

WILLOWS UNIFIED SCHOOL DISTRICT
Office of the Superintendent

Date: 11-8-17

Request For Placement on Board Agenda:

AGENDA TOPIC: Driver Education Vehicle

PRESENTER: Debby Beymer, Director of Business Services

[] DISCUSSION [] ACTION [X] DISCUSSION/POSSIBLE ACTION

Background Information:

The existing vehicle used for behind the wheel driver training is a 2002 Chevrolet with nearly 150,000 miles on the engine. This vehicle has experienced mechanical issues over the past couple of years.

Obtained quotes for two vehicles with an emergency braking system on the front passenger side installed.

2017 Ford Focus	\$16,694.05
2017 Ford Fusion	\$21,074.79

Specifications for both vehicles are attached.

Recommendation:

District Administration recommends the board approve the purchase of a new driver's education vehicle using Supplement/Concentration dollars.

New 2017

Focus S.

Bank Review #168361

WILLOWS USD

10/06/2017

CORNING FORD

Price.....	18,200.00	Trade.....	0.00
Taxable A.M.O.....	0.00	Payoff.....	0.00
Doc Charge.....	80.00	Net Trade.....	0.00
Dealer Smog Fee.....	0.00	Cash Down.....	0.00
Sales Tax.....	1,325.30	Deferred Down.....	0.00
Non-Tax A.M.O.....	0.00	Rebate.....	4,000.00
Service Contract.....	0.00	Total Down.....	4,000.00
Subtotal.....	19,605.30		
DMV Fees.....	0.00	APR.....	0.00
State Emissions Charge	0.00	Term.....	1
State Tire Fee.....	8.75	Monthly Payment.....	15,614.05
Electronic Veh Reg....	0.00		
Total Insurance.....	0.00		
Total.....	19,614.05		
Amount Financed.....	15,614.05	Item ===== Term == C/D ===== Total	
Finance Charge.....	0.00	Svc. Cont. 1 0.00	0.00
Total of Payments.....	15,614.05	Mo. Pmt 1 0.00	15614.05
Total Sale Price.....	19,614.05		

*** Buyer ***

*** 2nd Buyer ***

WILLOWS USD
823 W LAUREL ST
WILLOWS, CA 95988

Soc. Sec. #:
Home Phone #: (530) 934-6600
Work Phone #: (530) 330-1781
Cell Phone #: (530) 934-6600
Drv. Lic. #:
E-mail: dbeymer@willowsunified.org

\$15,614.05

*** Purchase ***

*** Trade 1 ***

*** Trade 2 ***

Stock #
Year
Make
Model
Body Style
Color
Trim
Key1 #
Key2 #
Weight
License
Odometer
I.D.
Cylinders
Vehicle Type

Passenger Side
Emergency Brake
Installed \$1,080.00

*** Bank ***

*** Insurance ***

\$16,694.05

Corning Ford

(530) 824-5434

DEALER 72C 523

VI

	Suggested Retail Price	
FOCUS 4-DOOR SEDAN S	16775	00
YZ OXFORD WHITE		
YW CHARCOAL BLACK CLOTH SEATS		
INCLUDED ON THIS VEHICLE EQUIPMENT GROUP 100A		
OPTIONAL EQUIPMENT/OTHER		
992 .2.0L TIVCT GDI I-4 ENGINE	NC	
44W 6-SPEED AUTOMATIC TRANSMISSION	1095	00
TNK .P195/65R15 TIRES	NC	
425 50 STATE EMISSIONS		NC
981 PZEV EMISSIONS		NC
TOTAL OPTIONS/OTHER	1095	00
TOTAL VEHICLE & OPTIONS/OTHER	17870	00
DESTINATION & DELIVERY	875	00
<hr/>		
TOTAL FOR VEHICLE	18745	00
FUEL CHARGE		
CA NEW MTR VEH BOARD FEES		
SHIPPING WEIGHT	2861	LBS.
TOTAL	18745	00

ENTRY "S" SERIES – STANDARD EQUIPMENT

MECHANICAL

- 2.0L Ti-VCT GDI I-4 with Flex-Fuel
- 5-speed Manual Transmission
- Anti-Lock Braking System (ABS)
- Electric Parking Brake
- Front Disc/Rear Drums
- Torque Vectoring Control

EXTERIOR

- 15" Steel with Covers
- 195 65R15 – Tires
- Active Grille Shutters
- Antenna – Mast
- Bumpers
 - Upper Body-Colored Paint
 - Lower Molded in Color (MIC) Black
- Door Handles – Black
- Easy Fuel® – Capless Fuel-Filler
- Grille – Black with Chrome Trim
- Mini Spare – Steel Includes – in Load Compartment Stowage Box
- Mirrors, Sideview
 - Black
 - Power
 - Manual Fold
 - Integrated Blind Spot
- Windshield Wipers – Variable-Intermittent

INTERIOR/COMFORT

- 12V Powerpoint – Front
- Auxiliary Audio Input Jack
- Cabin Particulate Air Filter
- Center Console – Full Floor with Storage
- Climate Control – Air Conditioning, Manual
- Coat Hooks – Rear
- Compartment Dome Lights – Front, Rear & Cargo
- Cupholders – (4) 1st Row
- Driver's Side Footrest
- Dual Visor Vanity Mirrors
- Floor Mats – 1st and 2nd Row
- Front-Door Storage Bins
- Instrument Cluster – Tachometer
- Overhead Console
- Power Door-Locks
- Seats
 - 1st Row – 6-way Manual Driver (up/down, fore/aft, recline)
 - 1st Row – 4-way Manual Passenger (fore/aft, recline)
 - 1st Row – Cloth Buckets with Removable Adjustable Head Restraints (2-way)
 - 2nd Row – Folding Rear-Seat with 3 Removable Head Restraints
 - 60/40 Split Rear-Seat
- Steering Column
 - 4-Way Adjustable
 - Tilt/Telescoping
- Three Blink Lane Change Indicator
- Windows
 - Power with One-Touch Down Driver's Side
 - Manual Rear

SAFETY & SECURITY

- (2) LATCH (Lower Anchors and Tether Anchors for Children) Hard Point Attachments
- AdvanceTrac® with ESC (Electronic Stability Control®)
- Airbags
 - Driver Knee Airbag
 - Dual-Stage Front Driver/Passenger
 - Front-Seat Mounted Side-Impact
 - Side Air Curtain
- Center High-Mounted Stop Lamp (CHMSL)
- Child-Safety Rear-Door-Locks
- Front-Passenger Sensing System
- Front-Wheel Drive
- Headlamps – Auto Halogen – Quad-Beam
- Hill Start Assist
- MyKey®
- Rear View Camera
- Rear-window Defroster
- Safety Belts
 - Belt-Minder® (front safety belt reminder)
 - Front and Rear 3-point Safety Belt
 - Front Height Adjustable Retractable Safety Belt
 - Front Safety Belt Pretensioners
- SecuriLock® Passive Anti-Theft System
- SOS Post Crash Alert
- Tire Pressure Monitoring System (TPMS)

DRIVER ASSIST TECHNOLOGY

- AutoLamp (automatic on/off headlamps)
- SYNC®
 - Enhanced Voice Recognition Communication and Entertainment System
 - 911 Assist®
 - 4.2" LCD Display in Center Stack
 - AppLink®
 - Smart Charging USB port – two (2)

FUNCTIONAL

- Audio
 - AM/FM Single-CD/MP3-Capable
 - 4 Speakers
 - Speed-Sensitive Volume Control
- Electric Power-Assisted Steering (EPAS)
- Remote Keyless-Entry System
- Suspension
 - Front: Independent McPherson Strut
 - Rear: Independent Control Blade
 - Rear Stabilizer Bar

New 2017

Fusion S

Bank Review #168360

WILLOWS USD

10/06/2017

CORNING FORD

Price..... 18,555.00
 Taxable A.M.O..... 0.00
 Doc Charge..... 80.00
 Dealer Smog Fee..... 0.00
 Sales Tax..... 1,351.04
 Non-Tax A.M.O..... 0.00
 Service Contract..... 0.00
 Subtotal..... 19,986.04
 DMV Fees..... 0.00
 State Emissions Charge 0.00
 State Tire Fee..... 8.75
 Electronic Veh Reg.... 0.00
 Total Insurance..... 0.00
 Total..... 19,994.79

Trade..... 0.00
 Payoff..... 0.00
 Net Trade..... 0.00
 Cash Down..... 0.00
 Deferred Down..... 0.00
 Rebate..... 0.00
 Total Down..... 0.00
 APR..... 0.00
 Term..... 1
 Monthly Payment..... 19,994.79

Amount Financed..... 19,994.79
 Finance Charge..... 0.00
 Total of Payments..... 19,994.79
 Total Sale Price..... 19,994.79

Item	Term	C/D	Total
Svc. Cont.	1	0.00	0.00
Mo. Pmt	1	0.00	19994.79

*** Buyer ***

*** 2nd Buyer ***

WILLOWS USD
 823 W LAUREL ST
 WILLOWS, CA 95988

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 Drv. Lic. #:
 E-mail: dbeymer@willowsunified.org

\$ 19994.79
 \$1,080.-

Emergency
 Brake
 Installed

*** Purchase ***

*** Trade 1 ***

*** Trade 2 ***

Stock #
 Year
 Make
 Model
 Body Style
 Color
 Trim
 Key1 #
 Key2 #
 Weight
 License
 Odometer
 I.D.
 Cylinders
 Vehicle Type

\$ 21,074.79

*** Bank ***

*** Insurance ***

Corning Ford

(530) 824-5434

DEALER 72C 523

Suggested Retail Price
22121

FUSION S

YZ OXFORD WHITE
DE MEDIUM LIGHT STONE

INCLUDED ON THIS VEHICLE
EQUIPMENT GROUP 100A

OPTIONAL EQUIPMENT/OTHER

.16" SPARKLE SILVER PAINTED WH
997 .2.5L I4 IVCT N
JOB #2 ORDER
425 50 STATE EMISSIONS
153 FRONT LICENSE PLATE BRACKET

TOTAL OPTIONS/OTHER
TOTAL VEHICLE & OPTIONS/OTHER 2212
DESTINATION & DELIVERY 87

TOTAL FOR VEHICLE 2299

FUEL CHARGE
CA NEW MTR VEHICLE BOARD FEES
SHIPPING WEIGHT 3310 LBS.

TOTAL 2299

18,555
+ FEE (TAX)

MAJOR PRODUCT CHANGES

MODEL/SERIES/AVAILABILITY

- S, SE, Titanium, Hybrid S, Hybrid SE, Hybrid Titanium

★ **New:**

- Platinum
- V6 Sport

MECHANICAL

★ **New:**

- 2.7L EcoBoost® Engine with standard All-Wheel-Drive introduced in the V6 Sport Series
- 1.5L EcoBoost® Engine is ONLY available with Steering Wheel mounted Paddle Shifters and the Auto Start-Stop Technology

EXTERIOR

★ **New:**

- Body-Color Rocker Moldings – Standard on S
Note: Standard on SE in 16MY
- Redesigned front-end with new headlamps, grille opening and lower fascia
- Front LED Signature Lighting – Standard on SE
- LED Fog Lamps – Standard on Titanium

★ **New Colors:**

- Lightning Blue (N6)
- Burgundy Velvet Metallic Tinted Clearcoat (R3)
- White Gold (GN)

• **Deleted Colors:**

- Bronze Fire Metallic Tinted Clearcoat
- Deep Impact Blue

• **Wheel Line Up:**

- 16" Alloy – Standard on S (Gas)
- 17" Premium Painted Luster Nickel – Optional on S (Gas) – 64H, Standard on SE (Gas), Standard on S and SE (HEV) ★
- 18" Premium Painted Dark Stainless – Standard on S Appearance and SE Appearance (Gas/HEV) ★
- 18" Machine-faced Aluminum with Painted Pockets – Optional on SE Luxury (Gas/HEV) – 64B, Standard on Titanium (Gas/HEV), Standard on Platinum (HEV) ★
- 19" Machined-Aluminum Premium Painted Dark Stainless – Optional on Titanium (Gas) – 64W) ★
- 19" Polished Aluminum – Standard on Platinum (Gas) ★
- 19" Premium Painted Tarnished Dark – Standard on V6 Sport ★

INTERIOR/COMFORT

★ **New:**

- Rotary Gear Shift Dial – Standard on S
Note: Replacing the Gear Shift Knob
- Seat fabric, leather and trim colors

• **Deleted:**

- None

SAFETY/SECURITY

★ **New:**

- Individual Tire Pressure Monitoring System (TPMS) – Standard on S
Note: Sensor based system that alerts the driver to significant underinflation of individual tires, excluding the spare. A warning light will appear on the instrument cluster displaying the tire pressure for each tire to show which is underinflated.
- LED Headlamps – Standard on Titanium

DRIVER ASSIST TECHNOLOGY

• **New:**

- **SYNC® 3** – Enhanced Voice Recognition Communications and Entertainment System. Includes 8" LCD Capacitive Touchscreen in Center Stack with Swipe Capability, Pinch-to-Zoom capability included when equipped with available Voice-Activated Touchscreen Navigation System, AppLink®, 911 Assist®, Apple CarPlay™ and Android Auto™ and Two Smart-Charging USB ports

Note: Replaces 16MY SYNC® with MyFord Touch®

Note: SYNC® AppLink® lets you control some of your favorite compatible mobile apps with your voice. It is compatible with select smartphone platforms. Commands may vary by phone and AppLink® software.

- **SYNC®** – Enhanced Voice Recognition Communication and Entertainment System. Includes 911 Assist®, 4.2" LCD Screen in Center Stack, AppLink® and One Smart-Charging USB port

Note: Replaces 16MY SYNC® with MyFord®

Note: SYNC® AppLink® lets you control some of your favorite compatible mobile apps with your voice. It is compatible with select smartphone platforms. Commands may vary by phone and AppLink® software.

FUNCTIONAL

★ **New:**

- 9 Speakers ilo of 6 Speakers from 16MY – Standard on SE HEV
- Active Noise Control – Enhanced by adding more speakers to the sound system
- Push-Button Start – Standard on S

• **Changed:**

- None

PACKAGES

★ **New:**

- V6 Sport Upgrade Package
 - (2) 4.2" Driver Configurable LCD Display in Instrument Cluster
 - 10-Way Power Passenger Seat (fore/aft, up/down, tilt, recline, 2-way power lumbar)
 - Ambient Lighting
 - Climate Control – Dual-Zone Electronic Automatic Temperature Control (DEATC)
 - Reverse Sensing System
 - Sony® Premium Audio w/12 Speakers & HD Radio™
 - SYNC® 3
- V6 Sport Driver Assist Package
 - Auto High Beams
 - BLIS® (Blind Spot Information System) with Cross-traffic Alert
 - Heated Steering Wheel
 - Lane-Keeping System includes Lane-Keeping Alert, Lane-Keeping Aid and Driver Alert System
 - Power Converter 110V Outlet
 - Rain-Sensing Wipers

Note: Requires V6 Sport Upgrade

Product Changes and Features Availability

Features, options and package content subject to change. Please check www.fmcdealer.com or Dealer eStore for the most current information.