project/Bid Description:	Hybrid Sedans and SUV's
Bidder's Company Name:	Toyota of Greensboro
City/State:	Greensboro, NC

#### WORKFORCE DEMOGRAPHICS

	Gender		Race/Ethnic Identification					Total
	Male	Female	White	African-American	Hispanic	Asian	Native-American	
Total	79	21	66	21	9	2	2	100
	79.0%	21.0%	66.0%	21.0%	9.0%	2.0%	2.0%	

The above demographic data is provided to reflect generally the company's efforts to achieve diversity in the workplace in compliance with the applicable equal employment opportunity laws; however, this information is not dispositive of such and may not be used as the basis for awarding or rejecting a bid contract.