Date Received

## **CHIEF ADMINISTRATIVE OFFICE**

#### **Procurement and Contracts Division**

Date Received	
	_

#### NON-COMPETITIVE PURCHASE REQUEST JUSTIFICATION

Required for all (non-emergency) sole source acquisitions in excess of \$5,000.00 and sole source service requests in excess of \$100,000.00.

This justification document consists of three (3) pages. All information must be provided and all questions must be answered. **Department Head approval is required.** 

	answered. <b>Department</b> H								
	Requesting Depa	rtment Informatio	n						
Department:		Org Code:							
22-District Attorney		2200000							
Contact Name:		Subobject:		User Code:					
Justene Cline		6045		22EQSHR					
Telephone:		Fax:							
530-621-5640		N/A							
	Required Supplier	Vendor Informati	on						
Vendor / Supplier Name:	rtoquilou ouppiioi /	Vendor / Supplier		•					
Future Ford		650 Auto Mall [							
Contact Name:				,					
Tom Netherby									
Estimated Purchase Price/Contract	Amount:	Vendor / Supplie	r Email Ad	ddress:					
\$51,570.02		netherby@futur							
Telephone:		Fax:							
Provide a brief description of the re-	quest, including all goods	and/or services the v	endor/sup	oplier will provide and supporting					
exemption reference from Board Po	licy C-17 - Procurement I	Po <b>l</b> icy:							
The District Attorney's Office is Ford out of Roseville, CA. The v		•		·					
due to the recent re-organization	·								
County purchasing policy C-17,	•	•		· I					
due to the matter of a competitive		, -	-	· · · · · · · · · · · · · · · · · · ·					
Additional details are provided b	elow.								
Danastraart Haadi VRA									
Department Head: Vern Pierson (Mar 27, 2023 14 Signature	:46 PDT)		Ja.						
nn 1717	-		JØ						
Purchasing Agent: Mighature Signature									
Board of Supervisors:		P&C Assignment:							
Date:		Assigned To:							
Item:		Date:							

#### A. The good/service requested is restricted to one supplier for the reason stated below:

1. Why is the acquisition restricted to this goods/services supplier? (Explain why the acquisition cannot be competitively sourced. Explain how the supplier is the only source for the acquisition.)

County Fleet has an existing contract for Ford F-150's with Downtown Ford. However, in working with Fleet staff, it has been expressed that the lead times of procuring vehicles can range from 1-1 1/2 years at minimum. Additionally, when Fleet recently contacted the lot requesting a similar vehicle to what the DA is requesting, they were told there were no available options on the lot under the state contract pricing. For reference purposes, the quoted total price from Future Ford of Roseville of \$51,570.02 is less that comparable models from other manufactures based on current quotes Fleet has received. It has been noted that availability for this model at other local dealerships is rare and it is even more rare in today's market for any dealership to provide any discounts to the listed MSRP. To compare pricing, quotes from other dealerships are attached. Downtown Ford quoted a final price of \$59,988.51. Hoblit Ford quoted a final price of \$56,483 and won't have the vehicle available until late April 2023. Ron Duprat Ford quoted a sticker price of \$52,220 before taxes.

2. Provide the background of events leading to this acquisition.

Dur to internal re-organization of the District Attorney's Office and current vehicle mileage analysis, it has been determined there is a need for a new vehicle. Being well aware of the lengthy lead times for procuring vehicles through County Fleet under the state contract, DA staff knew that having to go directly to a dealership would be the only option for procuring a new vehicle within the next couple of months. DA staff did confirm the obstacles mentioned above with the Fleet Superintendent before requesting quotes from direct dealerships. It was determined that Future Ford of Roseville is the most economical option for the department.

3. Describe the uniqueness of the acquisition. (Why was the goods/services supplier chosen?)

As previously mentioned, Future Ford of Roseville provided the most economical option for procuring a 2023 Ford F-150 within a reasonable time frame, as compared to three other local dealerships.

4. What are the consequences of not purchasing the goods/services or contracting with the proposed supplier?

In addition to a re-organization of vehicle assignments within the department, the truck that this vehicle is replacing currently has over 180,000 miles. There was a recent cost to repair this aging vehicle and we foresee many repairs both minor and major in the future if the vehicle is continued to be used the way it currently is. If we have to wait over a year to receive the replacement through fleet purchasing, the vehicle will have well over 200,000 miles by the time the replacement arrives. Further, the cost to replace similar vehicles has been increasing by about 15% per year. It is also very unlikely that we will be able to secure a price as low as this again costing the county more money in the future to purchase a replacement. purchasing this vehicle now will ultimately be cheaper and save the county money.

5. What market research was conducted to substantiate no competition, including the evaluation of other items or service providers? (Provide a narrative of your efforts to identify other similar or appropriate goods/services, including a summary of how the department concluded that such alternatives are either inappropriate or unavailable. The name and addresses of suppliers contacted and the reasons for not considering them must be included OR an explanation of why the survey or effort to identify other goods/services was not performed.)
Please refer to the response under question #1. Quotes are attached for reference and note the supplier names and information.
<ul><li>B. Price Analysis:</li><li>1. How was the price offered determined to be fair and reasonable? (Explain what basis was used for comparison</li></ul>
As previously mentioned, Fleet confirmed that the quoted price we received form Future Ford direct is less than comparable quotes they have been seeing lately from other local dealerships. Additionally, the quotes we are provided support this claim.
<ol> <li>Describe any cost savings or avoidance realized (one-time or ongoing) by acquiring the goods/services from this supplier.</li> </ol>
By going through Future Ford, the DA's Office will be able to procure the vehicle significantly sooner than they would if they were to go through County Fleet. They would also be saving money by choosing this vendor over other local dealerships.
Additionally, the department plans to request Asset Forfeiture Funds to purchase/offset the cost of this vehicle, which will have no impact to Net County Cost.
JR JR APPL



 Date:
 3/21/2023

 Salesperson:
 John Walker

 Manager:
 Simon Bayder

Custome	er								
Name:	Ramsey Joe			Phone:					
Address:	3520 Mining Br	ook Rd Placerville	CA 95667-9017	Work:	Work:				
Emai <b>l</b> :	joe.ramsey@ed	lcda.us			Cell: (530) 621-38	387			
Vehic <b>l</b> e				Trade In					
Stock:	R0360	New/Used	d: <u>New</u>	Payoff:	\$0.00				
VIN:	1FTEW1EP1PK	D47903		VIN:					
Vehic <b>l</b> e:	2023 FORD F-1	50		Vehicle:					
Туре:				Туре:					
Mileage:	5	Color:	Oxford White	Mileage:	Color:				
				-	-				
		Cash Op	ion		Oallin a Dailean	ÁF1 710 00			
		\$59,988	.51		Selling Price: CAL-TEX RESISTALL:	\$51,710.00 \$1,995.00			
					STARGARD: Total Purchase:	\$995.00 \$54,700.00			
					Trade Allowance:	(\$0.00)			
					Trade Difference	\$54,700.00			
					Doc Fee:	\$85.00			
					Est Taxes:	\$4,519.76			
					Est Fees:	\$768.75			
					Total Price:	\$59,988.51			
					Trade Payoff:	\$0.00			
					Deposit: Balance:	(\$0.00) \$59,988.51			
						<del>+</del>			

<sup>\*</sup>By signing this authorization form, you certify that the above personal information is correct and accurate and authorize the release of credit and employment information. By signing above, I promise to the dealership and its affiliates consent to communicate with me about my vehicle or any future vehicles using electronic, verbal, and written communications including but not limited to email, text messaging, SMS, phone calls and direct mail. Terms and conditions subject to credit approval. For information only. This is not an offer or contract of sale.\*

## **Joe Ramsey**

From: Brandon Caporale <br/> <br/> brandon.caporale@driveduprattford.com>

Sent: Tuesday, March 21, 2023 2:25 PM

To: Joe Ramsey Subject: F-150 **Attachments:** F-150.pdf

Hi Ramsey,

You didn't specify 4x2 or 4x4 so the window sticker below is the closest I have in stock that met your perimeters .

Sincerely,



2023 Ford F-150 XL

\$52,220.00

#### Joe Ramsey

**From:** jenglish@hoblit.com

**Sent:** Tuesday, March 21, 2023 3:37 PM

**To:** Joe Ramsey

**Subject:** RE: 23 F-150 STX info from Jason in Fleet at Hoblit Ford

Attachments: El Dorado County DA F-150 Pricing.pdf; El Dorado County DA Window Sticker.pdf

Joe,

Attached is a Price and Window Sticker of the Truck I have coming in. Thanks

Jason,

----Original Message-----

From: "Joe Ramsey" <joe.ramsey@edcda.us> Sent: Tuesday, March 21, 2023 3:14pm To: "jenglish@hoblit.com" <jenglish@hoblit.com>

Subject: RE: 23 F-150 STX info from Jason in Fleet at Hoblit Ford

I do not. We are not going through flee on this one. This will be an office owned truck that we are getting through other funds. I need 3 quotes to do a single source purchase if they approve it. With the lack of supply I am hoping they let me by off the lot and not have to wait a long time. Its rare that they will approve it but worth a shot.

From: jenglish@hoblit.com <jenglish@hoblit.com>

**Sent:** Tuesday, March 21, 2023 3:10 PM **To:** Joe Ramsey <joe.ramsey@edcda.us>

Subject: RE: 23 F-150 STX info from Jason in Fleet at Hoblit Ford

Joe do you know your Fleet buying number. I looked it up and see El Dorado County Department Of Human S (KQ181) I don't know if this is what you use for the DA Office. Let me know.

Jason,

----Original Message-----

From: "Joe Ramsey" < <u>joe.ramsey@edcda.us</u>> Sent: Tuesday, March 21, 2023 2:59pm

To: "jenglish@hoblit.com" <jenglish@hoblit.com>

Subject: RE: 23 F-150 STX info from Jason in Fleet at Hoblit Ford

That would work. This is a cash purchase from the District Attorney's Office in El Dorado. I need to have at least 3 quotes to give the boss before we can move on one. It will take a few weeks anyway once its approved. Thanks for getting back to me.

Joe

From: jenglish@hoblit.com <jenglish@hoblit.com>

Sent: Tuesday, March 21, 2023 2:43 PM To: Joe Ramsey <ioe.ramsey@edcda.us>

Subject: RE: 23 F-150 STX info from Jason in Fleet at Hoblit Ford

Joe,

I have a White one that was just built and it awaiting shipment. ETA is the 22nd of next month would that be soon enough or do you need something sooner. Let me know and I can get you a quote. Thanks

Jason,

----Original Message-----

From: "Joe Ramsey" < <u>ioe.ramsey@edcda.us</u>> Sent: Tuesday, March 21, 2023 2:34pm

To: "jenglish@hoblit.com" <jenglish@hoblit.com>

Subject: RE: 23 F-150 STX info from Jason in Fleet at Hoblit Ford

4x4 sorry about that.

From: jenglish@hoblit.com <jenglish@hoblit.com>

Sent: Tuesday, March 21, 2023 2:34 PM
To: Joe Ramsey < ioe.ramsey@edcda.us >

Subject: 23 F-150 STX info from Jason in Fleet at Hoblit Ford

Good Afternoon Joe,

On the STX you are looking for are you looking for 4x4 or 4x2. Let me know I will see if I can find anything on the locator and get you a quote. Thanks

Jason,

Jason English
Commercial Accounts Manager
Hoblit Motors Ford
46 5th Street
Colusa, Ca. 95932
(530)218-7441 Cell
(530)458-2151 Office
Jenglish@hoblit.com

GU13

N

**Gasoline Vehicle** 

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F-150

2023 F-150 4X4 SUPERCREW 145" WHEELBASE 2.71 V 60000ST ELEC TEN-SPEED AUTO W/TOW M

PK **D64173** 

EXTERIOR ICONIC SILVER METALLIC INTERIOR BLACK SPORT CLOTH40/20/40

EPA Fuel Economy and Environment Fuel Economy

MPG

Standard Pickup Trucks range from 12 to 70 MPG. The best vehicle rates 132

highway

combined city/hwy

SAFETY/SECURITY
... CTEDAGIW WITH RSC®

5.0 gallons per 100 miles

more in fuel costs over 5 years compared to the

\$3,000

۰۰۰ spend

average new vehicle.

Fuel Economy & Greenhouse Gas Rating (ratpipe only) Smog Rating (talpipe only)

STANDARD EQUIPMENT INCLUDED AT NO EXTRA CHARGE

EXTERIOR	INTERIOR
DAYTIME RUNNING LAMPS	• 4" PRODUCTIVITY SCREEN
<ul> <li>EASY FUEL® CAPLESS FILLER</li> </ul>	CRUISE CONTROL
<ul> <li>FULLY BOXED STEEL FRAME</li> </ul>	DOOR LOCKS - POWER
HALOGEN HEADLAMPS	DUAL SUNVISORS
<ul> <li>HEADLAMPS - AUTO HIGH BEAM</li> </ul>	ILLUMINATED ENTRY
<ul> <li>HEADLAMPS - AUTOLAMP</li> </ul>	MESSAGE CTR: OUTSIDE TI
(ON/OFF)	COMPASS, TRIP COMPUTER
<ul> <li>LOCKING REMOVABLE TAILGATE</li> </ul>	POWERPOINTS - 12V
<ul> <li>MANUAL FOLD POWER MIRRORS</li> </ul>	• TILT/TELESCOPE STR COLL
<ul> <li>PICKUP BOX TIE DOWN HOOKS</li> </ul>	
POWER TAILGATE LOCK	
TRAILER SWAY CONTROL	
WIPERS- INTERMITTENT	

INTERIOR	NOLLONIE
• 4" PRODUCTIVITY SCREEN	· AUTO HOL
CRUISE CONTROL	· CURVE CC
DOOR LOCKS - POWER	<ul> <li>DYNAMIC</li> </ul>
DUAL SUNVISORS	· FAIL-SAFE
ILLUMINATED ENTRY	<ul> <li>FORDPAS</li> </ul>
<ul> <li>MESSAGE CTR: OUTSIDE TEMP,</li> </ul>	HOTSPOT
COMPASS, TRIP COMPUTER	• HILL STAF
POWERPOINTS = 12V	<ul> <li>MYKEY®</li> </ul>
• TILT/TELESCOPE STR COLUMN	• POST-COI
	PRE-COLL
	<ul> <li>REVERSE</li> </ul>

IC HITCH ASSIST
AFE COOLING SYSTEM
ASS CONNECT™ 4G
DI TELEMATICS MODEM
ART ASSIST LLISION BRAKING LISION ASSIST W/AEB REVERSE SENSING AND REAR VIEW CAMERA SELECTSHIFT®
 SYNC®4 W/8" SCREEN LD ONTROL

• AIRBÁSS - FRONT SEAT MOUNTED SIDE IMPACT • AIRBÁSS - SAFETY CANOPY® • CTR HIGH MOUNT STOP LAMP • PERIMETER ALARAM • SOS POST-CRASH ALERT SYSTM • TIRE PRESSURE MONIT SYS WARRANTY
- 37R/35,000 BUMPER / BUMPER
- 57R/60,000 POWERTRAIN
- 57R/60,000 ROADSIDE ASSIST
- 8YR/100,000 HYBRID BATTERY

This vehicle emits 451 grams CO<sub>2</sub> per mile. The best emits 0 gradistributing fuel also create emissions; learn more at fueleconom Annual fuel COSt

results will vary for many reasons, including driving conditions and how you drive and maintain your e. The average new vehicle gests 28 MPG and costs \$5,000 to let over 5 years. Cost estimates are on 15,000 miles per year at \$2.25 per gallon. MPGe is miles per gasoline gallon equivalent. Vehicle ions are a significant cause of chinate change and smog. ueleconomygov

> \$45,410.00 7,010.00 52,420.00 1,895.00

> > TOTAL VEHICLE & OPTIONS/OTHER DESTINATION & DELIVERY

TOTAL OPTIONS/OTHER PRICE INFORMATION

TOTAL BEFORE DISCOUNTS

XL DISCOUNT

NO CHARGE 145.00 250.00 2,585.00

OPTIONAL EQUIPMENT/OTHER

INCLUDED ON THIS VEHICLE

**EQUIPMENT GROUP 101A** 

NO CHARGE 50.00 315.00 NO CHARGE

1,225.00 275.00 NO CHARGE 350.00

STX APPEARANCE DISCT XL STX WHEEL DISCOUNT TOTAL SAVINGS

Q 

Smartphone QR Code" 

mile (tailpipe only). Producing and

9

**GOVERNMENT 5-STAR SAFETY RATINGS** 

F-SERIES 45 YEARS

\*\*\*\*

Based on the combined ratings of frontal, side and rollover. Should ONLY be compared to other vehicles of similar size and weight.

54,315.00 750.00 750.00 595.00 2,095.00

Overall Vehicle Score

The FordPass." Connect modem is active and sending vehicle data (e.g., diagnostics) to Ford." See in-vehicle settings for connectivity options.

\*\*\*\*

Based on the risk of injury in a frontal impact. Should ONLY be compared to other vehicles

Passenger

Driver

Fronta Crash \*\*Fordbass Connect (cottonal on salect-vehicles)
\*\*Fordbass Connect (cottonal on salect-vehicles)
\*Fordbass Connect (cottonal on salect-vehicles)
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Front seat

Rear seat

Crash Side

sed on the risk of injury in a side im

sed on the risk of rollover in a single

Rollover

\*\*\*

Gord FORD PROTECT\*

Star ratings range from 1 to 5 stars (★★★★★), with 5 being the highest, Source: National Highway Traffic Safety Administration (NHTSA), www.safercar.gov or 1-888-327-4236

\$52,220,00

TOTAL MSRP

CA84

23-0723 B 8 of 12

Insist on Ford Protect! The only extended service plan fully backed by Ford and honored at every Ford dealership in the U.S., Canada and Mexico. See your

SCAN OR TEXT 1FPKD64173 TO 48028

Whether you decide to lease or finance your vehicle, you'll find the choices that are right. Ford Credit for you. See your dealer for details or visit www.fond.com/finance. PA252 N RB 2X 330 003168 01 25 23 This label is affixed pursuant to the Federal Automobile information bestogene Act, Cassellier, Libers, and Title Fees, State and Local taxes are not included. Dealer installed options or accessories are not included unless listed above. 72-108X O/T 2 CONVOY

WARNING: Operating, servicing and maintaining a passenger vehicle, pickup truck, van, or off-road lead, which are known to the State of California to seave cancer and birth delects or other reproductive harm. To minimize exposure, avoid beathing exhaust, do not idle the engine except as necessary, service your vehicle in a well-wentilated area and wear gloves or wash your hands frequently when servicing your vehicle. For more information go to www.P65Warnings.ca.gov/passenger-vehicle.



Stock #: VIN Deal#: 0014315 March 21, 2023

# **Vehicle Not Found**

# EL DORADO COUNTY DISTRICT ATTORNEY'S OFFICE

Phone: Salesperson: JACK ENGLISH

Email:

Sale Information		Cash Option	Sales Tax	\$4,301.55
		Balance Due Of		\$56,483.30
Selling Price	\$52,055.00	Finance Option		
Accessories	\$0.00			
Rebates	\$0.00	Initial Investment		
Service Contract	\$0.00			
Gap	\$0.00			
Net Trade	\$0.00			
Fees	\$126.75			
		Lease Option		
Trade Information		Initial Investment		
Trade Allowance	\$0.00			
Trade Payoff	\$0.00			
Net Trade	\$0.00			

Please submit this worksheet to management for review. I understand 1) This worksheet is neither an offer nor a contract and is not binding on the customer or the dealership. 2) No offer to purchase any vehicle is binding until accepted in writing by an authorized sales manager and 3) Sales consultants cannot obligate or bind the customer or the dealership.

I hereby authorize the dealership to conduct an investigation of my credit and employment history and release such information to banks, lenders and credit agencies.

Customer signature: Dealership Approval: 23-0723 B 9 of 12

Future Ford -	Roseville Quote		DEALER	720	206		V	IN 1FTE	W1EP9P	KD295	67		
			F15K 4X4 SUPER 2023 MODEL YEA AVALANCHE BLACK SPORT CL	R		Retail Prio 45410	00	43366	oo   Oo				
			INCLUDED ON TH EQUIPMENT GROU XL SERIES	IS VE	HICLE								
		44G	OPTIONAL EQUIP 2.7L V6 ECOBOO ELEC TEN-SPEED 275/60R20 BSW	ST AUTO	W/TOW MODE	1285 NO		1170 NC					
F0985	589	XL9 153	3.55 ELECTRONI 6600# GVWR PAC FRONT LICENSE	C LOC KAGE PLATE	K RR AXLE	470 NO	00	427 NC					
	e.		COLOR-COORDINA' STX APPEARANCE .SYNC 4 W/ENHA' .REAR-WINDOW D' .SIRIUS XM W/ .PRIVACY GLASS	PACK NCED EFROS 360L	AGE VOICE RECOG TER	145 2585	00	132 2353					
			50 STATE EMISS	IONS		NC 50	00-	NC 46	00-				
		53B	CLASS IV TRAIL			315	00	286	00				
		642	FOG LAMPS 20" 6-SPOKE MA			1225	00	NC 1115	00				
		J	STX SPORT CLOT		CON/40 CONS/OTHER	6270	00	269 5706					
			TOTAL VEHICLE DESTINA		IONS/OTHER	51680 1795		49072 1795					
			TOTAL B	EFORE	DISCOUNTS DISCOUNTS#	53475		50867					
			XL DISC	OUNT	CE DISCT		00-	683 683					
			XL STX 1	WHEEL	DISCOUNT	595	00-	542	00-				
	93		TOTAL S		-	51380	00-	1908	00-				
	ty2085:09		FUEL CHARGE					91	52				
1 price	3486		CA NEW MTR VEH: CV LOT MANAGEMI SHIPPING WEIGH	ENT	BOARD FEES 676 LBS.			10	65 00				
Just plans	+18083 09 3486 09 75137001		TOTAL			51380	00	49061	17				
	0								_	P93	71 / 44874		
	e final cost of the vehicle in view of	of the pos	sibility of future rebates, a	llowanc	es, discounts and in	centive a	wards fro	om Ford Mo	tor Compa	ny to the	dealer.		
Sold to Future Ford of 650 Auto Mall		72	C206										
Roseville		CA 9	5661			Order	Туре <b>2</b>	Rai <b>CA</b>	mp Code 84		Batch ID NM022		e Level 25
Ship to (if other than above	ve)					Date In	. Prepa	ared I	tem Num	ber	Transit Days		
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1					Ship Through								
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НВ	Invoice Total		A & Z Plan		D Plan		ΧI	Plan			FPA	A	Ą
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992

49139.93

# Sole Source Form\_ASF Vehicle Future Ford F-150 DA

Final Audit Report 2023-03-27

Created: 2023-03-25

By: Justene Cline (Justene.Cline@edcgov.us)

Status: Signed

Transaction ID: CBJCHBCAABAACT4RM\_hAlTmngm0gOwlHjE97mele9j89

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  Approval Date: 2023-03-27 11:08:28 PM GMT Time Source: server- IP address: 207.104.47.251
- Agreement completed.
   2023-03-27 11:08:28 PM GMT

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