



CITY OF MOUNT VERNON, NEW YORK
DEPARTMENT of PUBLIC WORKS

SHAWYN PATTERSON-HOWARD
Mayor

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DAMANI L. BUSH
Commissioner
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Deputy Commissioner

October 1, 2024

Honorable City Council Members
Of The City of Mount Vernon
Mount Vernon, New York
(Through the Office of the Mayor)

RE: DPW Capital Fleet Acquisition – NCL Government Capital

Dear Honorable Members of the City Council,

BACKGROUND

I am writing to bring to your attention a critical matter concerning the status of the Department of Public Works (DPW) fleet, which has long been a concern and now demands immediate action. After decades of neglect, mismanagement, and an absence of proper policies and procedures, the vehicles within our fleet are in a state of significant disrepair. Our past has affected our operational capacity and severely hindered our ability to deliver crucial services to our constituents, such as snow removal, sanitation, street cleaning, road maintenance, and sewer operations.

Historically, the failure to prioritize the procurement of new vehicles for the DPW has resulted in stagnation in technological advancement and service delivery. This outdated fleet has placed immense pressure on our personnel, compromising our efficiency and increasing the cost of repairs and maintenance on aging equipment. As technology has rapidly advanced, our ability to provide constituent services aligned with modern standards has been severely limited. In short, the previous practices of delaying the acquisition of new vehicles have put our city's core operations at risk.

In response, we conducted a comprehensive fleet conditions assessment report using the replacement guidelines the American Public Works Association (APWA) set forth. This assessment revealed that **at least 62.8%** of our current fleet is classified as unsatisfactory, unsafe yet usable, virtually unusable, or has been decommissioned. Only 37.2% of the fleet is in fair or better condition, including categories like poor, fair, good, good, excellent, virtually new, and new. Alarming, 65.2% of the vehicles in our fleet have surpassed their serviceable lifespan, which ranges from 5-9 years and 10-14 years, depending on the type of equipment. 66.1% of our fleet is over 11 years old, exceeding the industry standards for practical operational life.

SCOPE OF WORK / REQUEST

To address this urgent situation, we propose that the City of Mount Vernon enters into a contract agreement between the City of Mount Vernon and Lease Servicing Center, Inc. dba NCL Government Capital ("NCL"). NCL is an independently owned company that specializes in providing financing solutions to government and educational agencies across the nation. NCL has built a strong reputation for offering competitive equipment financing programs to municipalities, and it has been the only entity willing to support Mount Vernon during this challenging time in our economic landscape.

The below list outlines the vehicles we propose to acquire through NCL as part of a significant overhaul to replace our outdated fleet

| DEALER | EQUIPMENT | Number of Units | PRICE PER UNIT | TOTAL |
|------------------------|----------------------|-----------------|----------------|-----------------------|
| Tracey Road Equipment | Trucks | 5 | 249,220.00 | 1,246,100.00 |
| Long Island Sanitation | Sweepers | 2 | 321,511.00 | 643,022.00 |
| TLG Peterbilt | Garbage Trucks | 4 | 268,912.00 | 1,075,648.00 |
| Timberland | Grapple Truck | 1 | 238,000.00 | 238,000.00 |
| Jesco | 624 Loader | 1 | 276,299.86 | 276,299.86 |
| Nielsen Ford | Vans | 3 | 63,022.50 | 189,067.50 |
| Truis Inc | Titian Pro | 1 | 78,450.00 | 78,450.00 |
| Super Products | Jeper Jet 1080 | 1 | 369,126.08 | 369,126.08 |
| Cruiser Division | 2024 Ram 5500 | 3 | 110,235.64 | 33,706.92 |
| Westchester Tractor | Chipper | 1 | 87,994.40 | 87,994.40 |
| Altec | Bucket Truck | 1 | 236,523.00 | 236,523.00 |
| Robert Green Truck | DPW Supervisor(s) | 4 | 41,063.50 | 164,254.00 |
| Customer Truck- Terex | Terex LT40 Ram 5500 | 1 | 162,407.00 | 162,407.00 |
| Mt. Kisco Chevrolet | Mayor's Office | 1 | 85,000.00 | 85,000.00 |
| Mt. Kisco Chevrolet | Comptroller's Office | 1 | 60,000.00 | 60,000.00 |
| Mt. Kisco Chevrolet | Assessor's Office | 1 | 30,000.00 | 30,000.00 |
| | | | TOTAL | \$4,975,598.76 |

PROCUREMENT

NCL has been competitively bid and awarded a contract through Sourcewell (Formerly NJPA). NCL's **Sourcewell Contract # is 011620-NCL**

FUNDING

This acquisition's estimated cost is **\$4,975,598.76**, with a **\$100,598.76 down payment** and the remainder of \$4,875,000 financed over seven (7) years. Funding for this acquisition is available via:

- American Rescue Plan Act (ARPA) - A8160.203ARP
- A transfer of \$100,598.76 will be made from A8170.447ARP to A8160.203ARP for the down payment
- Annual payments starting in 2026 will be made from - A1640.203 and A8160.203

This procurement is vital to ensuring that our city has the tools necessary to serve its residents efficiently and safely. Attached is a Tax-Exempt Municipal Lease Proposal from NCL Government Capital.

The Department of Public Works' overarching goal is to implement a robust framework for managing our fleet, including comprehensive policies, procedures, and replacement schedules that will guide future acquisitions. This approach will ensure that we never again find ourselves in such a state of operational deficiency. We urge the Council to approve this essential acquisition and partner with the Department of Public Works in revitalizing our fleet.

Respectfully,

Damani L. Bush
 Commissioner of Public Works
 DB/pf/ch

CC: Law Department DPW Garage Superintendent NCL Government Capital Contract File

Attachments: NCL Government Capital Tax Exempt Lease Proposal
 Revitalizing Our Fleet Power Point Presentation