



AGENDA REPORT

TO: Jestin D. Johnson
City Administrator

FROM: Floyd Mitchell
Chief, OPD

SUBJECT: OPD Enterprise Rental Car Contract

DATE: May 22, 2025

City Administrator Approval


Jestin Johnson (May 28, 2025 12:50 PDT)

Date: **May 28, 2025**

RECOMMENDATION

Staff Recommend The City Council Adopt A Resolution 1) Authorizing The City Administrator To Enter Into A Professional Services Agreement With Enterprise Mobility To Provide Rental Car Services Over A Five-Year Term From February 1, 2025 To January 31, 2030, For A Total Contract Amount Not To Exceed Four Million Dollars (\$4,000,000); And 2) Waiving The Competitive Request For Proposal/Qualifications (RFP/Q) And The Local/Small Local Business Enterprise Program Requirements.

EXECUTIVE SUMMARY

This proposed contract for rental car service between the Oakland Police Department (OPD) and Enterprise Mobility is for a five-year term, from February 1, 2025, to January 31, 2030, for a total contract amount not to exceed four million dollars (\$4,000,000).

BACKGROUND / LEGISLATIVE HISTORY

In the past, OPD used a cooperative (COOP) agreement with Enterprise for car rentals. Last fiscal year, the council approved an amendment to include a cap of \$250,000, imposing restrictions on how departments can utilize COOP agreements. Since OPD's annual expenditures on car rentals exceed \$250,000, a contract is necessary to meet its needs.

ANALYSIS AND POLICY ALTERNATIVES

Plainclothes operations are crucial for OPD and law enforcement in general for identifying, detecting, and enforcing illegal criminal activity and infiltrating criminal street gangs, groups, and organizations. Rental vehicles are a critical and essential tool for day-to-day OPD operations.

Additionally, rental vehicles are utilized by OPD to further criminal investigations and to avoid detection when conducting plainclothes surveillance operations on targeted individuals/groups

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involved in criminal activity without compromising investigations. This allows for the efficient development of criminal intelligence, identifying locations/residences of targets of investigations, and locating evidence needed for investigations and subsequently arresting those that are involved in illegal activity.

OPD primarily utilizes rental vehicles for criminal investigations, include, but not limited to:

- violent gang/group investigations
- homicide/shooting investigations
- street robbery and robbery crew investigations
- commercial and residential burglary investigations
- narcotics/vice (human trafficking/illegal gambling casino) investigations
- firearms trafficking investigations
- warrant suspect apprehension

These investigations rely heavily upon daily plainclothes operations, without which rental vehicles, these investigations would not have successful outcomes. These operations often lead OPD officers out of the city of Oakland, where marked OPD vehicles will further compromise these investigations and alert targeted offenders of these investigations. Rental vehicles allow plainclothes officers and teams to locate and safely follow offenders for the purposes of ongoing investigations and/or apprehension. Plainclothes officers in rental vehicles are often coordinate apprehension efforts, where officers can formulate a plan to safely take an offender into custody with less risk to the public and officers in real-time. This real-time strategy allows plainclothes officers to provide responding marked units with critical information such as the offender's location, whether the offender is armed with a weapon/firearm, and other vulnerabilities so officers and supervisors can make strategic and informed decisions when planning to take an offender safely into custody at the most advantageous time.

Those involved in criminal activity are less likely to commit crimes in the presence of marked police vehicles, thus significantly thwarting investigative efforts to gather criminal intelligence and evidence needed to arrest and prosecute criminal offenders. Therefore, the utilization of marked OPD vehicles to conduct these types of operations would not be a reasonable alternative. Furthermore, rental vehicles have been significant to addressing and reducing crime, and to the overall OPD Ceasefire Strategy in reducing gang/group violence.

In addition to criminal investigations and operations, OPD also utilizes rental vehicles for special events, to include, but not limited to, major holidays and political events, police funerals, large scale protests/civil unrest, and official OPD events.

Ordinance Nos. [13640 C.M.S.](#) and [13647 C.M.S.](#) require a minimum 50-percent (50%) Local Business Enterprise/Small Local Business Enterprise (LBE/SLBE) participation for all purchase of commodities, goods, and associated services for contracts valued at or over fifty thousand dollars (\$50,000) when there are at least three certified business listed in the industry, trade, or profession that constitutes a major category of work.

Staff requests that the Council waive the LBE/SLBE utilization requirements for this proposed contract award on this basis and because it is in the best interests of the City to do so. Staff also requests that the RFP/Q process be waived. OPD has had a long-standing partnership with Enterprise Mobility since 2011. Prior to that, OPD rented vehicles from a business in Alameda, which is no longer in business.

Awarding this contract to Enterprise would support the City's goals of **Holistic Community Safety** and **Responsive, Trustworthy Government**. Rental vehicles have played a significant role in OPD's crime fighting strategy to make the Oakland community safe for both its residents, visitors, and those that visit and work in Oakland.

Failure to award this proposed contract would significantly impact OPD's ability in addressing and reducing crime with plainclothes operations with the use of rental vehicles.

FISCAL IMPACT

All proposed contract expenditure allocations shall be expensed as follows in **Table 1**:

Table 1: OPD Enterprise Contract 5 Year Funding Sources

Five Year Term	Funding Source: General Purpose Fund (GPF), Measure NN, and Sewer Service Fund	Total Amount
Year 1 (2025-2026)	GPF (1010), Org (10110), Account (53214), and Project (1000008): \$100,000 Measure NN (2255), Org (10110), Account (53214), Project (1000008): \$700,000	800,000
Year 2 (2026-2027)	GPF (1010), Org (10110), Account (53214), and Project (1000008): \$100,000 Measure NN (2255), Org (10110), Account (53214), Project (1000008): \$700,000	800,000
Year 3(2027-2028)	GPF (1010), Org (10110), Account (53214), and Project (1000008): \$100,000 Measure NN (2255), Org (10110), Account (53214), Project (1000008): \$700,000	800,000
Year 4 (2028-2029)	GPF (1010), Org (10110), Account (53214), and Project (1000008): \$100,000 Measure NN (2255), Org (10110), Account (53214), Project (1000008): \$700,000	800,000
Year 5 (2029-2030)	GPF (1010), Org (10110), Account (53214), and Project (1000008): \$100,000 Measure NN (2255), Org (10110), Account (53214), Project (1000008): \$700,000	800,000

This proposed contract between the Oakland Police Department and Enterprise Mobility will provide services in an amount not-to-exceed \$4,000,000. While OPD is asking for a spending authority of up to \$4,000,000 through January of 2030, OPD will evaluate the actual needs

during the bi-annual budget process and will put in a request for funding that matches the needs of the department. The contract has a damage waiver which covers any damages which occur in the normal scope of operations.

PUBLIC OUTREACH / INTEREST

This item does not require any further public outreach.

COORDINATION

OPD coordinated with the City Administrator's Office, the Budget Office, and the Office of the City Attorney in preparation for this report.

SUSTAINABLE OPPORTUNITIES

Economic: Enterprise is self-insured with a Certificate of Insurance through the State of California that shows that Enterprise has the financial stability to cover the liability of every rental car that Enterprise owns. The City of Oakland does not incur any additional costs related to maintenance or damages to the rental vehicle.

Environmental: There are no environmental impact concerns associated with this report.

Race and Equity: There are no race and equity impacts associated with this report.

ACTION REQUESTED OF THE CITY COUNCIL

Staff Recommend The City Council Adopt A Resolution 1) Authorizing The City Administrator To Enter Into A Professional Services Agreement With Enterprise Mobility To Provide Rental Car Services Over A Five-Year Term From February 1, 2025 To January 31, 2030, For A Total Contract Amount Not To Exceed Four Million T Dollars (\$4,000,000); And 2) Waiving The Competitive Request For Proposal/Qualifications (RFP/Q) And The Local/Small Local Business Enterprise Program Requirements.

For questions regarding this report, please contact Eric Kim, Acting Captain, at ekim@oaklandca.gov.

Respectfully submitted,



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