

SANTA BARBARA COUNTY BOARD AGENDA LETTER



Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Agenda Number:
Prepared on: 1/20/05
Department Name: General Services/Purchasing
Department No.: 063
Agenda Date: 2/15/05
Placement: Administrative
Estimate Time:
Continued Item: NO
If Yes, date from:

TO: Board of Supervisors

FROM: Ronald Cortez, Director, General Services

STAFF CONTACT: John Mcmillin, Purchasing Manager
2693

SUBJECT: Request for Confirmation of Award to Local Vendor regarding Purchase of Vehicles

Recommendation(s):

That the Board of Supervisors:

Authorize the Purchasing Agent to purchase up to 14 Crown Victoria vehicles and one F-350 pickup-truck from Mel Clayton Ford., a local vendor, and a ¾ ton 4 X 4 from Iverson Motors even though the price with tax exceeds (by 0.6%) the price from a non-local source.

Alignment with Board Strategic Plan:

The recommendation is primarily aligned with Goal Number IV: A Community that is Economically Vital and Sustainable.

Executive Summary and Discussion:

Under the County's Local Vendor Outreach Program, the General Services Purchasing Division has actively pursued ways to keep the County's tax dollars circulating within the local economy. We have hosted workshops, presented speeches, made changes to our internal procedures, and instituted other measures to ensure that whenever it is prudent and economically feasible to do so, we buy from local vendors.

In the case before you, we are asking for reaffirmation of our policy of including sales taxes as a factor when making our awards. Fifteen of the vehicles being procured in this year's fleet order are priced so close between local vendors and non-local vendors that the difference in allocation of the State Sales Tax has a direct impact on the determination of lowest price.

Awarding these vehicles to a local vendor will allow us to spend \$364,204 within our borders, but will cost the county \$2,333.48 more than if we accept the otherwise-lowest offer. The added cost represents less than one per cent of the total cost. As a direct consequence of this award, over \$5,463 will be shared by the City of Santa Barbara and the County through the distribution of Sales Tax revenue. Furthermore, there are financial benefits to the overall economy when we deal with local vendors.

There was specific language in the “Invitation for Quote (Bid)” that advised prospective bidders that potential tax advantage to the County might be used as a factor in determining the award. Other factors which play into a close decision involving local versus non-local purchase of vehicles include more ready assistance in dealing with potential transit damage, missing items (hubcaps, spare tires, etc.) and paperwork corrections, as well as an inducement for higher priority responsiveness on warranty and recall work. All told, we believe that there is ample justification for the recommended action.

Mandates and Service Levels: Procurement of new vehicles under advantageous conditions is a business necessity

Fiscal and Facilities Impacts: Approving this recommendation will cost the county \$2333.48 more than if we made the award to non-local vendors. As a result of the proposed approach, however, the local government will receive over \$5,100 in Sales Tax distributions from the State.

The vehicles will be paid from the General Services Vehicle Operations and Maintenance Internal Service Fund (1900).

Special Instructions: The Clerk will direct a certified copy of the Minute Order to the Purchasing Manager.

Concurrence: NONE

COUNTY OF SANTA BARBARA

JOHN H. MCMILLIN A.P.P.
 Purchasing Manager
 mcmilin@
 co.santa-barbara.ca.us



GENERAL SERVICES DEPARTMENT PURCHASING DIVISION

105 E. Anapamu Street, 3rd Floor
 Santa Barbara, California 93101
 (805)568-2690 Fax (805) 568-2705

BID OPENING SUMMARY

Bid Number: 150132

Commodity Title: Crown Victoria & Truck.

Opening Date: December 21, 2004

Day: Tuesday

Time: 2:00 PM

Notice: The lowest bid price herein is considered "apparent" until issuance of the notice of award, and subject to final contract endorsement (where applicable).

COMPANY NAME:	TOTAL BID PRICE:	COMMENTS:
1. Mel Clayton Ford	\$126,444.41 six regular Crown Vics \$ 138,436.98 six Black & White Units \$ 22,655.84 one White Police Unit \$ 27,428.09 one Chief Sedan \$ 28,131.26 F-350 4x4 Diesel \$343,096.58 Total (low bid w/preference, see below)	
2. Barber Ford	\$126,907.95 six regular Crown Vics \$ 136,191.69 six Black & White Units \$ 22,281.62 one White Police Unit \$ 26,966.59 one Chief Sedan \$ 28,636.72 F-350 4x4 Diesel \$340,984.57 Total	
	$\$340,984.57 \times 1.5\% = \$5,114.37$ \$340,984.57 +\$ 5,114.37 ----- \$346,098.94 Allowable w/preference applied	

Mark Masoner, Senior Buyer
 (805) 568-2692
 mmasone@
 co.santa-barbara.ca.us

Gloria Ness, Buyer II
 (805) 568-5691
 gness@
 co.santa-barbara.ca.us

Phung Loman, Buyer II
 (805) 568-2697
 ploman@
 co.santa-barbara.ca.us

BID #150126

Spec. #	Description	Qty	Iverson Motors	Crown Dodge	Home Motors	Mel Clayton	Graham Chevy	Century Chevy
1	Md-Size Sedan	23	\$ 292,405.30	\$ 317,166.44	\$ 321,870.15	\$ 303,486.49	\$ 294,694.66	\$ 331,200.02
23	!1/2 Ton 4x2 SB	1	\$ 19,510.23	\$ 19,914.36	\$ 21,441.04	\$ 21,696.54		\$ 23,750.00
11	1/2 Ton 4x4 SB	2	\$ 39,641.11	\$ 43,095.69	\$ 43,523.82	\$ 39,578.73	\$ 43,438.01	\$ 45,400.01
14	3/4 Ton 4x2 LB Crew	1	\$ 18,708.14	\$ 20,254.85	\$ 21,836.21	\$ 20,220.36		\$ 22,500.00
20	3/4 Ton 4x2 LB Std Cab	3	\$ 50,616.58	\$ 53,872.85	\$ 54,748.46	\$ 50,478.72	\$ 51,350.59	\$ 53,700.00
38	3/4 Ton 4x4 Ex-Cab SB	1	\$ 21,106.66	\$ 20,885.19	\$ 22,778.22	\$ 22,761.19		\$ 23,750.00
20	1 Ton 4x2 Cab-Chassis	1		\$ 19,878.80	\$ 18,380.73	\$ 18,485.59		\$ 18,900.00
17	Mid Size SUV 4x4	1	\$ 24,644.74	\$ 25,844.72	\$ 31,989.76	\$ 28,896.39		\$ 31,200.00
37	Sm 4x2 Ex-Cab	1	\$ 14,336.02	\$ 15,487.99	\$ 14,393.98	\$ 14,113.09		\$ 16,950.00
4	Sm 4x2 Ex-Cab, Buckets	2	\$ 32,130.29	\$ 30,590.23	\$ 33,790.14	\$ 28,239.96		\$ 32,800.01
36	SM 4x4 Ex-Cab	1	\$ 17,221.62	\$ 19,393.93	\$ 17,239.96	\$ 16,715.26		\$ 21,850.00
6	Mid Size SUV 4x4	1	\$ 24,672.59	\$ 25,836.30	\$ 24,209.12	\$ 21,823.73		\$ 22,825.00
8	Cargo Van w/Windows	2			\$ 29,068.43	\$ 28,340.40		\$ 31,575.00
16	Cargo Van Reg	1			\$ 14,641.95	\$ 14,099.09		\$ 15,600.00
Local Status			Yes	No	Yes	Yes	Yes	No

$\$20,885.19 \times 1.5\% = \313.28
 Plus 313.28
\$21,198.47 Allowable w/Preference