

ITEM #: 29  
DATE: 09-10-24  
DEPT: FLEET

**COUNCIL ACTION FORM**

**SUBJECT: FLEET REPLACEMENT PROGRAM - TWO FULL-SIZE EV PICKUPS**

**BACKGROUND:**

The City’s departments use many pickups and vans to conduct City operations including general maintenance and transportation. Two vehicles are designated for replacement in FY 2024/25. One vehicle is a 2011 full-sized, 4WD cargo van used by Water Pollution Control (WPC) to travel to Ames area sites and collect samples of ground water and conduct maintenance. The other is a 4WD pickup used by Electric Distribution’s technician for locating and surface marking underground powerlines. **WPC and Electric Distribution staff determined these two vehicles are good candidates to replace with all-electric (EV) full-size pickups equipped with 4WD.**

Bids were solicited for two EV 4WD Pickups, and responses were received from dealers as follows:

<b>Bidder</b>	<b>Make / Model</b>	<b>Year</b>	<b>Base Bid Unit Cost</b>	<b>Optional Item</b>	<b>Price for two (2) EV Pickups</b>
Karl Ford Story City, IA	Ford Lightning F150 Crew Cab	2025	\$ 43,466	No Bid	\$ 86,932
Dewey Ford Des Moines, IA	Ford Lightning F150 Crew Cab	2025	\$ 45,920	\$ 750.00	\$ 91,840
Stiver's Ford Waukee, IA	Ford Lightning F150 Crew Cab	2025	\$ 47,306	\$ 390.00	\$ 94,612
Gregg Young Auto Newton, IA	Ford Lightning F150 Crew Cab	2025	\$ 58,100	No Bid	\$116,200

The low bid for two (2) 2025 full-size Ford F150 Lightning Crew Cab Pickups is from Karl Ford of Story City, Iowa for \$86,932. Delivery is expected in 20 weeks. **Each truck will be eligible for an Inflation Reduction Act Refund of \$7,500.**

The budget for these purchases is shown below:

<b>WPC Pickup:</b>	<b>Revenues:</b>	<b>Expenses:</b>
Purchase price:		\$ 43,466.00
Replacement & Estimated Salvage for WPC van	\$ 51,432.75	
Inflation Reduction Act Refund	\$ 7,500.00	
<b>TOTAL:</b>	<b>\$ 58,932.75</b>	<b>\$ 43,466.00</b>

<b>Electric Distribution Pickup:</b>	Revenues:	Expenses:
Purchase price:		\$ 43,466.00
Replacement & Estimated Salvage for Electric Pickup	\$ 40,216.00	
Inflation Reduction Act Refund	\$ 7,500.00	
<b>TOTAL:</b>	<b>\$ 47,716.00</b>	<b>\$ 43,466.00</b>

**Because the Inflation Reduction Act refund comes as a reimbursement, there will be a shortfall of approximately \$3,250 at the time of delivery for the purchase of the Electric Distribution pickup. Fleet Services will finance the shortfall using funds established for the purchase of electric vehicles until the refund is received, at which time the electric vehicle fund will be reimbursed.**

**ALTERNATIVES:**

1. Award a contract to Karl Ford of Story City, for two 2025 Ford F150 Lightning Crew Cab Pickups for \$86,932.
2. Reject award of bid.

**CITY MANAGER'S RECOMMENDED ACTION:**

The purchase of these two all-electric vehicles are in support of the City Council's carbon reduction goals. Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1 as described above.