Ivins City Staff Report
City Council Meeting 10/16/14

Agenda Item: Approval of Vehicle Purchase

Submitted by: David Glenn, Public Works Director

Recommended City Council Action: Approve Purchase of Vehicle from Ken Garff St. George Ford

BACKGROUND: The City recently surplused several older vehicles and reassigned some vehicles to other departments. The vehicle assigned to the City Engineer was reassigned to the Building and Zoning department because one of their vehicles was surplused.

FINDINGS AND ANALYSIS:
A Ford Escape is an economical and practical vehicle for the Engineering Department. The rear storage allows survey equipment, tools, etc. to be stored and shielded from public view.

SUPPORT MATERIALS:
Vehicle information and price attached

FINANCIAL IMPACT:
$23,408 to be financed over a two year period

Respectfully Submitted:

David Glenn, Public Works Director

Content Review:

Dale Coulam, City Manager

==> _____ Dealer: F56571

2015 ESCAPE Page: 1 of 1

Order No: 0998 Priority: L4 Ord FIN: QR051 Order Type: 5B Price Level: 520

Ord Code: 200A Cust/Flt Name: IVINS PO Number:

		RETAIL		RETAIL
U9G	SE 4WD	$27300	SYNC AND SOUND DISCOUN	$(490)
	.105.9" WB		TOTAL	27705
YZ	OXFORD WHITE		*THIS IS NOT AN INVOICE*	
7	CLOTH BUCKETS			
B	CHARCOAL BLACK			
200A	EQUIP GRP			
99X	.1.6L ECOBOOST	NC		
446	.6-SPD AUTOTRANS	NC		
TJL	.235/55R17 A/S	NC		
	SP DLR ACCT ADJ			
	SP FLT ACCT CR			
	FUEL CHARGE			
B4A	NET INV FLT OPT	NC		
	DEST AND DELIV	895		
TOTAL	BASE AND OPTIONS	28195		

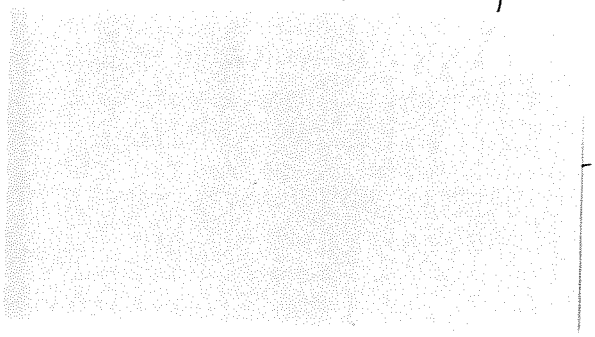
F1=Help F2=Return to Order F3/F12=Veh Ord Menu

F4=Submit F5=Add to Library

S099 - PRESS F4 TO SUBMIT QC079691

$23408 OUT THE DOOR.

6-8 weeks for delivery



Ivins City Finance Report
for
Public Works Vehicle Purchase

Date: ***October 16, 2014***

Purpose: ***Financing Options - 2015 Ford Escape for Public Works***

Recommendation: ***Finance the Purchase for 2 years with Zion's Bank***

Background:

The Water and Sewer Budgets include the financing of a new vehicle. The cost is split evenly between the two (2) funds and plans for payments based on a two-year lease purchase.

The City requested quotes from Wells Fargo, Zion's Bank, Ford Motor Credit, and State Bank of Southern Utah. The City has received quotes from three (3) entities to finance a 2015 Ford Escape with a cost of $23,408 for a two-year term. The financed amount does not meet Wells Fargo criteria for municipalities. The companies and their terms are listed below:

Ford Motor Credit – Quarterly Payments	6.75%
State Bank of Southern Utah – Monthly Payments	1.95%
Zions Bank – Monthly Payments	1.25% (not to exceed)

Staff recommends the City Council authorize the financing of this purchase through Zion's Bank.

Respectfully,

Wally Ritchie
Director of Finance

October 16, 2014

FORD CREDIT

Municipal Finance Department
1 American Road, MD 7500
Dearborn, Michigan 48126

October 08, 2014

Chad Shepherd
St. George Ford
cshepherd@infowest.com

RE: **City of Ivins, UT, Quote #80646**

Ford Credit Municipal Finance is pleased to present the following financing options for your review and consideration.

Quantity	Description	Price
1	2015 Ford Escape SE	$23,408.00

Total Amount Financed*	Number of Payments	Payment Timing	APR	Payment Factor	Payment Amount
$23,833.00	8	Quarterly in Advance	6.75%	0.132442	$3,156.49

*$425.00 underwriting fee included

EXPIRATION DATE: 01/31/2015

This quotation, until credit approved, is not a commitment by Ford Credit Municipal Finance. It has been prepared assuming that the lease qualifies for Federal Income Tax Exempt Status for Ford Credit Company LLC under Section 103 of the IRS Code. Financing is subject to credit review and approval of acceptable documentation by Ford Credit Municipal Finance.

Ford Credit Municipal Finance Program

- There is no security deposit, no prepayment penalty, and no mileage penalty.
- At inception, the new equipment title/registration indicates the municipality as Registered Owner, with Ford Motor Credit Company LLC as first lien holder.
- At term end, the municipality buys the equipment for $1.

Thank you for allowing Ford Credit Municipal Finance the opportunity to provide this quotation. If you have any questions regarding the option presented, need additional options, or would like to proceed with the approval process, please contact me at (800) 241-4199, option 1.

Sincerely,

Ann F. Creviston
Ann F. Creviston
Marketing Coordinator
acrevist@ford.com

☆ ☆ ☆ ☆ ☆

We look forward to assisting you as we have other customers.

"We recently financed two deals, the first was easy, a seamless experience, the second was made EASY due to the diligence of your staff. I appreciate the professionalism your team displayed and how they went over and above the line of duty. You have certainly earned our business". Brian K., Pine Lawn, MO. 02/19/2014

Loan Amortization Schedule

	Enter values
Loan amount	$ 23,408.00
Annual interest rate	1.95 %
Loan period in years	2
Number of payments per year	12
Start date of loan	12/1/2014
Optional extra payments	

Lender name: State Bank of Southern Utah

	Loan summary
Scheduled payment	$ 995.27
Scheduled number of payments	24
Actual number of payments	24
Total early payments	$ -
Total interest	$ 478.43

Pmt. No.	Payment Date	Beginning Balance	Scheduled Payment	Extra Payment	Total Payment	Principal	Interest	Ending Balance	Cumulative Interest
1	1/1/2015	$ 23,408.00	$ 995.27	$ -	$ 995.27	$ 957.23	$ 38.04	$ 22,450.77	$ 38.04
2	2/1/2015	$ 22,450.77	$ 995.27	$ -	$ 995.27	$ 958.79	$ 36.48	$ 21,491.98	$ 74.52
3	3/1/2015	$ 21,491.98	$ 995.27	$ -	$ 995.27	$ 960.34	$ 34.92	$ 20,531.64	$ 109.44
4	4/1/2015	$ 20,531.64	$ 995.27	$ -	$ 995.27	$ 961.90	$ 33.36	$ 19,569.74	$ 142.81
5	5/1/2015	$ 19,569.74	$ 995.27	$ -	$ 995.27	$ 963.47	$ 31.80	$ 18,606.27	$ 174.61
6	6/1/2015	$ 18,606.27	$ 995.27	$ -	$ 995.27	$ 965.03	$ 30.24	$ 17,641.24	$ 204.84
7	7/1/2015	$ 17,641.24	$ 995.27	$ -	$ 995.27	$ 966.60	$ 28.67	$ 16,674.64	$ 233.51
8	8/1/2015	$ 16,674.64	$ 995.27	$ -	$ 995.27	$ 968.17	$ 27.10	$ 15,706.46	$ 260.61
9	9/1/2015	$ 15,706.46	$ 995.27	$ -	$ 995.27	$ 969.75	$ 25.52	$ 14,736.72	$ 286.13
10	10/1/2015	$ 14,736.72	$ 995.27	$ -	$ 995.27	$ 971.32	$ 23.95	$ 13,765.40	$ 310.08
11	11/1/2015	$ 13,765.40	$ 995.27	$ -	$ 995.27	$ 972.90	$ 22.37	$ 12,792.50	$ 332.45
12	12/1/2015	$ 12,792.50	$ 995.27	$ -	$ 995.27	$ 974.48	$ 20.79	$ 11,818.02	$ 353.23
13	1/1/2016	$ 11,818.02	$ 995.27	$ -	$ 995.27	$ 976.06	$ 19.20	$ 10,841.95	$ 372.44
14	2/1/2016	$ 10,841.95	$ 995.27	$ -	$ 995.27	$ 977.65	$ 17.62	$ 9,864.30	$ 390.06
15	3/1/2016	$ 9,864.30	$ 995.27	$ -	$ 995.27	$ 979.24	$ 16.03	$ 8,885.07	$ 406.09
16	4/1/2016	$ 8,885.07	$ 995.27	$ -	$ 995.27	$ 980.83	$ 14.44	$ 7,904.24	$ 420.53
17	5/1/2016	$ 7,904.24	$ 995.27	$ -	$ 995.27	$ 982.42	$ 12.84	$ 6,921.81	$ 433.37
18	6/1/2016	$ 6,921.81	$ 995.27	$ -	$ 995.27	$ 984.02	$ 11.25	$ 5,937.79	$ 444.62
19	7/1/2016	$ 5,937.79	$ 995.27	$ -	$ 995.27	$ 985.62	$ 9.65	$ 4,952.17	$ 454.27
20	8/1/2016	$ 4,952.17	$ 995.27	$ -	$ 995.27	$ 987.22	$ 8.05	$ 3,964.95	$ 462.31
21	9/1/2016	$ 3,964.95	$ 995.27	$ -	$ 995.27	$ 988.83	$ 6.44	$ 2,976.13	$ 468.76
22	10/1/2016	$ 2,976.13	$ 995.27	$ -	$ 995.27	$ 990.43	$ 4.84	$ 1,985.69	$ 473.59
23	11/1/2016	$ 1,985.69	$ 995.27	$ -	$ 995.27	$ 992.04	$ 3.23	$ 993.65	$ 476.82
24	12/1/2016	$ 993.65	$ 995.27	$ -	$ 993.65	$ 992.04	$ 1.61	$ -	$ 478.43

Loan Amortization Schedule

	Enter values
Loan amount	$ 23,408.00
Annual interest rate	1.25 %
Loan period in years	2
Number of payments per year	12
Start date of loan	12/1/2014
Optional extra payments	

Lender name: Zion's Bank

	Loan summary
Scheduled payment	$ 988.08
Scheduled number of payments	24
Actual number of payments	24
Total early payments	$ -
Total interest	$ 306.01

Pmt. No.	Payment Date	Beginning Balance	Scheduled Payment	Extra Payment	Total Payment	Principal	Interest	Ending Balance	Cumulative Interest
1	1/1/2015	$ 23,408.00	$ 988.08	$ -	$ 988.08	$ 963.70	$ 24.38	$ 22,444.30	$ 24.38
2	2/1/2015	$ 22,444.30	$ 988.08	$ -	$ 988.08	$ 964.70	$ 23.38	$ 21,479.60	$ 47.76
3	3/1/2015	$ 21,479.60	$ 988.08	$ -	$ 988.08	$ 965.71	$ 22.37	$ 20,513.89	$ 70.14
4	4/1/2015	$ 20,513.89	$ 988.08	$ -	$ 988.08	$ 966.72	$ 21.37	$ 19,547.17	$ 91.51
5	5/1/2015	$ 19,547.17	$ 988.08	$ -	$ 988.08	$ 967.72	$ 20.36	$ 18,579.45	$ 111.87
6	6/1/2015	$ 18,579.45	$ 988.08	$ -	$ 988.08	$ 968.73	$ 19.35	$ 17,610.72	$ 131.22
7	7/1/2015	$ 17,610.72	$ 988.08	$ -	$ 988.08	$ 969.74	$ 18.34	$ 16,640.98	$ 149.57
8	8/1/2015	$ 16,640.98	$ 988.08	$ -	$ 988.08	$ 970.75	$ 17.33	$ 15,670.23	$ 166.90
9	9/1/2015	$ 15,670.23	$ 988.08	$ -	$ 988.08	$ 971.76	$ 16.32	$ 14,698.47	$ 183.22
10	10/1/2015	$ 14,698.47	$ 988.08	$ -	$ 988.08	$ 972.77	$ 15.31	$ 13,725.70	$ 198.53
11	11/1/2015	$ 13,725.70	$ 988.08	$ -	$ 988.08	$ 973.79	$ 14.30	$ 12,751.91	$ 212.83
12	12/1/2015	$ 12,751.91	$ 988.08	$ -	$ 988.08	$ 974.80	$ 13.28	$ 11,777.11	$ 226.12
13	1/1/2016	$ 11,777.11	$ 988.08	$ -	$ 988.08	$ 975.82	$ 12.27	$ 10,801.30	$ 238.38
14	2/1/2016	$ 10,801.30	$ 988.08	$ -	$ 988.08	$ 976.83	$ 11.25	$ 9,824.46	$ 249.63
15	3/1/2016	$ 9,824.46	$ 988.08	$ -	$ 988.08	$ 977.85	$ 10.23	$ 8,846.61	$ 259.87
16	4/1/2016	$ 8,846.61	$ 988.08	$ -	$ 988.08	$ 978.87	$ 9.22	$ 7,867.74	$ 269.08
17	5/1/2016	$ 7,867.74	$ 988.08	$ -	$ 988.08	$ 979.89	$ 8.20	$ 6,887.86	$ 277.28
18	6/1/2016	$ 6,887.86	$ 988.08	$ -	$ 988.08	$ 980.91	$ 7.17	$ 5,906.95	$ 284.45
19	7/1/2016	$ 5,906.95	$ 988.08	$ -	$ 988.08	$ 981.93	$ 6.15	$ 4,925.02	$ 290.61
20	8/1/2016	$ 4,925.02	$ 988.08	$ -	$ 988.08	$ 982.95	$ 5.13	$ 3,942.06	$ 295.74
21	9/1/2016	$ 3,942.06	$ 988.08	$ -	$ 988.08	$ 983.98	$ 4.11	$ 2,958.09	$ 299.84
22	10/1/2016	$ 2,958.09	$ 988.08	$ -	$ 988.08	$ 985.00	$ 3.08	$ 1,973.08	$ 302.92
23	11/1/2016	$ 1,973.08	$ 988.08	$ -	$ 988.08	$ 986.03	$ 2.06	$ 987.06	$ 304.98
24	12/1/2016	$ 987.06	$ 988.08	$ -	$ 987.06	$ 986.03	$ 1.03	$ -	$ 306.01