

RESOLUTION NO. 106-20

**A RESOLUTION OF THE COUNCIL OF THE CITY OF RICHMOND, CALIFORNIA,
ESTABLISHING A LIST OF AUTHORIZED FIRMS AVAILABLE TO PROVIDE
EQUIPMENT AND VEHICLE LEASE-PURCHASE FINANCING THAT REPRESENTS
THE BEST OVERALL VALUE TO THE CITY**

WHEREAS, The City of Richmond (the "City") will establish a pool ("Pool") of firms ("Qualified Firms") from which the City can identify, as needed, a Lessor which could provide lease-purchase financing for equipment and vehicles that represents the best overall value to the City and meets specifications for a term of three years (FY20-21, FY21-22 and FY22-23); and

WHEREAS, on August 28, 2020 the City of Richmond Finance Department issued a Request for Qualifications through the City's Bids Online system; and

WHEREAS, four hundred two firms were notified, and nine firms received the Request for Qualifications, of which two presented proposals; and

WHEREAS, the two proposals the City received were reviewed by a panel consisting of Wynonna Perez, Accountant II; Jerry Gurule, Accountant I; William Reed, Accounting Manager; Markisha Guillory, Budget Administrator; Dee Karnes, Equipment Services Superintendent; Sue Hartman, IT Director; and Delmy Cuellar, Accounting Manager; and

WHEREAS, in evaluating the proposals, the panel considered two criteria: (1) Firms Qualification and Experience, (2) Firm's Staff Qualifications and Experience; and

WHEREAS, the panel accepted the proposals of two firms, finding that both have the qualifications to provide lease-purchase financing, and that each clearly demonstrated their understanding of the regulatory issues involved in working with government agencies; and

WHEREAS, one firm is located in Southern California, and the other is located in Georgia; and

WHEREAS, the two firms selected are:

- Holman Capital, (Laguna Hills, CA)
- Public Sector Capital, LLC (Alpharetta, GA); and

WHEREAS, the firms on the list will be asked to submit offers for equipment and vehicle lease-purchase financing options that represents the best overall value to the City and meets specifications.

NOW, THEREFORE, BE IT RESOLVED, that the City Council of the City of Richmond, California, hereby approves the List of Firms which could provide lease-purchase financing which now consists of Lance Holman of Holman Capital and Mark Stanley of Public Sector Capital, LLC. as the List of Authorized Firms.

I certify that the foregoing resolution was passed and adopted by the Council of the City of Richmond at a regular meeting thereof held October 6, 2020, by the following vote:

AYES: Councilmembers Choi, Johnson, Martinez, Myrick, Vice Mayor Bates, and Mayor Butt.
NOES: None.
ABSTENTIONS: None.
ABSENT: Councilmember Willis.

PAMELA CHRISTIAN
CLERK OF THE CITY OF RICHMOND
(SEAL)

Approved:

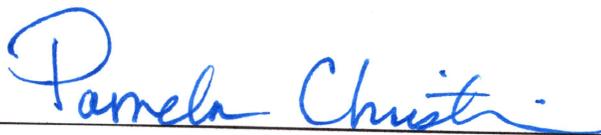
THOMAS K. BUTT
Mayor

Approved as to form:

RACHEL SOMMOVILLA
Interim City Attorney

State of California }
County of Contra Costa } : ss.
City of Richmond }

I certify that the foregoing is a true copy of **Resolution No. 106-20**, finally passed and adopted by the City Council of the City of Richmond at a regular meeting held on October 6, 2020.



Pamela Christian, Clerk of the City of Richmond