

File ID: 2026-01141

6/23/2026

[Contract Supplement] Tractors, Mowers, Parts and Services

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Location: Citywide

Recommendation: Pass a **Motion** authorizing the City Manager or designee to execute Contract Supplement No. 1 to Contract No. PRC003870 with Horizon Distributors for the purchase of tractors, mowers, parts and services, increasing the contract by an amount not-to-exceed \$375,000 for a revised total not-to-exceed amount of \$975,000 and extend the contract through the remaining term, May 14, 2027.

Contact: Stacey Chatman, Program Specialist, (916) 808-6711, schatman@cityofsacramento.org; Alison Kerstetter, Fleet Manager, (916) 808-1163, akerstetter@cityofsacramento.org; Department of Public Works

Presenter: None

Attachments:

1-Description/Analysis

2-Contract Supplement No. 1

Description/Analysis

Issue Detail: The Department of Public Works' Fleet Management Division is responsible for procuring and supporting fleet assets for all City departments. In prior years Fleet would take contracts to Council as needed for each purchase of a replacement unit or group of units but due to supply chain and pricing in FY26, Fleet changed that strategy to put in place contracts with frequently purchased vendors so that when units are ready to be purchased there is no delay and pricing can hold as quoted. An initial group of contracts was originally approved July 29, 2025, at City Council, Council Motion 2025-0239, and a subsequent contract with Horizon Distributors was approved on November 18, 2025.

The contract with Horizon Distributors was procured through use of the OMNIA Partners cooperative agreement. The OMNIA Partners cooperative agreement has been extended, so Fleet Management has identified the need to extend the performance period and increase the not to exceed amount to accommodate potential purchases identified in FY27 for the contract with Horizon Distributors.

Expanding the contract ensures that Fleet Management can continue leveraging the OMNIA Partners cooperative purchasing agreement, which provides competitive pricing, reduced administrative workload, and consistent access to manufacturer authorized parts and equipment. Increasing the not-to-exceed contract amount and extending the contract term will allow the City to maintain service levels, replace aging units, and support equipment reliability across multiple maintenance divisions.

Contract PRC003870 was executed with Horizon on November 18, 2025, for \$600,000. This contract amendment is needed to allow for other planned equipment purchases throughout the remaining term of the contract.

Policy Considerations: The recommendations in this report are in accordance with City Code Chapter 3.56 which requires City Council approval of actions of \$250,000 or more, and Section 3.56.240, which provides for the use of cooperative purchase agreements without competitive bidding.

Economic Impacts: None.

Environmental Considerations:

California Environmental Quality Act: No environmental review is necessary because the recommendations in this report involve the purchase of vehicles and are not considered to be a project in accordance with Section 15378(b)(2) of the California Environmental Quality Act guidelines.

Sustainability: The recommended purchases are consistent with the Fleet Sustainability Policy adopted by City Council on December 12, 2017 (Resolution No. 2017-0478).

Commission/Committee Action: None.

Rationale for Recommendation: Fleet Management requires additional contract capacity to support ongoing maintenance and replacement needs for tractors, mower, and related equipment used across multiple operating divisions. Current contract funding is insufficient to meet planned service requirements necessary to maintain operational reliability.

Increasing the not-to-exceed amount and extending the contract term will ensure Fleet Management can continue supporting departmental service levels and reducing equipment downtime. Continued use of the OMNIA Partners cooperative purchasing agreement provides consistent pricing, access to manufacturer-authorized parts, and an efficient procurement process.

The contract supplement is necessary to maintain continuity of operations and ensure adequate resources are available to meet equipment needs through the remaining term.

Financial Considerations: Sufficient funding is available in the Department of Public Works, Fleet

Management Division's FY 2025/26 Approved Operating Budget (Fleet Fund 6501) to support purchases through June 30, 2026. Any purchases made after that date will be contingent upon funding availability in the applicable fiscal year's adopted budget.

Local Business Enterprise (LBE): Horizon Distributors is an LBE.

CITY OF SACRAMENTO

**CONTRACT AMENDMENT
COOPERATIVE/PIGGYBACK AGREEMENT
CHANGE IN SCOPE AND NOT-TO-EXCEED AMOUNT**

The City of Sacramento ("City") and HORIZON DISTRUBUTORS (an authorized, local dealer for Exmark Manufacturing Company, Inc. ("Contractor"), as parties to that certain Cooperative/Piggybacking Agreement designated as Contract Number PRC003870, including any and all prior amendments modifying the contract (the contract and all amendments are hereafter collectively referred to as the "Contract"), hereby amend the Contract as follows:

1. Extend the performance for one additional period in conjunction with Omnia agreement 20469 which is extended through May 14, 2027.
2. The maximum not-to-exceed amount that is specified in the Contract for payment of Contractor's fees and expenses is **increased** by \$375,000, and the Contract's maximum not-to-exceed amount is amended as follows:

Contract's original not-to-exceed amount:	<u>\$600,000</u>
Net change by previous amendments:	\$ 0
Not-to-exceed amount prior to this amendment:	<u>\$600,000</u>
Increase by this amendment:	<u>\$375,000</u>
New not-to exceed amount including all amendments:	<u>\$975,000</u>

3. Contractor agrees that the amount specified in section 2 above shall fully compensate Contractor under the Contract, as modified by this amendment, including any and all direct and indirect costs that may be incurred by Contractor in connection with such additional and/or revised services, and costs associated with any changes and/or delays in schedules or in the delivery of other services by Contractor.
4. Contractor warrants and represents that the person or persons executing this contract amendment on behalf of Contractor is duly authorized by Contractor to sign this amendment and bind Contractor to the terms hereof.
5. Except as specifically revised herein, all terms and conditions of the Contract shall remain in full force and effect, and Contractor shall perform as required under the Contract, as modified by this amendment.

[SIGNATURES ON FOLLOWING PAGE]

SIGNATURES

The parties have signed this Contract, effective as of the day and year first stated above.

CONTRACTOR

Under penalty of perjury, I certify that the information provided here is correct.

Signature: Toland McGettigan
Toland McGettigan (Jun 1, 2026 08:38:52 PDT)

Title: Product Manager- Outdoor Power Equipment

Additional Signature (if required):

Title:

CITY OF SACRAMENTO

A Municipal Corporation

APPROVED AS TO FORM:

Signature: *Paul A. Gale*

Title: Sr. Dep City Atty

Reviewed By:

Signature:

Title:

Approved By:

Signature:

Title:

Additional Signature (if required):

Title: