



## **CITY OF WASHINGTON, ILLINOIS**

### **City Council Agenda Communication**

**Meeting Date:** 02-15-2021

**Prepared By:** Dennis Carr – City Engineer

**Agenda Item:** Enterprise Leasing Program

**Explanation:** The City currently funds the Public Works small vehicle fleet at an average 12-year replacement cycle and the Police small vehicle fleet at an average 6-year replacement cycle. With this cycle length, the City purchases the vehicle and sells them with little to no value remaining. Many times, the vehicles will only bring in its value in scrap recycling.

As a vehicle ages, its fuel efficiency decreases and its cost of maintenance increases. Also, new safety measures are implemented in each new model year to incorporate the latest and safest designs which help keep drivers safe and insurance claims lower. The summation of these items increases the net cost of ownership.

The Enterprise program has a shorter cycle length that is designed to maximum the value of the vehicle versus the cost of ownership. The average cycle for the Enterprise program is 4-5 years for Police Vehicles and 5-7 on Public Works vehicles. The larger F350 type vehicles in public works have a longer cycle than those of the F250 and below due to the increase in aftermarket needs.

The cost to purchase a vehicle does not take into account any resale value where the Enterprise vehicle price is set based on future book value and future resale. This creates some initial savings and allows for more vehicles to be leased at the same price as purchased. When the resale value is equal to the cost of ownership, the vehicle is traded in for a new model. The book value is paid off out of the resale and proceeds can be either sent to the City in the form of a Check or can be added as a credit to the Enterprise account and used towards the cost of the next vehicle. The effectiveness of this program is dependent on the continuous resale of assets and their equity.

There are cases where there is good resale data showing that a vehicle can resale for more than the book value earlier than the 5 year turn around. Enterprise will often inform the City of that and the vehicle will be sold early to maximize the return. In some cases, this has proven to be 6-12 months but that is far less common.

Enterprise, with the help of our mechanic, will keep a maintenance record and mileages of the vehicles. With this data and the resale data, Enterprise will manage the City's Fleet in order to keep the fleet as healthy and cost efficient as possible. This is a standalone position in many larger communities but is included in the enterprise program.

While Enterprise is beginning to accept large Plow Trucks into their program, this has not been considered yet by Staff but could be reviewed in the future.

**Fiscal Impact:** The program shows a net savings over a 10 Year period compared to our traditional approach to replacing through our MERF schedule for both the Public Works and the Police Department. The program shows a net year over year savings once the program is fully implemented for the combination of the Police and Public Works Department to maintain the fleet at a shorter life cycle.

**Recommendation/**

**Committee Discussion Summary:** Staff recommends the approval of City Council to enter into an agreement for Enterprise to Manage the replacement of the City's Small Fleet Vehicles.

**Action Requested:** Approval in principle to allow City Staff to begin placing vehicle orders while the factories are still allowing orders for model year 2021 vehicles.

**Attachments:****-Enterprise Recommended Replacement Schedule**

- PW Fleet Profile
- PW 10 Yr Analysis
- PD Fleet Profile
- PD 10 Yr Analysis

**-Balanced Approach Replacement Schedule**

- PW Fleet Profile
- PW 10 Yr Analysis
- PD Fleet Profile
- PD 10 Yr Analysis

# City of Washington - Fleet Profile

## Fleet Profile

| Vehicle Type           | # of Type | Average Age (years) | Average Annual Mileage |
|------------------------|-----------|---------------------|------------------------|
| Full-size Sedan        | 1         | 2.1                 | 4,300                  |
| Compact SUV 4x2        | 1         | 14.3                | 3,900                  |
| Compact SUV 4x4        | 1         | 10.3                | 8,700                  |
| Full Size SUV 4x4      | 1         | 7.2                 | 2,800                  |
| Compact Pickup Ext 4x2 | 3         | 10.2                | 7,500                  |
| 1/2 Ton Pickup Ext 4x4 | 1         | 8.2                 | 14,800                 |
| 3/4 Ton Pickup Reg 4x2 | 6         | 6.7                 | 6,700                  |
| 3/4 Ton Pickup Reg 4x4 | 2         | 3.6                 | 6,000                  |
| 1 Ton Cab Chassis      | 3         | 9.6                 | 3,300                  |
| <b>Totals/Averages</b> | <b>19</b> | <b>7.8</b>          | <b>6,300</b>           |

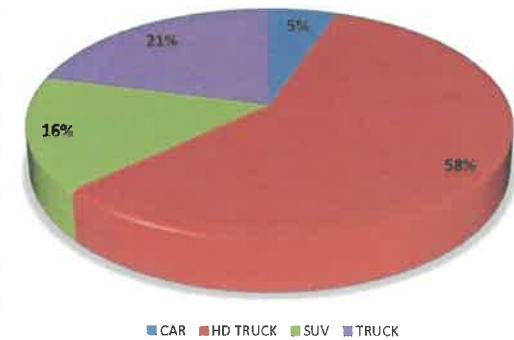
## Fleet Replacement Schedule

| 2021     | 2022     | 2023     | 2024     | 2025     | Under-Utilized |
|----------|----------|----------|----------|----------|----------------|
| 0        | 0        | 0        | 0        | 1        | 0              |
| 0        | 1        | 0        | 0        | 0        | 0              |
| 1        | 0        | 0        | 0        | 0        | 0              |
| 0        | 0        | 0        | 1        | 0        | 0              |
| 2        | 1        | 0        | 0        | 0        | 0              |
| 1        | 0        | 0        | 0        | 0        | 0              |
| 0        | 2        | 3        | 0        | 1        | 0              |
| 0        | 0        | 0        | 0        | 2        | 0              |
| 0        | 0        | 0        | 3        | 0        | 0              |
| <b>4</b> | <b>4</b> | <b>3</b> | <b>4</b> | <b>4</b> | <b>0</b>       |

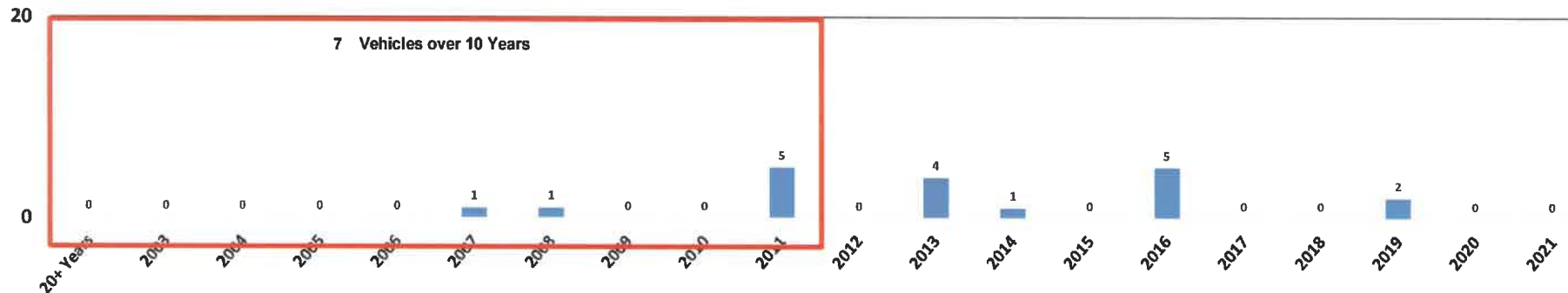
## Replacement Criteria

- \* Fiscal Year 2021 = 20 years old and older, or odometer over 80,000
- \* Fiscal Year 2022 = 20 years old and older, or odometer over 55,000
- \* Fiscal Year 2023 = 20 years old and older, or odometer over 30,000
- \* Fiscal Year 2024 = 10 years old and older, or odometer over 20,000
- \* Fiscal Year 2025 = Remaining Vehicles
- \* Underutilized = Annual Mileage less than 2,000

## Vehicle Types



## Model Year Analysis

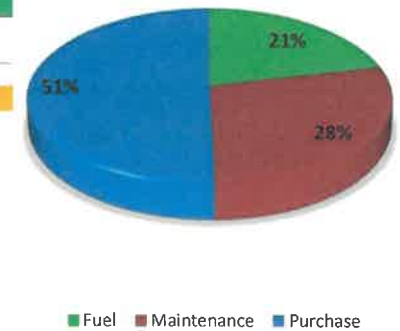


## City of Washington - Fleet Planning Analysis

|                       |          |              |       |                 |         |
|-----------------------|----------|--------------|-------|-----------------|---------|
| Current Fleet         | 19       | Fleet Growth | 0.00% | Proposed Fleet  | 19      |
| Current Cycle         | 11.18    | Annual Miles | 6,300 | Proposed Cycle  | 3.21    |
| Current Maint.        | \$115.50 |              |       | Proposed Maint. | \$30.10 |
| Maint. Cents Per Mile | \$0.22   | Current MPG  | 13    | Price/Gallon    | \$2.15  |

### Fleet Costs Analysis

| Fiscal Year              | Fleet Size | Fleet Mix    |       |        | Fleet Cost |         |                |                 |             | Annual |              |          |
|--------------------------|------------|--------------|-------|--------|------------|---------|----------------|-----------------|-------------|--------|--------------|----------|
|                          |            | Annual Needs | Owned | Leased | Purchase   | Lease*  | Equity (Owned) | Equity (Leased) | Maintenance | Fuel   | Fleet Budget | Net Cash |
| Average                  | 19         | 1.7          | 19    | 0      | 46,807     | 0       |                |                 | 26,334      | 19,797 | 92,937       | 0        |
| '21                      | 19         | 4            | 15    | 4      | 0          | 19,992  | -18,875        | -20,794         | 22,235      | 18,963 | 21,521       | 71,416   |
| '22                      | 19         | 7            | 11    | 8      | 0          | 38,975  | -27,000        | -27,847         | 18,136      | 18,129 | 20,393       | 72,544   |
| '23                      | 19         | 7            | 8     | 11     | 0          | 53,436  | -31,280        | -27,847         | 15,061      | 17,504 | 26,874       | 66,063   |
| '24                      | 19         | 8            | 4     | 15     | 0          | 81,311  | -46,060        | -48,240         | 10,962      | 16,671 | 14,644       | 78,293   |
| '25                      | 19         | 10           | 0     | 19     | 0          | 101,552 | -51,285        | -64,916         | 6,863       | 15,837 | 8,050        | 84,887   |
| '26                      | 19         | 8            | 0     | 19     | 0          | 101,552 |                | -48,094         | 6,863       | 15,837 | 76,158       | 16,780   |
| '27                      | 19         | 6            | 0     | 19     | 0          | 101,552 |                | -79,509         | 6,863       | 15,837 | 44,742       | 48,195   |
| '28                      | 19         | 9            | 0     | 19     | 0          | 101,552 |                | -91,223         | 6,863       | 15,837 | 33,029       | 59,908   |
| '29                      | 19         | 10           | 0     | 19     | 0          | 101,552 |                | -49,821         | 6,863       | 15,837 | 74,430       | 18,507   |
| '30                      | 19         | 6            | 0     | 19     | 0          | 101,552 |                | -85,990         | 6,863       | 15,837 | 38,262       | 54,675   |
| 10 Year Savings          |            |              |       |        |            |         |                |                 |             |        | \$571,268    |          |
| Avg. Sustainable Savings |            |              |       |        |            |         |                |                 |             |        | \$39,613     |          |



### Current Fleet Equity Analysis

| YEAR                             | 2021     | 2022     | 2023     | 2024     | 2025      | Under-Utilized |
|----------------------------------|----------|----------|----------|----------|-----------|----------------|
| QTY                              | 4        | 4        | 3        | 4        | 4         | 0              |
| Est \$                           | \$4,719  | \$6,750  | \$10,427 | \$11,515 | \$12,821  | \$0            |
| TOTAL                            | \$18,875 | \$27,000 | \$31,280 | \$46,060 | \$51,285  | \$0            |
| Estimated Current Fleet Equity** |          |          |          |          | \$174,500 |                |

\* Lease Rates are conservative estimates

\*\*Estimated Current Fleet Equity is based on the current fleet "sight unseen"

and can be adjusted after physical inspection

Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

### KEY OBJECTIVES

#### Lower average age of the fleet

37% of the current light and medium duty fleet is over 10 years old

Resale of the aging fleet is significantly reduced

#### Reduce operating costs

Newer vehicles have a significantly lower maintenance expense

Newer vehicles have increased fuel efficiency with new technology implementations

#### Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets

Currently vehicle budget is underfunded

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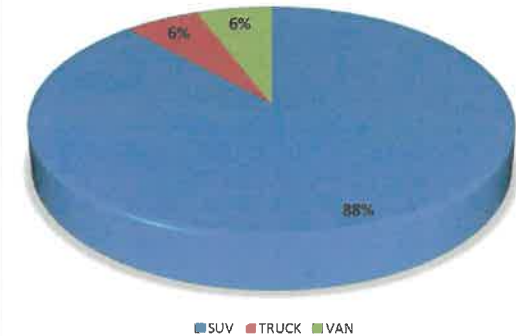
enterprise  
FLEET MANAGEMENT

**BALANCED APPROACH REPLACEMENT**

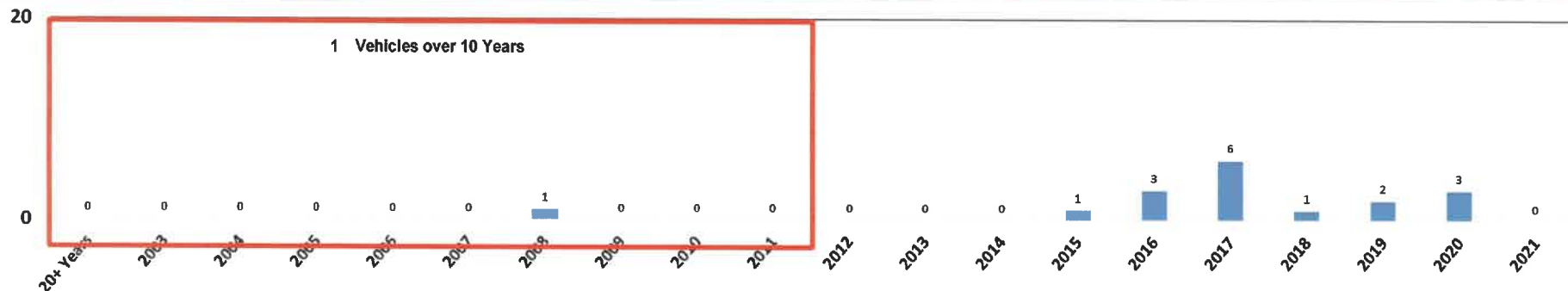
# City of Washington - Police - Fleet Profile

| Fleet Profile           |           |                     |                        | Fleet Replacement Schedule |      |      |      |      |                | Replacement Criteria  |
|-------------------------|-----------|---------------------|------------------------|----------------------------|------|------|------|------|----------------|---|
| Vehicle Type            | # of Type | Average Age (years) | Average Annual Mileage | 2021                       | 2022 | 2023 | 2024 | 2025 | Under-Utilized |   |
| Minivan-Passenger       | 1         | 2.1                 | 16,300                 | 0                          | 0    | 1    | 0    | 0    | 0              | * Fiscal Year 2021 = 10 years old and older, or odometer over 100,000 |
| Compact SUV 4x4         | 2         | 5.2                 | 11,400                 | 0                          | 2    | 0    | 0    | 0    | 0              | * Fiscal Year 2022 = 10 years old and older, or odometer over 50,000  |
| Mid Size SUV 4x2        | 1         | 13.2                | 10,000                 | 1                          | 0    | 0    | 0    | 0    | 0              | * Fiscal Year 2023 = 10 years old and older, or odometer over 10,000  |
| Mid Size SUV 4x4        | 11        | 3.5                 | 19,900                 | 4                          | 2    | 5    | 0    | 0    | 0              | * Fiscal Year 2024 = 10 years old and older, or odometer over 79,900  |
| Full Size SUV 4x4       | 1         | 4.2                 | 23,300                 | 0                          | 1    | 0    | 0    | 0    | 0              | * Fiscal Year 2025 = Remaining Vehicles                               |
| 1/2 Ton Pickup Quad 4x4 | 1         | 2.1                 | 23,500                 | 0                          | 0    | 1    | 0    | 0    | 0              | * Underutilized = Annual Mileage less than 2,500                      |
| Totals/Averages         | 17        | 4.1                 | 18,500                 | 5                          | 5    | 7    | 0    | 0    | 0              |   |

## Vehicle Types



## Model Year Analysis

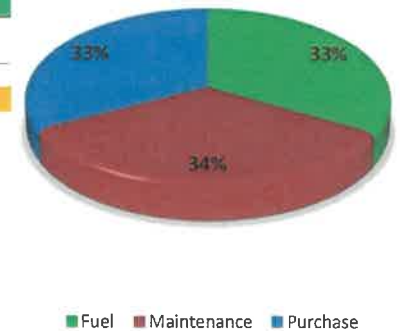


# City of Washington - Police - Fleet Planning Analysis

|                       |          |              |        |                 |         |
|-----------------------|----------|--------------|--------|-----------------|---------|
| Current Fleet         | 17       | Fleet Growth | 0.00%  | Proposed Fleet  | 17      |
| Current Cycle         | 10.63    | Annual Miles | 18,500 | Proposed Cycle  | 4.53    |
| Current Maint.        | \$339.17 |              |        | Proposed Maint. | \$98.81 |
| Maint. Cents Per Mile | \$0.22   | Current MPG  | 10     | Price/Gallon    | \$2.15  |

## Fleet Costs Analysis

| Fiscal Year     | Fleet Mix  |              |       | Fleet Cost |          |         |                |                 |             |        |              | Annual                   |
|-----------------|------------|--------------|-------|------------|----------|---------|----------------|-----------------|-------------|--------|--------------|--------------------------|
|                 | Fleet Size | Annual Needs | Owned | Leased     | Purchase | Lease*  | Equity (Owned) | Equity (Leased) | Maintenance | Fuel   | Fleet Budget | Net Cash                 |
| Average         | 17         | 1.6          | 17    | 0          | 66,404   | 0       |                |                 | 69,190      | 67,618 | 203,211      | 0                        |
| '21             | 17         | 5            | 12    | 5          | 0        | 44,717  | -46,075        |                 | 54,768      | 65,810 | 119,219      | 83,992                   |
| '22             | 17         | 5            | 7     | 10         | 0        | 81,786  | -73,196        |                 | 40,347      | 64,002 | 112,938      | 90,273                   |
| '23             | 17         | 7            | 0     | 17         | 0        | 141,367 | -91,333        | -11,528         | 20,156      | 61,470 | 120,134      | 83,077                   |
| '24             | 17         | 2            | 0     | 17         | 0        | 141,367 | 0              | -14,117         | 20,156      | 61,470 | 208,877      | -5,666                   |
| '25             | 17         | 2            | 0     | 17         | 0        | 141,367 | 0              | -11,233         | 20,156      | 61,470 | 211,761      | -8,550                   |
| '26             | 17         | 5            | 0     | 17         | 0        | 141,367 |                | -25,723         | 20,156      | 61,470 | 197,271      | 5,940                    |
| '27             | 17         | 6            | 0     | 17         | 0        | 141,367 |                | -23,439         | 20,156      | 61,470 | 199,555      | 3,656                    |
| '28             | 17         | 8            | 0     | 17         | 0        | 141,367 |                | -6,064          | 20,156      | 61,470 | 216,930      | -13,719                  |
| '29             | 17         | 1            | 0     | 17         | 0        | 141,367 |                | -11,528         | 20,156      | 61,470 | 211,466      | -8,255                   |
| '30             | 17         | 2            | 0     | 17         | 0        | 141,367 |                | -19,287         | 20,156      | 61,470 | 203,707      | -496                     |
| 10 Year Savings |            |              |       |            |          |         |                |                 |             |        | \$230,250    | Avg. Sustainable Savings |
|                 |            |              |       |            |          |         |                |                 |             |        |              | -\$2,575                 |



## Current Fleet Equity Analysis

| YEAR                             | 2021     | 2022     | 2023     | 2024 | 2025      | Under-Utilized |
|----------------------------------|----------|----------|----------|------|-----------|----------------|
| QTY                              | 5        | 5        | 7        | 0    | 0         | 0              |
| Est \$                           | \$9,215  | \$14,639 | \$13,048 | \$0  | \$0       | \$0            |
| TOTAL                            | \$46,075 | \$73,196 | \$91,333 | \$0  | \$0       | \$0            |
| Estimated Current Fleet Equity** |          |          |          |      | \$210,603 |                |

\* Lease Rates are conservative estimates

\*\*Estimated Current Fleet Equity is based on the current fleet "sight unseen" and can be adjusted after physical inspection

Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

## KEY OBJECTIVES

### Lower average age of the fleet

6% of the current light and medium duty fleet is over 10 years old

Resale of the aging fleet is significantly reduced

### Reduce operating costs

Newer vehicles have a significantly lower maintenance expense

Newer vehicles have increased fuel efficiency with new technology implementations

### Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets

Currently vehicle budget is underfunded

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**BALANCED APPROACH REPLACEMENT**

# City of Washington - Fleet Profile

## Fleet Profile

| Vehicle Type           | # of Type | Average Age (years) | Average Annual Mileage |
|------------------------|-----------|---------------------|------------------------|
| Full-size Sedan        | 1         | 2.1                 | 4,300                  |
| Compact SUV 4x2        | 1         | 14.3                | 3,900                  |
| Compact SUV 4x4        | 1         | 10.3                | 8,700                  |
| Full Size SUV 4x4      | 1         | 7.2                 | 2,800                  |
| Compact Pickup Ext 4x2 | 3         | 10.2                | 7,500                  |
| 1/2 Ton Pickup Ext 4x4 | 1         | 8.2                 | 14,800                 |
| 3/4 Ton Pickup Reg 4x2 | 6         | 6.7                 | 6,700                  |
| 3/4 Ton Pickup Reg 4x4 | 2         | 3.6                 | 6,000                  |
| 1 Ton Cab Chassis      | 3         | 9.6                 | 3,300                  |
| <b>Totals/Averages</b> | <b>19</b> | <b>7.8</b>          | <b>6,300</b>           |

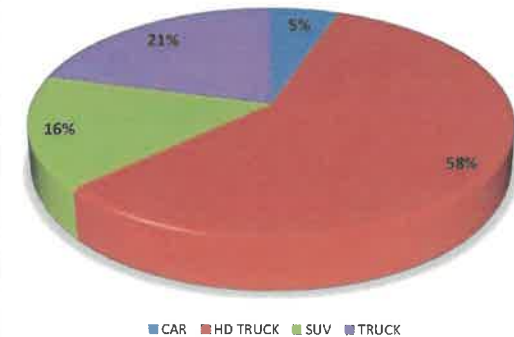
## Fleet Replacement Schedule

| 2021      | 2022     | 2023     | 2024     | 2025     | Under-Utilized |
|-----------|----------|----------|----------|----------|----------------|
| 0         | 0        | 0        | 1        | 0        | 0              |
| 1         | 0        | 0        | 0        | 0        | 0              |
| 1         | 0        | 0        | 0        | 0        | 0              |
| 0         | 1        | 0        | 0        | 0        | 0              |
| 3         | 0        | 0        | 0        | 0        | 0              |
| 1         | 0        | 0        | 0        | 0        | 0              |
| 3         | 0        | 3        | 0        | 0        | 0              |
| 0         | 0        | 1        | 1        | 0        | 0              |
| 2         | 0        | 1        | 0        | 0        | 0              |
| <b>11</b> | <b>1</b> | <b>5</b> | <b>2</b> | <b>0</b> | <b>0</b>       |

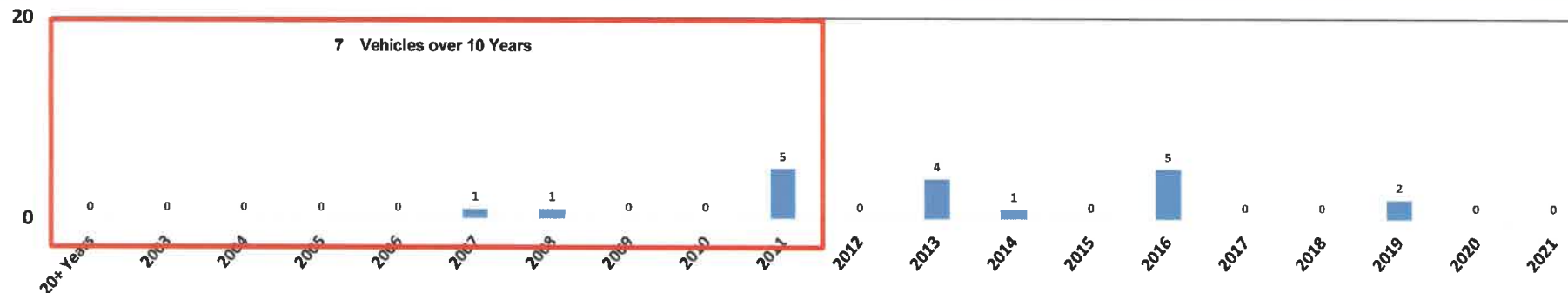
## Replacement Criteria

- \* Fiscal Year 2021 = 8 years old and older, or odometer over 100,000
- \* Fiscal Year 2022 = 6 years old and older, or odometer over 93,300
- \* Fiscal Year 2023 = 4 years old and older, or odometer over 86,600
- \* Fiscal Year 2024 = 2 years old and older, or odometer over 79,900
- \* Fiscal Year 2025 = Remaining Vehicles
- \* Underutilized = Annual Mileage less than 2,000

## Vehicle Types



## Model Year Analysis



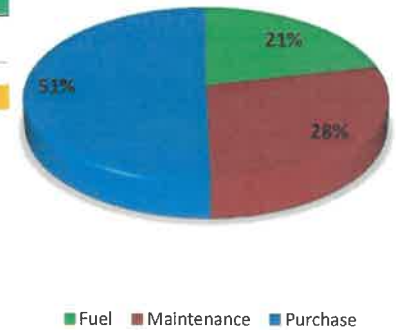


## City of Washington - Fleet Planning Analysis

|                       |          |              |       |                 |         |
|-----------------------|----------|--------------|-------|-----------------|---------|
| Current Fleet         | 19       | Fleet Growth | 0.00% | Proposed Fleet  | 19      |
| Current Cycle         | 11.18    | Annual Miles | 6,300 | Proposed Cycle  | 3.21    |
| Current Maint.        | \$115.50 |              |       | Proposed Maint. | \$30.10 |
| Maint. Cents Per Mile | \$0.22   | Current MPG  | 13    | Price/Gallon    | \$2.15  |

### Fleet Costs Analysis

| Fleet Mix                |            |              | Fleet Cost |        |          |         |                |                 |             |        | Annual       |          |
|--------------------------|------------|--------------|------------|--------|----------|---------|----------------|-----------------|-------------|--------|--------------|----------|
| Fiscal Year              | Fleet Size | Annual Needs | Owned      | Leased | Purchase | Lease*  | Equity (Owned) | Equity (Leased) | Maintenance | Fuel   | Fleet Budget | Net Cash |
| Average                  | 19         | 1.7          | 19         | 0      | 46,807   | 0       |                |                 | 26,334      | 19,797 | 92,937       | 0        |
| '21                      | 19         | 11           | 8          | 11     | 0        | 56,855  | -91,350        | -27,847         | 15,061      | 17,504 | -29,777      | 122,714  |
| '22                      | 19         | 5            | 7          | 12     | 0        | 65,141  | -13,095        | -27,847         | 14,036      | 17,296 | 55,532       | 37,406   |
| '23                      | 19         | 9            | 2          | 17     | 0        | 91,498  | -73,860        | -58,436         | 8,912       | 16,254 | -15,632      | 108,569  |
| '24                      | 19         | 9            | 0          | 19     | 0        | 101,552 | -28,718        | -40,611         | 6,863       | 15,837 | 54,923       | 38,014   |
| '25                      | 19         | 5            | 0          | 19     | 0        | 101,552 | 0              | -104,794        | 6,863       | 15,837 | 19,458       | 73,479   |
| '26                      | 19         | 12           | 0          | 19     | 0        | 101,552 |                | -68,973         | 6,863       | 15,837 | 55,279       | 37,658   |
| '27                      | 19         | 8            | 0          | 19     | 0        | 101,552 |                | -51,540         | 6,863       | 15,837 | 72,712       | 20,226   |
| '28                      | 19         | 6            | 0          | 19     | 0        | 101,552 |                | -78,183         | 6,863       | 15,837 | 46,069       | 46,868   |
| '29                      | 19         | 9            | 0          | 19     | 0        | 101,552 |                | -68,973         | 6,863       | 15,837 | 55,279       | 37,658   |
| '30                      | 19         | 8            | 0          | 19     | 0        | 101,552 |                | -76,432         | 6,863       | 15,837 | 47,820       | 45,118   |
| 10 Year Savings          |            |              |            |        |          |         |                |                 |             |        | \$567,711    |          |
| Avg. Sustainable Savings |            |              |            |        |          |         |                |                 |             |        | \$37,506     |          |



### Current Fleet Equity Analysis

| YEAR                             | 2021     | 2022     | 2023     | 2024     | 2025      | Under-Utilized |
|----------------------------------|----------|----------|----------|----------|-----------|----------------|
| QTY                              | 11       | 1        | 5        | 2        | 0         | 0              |
| Est \$                           | \$8,305  | \$13,095 | \$14,772 | \$14,359 | \$0       | \$0            |
| TOTAL                            | \$91,350 | \$13,095 | \$73,860 | \$28,718 | \$0       | \$0            |
| Estimated Current Fleet Equity** |          |          |          |          | \$207,023 |                |

\* Lease Rates are conservative estimates

\*\*Estimated Current Fleet Equity is based on the current fleet "sight unseen" and can be adjusted after physical inspection

Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

### KEY OBJECTIVES

#### Lower average age of the fleet

37% of the current light and medium duty fleet is over 10 years old  
Resale of the aging fleet is significantly reduced

#### Reduce operating costs

Newer vehicles have a significantly lower maintenance expense  
Newer vehicles have increased fuel efficiency with new technology implementations

#### Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets  
Currently vehicle budget is underfunded

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FLEET MANAGEMENT

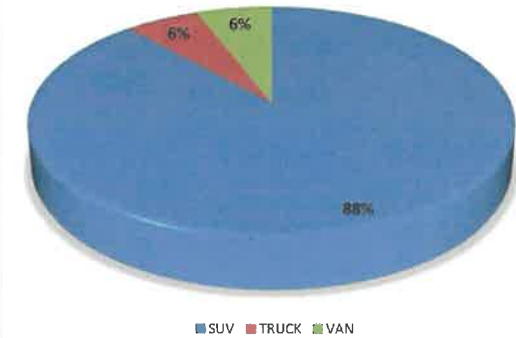
ENTERPRISE RECOMMENDED REPLACEMENT



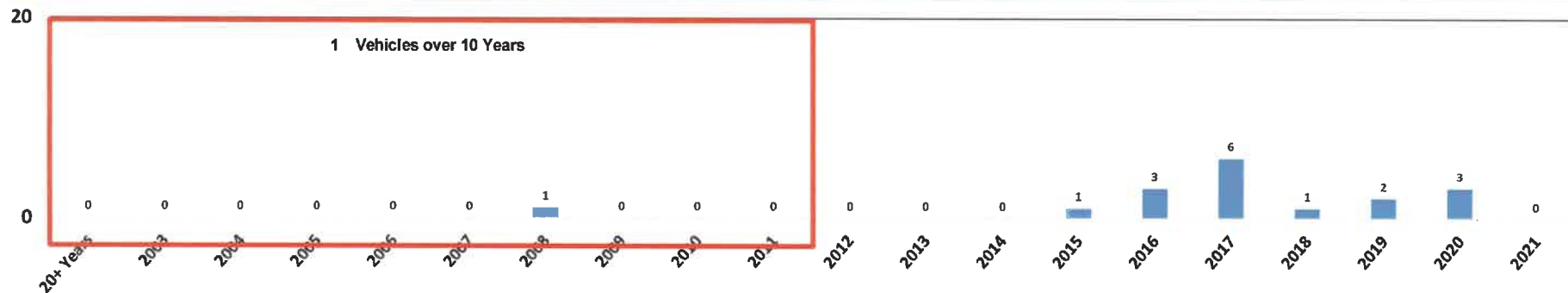
# City of Washington - Police - Fleet Profile

| Fleet Profile           |           |                     |                        | Fleet Replacement Schedule |      |      |      |      |                | Replacement Criteria  |
|-------------------------|-----------|---------------------|------------------------|----------------------------|------|------|------|------|----------------|---|
| Vehicle Type            | # of Type | Average Age (years) | Average Annual Mileage | 2021                       | 2022 | 2023 | 2024 | 2025 | Under-Utilized |   |
| Minivan-Passenger       | 1         | 2.1                 | 16,300                 | 0                          | 0    | 0    | 1    | 0    | 0              | * Fiscal Year 2021 = 5 years old and older, or odometer over 90,000 |
| Compact SUV 4x4         | 2         | 5.2                 | 11,400                 | 1                          | 1    | 0    | 0    | 0    | 0              | * Fiscal Year 2022 = 4 years old and older, or odometer over 93,300 |
| Mid Size SUV 4x2        | 1         | 13.2                | 10,000                 | 1                          | 0    | 0    | 0    | 0    | 0              | * Fiscal Year 2023 = 3 years old and older, or odometer over 88,600 |
| Mid Size SUV 4x4        | 11        | 3.5                 | 19,900                 | 5                          | 2    | 1    | 0    | 3    | 0              | * Fiscal Year 2024 = 2 years old and older, or odometer over 79,900 |
| Full Size SUV 4x4       | 1         | 4.2                 | 23,300                 | 1                          | 0    | 0    | 0    | 0    | 0              | * Fiscal Year 2025 = Remaining Vehicles                             |
| 1/2 Ton Pickup Quad 4x4 | 1         | 2.1                 | 23,500                 | 0                          | 0    | 0    | 1    | 0    | 0              | * Underutilized = Annual Mileage less than 2,500                    |
| Totals/Averages         | 17        | 4.1                 | 18,500                 | 8                          | 3    | 1    | 2    | 3    | 0              |   |

## Vehicle Types



## Model Year Analysis

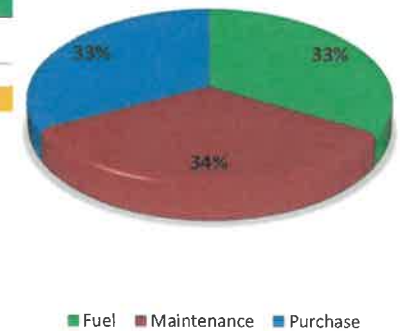


## City of Washington - Police - Fleet Planning Analysis

|                       |          |              |        |                 |         |
|-----------------------|----------|--------------|--------|-----------------|---------|
| Current Fleet         | 17       | Fleet Growth | 0.00%  | Proposed Fleet  | 17      |
| Current Cycle         | 10.63    | Annual Miles | 18,500 | Proposed Cycle  | 4.53    |
| Current Maint.        | \$339.17 |              |        | Proposed Maint. | \$98.81 |
| Maint. Cents Per Mile | \$0.22   | Current MPG  | 10     | Price/Gallon    | \$2.15  |

### Fleet Costs Analysis

| Fiscal Year              | Fleet Mix  |              |       | Fleet Cost |          |         |                |                 |             | Annual |              |          |
|--------------------------|------------|--------------|-------|------------|----------|---------|----------------|-----------------|-------------|--------|--------------|----------|
|                          | Fleet Size | Annual Needs | Owned | Leased     | Purchase | Lease*  | Equity (Owned) | Equity (Leased) | Maintenance | Fuel   | Fleet Budget | Net Cash |
| Average                  | 17         | 1.6          | 17    | 0          | 66,404   | 0       |                |                 | 69,190      | 67,618 | 203,211      | 0        |
| '21                      | 17         | 8            | 9     | 8          | 0        | 67,394  | -105,325       |                 | 46,115      | 64,725 | 72,909       | 130,302  |
| '22                      | 17         | 3            | 6     | 11         | 0        | 91,686  | -36,890        |                 | 37,462      | 63,640 | 155,899      | 47,312   |
| '23                      | 17         | 1            | 5     | 12         | 0        | 101,587 | -14,534        | -13,517         | 34,578      | 63,278 | 171,392      | 31,819   |
| '24                      | 17         | 4            | 3     | 14         | 0        | 111,666 | -22,151        | -6,064          | 28,809      | 62,555 | 174,815      | 28,396   |
| '25                      | 17         | 4            | 0     | 17         | 0        | 141,367 | -23,160        | -18,331         | 20,156      | 61,470 | 181,503      | 21,708   |
| '26                      | 17         | 7            | 0     | 17         | 0        | 141,367 |                | -27,971         | 20,156      | 61,470 | 195,023      | 8,188    |
| '27                      | 17         | 6            | 0     | 17         | 0        | 141,367 |                | -7,356          | 20,156      | 61,470 | 215,638      | -12,427  |
| '28                      | 17         | 2            | 0     | 17         | 0        | 141,367 |                | -8,923          | 20,156      | 61,470 | 214,071      | -10,860  |
| '29                      | 17         | 2            | 0     | 17         | 0        | 141,367 |                | -23,458         | 20,156      | 61,470 | 199,536      | 3,675    |
| '30                      | 17         | 6            | 0     | 17         | 0        | 141,367 |                | -18,331         | 20,156      | 61,470 | 204,663      | -1,452   |
| 10 Year Savings          |            |              |       |            |          |         |                |                 |             |        | \$246,661    |          |
| Avg. Sustainable Savings |            |              |       |            |          |         |                |                 |             |        |              | -\$2,575 |



### Current Fleet Equity Analysis

| YEAR                             | 2021      | 2022     | 2023     | 2024     | 2025      | Under-Utilized |
|----------------------------------|-----------|----------|----------|----------|-----------|----------------|
| QTY                              | 8         | 3        | 1        | 2        | 3         | 0              |
| Est \$                           | \$13,166  | \$12,297 | \$14,534 | \$11,076 | \$7,720   | \$0            |
| TOTAL                            | \$105,325 | \$36,890 | \$14,534 | \$22,151 | \$23,160  | \$0            |
| Estimated Current Fleet Equity** |           |          |          |          | \$202,060 |                |

\* Lease Rates are conservative estimates

\*\*Estimated Current Fleet Equity is based on the current fleet "sight unseen" and can be adjusted after physical inspection

Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

### KEY OBJECTIVES

#### Lower average age of the fleet

6% of the current light and medium duty fleet is over 10 years old  
Resale of the aging fleet is significantly reduced

#### Reduce operating costs

Newer vehicles have a significantly lower maintenance expense  
Newer vehicles have increased fuel efficiency with new technology implementations

#### Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets  
Currently vehicle budget is underfunded

Confidential

2/9/2021

enterprise  
FLEET MANAGEMENT

ENTERPRISE RECOMMENDED REPLACEMENT