



County of Monterey

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legislation Details (With Board Report)

File #: 21-254 **Name:** Lease Agreement with Enterprise FM Trust
Type: General Agenda Item **Status:** Criminal Justice - Consent
File created: 3/18/2021 **In control:** Board of Supervisors
On agenda: 4/20/2021 **Final action:**

Title: a. Approve and authorize the Contracts/Purchasing Officer or the Contracts/Purchasing Supervisor to sign the Non-Standard Enterprise FM Trust Lease Agreements for the acquiring of vehicles for the Monterey County Sheriff's Office, in the amount of \$505,000.00 for 13 vehicles for the full 4-year term of the lease. The initial \$104,000.00 down payment will be financed within the existing Sheriff's FY2020-21 Adopted Budget; and
b. Authorize the Contracts/Purchasing Officer or the Contracts/Purchasing Supervisor to sign Individual Enterprise Lease Agreements for each of the 13 vehicles as necessary to provide vehicles for the MCSO, each Lease is 48 months from date of final signature.

Sponsors:

Indexes:

Code sections:

Attachments: 1. Board Report, 2. 1_Enterprise_Master_Equity_with_2_Amds_and_Memorandum.pdf, 3. 2_Enterprise_Maintenance_Agreement_w_1_Amd.pdf, 4. 3_MCSO_Enterprise_Exhibit_A_v6_031721.doc.pdf, 5. 4_Sourcewell_NJPA_RFP_cover_page_w_Contract_Acceptance_and_Amd_1.pdf, 6. 5_Attachment_A_Enterprise_MCSO_Vehicle_Menu_Pricing_March_2021.pdf, 7. 6_Attachment_B_Sample_Enterprise_Vehicle_Lease_Agreement_Chrysler_Pacifica.pdf, 8. Completed Board Order Item No. 51

Date	Ver.	Action By	Action	Result
4/20/2021	1	Board of Supervisors	continued	Pass

a. Approve and authorize the Contracts/Purchasing Officer or the Contracts/Purchasing Supervisor to sign the Non-Standard Enterprise FM Trust Lease Agreements for the acquiring of vehicles for the Monterey County Sheriff's Office, in the amount of \$505,000.00 for 13 vehicles for the full 4-year term of the lease. The initial \$104,000.00 down payment will be financed within the existing Sheriff's FY2020-21 Adopted Budget; and
b. Authorize the Contracts/Purchasing Officer or the Contracts/Purchasing Supervisor to sign Individual Enterprise Lease Agreements for each of the 13 vehicles as necessary to provide vehicles for the MCSO, each Lease is 48 months from date of final signature.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Contracts/Purchasing Officer or the Contracts/Purchasing Supervisor to sign the Non-Standard Enterprise FM Trust Lease Agreements for the acquiring of vehicles for the Monterey County Sheriff's Office, in the amount of \$505,000.00 for 13 vehicles for the full 4-year term of the lease. The initial \$104,000.00 down payment will be financed within the existing Sheriff's FY2020-21 Adopted Budget; and
- b. Authorize the Contracts/Purchasing Officer or the Contracts/Purchasing Supervisor to sign Individual Enterprise Lease Agreements for each of the 13 vehicles as necessary to provide vehicles for the MCSO, each Lease is 48 months from date of final signature.

SUMMARY/DISCUSSION:

The Monterey County Sheriff's Office (MCSO) request approval of this Agreement. MCSO request approval of this Enterprise Lease Agreement to provide MCSO with 13 leased vehicles.

Currently, the MCSO utilizes the County VAMP program. This program requires the MCSO pay all cost upfront. The Department pays into the VAMP fund monthly for 96 months plus 3.5% CPI. Once the 96 months has been completed (paid) a vehicle can be purchased. The useful life of a patrol vehicle is, on average only 48 months. The purpose of this lease agreement is to address vehicle needs for unmarked / investigations use. Investigations personnel still operate fully equipped code 3 capable vehicles. These vehicles are unmarked and the emergency equipment is concealed or subdued so the vehicles are not readily identifiable as law enforcement vehicles. Covert vehicles are essential for investigative assignments. When detectives are contacting victims or witness of violent or sensitive crimes, it is important to protect their privacy. Additionally, it is critically important for investigators to remain undetected when they covertly surveil, track and follow suspects. Once an investigative vehicle has been identified or "burned" by suspects, that vehicle has little value for covert operations. One of the operational values brought by this lease is the ability to turn in, or exchange a vehicle if it gets identified as a Sheriff's vehicle. Utilizing Enterprise also increases our access to a wide variety of both domestic and import vehicles. The use of non-traditional government vehicles bolters our ability to be discreet.

Under the lease agreement with Enterprise, MCSO will make a down payment and pay a licensing fees for the leased vehicles and then make regularly scheduled monthly payments for 48 months. MCSO will also be able to turn a vehicle in after one year if necessary. Enterprise will factory order vehicles in addition to pulling from dealer stock, thus creating a cost efficient and proactive vehicle replacement program. Enterprise will also coordinate all aftermarket equipment and vehicles will be delivered ready to put into service. The benefit of refreshing the MCSO vehicles on a scheduled rotational basis would allow for reduced maintenance costs, newer low mileage vehicles, and the ability to replace a vehicle if it becomes identified or compromised.

MCSO will continue to utilize Fleet Management for maintenance on the lease vehicles.

The contract is done in accordance with Sourcewell Contract #060618-EFM and Amendment #1 to Contract #060618-EFM which allows for MCSO to contract with Enterprise after agreement expires.

OTHER AGENCY INVOLVEMENT:

County Counsel and Auditor-Controller have reviewed and approved as to form. MCSO discussed with County Administrative Office (Fleet-Management).

FINANCING:

The FY 2020-21 portion of this contract will be absorbed by the FY 2020-21 Adopted budget. There is no impact in General Fund Contribution in the current fiscal year resulting from this Board action.

BOARD OF SUPERVISORS STRATEGIC INITIATIVES:

This contract meets the Board's strategic initiatives by:

"Create Safe Communities"

Mark a check to the related Board of Supervisors Strategic Initiatives

Economic Development
Administration
Health & Human Services
Infrastructure
X Public Safety

Prepared by: Arthur Curtright, Management Analyst II, Extension #3708

Approved by: Steve Bernal, Sheriff/Coroner, Extension #3750

Attachments:

1. Enterprise Master Equity Lease Agreement with two (2) Amendments and Memorandum
2. Enterprise Maintenance Agreement with two (2) Amendments
3. MCSO Exhibit A
4. Cover page for Sourcewell Contract #060618-EFM, Contract Acceptance and Award and Amendment #1
5. Attachment A - Enterprise MCSO Vehicle Pricing
6. Attachment B - Sample Lease Agreement