



# Board Agenda Item 30

DATE: April 7, 2026

TO: Board of Supervisors

SUBMITTED BY: John Zanoni, Sheriff-Coroner-Public Administrator  
Steven White, Director of Public Works and Planning  
Raymond T. Hunter, Director of General Services

SUBJECT: Agreement with Decker Ford Inc., dba Future Ford of Clovis

## RECOMMENDED ACTION(S):

- 1. Under Administrative Policy No. 34 for competitive bids or requests for proposals (AP 34) determine that an exception to the competitive bidding requirement under AP 34 is satisfied and a suspension of competition is warranted due to unusual or extraordinary circumstances as Decker Ford, Inc., dba Future Ford of Clovis, is a Ford factory provider of parts and service meeting manufacturer's and the County's specified requirements; and**
- 2. Approve and authorize the Chairman to execute an Agreement with Decker Ford, Inc., to provide vehicle maintenance services and parts, effective April 7, 2026, not to exceed five consecutive years, which includes a three-year base contract and two optional one-year extensions, total not to exceed \$5,170,000.**

There is no increase in Net County Cost associated with the recommended actions. The recommended agreement with Decker Ford, Inc., dba Future Ford of Clovis (Future Ford) will allow the Sheriff-Coroner-Public Administrator's Office, Department of Public Works and Planning, and General Services Department (the Departments) to obtain vehicle maintenance, service, and parts for their Ford fleet vehicles. This item is countywide.

## ALTERNATIVE ACTION(S):

If the recommended action is not approved, these services will not be provided to the County by Future Ford, which would limit the ability of the Departments to obtain timely maintenance of vehicles.

## SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

It is requested that the County find under Administrative Policy No. 34 that an exception to the competitive bidding requirement is satisfied, and a suspension of competition is warranted due to unusual or extraordinary circumstances as Future Ford is the only local vendor to agree to the previous contracted hourly rates. Future Ford is able to provide Ford factory warranty/recall work within a 15-mile radius of both the Sheriff's Fleet and General Services-Fleet Division's (GSD-Fleet's) garages. This Ford dealership also has the unique capability of having Ford Factory Module Diagnostic Equipment, allowing technicians to diagnose and communicate with control modules' internal functionality. In the Departments' research, it was determined that Future Ford was the only vendor able to provide these services within the area at the

contracted rates provided. Based on this, a letter of interest was not necessary. The General Services Department - Purchasing concurs with the Department's assessment that this satisfies the exception to the competitive bidding process required by AP 34.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended actions. The maximum amount of the agreement (\$5,170,000) will be offset with budgeted funds within the Departments. Sufficient appropriations and estimated revenues are included in the Sheriff Office's Org 3111, Public Works and Planning Department's Org 9140, and General Services Department's Org 8910 FY 2025-26 Adopted Budgets and will be included in future budget requests for the duration of the agreement.

The anticipated annual allocation breakdown for each Department is as follows:

Sheriff-Coroner-Public Administrator (Org 3111)	\$550,000
Public Works and Planning (Org 9140)	\$ 84,000
GSD-Fleet (Org 8910)	<u>\$400,000</u>
<b>Annual Cost</b>	<b>\$1,034,000</b>

Total contract term amount:

Year 1 April 7,2026 to April 6,2027	\$1,034,000
Year 2 April 7,2027 to April 6,2028	\$1,034,000
Year 3 April 7,2028 to April 6,2029	<u>\$1,034,000</u>
<b>Base 3-Year term subtotal</b>	<b>\$3,102,000</b>
Year 4 April 7,2029 to April 6,2030	\$1,034,000
Year 5 April 7,2030 to April 6,2031	<u>\$1,034,000</u>
<b>5-Year term total</b>	<b>\$5,170,000</b>

DISCUSSION:

The Departments have contracted with Future Ford for parts, supplies, and maintenance services since March of 2013.

The Sheriff-Coroner-Public Administrator is the primary user of these services; it maintains a fleet of patrol vehicles to provide law enforcement presence for the unincorporated areas of the County's 6,000 square miles. The recommended agreement will allow the Departments to access parts, service, and maintenance for their Ford fleet vehicles for up to five years, inclusive of an initial three-year term with two optional one-year extensions.

Ford dealerships have the unique capability of conducting repairs to Ford vehicles during the warranty period and preserving the integrity of the warranty. Additionally, Ford dealerships have the unique capability of having Ford Factory Module Diagnostic Equipment, allowing technicians to diagnose and communicate with control modules' internal functionality. There are the only three Ford dealerships located in Fresno County within a 15-minute geographic radius from Sheriff's & GSD-Fleet's garages: Future Ford, Lithia FMF Inc. (Lithia Ford) and Swanson-Fahrney Ford Sales, Inc. (Fahrney Ford). During previous contracts, Lithia has tried to charge rates outside of the contracted hourly rates as indicated in the respective agreement. Fahrney Ford locations within a fifteen-mile radius of both the Sheriff's Fleet and GSD-Fleet's garages have declined to participate. The next closest Ford dealerships that might have responded to an RFQ are located in Visalia, Hanford, Madera, or Los Banos, which would be impractical for servicing County vehicles, including non-productive time for County employees shuttling vehicles for services and extended downtime from vehicles being serviced outside of the County.

REFERENCE MATERIAL:

BAI #22, March 9, 2021

ATTACHMENTS INCLUDED AND/OR ON FILE:

Suspension of Competition Acquisition Request  
On file with Clerk - Agreement with Future Ford of Clovis

CAO ANALYST:

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