

**DATE:** April 17, 2012  
**STAFF:** Jim O'Neill  
Ken Mannon

**AGENDA ITEM SUMMARY**  
FORT COLLINS CITY COUNCIL

**10**

**SUBJECT**

Second Reading of Ordinance No. 029, 2012, Authorizing the Purchasing Agent to Enter into an Agreement for the Financing by Lease-Purchase of Vehicles and Equipment and Appropriating the Amount Needed for Such Purpose.

**EXECUTIVE SUMMARY**

---

This Ordinance, unanimously adopted on First Reading on April 3, 2012, authorizes the Purchasing Agent to enter into a lease-purchase financing agreement with Pinnacle Public Finance at 2.15% interest rate. The cost of the items to be lease-purchased is \$1,579,444. Payments at the 2.15% interest rate will not exceed \$167,010 in 2012. Money for 2012 lease-purchase payments is included in the 2012 budget. The effect of the debt position for the purpose of financial rating of the City will be to raise the total City debt by 1.03%. A competitive process was used to select Pinnacle Public Finance for this lease. Staff believes acceptance of this lease rate is in the City's best interest.

**STAFF RECOMMENDATION**

---

Staff recommends adoption of the Ordinance on Second Reading.

**ATTACHMENTS**

---

1. Copy of First Reading Agenda Item Summary - April 3, 2012  
(w/o attachments)

**DATE:** April 3, 2012  
**STAFF:** Jim O'Neill  
Ken Mannon

**AGENDA ITEM SUMMARY**  
FORT COLLINS CITY COUNCIL

**12**

**SUBJECT**

First Reading of Ordinance No. 029, 2012, Authorizing the Purchasing Agent to Enter into an Agreement for the Financing by Lease-Purchase of Vehicles and Equipment and Appropriating the Amount Needed for Such Purpose.

**EXECUTIVE SUMMARY**

The cost of the items to be lease-purchased is \$1,579,444. Payments at the 2.15% interest rate will not exceed \$167,010 in 2012. Money for 2012 lease-purchase payments is included in the 2012 budget. The effect of the debt position for the purpose of financial rating of the City will be to raise the total City debt by 1.03%. A competitive process was used to select Pinnacle Public Finance for this lease. Staff believes acceptance of this lease rate is in the City's best interest.

**BACKGROUND / DISCUSSION**

This Ordinance authorizes the Purchasing Agent to enter into a lease-purchase financing agreement with Pinnacle Public Finance at 2.15 percent interest rate. The agreement is for an original term from the execution date of the agreement to the end of the current fiscal year. The agreement provides for renewable one-year terms thereafter, to a total term of five (5) years, subject to annual appropriation of funds needed for lease payments. The total lease terms, including the original and all renewal terms, will not exceed the useful life of the property. This lease-purchase financing is consistent with the financial policies of the City of Fort Collins.

All equipment shall be purchased following the City's purchasing ordinances and procedures to ensure that the City realizes all cost savings.

The vehicles and equipment financed under the agreement will comply with applicable City policies, and will be in accordance with the goal of optimizing City resources without impacting service to the community.

An "Equipment Request" justifying the replacement of each vehicle or piece of fleet equipment is on file with Fleet Services. The fleet manager has researched each request, and approved them based on current and projected maintenance costs, fuel economy, downtime, and relevant safety factors. Other equipment purchases have been approved in accordance with departmental procedures.

**FINANCIAL / ECONOMIC IMPACTS**

The City's lease-purchase policy provides that:

"The City of Fort Collins uses lease-purchase for the provision of new and replacement equipment, vehicles and rolling stock in order to ensure the timely replacement of equipment and vehicles. This method may also be used to acquire real property. Members of the management staff have developed an equipment needs schedule for rolling stock which encompasses the demands of operating departments. This schedule is used to project equipment needs for each budget year."

The type of lease that the City uses is termed a conditional sales lease. With each rental payment the City builds equity and assumes risk in the asset over the term of the lease. The annual installments are subject to appropriation by the Council each year.

Advantages of a lease-purchase over a cash purchase are:

- Decreasing the impact of inflation on the purchase of new and replacement equipment.
- Resolving the problem of capital replacement needs backlog.
- Conserving operating reserves.

- Reducing the initial impact of the cost to user departments by enabling costs to be spread over the useful life of the equipment.
- Safeguarding the opportunity to use cash assets to earn higher interest than the interest cost of lease-purchasing.

It should be noted that the City is able to discontinue the equipment leases so that future City Councils will have the option to continue or discontinue the policy of lease-purchasing City equipment.

A 2012 Finance Department analysis of current and historical equipment lease financing arrangements showed that lease-purchase is in the best interest of the City given the normal spread between lease rate and reinvestment rate.

According to Section 29-1-103 C.R.S., local governments are required to identify as part of their budgets: (1) the total expenditures during the ensuing fiscal year for all lease purchase agreements involving real and personal property; and (2) the total maximum payment liability under all lease purchase agreements over the entire terms of the agreements, including all optional renewal terms.

Staff recognizes that the State does not include lease-purchase in the legal definition of debt; however, rating agencies include lease-purchases in calculating the City's debt burden.

The proposed Ordinance authorizes the lease-purchase financing of the following:

<b>Golf</b>		
Yamaha Electric carts for Collindale	27	77,382.00
Golf Fund Total:		77,382.00
<b>Traffic</b>		
Highway paint truck - chassis	1	132,000.00
Highway paint truck - body	1	220,600.00
1-ton truck chassis	1	24,000.00
1-ton truck flatbed body	1	24,000.00
Bucket truck chassis	1	33,000.00
Bucket truck body	1	62,000.00
Sign truck chassis - Isuzu NPR	1	32,000.00
Sign truck body	1	19,000.00
Transportation Fund Total:		546,600.00
<b>Parks - Vehicles</b>		
5900 Toro - replacement	1	85,000.00
Harper Turf Sweeper Vac - replacement	1	48,000.00
Toro Electric Workman utility vehicles - replacements	2	26,000.00
3/4-ton pickup with utility box - replacement	1	28,000.00
Sander - replacement	1	9,000.00
Dump body - replacement	1	5,000.00
Sidewalk sweeper - new	1	106,000.00
Parks Replacement Vehicles Total:		307,000.00
<b>Police Patrol - Replacement Vehicles</b>		
Chevy Caprice patrol cars	9	265,500.00
Patrol vehicle equipment	1 lot	81,000.00
Patrol Replacement Vehicles Total:		346,500.00
<b>Investigations - Replacement Vehicles</b>		
Chevy Equinox	1	25,500.00
Investigations vehicle equip.	1 lot	5,000.00
Investigations Replacement Vehicles Total:		30,500.00
Equipment Fund Total:		684,000.00

<b>Investigations - New Officer Vehicles</b>		
Dodge Journey	1	23,000.00
Chevy Equinox	1	25,500.00
Ford Fusion hybrid	1	27,500.00
Ford Fusion	1	24,000.00
Chevy Traverse	1	25,500.00
Investigations Vehicle equipment	1 lot	25,000.00
Patrol New Officer Vehicle Total:		150,500.00
General Fund Total:		150,500.00
<b>Information Technology</b>		
Dell OptiPlex 790 Desktops	56	39,608.00
Dell Latitude e6420 Laptops	57	69,782.00
Panasonic Toughbook CF-52	7	11,572.00
Data & Communications Fund Total:		120,962.00
Lease Total:		1,579,444.00

Departments have appropriately justified the purchase of all new and replacement vehicles and equipment. Information on replacement units is given below.

The Operations Services Director has determined that the following units meet requirements for replacement. These units are included in the financing list, above.

Department	Old unit:	Age:	Miles / hours:	New unit:	Disposal of old unit:	Notes:
Golf	Various	8-10		Yamaha electric carts	Trade-in	Replacing gasoline carts at the end of their normal service life with electric carts
Traffic	2202	23	161,374	1-ton flatbed	Auction	Overdue for replacement
Traffic	22400	10	6810 hrs	Ford F550 with bucket truck body	Auction	Due for replacement
Traffic	22501	11	111,570	Isuzu NPR chassis & flatbed	Auction	Overdue for replacement
Parks	3462	13	3840 hrs	5900-D Toro	Trade-in	Due for replacement
Parks	3459	14	930	Harper sweep/vac	Auction	Parts not available
Parks	2518	14	~10,000	Workman electric	Auction	Overdue for replacement
Parks	2519	14	6000	Workman electric	Auction	Due for replacement
Parks	2445	16	97,800	¾-ton & utility box	Auction	Due for replacement
Parks	2454A	~20	n/a	New sander	Auction	Due for replacement
Parks	Dump body on 2454	22	n/a	New body	Salvage	Rusted out
Police	Various	6-10	All over 90,000	Caprice patrol cars	Auction	Due for replacement
Police - Investigations	11601	10	90,000+	Chevy Equinox	Auction	Due for replacement

Note on usage: Units will accumulate additional miles/hours between now and when replacement vehicles arrive.

**ENVIRONMENTAL IMPACTS**

---

Due to improvements in emissions and engine technology, new vehicles and equipment will use less fuel and produce fewer emissions than the units being replaced.

Police vehicles are replacements except for those needed for newly authorized positions. This represents an increase in fleet size, with a corresponding increase in fuel usage and emissions. The new officers to be added by Police were approved by Council and vehicles must be added to accommodate the increase in staffing levels. Those vehicles are as fuel efficient as can be provided pursuant to the needs of patrol and investigation officers.

**STAFF RECOMMENDATION**

---

Staff recommends adoption of the Ordinance on First Reading.

COPY

COPY

COPY

COPY

ORDINANCE NO. 029, 2012  
OF THE COUNCIL OF THE CITY OF FORT COLLINS  
AUTHORIZING THE PURCHASING AGENT TO ENTER  
INTO AN AGREEMENT FOR THE FINANCING BY  
LEASE-PURCHASE OF VEHICLES AND EQUIPMENT  
AND APPROPRIATING THE AMOUNT NEEDED FOR SUCH PURPOSE

WHEREAS, the City has a need for and desires to acquire certain personal property for City purposes; and

WHEREAS, the City is authorized by the Colorado Constitution, Article XX, §6, its home charter and Part 8 of Article 15 of Title 31, Colorado Revised Statutes, as amended (the “Act”), to enter into rental or leasehold agreements in order to provide necessary land, buildings, equipment and other property for governmental or proprietary purposes, and such agreements may include options to purchase and acquire title to such leased or rented property; and

WHEREAS, the City has received a proposal from Pinnacle Public Finance to lease equipment to the City, consisting of the following:

<b>Golf</b>		
Yamaha Electric carts for Collindale	27	77,382.00
<b>Golf Fund Total:</b>		<b>77,382.00</b>
<b>Traffic</b>		
Highway paint truck - chassis	1	132,000.00
Highway paint truck - body	1	220,600.00
1-ton truck chassis	1	24,000.00
1-ton truck flatbed body	1	24,000.00
Bucket truck chassis	1	33,000.00
Bucket truck body	1	62,000.00
Sign truck chassis - Isuzu NPR	1	32,000.00
Sign truck body	1	19,000.00
<b>Transportation Fund Total:</b>		<b>546,600.00</b>
<b>Parks - Vehicles</b>		
5900 Toro - replacement	1	85,000.00
Harper Turf Sweeper Vac - replacement	1	48,000.00
Toro Electric Workman utility vehicles - replacements	2	26,000.00
3/4-ton pickup with utility box - replacement	1	28,000.00
Sander - replacement	1	9,000.00
Dump body - replacement	1	5,000.00
Sidewalk sweeper - new	1	106,000.00
<b>Parks Replacement Vehicles Total:</b>		<b>307,000.00</b>
<b>Police Patrol - Replacement Vehicles</b>		
Chevy Caprice patrol cars	9	265,500.00
Patrol vehicle equipment	1 lot	81,000.00
<b>Patrol Replacement Vehicles Total:</b>		<b>346,500.00</b>
<b>Investigations - Replacement Vehicles</b>		
Chevy Equinox	1	25,500.00
Investigations vehicle equip.	1 lot	5,000.00
<b>Investigations Replacement Vehicles Total:</b>		<b>30,500.00</b>
<b>Equipment Fund Total:</b>		<b>684,000.00</b>

<b>Investigations - New Officer Vehicles</b>		
Dodge Journey	1	23,000.00
Chevy Equinox	1	25,500.00
Ford Fusion hybrid	1	27,500.00
Ford Fusion	1	24,000.00
Chevy Traverse	1	25,500.00
Investigations Vehicle equipment	1 lot	25,000.00
Patrol New Officer Vehicle Total:		<b>150,500.00</b>
<b>General Fund Total:</b>		<b>150,500.00</b>
<b>Information Technology</b>		
Dell OptiPlex 790 Desktops	56	39,608.00
Dell Latitude e6420 Laptops	57	69,782.00
Panasonic Toughbook CF-52	7	11,572.00
<b>Data &amp; Communications Fund Total:</b>		<b>120,962.00</b>
<b>Lease Total:</b>		<b>1,579,444.00</b>

and;

WHEREAS, the City Council has determined that it is in the best interest of the City to lease the above-described equipment from Pinnacle Public Finance, which is also providing financing for the Equipment acquisition; and

WHEREAS, the City desires to enter into a lease-purchase agreement with respect to the leasing and financing of the Equipment; and

WHEREAS, the useful life of the Equipment is longer than the maximum lease-purchase term of five years; and

WHEREAS, the City has determined that the lease payments that will result from the proposed arrangement, in the amount of \$ 83,505 per quarter, are reasonable and proper and represent the fair rental value of the Equipment; and

WHEREAS, funds for the 2012 lease payments are included in the 2012 budget; and

WHEREAS, the lease of the Equipment will not constitute a “multiple-fiscal year direct or indirect debt or other financial obligation” of the City within the meaning of Article X §20(4)(b) and may therefore be entered into without voter approval; and

WHEREAS, Article V, Section 9, of the City Charter permits the Council to make supplemental appropriations by ordinance at any time during the fiscal year, provided that the total amount of such supplemental appropriations, in combination with previous appropriations for that fiscal year, does not exceed the then current estimate of actual and anticipated revenues to be received during the fiscal year.

NOW, THEREFORE, BE IT ORDAINED BY THE COUNCIL OF THE CITY OF FORT COLLINS as follows:

Section 1. That the Purchasing Agent is hereby authorized to enter into a lease-purchase agreement for the above-described Equipment with Pinnacle Public Finance in accordance with the following terms and provisions:

- a. The agreement shall be for an original term from the execution date of the agreement through December 31, 2012. The agreement shall provide for renewable one-year terms thereafter up to a total term of five (5) years, subject to the annual appropriation of funds needed for lease payments. The total lease terms, including the original and all renewal terms, shall not exceed the useful life of the property.
- b. The City shall make equal quarterly payments throughout the term of such agreement but subject to the annual appropriation of funds needed for such payments.
- c. If the City leases the Equipment for the original term and all renewal terms, the payment to Pinnacle Public Finance will total the sum of the principal, \$ 1,579,444, plus interest at a fixed rate equal to 2.15% per year, which is a reasonable amount.
- d. The City shall have the option to purchase part or all of the Equipment on any quarterly payment date of any term. The option to purchase shall be exercised by paying the quarterly payment due on said date and the unpaid principal due after said date.
- e. If the City renews the agreement for all the renewal terms and makes all payments during said terms, the City shall be deemed to have exercised the option to purchase said Equipment.
- f. The agreement shall constitute only a current expense of the City and shall not be construed to be a debt or pledge of the City's credit or revenues.

Section 2. That the amount of SEVENTY-SEVEN THOUSAND THREE HUNDRED EIGHTY-TWO DOLLARS (\$77,382) to be provided under the lease-purchase agreement is hereby appropriated for expenditure in the Golf Fund from unanticipated revenue in the appropriate funds for the acquisition of vehicles and equipment in accordance with the terms and provisions of the lease-purchase agreement, upon receipt thereof.

Section 3. That the amount of FIVE HUNDRED FORTY-SIX THOUSAND SIX HUNDRED DOLLARS (\$546,600) to be provided under the lease-purchase agreement is hereby appropriated for expenditure in the Transportation Fund from unanticipated revenue in the appropriate funds for the acquisition of vehicles and equipment in accordance with the terms and provisions of the lease-purchase agreement, upon receipt thereof.

Section 4. That the amount of SIX HUNDRED EIGHTY-FOUR THOUSAND DOLLARS (\$684,000) to be provided under the lease-purchase agreement is hereby appropriated



for expenditure in the Equipment Fund from unanticipated revenue in the appropriate funds for the acquisition of vehicles for Parks and Police, in accordance with the terms and provisions of the lease-purchase agreement, upon receipt thereof.

Section 5. That the amount of ONE HUNDRED FIFTY THOUSAND FIVE HUNDRED DOLLARS (\$150,500) to be provided under the lease-purchase agreement is hereby appropriated for expenditure in the General Fund from unanticipated revenue in the appropriate funds for the acquisition of equipment in accordance with the terms and provisions of the lease-purchase agreement, upon receipt thereof.

Section 6. That the amount of ONE HUNDRED TWENTY THOUSAND NINE HUNDRED SIXTY-TWO DOLLARS (\$120,962) to be provided under the lease-purchase agreement is hereby appropriated for expenditure in the Data & Communications Fund from unanticipated revenue in the appropriate funds for the acquisition of equipment in accordance with the terms and provisions of the lease-purchase agreement, upon receipt thereof.

Section 7. Any inconsistency between the provisions of this Ordinance and those of the Act is intended by the Council. To the extent of any such inconsistency the provisions of this Ordinance shall be deemed made pursuant to the home rule charter of the City and shall supersede, to the extent permitted by law, the conflicting provisions of the Act.

Introduced, considered favorably on first reading, and ordered published this 3rd day of April, A.D. 2012, and to be presented for final passage on the 17th day of April, A.D. 2012.

\_\_\_\_\_  
Mayor

ATTEST:

\_\_\_\_\_  
Interim City Clerk

Passed and adopted on final reading on the 17th day of April, A.D. 2012.

\_\_\_\_\_  
Mayor

ATTEST:

\_\_\_\_\_  
Interim City Clerk