

STAFF REPORT

FROM: Mike Gregorio, Manager

RE: TRANSITION FROM SEDANS TO PICKUP TRUCKS

BACKGROUND

Historically, the type of vehicles preferred for day to day patrol services, in law enforcement and security services has been the sedan, with a few exceptions. EGUSD has followed the industry standard for the 33 years that it has had its own department. However, in recent years it has become necessary for law enforcement and security staff to diversify and have the ability, *in the field*, to provide more than just patrol services.

Just one example, is the Covid-19 pandemic. Safety & Security has found it necessary to provide support services to district sites in the form of transporting and distributing bulk PPE supplies from site to site throughout the district for over 10 months. Other examples include managing traffic flow and closures at district sites for various emergencies and events.

In addition to the PPE, Security Specialists are routinely asked by district administrators to provide traffic control and related traffic control equipment/items. This has been necessary to facilitate the distribution of chrome books, text books, etc due to the Distance Learning model and COVID-19 concerns.

Many local agencies (CHP, Sacramento Sheriff, Elk Grove PD) have all transitioned to larger SUVs and pickup trucks to allow the versatility more commonly needed to provide the unexpected services that have come to be the norm with their civilian staff. Sedans and smaller SUVs don't provide the cargo room to accomplish the tasks required.

COST FACTORS

While variations in the cost of a sedan vs a truck in the civilian market are often substantial, the California state contract pricing brings pricing down into a similar price point. Often the difference is only a couple thousand dollars depending on model and option. For example, the current state contract price for a **2022 Chevrolet pickup is \$ 33,431.72**. While the current state contract price for the smaller **2022 Ford SUV is \$ 29,814.00**. The cost to fully equip either type of vehicle is relatively the same for either platform.

OVERALL BENEFITS OF THE TRANSITION

In our most recent survey of internal customers including site administrators, we received feedback that areas of improvement the Division of Safety & Security could consider are Traffic Control/Enforcement and Traffic Planning/Recommendations. The pickup truck is one tool we will use to assist in these efforts.

The pickup truck provides a multi-purpose platform from which the many varied duties of the department can be effectively accomplished. It provides both the patrol capability and the much needed cargo and towing capacity to do the following;

- 1) Allows for the safe towing/deployment of the EGUSD Reunification Trailer should the need arise. We currently have no department vehicle rated to tow the trailer safely.
- 2) Allows for the continuous onboard storage of PPE and other supplies. Eliminates the need to return to the student support center for PPE supplies when already in the field.
- 3) Allows for the continuous onboard storage of traffic control devices/equipment. Eliminates the need to return to the student support center for equipment when already in the field.
- 4) The purchase is within the similar price point as a sedan or smaller SUV, but with greater capabilities.

VEHICLE PURCHASE COSTS

VEHICLE PURCHASE

Two (2) 2022 Chev Silverado Pickup Trucks SSV	\$ 66,864.00
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VEHICLE EQUIPMENT BUILD COSTS

Equipment and installation labor (2-vehicles)	38,377.00
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TWO WAY RADIOS

Two (2) Encryption capable mobile radios	11,051.00
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TOTAL COSTS	\$ 116,292.00
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Winner Chevrolet / Elk Grove Auto Group

Jerry Powers | 916-426-5752 | JPowers@LasherAuto.com

3-15-21

Winner Chevrolet / Elk Grove Auto Group

Dealership Information

PLEASE REVIEW THE "WINDOW STICKER," QUOTE, AND ALL INCLUDED INFORMATION AND SPECIFICATIONS FOR ACCURACY. IF A PURCHASE ORDER IS ISSUED, PLEASE INCLUDE A SIGNED COPY OF THIS QUOTE WITH THE "WINDOW STICKER." BY THIS QUOTE BEING SIGNED AND RETURNED BY THE PURCHASING AGENCY, THE PURCHASING AGENCY ACKNOWLEDGES THAT THE VEHICLE CONFIGURATION AND PRICE ARE ACCURATE. **TAX IS NOT INCLUDED IN THE QUOTE PRICE. PURCHASING AGENCY IS RESPONSIBLE FOR CALCULATING TAX. THE TAX RATE IS BASED ON THE REGISTRATION ADDRESS AND CANNOT BE A PO BOX. *****IF THE VEHICLE IS GOING TO BE DELIVERED BEYOND F.O.B. SACRAMENTO, ADDITIONAL COST WILL BE REQUIRED. ***

Prepared By:

Jerry Powers
Winner Chevrolet / Elk Grove Auto Group
916-426-5752
JPowers@LasherAuto.com

This document contains information considered Confidential between GM and its Clients uniquely. The information provided is not intended for public disclosure. Prices, specifications, and availability are subject to change without notice, and do not include certain fees, taxes and charges that may be required by law or vary by manufacturer or region. Performance figures are guidelines only, and actual performance may vary. Photos may not represent actual vehicles or exact configurations. Content based on report preparer's input is subject to the accuracy of the input provided.

Data Version: 13276. Data Updated: Mar 12, 2021 10:06:00 PM PST.

Elk Grove Auto / Winner Chevrolet

8575 Laguna Grove Drive
Elk Grove, CA 95757
916-426-5752

To:
Mike Gregorio
Elk Grove USD
8431 Gerber Road
Sacramento, CA 95828
(916) 686-7786

DATE March 15, 2021
Quotation # 21703

Prepared by: Jerry Powers

Comments or special instructions: Vehicle build and options are in additional pages.
State Contract # 1-18-23-20D

Description	AMOUNT
Line 11 Crew Cab - This is for a 2022 model	\$ 25,824.00
Options (Refer to Window Sticker):	\$ 5,110.00
**** Please review, sign, and return a copy of the quote and **** **** specs with the PO or the vehicle will not be ordered. **** **** Shipping charge added for deliveries beyond Sacramento. No charge for will call ****	
Subtotal	\$ 30,934.00
DOC Fee	\$ 85.00
(Order Acknowledgment Signature) (Date) Taxable Subtotal:	\$ 31,019.00
Tax Rate(Subject to change): 7.750%	\$ 2,403.97
CA Tire Fee: \$1.75 / Per Tire	Tire Fee: \$8.75
	Delivery Charge:
	Total \$ 33,431.72

If you have any questions concerning this quotation, contact Jerry Powers at 916-426-5752 or
email at JPowers@LasherAuto.com

THANK YOU FOR YOUR BUSINESS!



Winner Chevrolet / Elk Grove Auto Group

Jerry Powers | 916-426-5752 | JPowers@LasherAuto.com

Vehicle: [Fleet] 2021 Chevrolet Silverado 1500 (CC10543) 2WD Crew Cab 147" Work Truck (✓ Complete)

Window Sticker

[Fleet] 2021 Chevrolet Silverado 1500 (CC10543) 2WD Crew Cab 147" Work Truck

MSRP:\$35,200.00

Interior:Jet Black, Vinyl seat trim

Exterior 1:Summit White

Exterior 2:No color has been selected.

Engine, 5.3L EcoTec3 V8

Transmission, 6-speed automatic, electronically controlled

Options

CODE	MODEL	MSRP
CC10543	[Fleet] 2021 Chevrolet Silverado 1500 (CC10543) 2WD Crew Cab 147" Work Truck	\$35,200.00
OPTIONS		
1WT	Work Truck Preferred Equipment Group	\$0.00
5J1	Calibration, keyless remote panic button exterior lights/horn disable Inc.	
5J3	Calibration, Surveillance Mode Interior & Exterior Lighting Inc.	
• 5W4	Special Service Package	\$550.00
• 7X2	Spotlamps, Left and right-hand pillar mounted, LED	\$1,800.00
AE7	Seats, front 40/20/40 split-bench	\$0.00
AQQ	Remote Keyless Entry, with 2 transmitters Inc.	
C5H	GVWR, 6900 lbs. (3130 kg) Inc.	
CTT	Hitch Guidance Inc.	
DLF	Mirrors, outside heated power-adjustable Inc.	
GAZ	Summit White	\$0.00
GU6	Rear axle, 3.42 ratio	\$0.00
H2G	Jet Black, Vinyl seat trim	\$0.00
IOR	Audio system, Chevrolet Infotainment 3 system	\$0.00
• JL1	Trailer brake controller, integrated	\$275.00
K34	Cruise control, electronic Inc.	
K47	Air filter, heavy-duty Inc.	
KC9	Power outlet, bed mounted, 120-volt Inc.	

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Winner Chevrolet / Elk Grove Auto Group

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Vehicle: [Fleet] 2021 Chevrolet Silverado 1500 (CC10543) 2WD Crew Cab 147" Work Truck (✓ Complete)

KI4	Power outlet, instrument panel, 120-volt	Inc.	
KNP	Cooling, auxiliary external transmission oil cooler	Inc.	
KW5	Alternator, 220 amps	Inc.	
L82	Engine, 5.3L EcoTec3 V8		\$1,395.00
MYC	Transmission, 6-speed automatic, electronically controlled		\$0.00
QBN	Tires, 255/70R17 all-season, blackwall		\$0.00
QBR	Tire, spare 255/70R17 all-season, blackwall		\$0.00
QT5	Tailgate, gate function manual with EZ Lift	Inc.	
R9Y	Fleet Free Maintenance Credit.		
RD6	Wheels, 17" x 8" (43.2 cm x 20.3 cm) Ultra Silver painted steel		\$0.00
VK3	License plate kit, front		\$0.00
VQ2	Fleet Processing Option		\$0.00
YF5	Emissions, California state requirements		\$0.00
Z82	Trailer Package		\$395.00
ZLQ	WT Fleet Convenience Package		\$695.00
—	Battery, heavy-duty 720 cold-cranking amps/80 Amp-hr, maintenance-free	Inc.	

SUBTOTAL	\$40,265.00
Adjustments Total	\$0.00
Destination Charge	\$1,695.00
TOTAL PRICE	\$41,960.00

FUEL ECONOMY

Est City:15 MPG

Est Highway:21 MPG

Est Highway Cruising Range:504.00 mi

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**Emergency Vehicle Outfitters**

9858 Kent Street
Elk Grove, CA 95624

Phone : (916) 685 0800

Date 2/22/2021

Quote # 14839

Bill To
ELK GROVE UNIFIED SCHOOL DISTRICT Accounting Dept 9510 Elk Grove - Florin Road Elk Grove, Ca 95624

Ship To
9510 ELK GROVE-FLORIN ROAD ELK GROVE, CA 95624

Terms Net 30

Due Date 3/24/2021

Item	Description	Qty	Net	Total
	Chevy Silverado			
FS VALR-51S-CAL2	51" LIGHTBAR - RED/BLUE CAL-2 LIGHTBAR	1	2,150.00	2,150.00T
IVE SO PARTS-OUT	WA 36-53955 PUSH BUMPER ELITE FOR SILVERADO	1	465.59	465.59T
WA 36-6015S2	Elite 33.1" 2 Lit Chnl - Push Bumper Light Channel 33.1 inch Soundoff, 2 Hole	1	35.50	35.50T
WA 36-6015F2MP	Push Bumper Light Channel 33.1 inch Federal Signal Micropulse Light, 2 Hole	1	37.14	37.14T
FS MPS620U-RW	MICROPULSE ULTRA DUAL COLOR 6RED/6WHITE LEDS - FRONT PUSH BUMPER AND SIDE LIGHTING	2	98.75	197.50T
FS MPS620U-BW	MICROPULSE ULTRA DUAL COLOR 6 BLUES AND 6 WHITES LEDS - FRONT PUSH BUMPER AND SIDE LIGHTING	2	98.75	197.50T
SO ENT2B3D	INTERSECTOR UNDER MIRROR MOUNT - RED/WHITE	1	198.75	198.75T
SO ENT2B3E	INTERSECTOR UNDER MIRROR MOUNT BLUE/WHITE	1	198.75	198.75T
SO EMPS2SMS5RBW	RED/BLUE M POWER LIGHT SCREW MOUNT - RUNNING BOARD LIGHTING	6	129.99	779.94T

		Subtotal
		Sales Tax (7.75%)
		Total
Fax : (916) 685 0883	e-mail: service@emergencyvehicleoutfitters.net	
Installation dept: (916) 550 SHOP	www.emergencyvehicleoutfitters.net	



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Item	Description	Qty	Net	Total
SO EMPS2STS5RBW	MPOWER 4" STUD MNT SAE 18 LED (RBW) - REAR DOOR LIGHT	2	129.99	259.98T
SO PMP2BKDGAJ	90 DEGREE GRILLE BRACKET - FOR REAR DOOR WINDOW LIGHTING	2	14.99	29.98T
FS SL8S-A	LATITUDE 8 AMBER LED REFLECTORS - REAR WINDOW T.A	1	449.99	449.99T
SO EMPS2SMS5RBW	RED/BLUE M POWER LIGHT SCREW MOUNT - REAR LIC LIGHTS - WITH REAR SCENE OPTION FOR TOWING	2	129.99	259.98T
FS 416900-RB	DUAL CORNER LED WITH IN-LINE FLASHER, RED/BLUE - REAR TAIL STROBES	2	89.99	179.98T
FS PF200S17	SIREN Siren/Light Controller with 17 button controller, 100/200 W, OBDII integration capability, integrated Rumbler capability, and integrated dual-tone capability	1	1,199.00	1,199.00T
FS ES100C	DYNAMAX 100-WATT COMPACT SPEAKER WITH NEODYMIUM DRIVER - BUMPER MOUNTED	1	169.99	169.99T
FS ESB-U	SPEAKER BRACKET	1	24.99	24.99T
TP CM-SDMT-SA-LED	CONSOLE			
IVE SO PARTS-OUT	SWING ARM SIDE MOUNT- LEDCO AC-CHV19-MNT 2019-20 Silverado 1500 floor mount. Works with wide-body and standard width consoles.	1	259.55	259.55T
		1	0.00	0.00T

		Subtotal
		Sales Tax (7.75%)
		Total
Fax :(916) 685 0883	e-mail: service@emergencyvehicleoutfitters.net	
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Terms Net 30

Due Date 3/24/2021

Item	Description	Qty	Net	Total
TP CC-WBOS-20	20" WIDE BODY CONSOLE	1	525.00	525.00T
TP FP-PLATINUM	PLATINUM FACEPLATE	1	0.00	0.00T
TP FP-MXTL2500	XTL2500 FACEPLATE REMOTE MOUNT	1		0.00T
TP FP-BLNK4	4 INCH BLANK	1	0.00	0.00T
TP FP-BLNK3	3 INCH BLANK	1	0.00	0.00T
TP FP-BLNK2	2 INCH BLANK	1	0.00	0.00T
TP FP-USB-2DC	2" face plate pre-punched w/ holes for (2) DC outlets & (1) dual-port USB module	1	54.50	54.50T
TP AC-INBGH	4" INTERNAL BEVERAGE HOLDER	1	48.65	48.65T
TP AC-TB-ARM-XL	Height-adjustable arm rest w/5x10 pad. Bolts to floor plate. (Formerly part number AC-ARM-XL)	1	149.99	149.99T
IVE SO PARTS-OUT	CargoGlide CG1000-6548 - 1000 lb. Capacity 75% Extension Truck, Van, and SUV Slide Out Tray - 65" Long & 49 25" Wide	1	1,549.00	1,549.00T
IVE SO PARTS-OUT	SK2074 Century "Ultra" shell, painted, FIXED FRONT WINDOW, SOLID SIDES, FRAMED REAR WINDOW TINTED.	1	2,435.00	2,435.00T
IVE SO PARTS-OUT	Underseat Lockbox Chevy/GMC Crew Cab 2019-2020 SKU.352EVO	1	695.00	695.00T
INS INSTALL	ACCESSORIES INSTALL	1	450.00	450.00T
TS 314716	MULTIBAND ANTENNA GSM/WIFI/WIMAX/GPS STUD MNT	1	132.25	132.25T

		Subtotal
		Sales Tax (7.75%)
		Total
Fax : (916) 685 0883	e-mail: service@emergencyvehicleoutfitters.net	
Installation dept: (916) 550 SHOP	www.emergencyvehicleoutfitters.net	

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Date 2/22/2021

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Ship To
9510 ELK GROVE-FLORIN ROAD ELK GROVE, CA 95624

Terms Net 30

Due Date 3/24/2021

Item	Description	Qty	Net	Total
TS 78815	STANDARD NMO 3/4 BRASS BASE WITH 17 FT RG 58 NO CONNECTOR	2	29.99	59.98T
TS 526355	3G-4G PHANTOM STYLE (SALT SHAKER) ANTENNA 3.30' RADOME HEIGHT NMO	2	42.45	84.90T
BCI 153100-ST	100 AMP CIRCUIT BREAKER	1	39.00	39.00T
BS 5026	FUSE BLOCK 12 CIRCUIT W/ GROUND	1	49.75	49.75T
BS 7615B	Solenoid Timer 120A 12VDC ATD	1	129.99	129.99T
IVE SHOPPARTS-OUT	SHOP PARTS WIRES, CLAMPS, LOOM, FUSE HOLDER MISC BRACKETS	1	189.99	189.99T
INS INSTALL	INSTALLATION OF ABOVE EQUIPMENT INTO CHEVY SILVERADO INCLUDING CUSTOMER SUPPLIED RADIO AND DOCKING STATION	1	3,750.00	3,750.00T
SHIPPING OUT	SHIPPING	1	400.00	400.00

		Subtotal	\$17,837.11
		Sales Tax (7.75%)	\$1,351.38
		Total	\$19,188.49
Fax : (916) 685 0883		e-mail: service@emergencyvehicleoutfitters.net	
Installation dept: (916) 550 SHOP		www.emergencyvehicleoutfitters.net	

$$\$19,188.49 \times 2 \text{ Vehicles} = \$38,376.98$$



Billing Address:
ELK GROVE UNIFIED SCHOOL
DISTRICT
8431 GERBER RD
SACRAMENTO, CA 95828
US

Quote Date:03/10/2021
Expiration Date:04/01/2021
Quote Created By:
John Howard
jhoward@deltawireless.com

End Customer:
ELK GROVE UNIFIED SCHOOL
DISTRICT
Mike Gregorio
mgregori@egusd.net

Contract: 22575 - SACRAMENTO, CA

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6500 / Enh Series	ENHANCEDAPX6500				
1	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ MOBILE	2	\$2,738.00	\$2,053.50	\$4,107.00
1a	G628AD	INT: REMOTE MOUNT CABLE 17 FT APX	2	\$0.00	\$0.00	\$0.00
1b	G51AU	ENH: SMARTZONE OPERATION APX6500	2	\$1,200.00	\$900.00	\$1,800.00
1c	G67DT	ADD: REMOTE MOUNT E5 APXM	2	\$297.00	\$222.75	\$445.50
1d	G78AT	ENH: 3 YEAR ESSENTIAL SVC	2	\$176.40	\$176.40	\$352.80
1e	GA01606AA	ADD: NO GPS/WI-FI ANTENNA NEEDED	2	\$0.00	\$0.00	\$0.00
1f	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	2	\$60.00	\$45.00	\$90.00
1g	G843AH	ADD: AES ENCRYPTION AND ADP	2	\$475.00	\$356.25	\$712.50
1h	G444AH	ADD: APX CONTROL HEAD SOFTWARE	2	\$0.00	\$0.00	\$0.00
1i	G806BL	ENH: ASTRO DIGITAL CAI OP APX	2	\$515.00	\$386.25	\$772.50



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1j	GA01670AA	ADD: APX E5 CONTROL HEAD	2	\$572.00	\$429.00	\$858.00
1k	W22BA	ADD: STD PALM MICROPHONE APX	2	\$72.00	\$54.00	\$108.00
1l	W969BG	ADD: MULTIKEY OPERATION	2	\$330.00	\$247.50	\$495.00
1m	G174AD	ADD: ANT 3DB LOW-PROFILE 762-870	2	\$43.00	\$32.25	\$64.50
1n	G361AH	ENH: P25 TRUNKING SOFTWARE APX	2	\$300.00	\$225.00	\$450.00

Subtotal \$10,255.80

Estimated Tax \$794.83

Grand Total \$11,050.63(USD)

Notes:



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MAKE PO OUT TO MOTOROLA! CONFIRM TAX RATE. PROGRAMMING AND INSTALLATION NOT INCLUDED. PLEASE PRICE SEPARATELY. This Motorola proposal is based upon the existing County of Sacramento master contract, which is identified as County of Sacramento Open Item Contract Number WA00034181, dated May 2, 2016, and the terms and conditions of that agreement will apply to this transaction.

THIS QUOTE IS BASED ON THE FOLLOWING:

1 This quotation is provided to you for information purposes only and is not intended to be an offer or a binding proposal.

If you wish to purchase the quoted products, Motorola Solutions, Inc. ("Motorola") will be pleased to provide you with our standard terms and conditions of sale (which will include the capitalized provisions below), or alternatively, receive your purchase order which will be acknowledged.

Thank you for your consideration of Motorola products.

2 Quotes are exclusive of all installation and programming charges (unless expressly stated) and all applicable taxes.

3 Purchaser will be responsible for shipping costs, which will be added to the invoice. 4 Prices quoted are valid for thirty(30) days from the date of this quote. 5 Unless otherwise stated, payment will be due within thirty days after invoice. Invoicing will occur concurrently with shipping.

MOTOROLA DISCLAIMS ALL OTHER WARRANTIES WITH RESPECT TO THE ORDERED PRODUCTS, EXPRESS OR IMPLIED INCLUDING THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

MOTOROLA'S TOTAL LIABILITY ARISING FROM THE ORDERED PRODUCTS WILL BE LIMITED TO THE PURCHASE PRICE OF THE PRODUCTS WITH RESPECT TO WHICH LOSSES OR DAMAGES ARE CLAIMED. IN NO EVENT WILL MOTOROLA BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES



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Purchase Order Checklist

Marked as PO/ Contract/ Notice to Proceed on Company Letterhead
(PO will not be processed without this)

PO Number/ Contract Number

PO Date

Vendor = Motorola Solutions, Inc.

Payment (Billing) Terms/ State Contract Number

Bill-To Name on PO must be equal to the *Legal* Bill-To Name

Bill-To Address

Ship-To Address (If we are shipping to a MR location, it must be documented on PO)

Ultimate Address (If the Ship-To address is the MR location then the Ultimate Destination address must be documented on PO)

PO Amount must be equal to or greater than Order Total

Non-Editable Format (Word/ Excel templates cannot be accepted)

Bill To Contact Name & Phone # and EMAIL for customer accounts payable dept

Ship To Contact Name & Phone #

Tax Exemption Status

Signatures (As required)