

May 13, 2025

Honorable Mayor and City Council  
City of Long Beach  
California

**RECOMMENDATION:**

Recommendation to adopt Specification No. ITB FM-25-522 and award a contract to FFBH Motors, LLC, dba Frontier Ford, of Santa Clara, CA, for the purchase of six 2025 all-electric Ford F-150 half-ton four-wheel drive crew cab trucks, with related equipment and accessories, in a total amount not to exceed \$315,961, inclusive of taxes and fees, and authorize the City Manager, or designee, to execute all documents necessary to enter into the contract, including any necessary subsequent amendments. (Citywide)

Increase appropriations in the Airport Fund Group in the Airport Department by \$478,653 offset by Airport Fund Group funds available and grant revenue. (District 4, 5)

**DISCUSSION**

City Council approval is requested to enter into a contract with FFBH Motors, LLC, dba Frontier Ford (FFBH) for the purchase and delivery of six all-electric Ford F-150 half-ton four-wheel drive cab trucks for use by the Long Beach Airport (Airport).

The proposed all-electric trucks aim to support the daily operations of the Airport and align with the Federal Aviation Administration's (FAA) Airport Zero Emission Vehicle (ZEV) and Infrastructure Pilot Program. This program seeks to enhance airport air quality and facilitate the implementation of zero-emissions technologies at airports. Advantages of ZEV technology include reduced harmful air emissions, fuel cost savings, anticipated maintenance savings, and quieter operations in Long Beach.

On August 13, 2024, the City Council authorized the acceptance of the FAA's Airport Zero Emissions and Infrastructure Pilot Program Grant (Grant). The FAA awarded the Grant to Airport Department on September 9, 2024, in the amount of \$680,851 with required local matching funds of \$70,143. Cost of the vehicles will not exceed \$315,961. To ensure units meet operational requirements to be out on the airfield, additional outfitting equipment totaling \$162,692 will be sourced from vendors with existing City of Long Beach contracts. Combined total cost for the vehicles and outfitting equipment will not exceed \$478,653. Of this amount, \$433,947 will be funded by Grant dollars and the remaining grant match amount of \$44,706 will be funded by Airport's operating revenues. If approved by the FAA, future matching funds may be reimbursed by the Passenger Facility Charges (PFC).

The bid was advertised in the Long Beach Press-Telegram on November 22, 2024, and 31 potential bidders specializing in electric vehicles were notified of the bid opportunity. Three

bidders downloaded the bid via the City's electronic bid system and through the Long Beach Press-Telegram. The bid document was made available from the Purchasing Division, located on the sixth floor of City Hall, and the Division's website at [www.longbeach.gov/purchasing](http://www.longbeach.gov/purchasing). A bid announcement was also included in the Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 45 local, minority-owned, and women-owned business groups. Two bids were received on November 25, 2024. Of those bids, none were a Minority-owned Business Enterprise (MBE), none were a Women-owned Business Enterprise (WBE), none were a certified Small Business Enterprise (SBE), and none were a Long Beach vendor (Local).

FFBH (not an SBE, WBE, MBE, or Local) was the lowest responsible bidder.

This matter was reviewed by Deputy City Attorney Anita Lakhani on April 28, 2025, Purchasing Agent Michelle Wilson on April 16, 2025, and by Revenue Management Officer Geraldine Alejo on April 24, 2025.

### **Local Business Outreach**

To align with the City's outreach goal, Long Beach businesses are encouraged to submit bids for City contracts. The Purchasing Division also assists businesses with registering on the Long Beach Buys database to download the bid specifications. Through outreach, five Long Beach vendors were notified to submit bids, of which none downloaded, and none submitted a bid. The Purchasing Division is committed to continuing to perform outreach to local vendors to expand the bidder pool.

### **TIMING CONSIDERATIONS**

City Council action to adopt Specification No. ITB FM-25-522 and award a contract concurrently is requested on May 13, 2025, to ensure the contract is in place expeditiously.

### **SUSTAINABILITY**

The all-electric trucks do not directly produce air toxins, greenhouse gases, or particulate emissions and are fully compliant with the State of California and local district air quality regulations. Cleaner air is healthier for all residents, businesses, and visitors to the City of Long Beach.

The contract aligns with the Long Beach Climate Action Plan to reduce greenhouse gas emissions to achieve net zero emissions by 2045, and with the Airport's strategic goals and objectives to be a green Airport leader.

### **FISCAL IMPACT**

The total amount of the contract will not exceed \$315,961, inclusive of taxes and fees. An appropriation increase in the Airport Fund Group in the Airport Department is requested for \$478,653, which includes \$315,961 for the vehicle purchase and \$162,692 for vehicle outfitting equipment costs. The appropriation increase of \$478,653 will be offset by \$433,947 from grant funds and \$44,706 from funds available in the Airport Fund Group as the City's match

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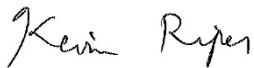
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requirement. Ongoing annual maintenance and replacement costs for each unit is estimated at \$1,022 and will be charged to the Airport Fund Group in the Airport Department through the Fleet Services Bureau's Memorandum of Understanding (MOU) billing process. This recommendation has no staffing impact beyond the normal budgeted scope of duties and is consistent with current City Council priorities. There is no local job impact associated with this recommendation.

**SUGGESTED ACTION:**

Approve recommendation.

Respectfully submitted,



Kevin Riper  
Director  
Financial Management



Cynthia Guidry  
Director  
Long Beach Airport

APPROVED:



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THOMAS B. MODICA  
CITY MANAGER