

# City of Calistoga

## Staff Report

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**TO:** Honorable Mayor and City Council  
**FROM:** Steve Campbell, Fire Chief  
**DATE:** July 17, 2018  
**SUBJECT:** Consideration of a Resolution Declaring Certain Property Surplus and Authorizing the City Manager to Dispose of Said Property.

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APPROVAL FOR FORWARDING:

  
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Dylan Feik, City Manager

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2 **ISSUE:** Consideration of a Resolution declaring certain property surplus and  
3 authorizing the City Manager to dispose of said property.  
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5 **RECOMMENDATION:** Adopt a Resolution authorizing sale of the Fire Department's  
6 Patrol Truck.  
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8 **BACKGROUND/DISCUSSION:** In April 2018, the Calistoga Fire Department completed  
9 a vehicle replacement study which reviewed current vehicles and operational needs and  
10 provided a list of recommendations to the city manager for future considerations. Within  
11 that study, it was recommended to replace the department's 2002 Ford F550 patrol  
12 Truck. Staff is requesting the City Council declare this vehicle to be surplus equipment  
13 and authorize the sale of this vehicle through an auction/broker company. Pursuant to  
14 Government Code, such action is consistent with the authority granted to the City by the  
15 State of California. (Government Code Section 37350 "A City may purchase, lease,  
16 receive, hold, and enjoy real and personal property, and control and dispose of it for the  
17 common benefit.")  
18

19 In the past, when the Fire Department has disposed of surplus vehicles, the City has  
20 first offered surplus vehicles to nearby agencies.  
21

22 Agencies in our local area have been contacted and there has been no interest in this  
23 vehicle.  
24

25 We have been unsuccessful in finding a buyer locally and we are left with three options:  
6

- 27 1. Sell the truck to a broker;  
28 2. Place the vehicle on consignment with a broker(s);  
29 3. Disposal at auction.

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31 Considering the City is unaware of other governmental agencies interested in  
32 purchasing this equipment, the City would pursue disposal. Our best option of the above  
33 three would be placing the vehicle via consignment with a national broker. In this  
34 manner, The City will maximize our cost recovery from the disposal. A number of  
35 Northern California Fire Departments including Napa, American Canyon Fremont,  
36 Benecia, Fairfield and Sacramento County have successfully disposed of equipment in  
37 that manner with good results.

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39 It is therefore recommended that the City enter into an agreement with Brindlee  
40 Mountain Fire Apparatus, pending contract approval by the City Attorney. The estimated  
41 sale price is no less than \$17,000.00. The broker would require a 10% commission on  
42 the final sale price for its efforts.

43  
44 The proceeds from the sale of this vehicle would be placed in the vehicle Equipment  
45 Replacement Fund to help offset the cost of a future vehicle purchase. Since  
46 purchasing the vehicle, the City has set aside appromately \$70,308 to fund its  
47 replacement. The City will utilize the replacement funds, as well as revenue generated  
48 from the sale of the vehicle, to help fund its replacement.

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50 **FISCAL IMPACT:** Proceeds from the sale of this vehicle would be placed in the vehicle  
51 Equipment Replacement Fund under account number 15-3281 to help offset the cost of  
52 a future vehicle purchase.

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54 **ATTACHMENTS**

- 55 1. Resolution  
56 2. Sample Marketing Agreement



**BRINDLEE MOUNTAIN FIRE APPARATUS**

**15410 Hwy 231 Union Grove AL 35175 • 1-866-285-9305 • Fax: 256-498-0924**

Listing and Marketing Commission Agreement

The undersigned being duly authorized, hereby enter into the following contractual agreement:  
Brindlee Mountain Fire Apparatus agrees to broker the following apparatus:

Apparatus: 2003 Ford Brush Truck

Owned or exclusively offered for sale by:

Department/Owner: Callstoga FD - CA

Brindlee will refer to Agent/Owner all qualified inquires Brindlee receives regarding the specified apparatus. If Agent/Owner sells the marketed apparatus or any other apparatus to the customer referred by Brindlee, or anyone acting on behalf of the referred customer, the Agent/Owner will pay a commission of:

- 10% (or a minimum of \$500) if the truck is sold for less than \$125,000.00
- 7% if the truck is sold for a price between \$125,000.00 and \$200,000.00
- 5% for a truck that is sold at or above \$200,000.00

Payment will be made to Brindlee within 10 days of the sale.

Agent/Owner agrees to notify Brindlee, at the time of sale, as to the sale price and the name and address of the buyer.

Either party may terminate at any time by notifying the other party in writing. If any sale takes place subsequent to termination, to a party previously referred by Brindlee, the same commission will be paid as if the agreement were still in effect.

Asking Price: \$\_\_\_\_\_

Agreed to by:

\_\_\_\_\_  
Authorized Agent/Owner

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Brindlee Mountain Fire Apparatus  
\_\_\_\_\_  
6/15/2018