



TO: Mayor and Councilmembers

FROM: Allison Gray, Library Director

SUBJECT: Purchase of Sprinter Van for Mobile Library Services

RECOMMENDATION:

Authorize the City Manager to purchase a 2020 Mercedes-Benz Sprinter Cargo Van from Valencia Mercedes Benz, in a not-to-exceed amount of \$50,000 to provide mobile library services.

BACKGROUND:

The Goleta Valley Library (GVL) serves as the main County branch library for the City of Goleta and for the unincorporated areas of the County of Santa Barbara stretching from Hope Ranch to the Gaviota coast. The City operates the GVL under an agreement with Santa Barbara County. In Fiscal Year 2019/20, thanks to the efforts of Senator Monique Limón, the Goleta Valley Library received \$200,000 in State funding to conduct a pilot program for satellite library services to the Isla Vista Community.

Following input through a Harwood Process, the satellite services recommended by the Library Advisory Commission and approved by the City Council on April 7, 2020 centered around purchasing a van for mobile programming and deliveries, providing book vending machines and book drop-off receptacles in various places in the community, establishing several “little library” locations, and providing related staffing. This was an affordable and realistic model over the long-term, allowing mobile services to be offered in different locations in the Isla Vista community, including 3 days per week of staffed service (15 hours total) at the Isla Vista Community Services District’s (IVCDS) Community Center facility, and allowing experimentation to determine exactly which services were most in demand and limit financial exposure if demand for a particular type of service did not materialize. The budget for the use of the \$200,000 grant is attached.

Due to the COVID-19 pandemic, implementation of the pilot program had to be put on hold, but with recent improvements in community spread of the virus and staff and patron protections resulting from widespread vaccination, staff have established a tentative date to begin service as early as July 1, 2021. Staff have requested and received a deadline extension for expenditures under the satellite program through June 30, 2022. Staff are

waiting on approval of a further request to extend the expenditure deadline through June 30, 2023 to allow for up to two-years of expenditures for the pilot program.

In anticipation of beginning service, Library staff have begun purchasing materials, entering into vendor contracts, hiring staff, pursuing agreements with housing developments and community organizations for the use of space and, of course, looking for a suitable van.

DISCUSSION:

Staff have been researching vans for the program over the last few months, speaking with other libraries and visiting showrooms for both Ford and Mercedes Benz to view vehicles. The Mercedes Benz Sprinter and the Ford Transit are the two most popular vans used for mobile libraries due to the length and headspace that they offer. Based on this research, staff determined that the Mercedes Benz Sprinter cargo van is the best vehicle for the type of services envisioned for the van, which will include setting up an awning and providing an inviting place for a wide range of programming and library staff services, as well as materials delivery and pick up. Cargo vans in general are in high demand due to the increase in mobility provided by changes wrought by the pandemic, and supply has been very limited and tends to go quickly.

City staff did investigate the possibility of purchasing an electric Sprinter van. Unfortunately, the dealer informed us that Mercedes is approximately two years away from producing an electric model.

After settling on the type of van, staff were recently able to secure an offer from Mercedes Benz of Valencia to purchase a very slightly used 2020 Sprinter van (used by the showroom with only 5,161 miles on it) at a substantial discount. The sale price will be \$44,959.06 (see attached quote). This is similar in cost to the 2021 Ford Transit Van, but staff believe that the higher quality and more inviting visual elements of the Sprinter Van will make a more welcoming experience for patrons. This offer is very time sensitive, as the aforementioned high demand makes a discounted purchase very attractive for buyers, so staff must act quickly to take advantage of the discount.

FISCAL IMPACTS:

There are sufficient funds from the State grant in the Library Department's Fiscal Year 2020/21 budget to accomplish this purchase, which will be \$50,000 including taxes and fees. If approved, staff will wire transfer the purchase cost to the dealer and take immediate possession of the vehicle.

Staff anticipate making an additional \$8,000 - \$15,000, likely on the lower end, in after-market modifications to provide the awning, shelving, storage, and other changes needed to prepare the van for mobile Library Services and to brand the vehicle.

ALTERNATIVES:

Council could delay the van purchase, which would mean losing the offered vehicle at the discounted price, or direct staff to purchase a different vehicle altogether.

Reviewed By:

Legal Review By:

Approved By:



Kristine Schmidt
Assistant City Manager



Michael Jenkins
City Attorney



Michelle Greene
City Manager

ATTACHMENTS:

1. Quote for vehicle from Dealer
2. Isla Vista Pilot Satellite Services Grant Expenditure Budget

ATTACHMENT 1

Quote for vehicle from Dealer

From: Daniel Medina <danielm@mbzvalencia.com>

Sent: Friday, May 21, 2021 10:22 AM

To: Allison Gray <agray@cityofgoleta.org>

Subject: Re: 2021 Mercedes Sprinter

Great news! Van is available as of today! It is a 202 van. It has 5161 miles on it. Mercedes gives us a \$0.15 credit per mile, which is a \$775 discount. I dropped it down to over a \$3000 discount and making the sale price \$44,959.06 for you.

(Desking - 10/01 81109 S - GOLETA LIBRARY) - Sales and F&I

FIN Functions File Subscreens Tools Display Reports Print System Tools Go To

Scenario #1 MERCEDES-BENZ OF VALEN

Retail Worksheet

Make Primary Send To F&I

Deal

Deal # 81109

Deal Date 05/21/2021

Deal Type Retail

Financial Inst. CASH

Program Normal

Deal Status **Stored** Status

Sales Price

CRV 48,096.00

Discount 3,136.94

Selling Price 44,959.06

Aftermarkets 0.00

Doc Fee 85.00

VSI Premium 0.00

ESC Premium 0.00

Maintenance 0.00

GAP Premium 0.00

Prior Lease Bal 0.00

License Fee 575.00

Dealer Fees 0.00

Total Fees 672.00

Total Taxes 4,283.94

Total Price 50,000.00

Trade Difference 44,959.06

Down Payment

Cash Down 0.00

Deposit 0.00

Total Rebates 0.00

Total Trade Allow 0.00

Total Trade Payoff 0.00

Total Net Trade 0.00

Total Def Down 0.00

Total Down Payment 0.00

Payment

Term 1

Sell Rate 0

AOR

Days 1st Payment

Payments Per Year 12

1st Payment Date 05/21/2021

Prepaid Fin Charge 0.00

APR

Amount Financed 50,000.00

Finance Charge 0.00

Total of Payments 50,000.00

Total Sales Price 50,000.00

Payment 50,000.00

Vehicle Rates Detach

☐ New ☒ Used ☐ Demo ☐ Cert.

Stock # 4L208 3

Year 2020

Make ☒ MERCEDES-BENZ VAN

Model SPRINTER CARGO

Style 2500 STANDARD ROO

Odometer 5161

Buyer

Customer #

Last

First

Company GOLETA LIBRARY

Reg State CA

County LOS ANGELES

Record Modified FINVRW00 10DMEDINA 10/FANDI01 604/61721 OVR 7387

ATTACHMENT 2

Isla Vista Pilot Satellite Services Grant Expenditure Budget

Planned Expenses		Attachment 2
Goleta Valley Library, Isla Vista Satellite Services Pilot Project		
5/25/2021		
Vehicle	64,404	Mercedes Sprinter van
		Modifications to vehicle
		Vehicle wrap w/ sponsor logos
Maintenance -Fuel, Vehicle, Other	6,254	Annual insurance
		Gasoline
		Vehicle maintenance
Computer Technology	13,300	Wireless router in Bookvan
		1 laptop, scanner, receipt printer
		3 laptops & 1 wireless printer
		Software licenses
		2 Pop Up Library Devices
Books & Subscriptions	17,500	Books, DVDs, Bk on CD, e-books
Professional Services	58,536	2 Hourly Library Assistnt 1s fully burdened *
Minor Equipment	26,440	2 Book & Material Vending Machines & Service Contract
		10 Freestanding Little Libraries & Annual Maint.
		3 Book Drops
		2 tables and 4 chairs for Bookvan
		Storytime books, puppets, giveaways
Special Department Supplies	4,450	Craft Kits for children and families
		4 Collapsible Wagon Carts for displays
		10 Canvas Bags for Carrying Materials Around Bookvan
		Office Supplies (for printing, library cards, etc.)
		Programming Supplies for Bookvan
Administrative Charges	11,116	Services - Main Library (filling holds, restocking van, etc.)
		General Governance Staff Time
		Finance Dept. Staff Time
TOTAL EXPENDITURES	\$ 202,000	
* Note: Staffing under the grant will last approximately 1.25 years.		
Thereafter, a source of funding will be necessary to continue service. Sponsorship opportunities will be explored.		