



THE SUNRISE CITY

FORT PIERCE
PURCHASING
DEPARTMENT
Florida

TO: Honorable Mayor and City Commissioners

THROUGH: Richard Chess, City Manager RDC, 8-12-2026

FROM: Gelencia Carter, Purchasing Manager *gc*

RE: Procurement Official Recommendation - Waiver of Competitive Source Selection
Procedures - John Deere Equipment Lease

DATE: August 6, 2026

Pursuant to Section 2-446(b) of the City of Fort Pierce Procurement Ordinance, the Procurement Official recommends that the City Commission waive the competitive source selection requirements for the proposed John Deere equipment lease. Based upon the supporting documentation and market research conducted, the Procurement Official has determined that a waiver of competitive procurement is in the best interest of the City for the following reasons:

1. **The likely, non-speculative cost of competitive purchasing would exceed any potential savings or benefit to the City.** Market research was conducted to evaluate available equipment and leasing options. While multiple vendors exist within the marketplace, conducting a new competitive solicitation would not reasonably be expected to produce measurable cost savings or operational benefits sufficient to justify the time, administrative expense, and potential delay associated with the procurement process.
2. **The City's operational needs support acquisition from the selected provider.** The proposed lease provides equipment that is compatible with the City's existing John Deere fleet, allowing the department to maintain standardized equipment, operator familiarity, maintenance practices, replacement parts inventory, and technical support. Standardization promotes operational efficiency, reduces equipment downtime, and supports effective fleet management.
3. **The City's specialized operational needs outweigh the potential benefits of competitive purchasing.** Maintaining a standardized fleet under a single manufacturer and lease arrangement provides significant operational and administrative efficiencies, including streamlined maintenance, warranty administration, parts availability, and lifecycle management. These benefits outweigh any speculative advantage that could be realized through a new competitive solicitation.

Based on the foregoing, the Procurement Official finds that waiving competitive source selection requirements pursuant to Section 2-446(b) is in the best interest of the city and recommends that the City Commission approve the requested waiver of competitive procurement for the John Deere equipment lease.