



FLEET MANAGEMENT

County of Mendocino



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SUMMARY

- Authorize the phased in implementation of the Enterprise Fleet Management program, including the lease of 23 vehicles with a year one capital cost of no more than \$10,000 over the budgeted model year 2021 estimate of \$165,945. Payment will not start until vehicles are delivered on or after 7/1/22
- Staff conducted a review of funding models, budgets and vehicle types for all departments beside Sheriff over a six-month period. Engaged EFM over the past 10 years but budgets and timing have never aligned
 - Mendocino has worked with ERAC for the past 20 years and they have been a reliable partner
- Here today due to board direction for replacement program at 5 years and 100,000 miles and transition an all-electric fleet. Our goal is to create a more efficient, sustainable and cost-effective program
 - Due to varying budgets and vehicle types, staff proposes a pilot program with Social Services that will be scaled to other departments if successful.
- Currently, the county pays cash for vehicles and operates them past their useful life or roughly 10-15 years. There is little to no resale value at term and operating costs have increased
- EFM provides a proactive lease and replacement model. It capitalizes on the county's strong purchasing power and low annual mileage pattern to take advantage of strong resale. The lease allows the county to "catch up" and exceed the mandated guidelines without straining the capital budget. It also provides flexibility to replace current models with hybrid and electric vehicles as soon as operationally possible. The plan improves safety, reliability and flexibility, and decreases carbon footprint and overall cost. There are numerous benefits that come with EFM infrastructure including ordering factory direct, resale channels that outperform auction, and a team to provide semi-annual data driven recommendations
 - Sourcewell member
- Total 10-year savings for 55 vehicles between \$1,715,596 (like for like) and \$1,561,614 (mixed term hybrid)
- Depending on the model, Social Services spends between \$159,484 and \$198,536 on 6 new vehicles each year and re-captures \$1,000/vehicle at most upon sale. Fuel and maintenance costs average \$303,272. Estimated capital cost to replace 23 of 55 vehicles 7 years old or older or with 70,000 miles vary between \$611,355 and \$762,588
- Staff can lease 23 vehicles for an estimated capital cost between \$144,339 and \$165,954 each year, for 3-5 years. Operating expenses will decrease by an estimated \$96,764 - \$97,215 in year one. At term, average resale will improve to \$18,915 and average equity will improve to \$8,367.87
- Janelle

SUMMARY - BACKGROUND

- Authorize the phased in implementation of the Enterprise Fleet Management program, including the lease of 23 vehicles with a year one capital cost of no more than \$10,000 over the budgeted model year 2021 estimate of \$165,945. Payment will not start until vehicles are delivered on or after 7/1/22
- Staff conducted a review of funding models, budgets and vehicle types for all departments beside Sheriff over a six-month period. Engaged EFM over the past 10 years but budgets and timing have never aligned
 - Mendocino has worked with ERAC for the past 20 years and they have been a reliable partner
- Here today due to board direction for replacement program at 5 years and 100,000 miles and transition to an all-electric fleet. Our goal is to create a more efficient, sustainable, flexible and cost-effective program
 - Due to varying budgets and vehicle types, staff proposes a pilot program with Social Services that will be scaled to other departments if successful

SUMMARY – EFM

- Currently, the county pays cash for vehicles and operates them past their useful life or roughly 10-15 years. There is little to no resale value at term and operating costs have increased
- EFM provides a proactive lease and replacement model. It capitalizes on the county's strong purchasing power and low annual mileage pattern, to take advantage of strong resale. The lease allows the county to "catch up" and exceed the mandated guidelines without straining the capital budget. It also provides flexibility to replace current models with hybrid and electric vehicles as soon as operationally possible. The plan improves safety, reliability and flexibility, and decreases carbon footprint and overall cost. There are numerous benefits that come with EFM infrastructure including ordering factory direct, resale channels that outperform auction, and a team to provide semi-annual data driven recommendations
 - Sourcwell member

SUMMARY – EFM PROGRAM SAVINGS

- Total 10-year savings for 55 vehicles between \$1,715,596 (like for like) and \$1,561,614 (mixed term hybrid)
- Depending on the model, Social Services spends between \$159,484 and \$198,536 on 6 new vehicles each year and re-captures \$1,000/vehicle at most upon sale. Fuel and maintenance costs average \$303,272. Estimated capital cost to replace 23 of 55 vehicles 7 years old or older or with 70,000 miles vary between \$611,355 and \$762,588
- Staff can lease 23 vehicles for an estimated capital cost between \$144,339 and \$165,954 each year, for 3-5 years. Operating expenses will decrease by an estimated \$96,764 - \$97,215 in year one. At term, average resale will improve to \$18,915 and average equity will improve to \$8,367.87
- Staff recommending that the Board accept presentation and provide direction to the General Services Agency to proceed with the phased in implementation of the Enterprise Fleet Management program, with Social Services fleet in the first phase and return with a future consent calendar item that will include adopting a resolution approving a Master Enterprise Fleet Management agreement

KERN COUNTY TESTIMONIAL



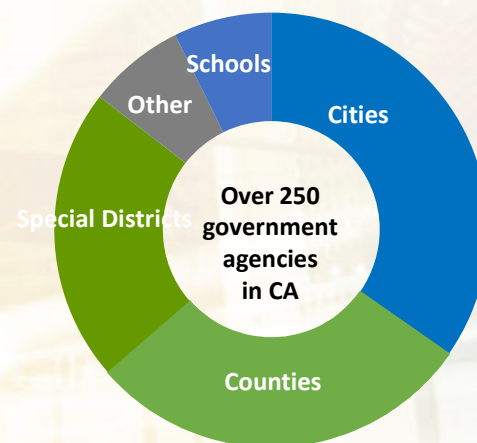
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REFERENCES

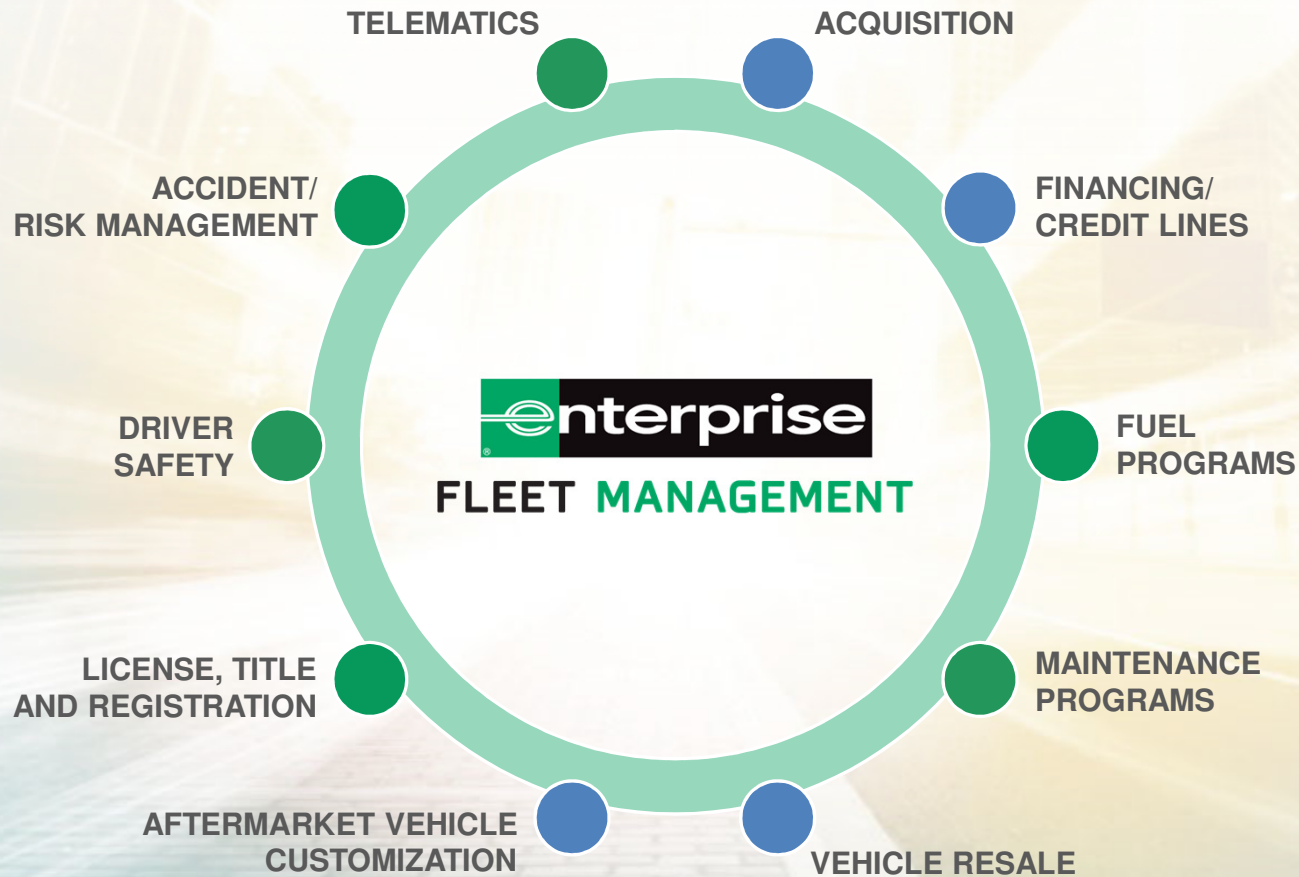


Kern County expects to save millions of dollars by leasing hundreds of its vehicles through Enterprise instead of purchasing those vehicles outright. "This is a really great Lean Six Sigma project," said Geoffrey Hill, Kern County chief general services officer, referring to the county's financial savings initiative. "It saves time, it saves money, and it's more convenient."



DELIVERING SOLUTIONS. DRIVING RESULTS.

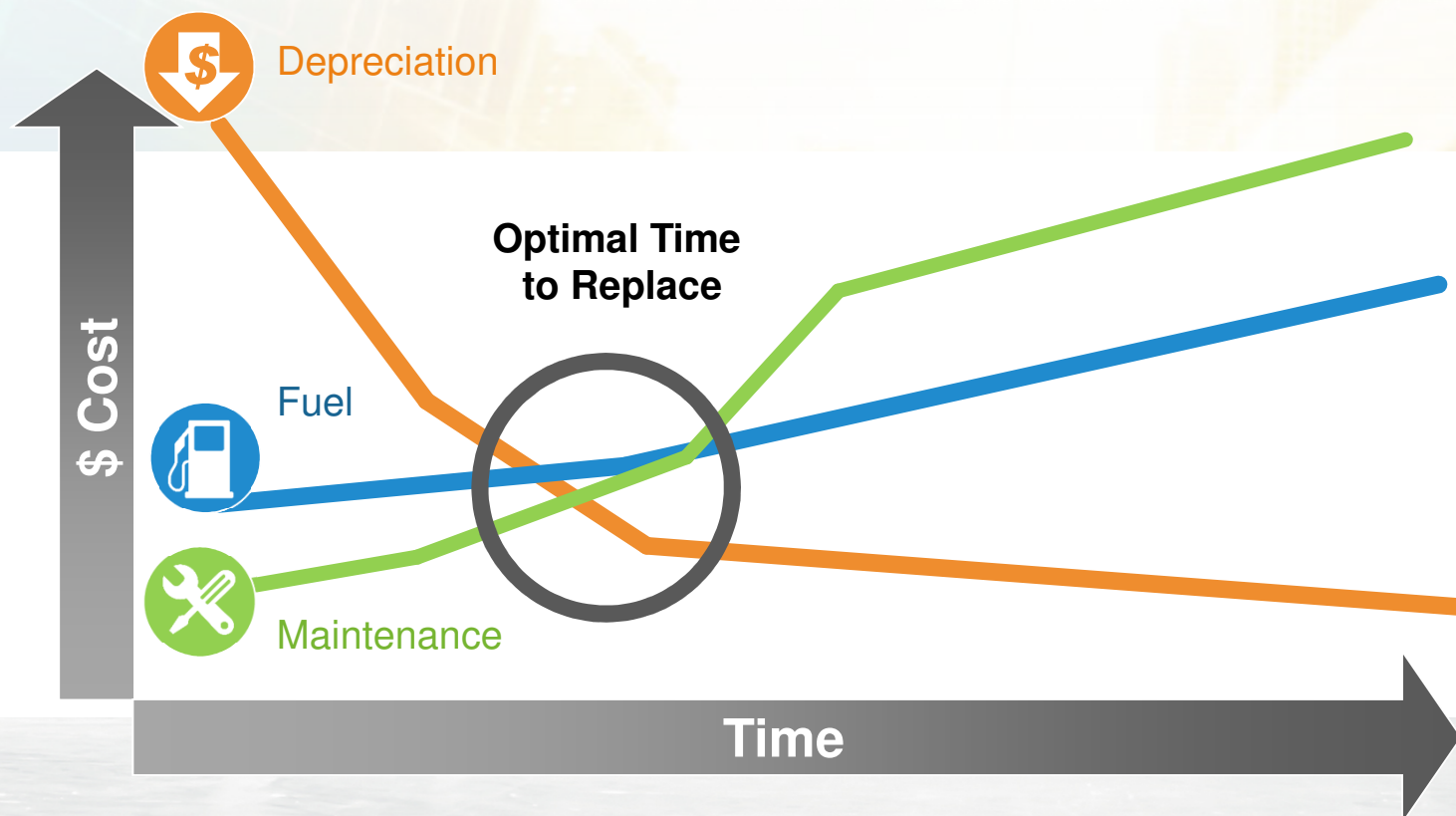
enterprise
FLEET MANAGEMENT



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EFFECTIVE VEHICLE LIFECYCLE



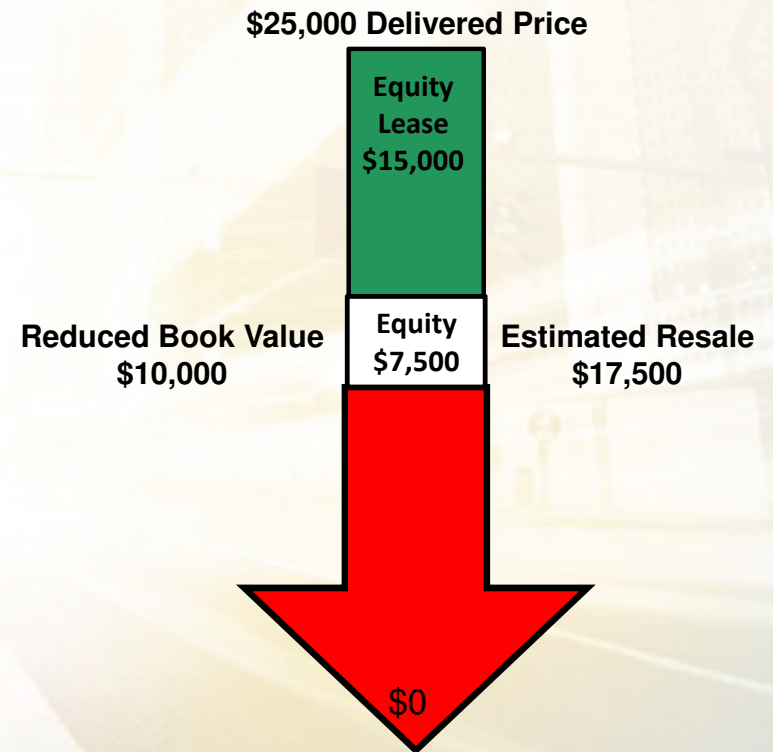
Key Observations

- Maintenance costs in your current replacement window can be double the costs of vehicles in the optimal range
- Fuel costs are 20% - 30% higher or more depending on vehicle type
- Resale values are 50% - 60% lower at your typical replacement interval vs. optimal
- Replacing vehicles at optimal time reduces total cost of ownership.

OPEN-END LEASE STRUCTURE

Open-End Lease Benefits

- Improve cash flow
- No mileage restrictions or wear and tear charges
- Customized terms for use and type of vehicle
- Flexibility of ownership



GOVERNMENT BUYING POWER



2018 SUPER DUTY
F-250 XL

\$37,375
Net Price ^{\$5}

← FORD'S WEBSITE

State Contract

Price **\$24,769**

MANHEIM AUCTION RESULTS

VEHICLE	Odometer	Sale Price	Capital Outlay
2017 Ford F-250 XL Crew Cab 4x2	4,146	\$28,300	-\$3,531
2016 Ford F-250 XL Crew Cab 4x2	10,282	\$25,700	- \$931
2013 Ford F-250 XL Crew Cab 4x2	57,636	\$18,700	\$6,069
2008 Ford F-250 XL Crew Cab 4x2	98,436	\$3,100	\$21,669

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REDUCE RISK THROUGH NEW VEHICLE TECHNOLOGY – SOCIAL SERVICES

2007

- Front/Side Crash Test
- Anti-Lock Brakes
- Airbags Improvements
- 5 Vehicles

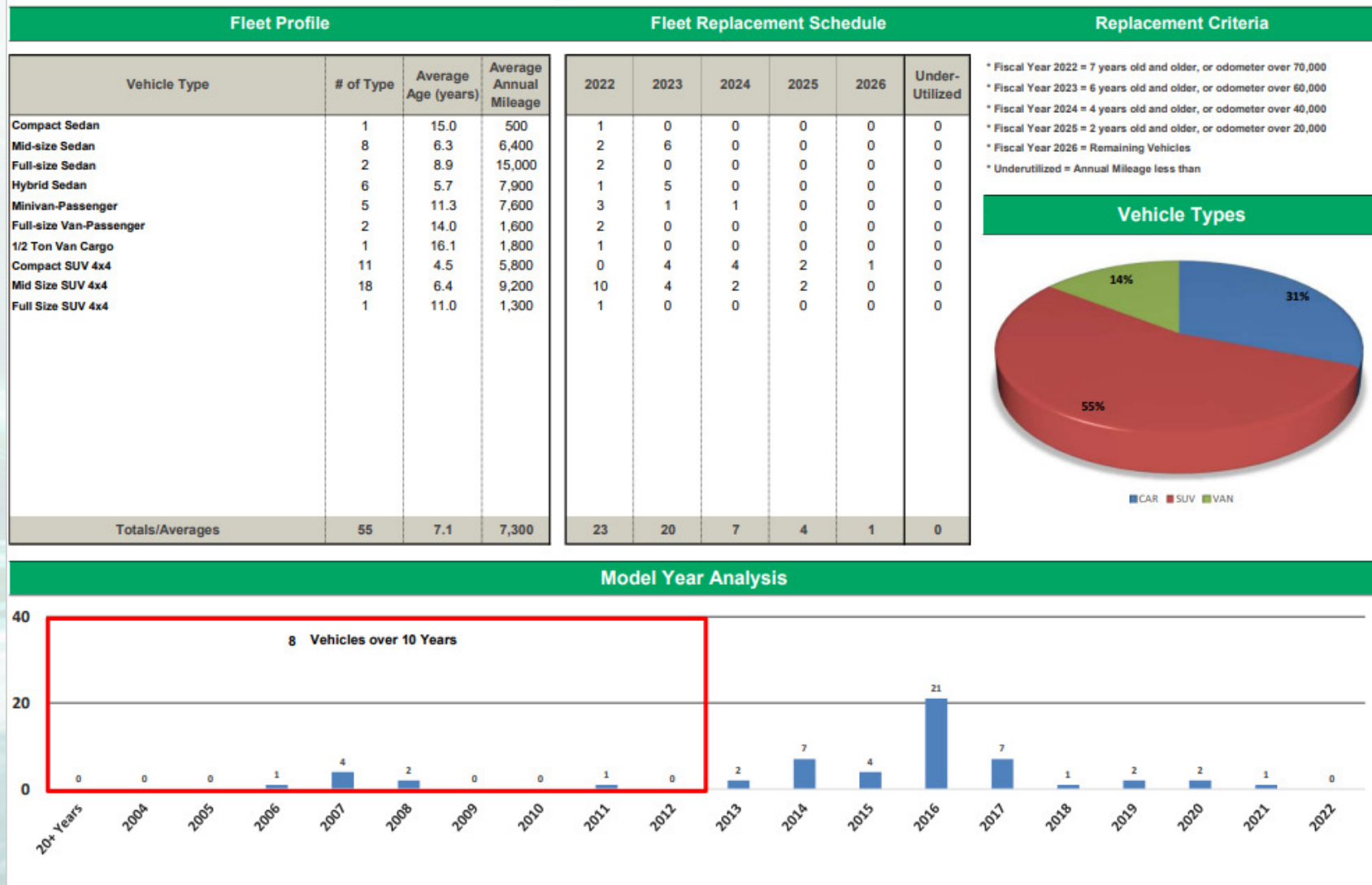
2012

- Electronic Stability Control
- Lane Departure Warning
- 8 Vehicles

2017

- Forward Collision Warning
- Blind Spot Warning
- Improved Headlamps
- Offset-Crash Test
- Rear Video
- 42 Vehicles

FLEET PROFILE – SOCIAL SERVICES

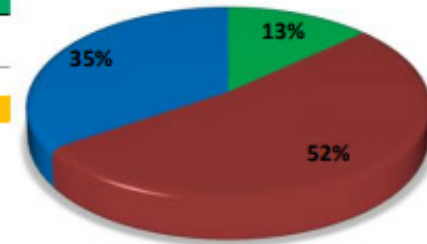


SOCIAL SERVICES FLEET PLANNING ANALYSIS – LIKE FOR LIKE

Current Fleet	55	Fleet Growth	0.00%	Proposed Fleet	55
Current Cycle	9.17	Annual Miles	7,300	Proposed Cycle	4.31
Current Maint.	\$366.93			Proposed Maint.	\$34.85
Maint. Cents Per Mile	\$0.60	Current MPG	23	Price/Gallon	\$3.50

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
Incl. Tax												
Average	55	6.0	55	0	159,484	0			242,174	61,098	462,756	0
'22	55	23	32	23	0	144,339	-23,000		150,520	55,988	327,847	134,909
'23	55	20	12	43	0	251,049	-40,000		70,821	51,544	333,415	129,341
'24	55	7	5	50	0	291,253	-24,500	-86,982	42,927	49,989	272,686	190,069
'25	55	15	1	54	0	315,411	-26,000	-28,614	26,987	49,100	336,884	125,872
'26	55	5	0	55	0	320,617	-8,500	-122,883	23,002	48,878	261,114	201,642
'27	55	14	0	55	0	320,617		-232,062	23,002	48,878	160,434	302,321
'28	55	29	0	55	0	320,617		-71,631	23,002	48,878	320,866	141,890
'29	55	9	0	55	0	320,617		-31,873	23,002	48,878	360,624	102,132
'30	55	4	0	55	0	320,617		-110,072	23,002	48,878	282,425	180,331
'31	55	14	0	55	0	320,617		-137,190	23,002	48,878	255,307	207,449



■ Fuel ■ Maintenance ■ Purchase

10 Year Savings

\$1,715,956

Avg. Sustainable Savings

\$186,825

Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	23	20	7	4	1	0
Est \$	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500	\$0
TOTAL	\$23,000	\$40,000	\$24,500	\$26,000	\$8,500	\$0
Estimated Current Fleet Equity**					\$122,000	

* 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

15% 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

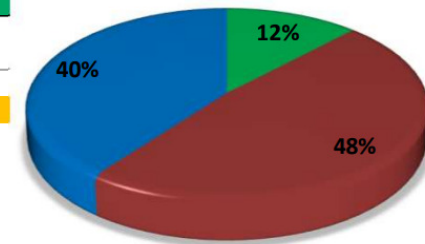
Challenged by inconsistent yearly budgets
Currently vehicle budget is underfunded

SOCIAL SERVICES FLEET PLANNING ANALYSIS – HYBRID – 36 MONTH

Current Fleet	55	Fleet Growth	0.00%	Proposed Fleet	55
Current Cycle	9.17	Annual Miles	7,300	Proposed Cycle	3.00
Current Maint.	\$366.93			Proposed Maint.	\$30.46
Maint. Cents Per Mile	\$0.60	Current MPG	23	Price/Gallon	\$3.50

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
						Incl. Tax						
Average	55	6.0	55	0	198,936	0			242,174	61,098	502,208	0
'22	55	23	32	23	0	168,205	-23,000		149,309	55,988	350,502	151,706
'23	55	20	12	43	0	302,766	-40,000		68,556	51,544	382,867	119,341
'24	55	7	5	50	0	360,837	-24,500	-144,069	40,293	49,989	282,550	219,658
'25	55	27	1	54	0	395,674	-26,000	-111,894	24,143	49,100	331,023	171,185
'26	55	21	0	55	0	404,383	-8,500	-45,499	20,105	48,878	419,367	82,840
'27	55	7	0	55	0	404,383		-173,576	20,105	48,878	299,791	202,417
'28	55	27	0	55	0	404,383		-119,271	20,105	48,878	354,095	148,112
'29	55	21	0	55	0	404,383		-45,499	20,105	48,878	427,867	74,340
'30	55	7	0	55	0	404,383		-173,576	20,105	48,878	299,791	202,417
'31	55	27	0	55	0	404,383		-119,271	20,105	48,878	354,095	148,112



■ Fuel ■ Maintenance ■ Purchase

10 Year Savings

\$1,520,127

Avg. Sustainable Savings

\$155,079

Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	23	20	7	4	1	0
Est \$	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500	\$0
TOTAL	\$23,000	\$40,000	\$24,500	\$26,000	\$8,500	\$0
Estimated Current Fleet Equity**					\$122,000	

* Lease Rates are conservative estimates

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Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets

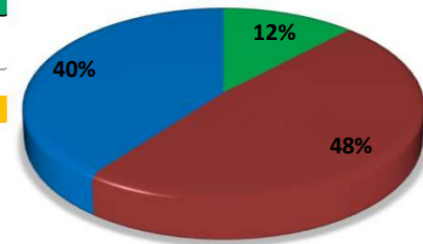
Currently vehicle budget is underfunded

SOCIAL SERVICES FLEET PLANNING ANALYSIS – HYBRID – ALL 60 MONTH EXCEPT 36 MONTH HYBRID SUV

Current Fleet	55	Fleet Growth	0.00%	Proposed Fleet	55
Current Cycle	9.17	Annual Miles	7,300	Proposed Cycle	3.91
Current Maint.	\$366.93			Proposed Maint.	\$33.22
Maint. Cents Per Mile	\$0.60	Current MPG	23	Price/Gallon	\$3.50

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
Incl. Tax												
Average	55	6.0	55	0	198,936	0			242,174	61,098	502,208	0
'22	55	23	32	23	0	165,954	-23,000		150,069	55,988	349,011	153,197
'23	55	20	12	43	0	298,491	-40,000		69,978	51,544	380,013	122,194
'24	55	7	5	50	0	356,381	-24,500	-81,145	41,946	49,989	342,672	159,536
'25	55	15	1	54	0	391,218	-26,000	-59,014	25,928	49,100	381,233	120,975
'26	55	9	0	55	0	399,928	-8,500	-171,069	21,924	48,878	291,161	211,047
'27	55	18	0	55	0	399,928		-216,264	21,924	48,878	254,466	247,741
'28	55	27	0	55	0	399,928		-72,901	21,924	48,878	397,829	104,379
'29	55	10	0	55	0	399,928		-44,261	21,924	48,878	426,469	75,739
'30	55	6	0	55	0	399,928		-110,652	21,924	48,878	360,078	142,130
'31	55	15	0	55	0	399,928		-193,199	21,924	48,878	277,530	224,677



■ Fuel ■ Maintenance ■ Purchase

10 Year Savings

\$1,561,614

Avg. Sustainable Savings

\$158,933

Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	23	20	7	4	1	0
Est \$	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500	\$0
TOTAL	\$23,000	\$40,000	\$24,500	\$26,000	\$8,500	\$0
Estimated Current Fleet Equity**					\$122,000	

* Lease Rates are conservative estimates

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

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Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets

Currently vehicle budget is underfunded

REPLACEMENT VEHICLES AND TERMS – HYBRID 36 MONTH

55	Vehicle Information						Contract				Equity Lease Rates							
Qty.	Vehicle Type	Year	Make	Model	Description	(X) 4x4	Term	Annual Miles	EFS Inv. Adj.	AM\$	Dep. %	Dep. \$	Mgt Fee	Interest Cost	Mo. Pmnt.	Service Charge	RBV W/SC	Potential Equity
Incl. Tax																		
1	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		36	500	260.00	-	1.50%	335.05	24.21	54.14	\$447.51	\$400	10,675.00	5,632.86
10	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		36	5,800	260.00	-	1.50%	335.05	24.21	54.14	\$447.51	\$400	10,675.00	4,837.86
2	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		36	15,000	260.00	-	1.50%	335.05	24.21	54.14	\$447.51	\$400	10,675.00	3,457.86
6	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		36	7,900	260.00	-	1.50%	335.05	24.21	54.14	\$447.51	\$400	10,675.00	4,522.86
2	Minivan-Passenger	2021	Chrysler	Voyager Passenger Van	RUCE53-L Passenger Van		36	13,100	260.00	-	1.50%	361.42	27.90	58.30	\$484.54	\$400	11,483.63	1,238.47
2	Full-size Van-Passenger	2021	Chevrolet	Express 2500 Passenger Van	CG23406-LS Rear-wheel Drive Passenger		36	1,600	260.00	-	1.50%	398.85	35.16	64.20	\$539.30	\$400	12,631.26	2,290.85
1	1/2 Ton Van Cargo	2021	Ford	Transit-150 Cargo	E1Y-Base Rear-wheel Drive Low Roof Van		36	1,800	260.00	-	1.50%	378.70	33.95	61.02	\$512.74	\$400	12,013.50	6,472.15
11	Hybrid SUV	2021	Toyota	Highlander Hybrid	6964-LE 4dr All-wheel Drive		36	5,800	260.00	-	1.50%	545.32	37.84	87.30	\$725.78	\$400	17,123.21	7,376.79
19	Hybrid SUV	2021	Toyota	Highlander Hybrid	6964-LE 4dr All-wheel Drive		36	9,000	260.00	-	1.50%	545.32	37.84	87.30	\$725.78	\$400	17,123.21	7,376.79
1	Full Size SUV 4x4	2021	Chevrolet	Tahoe	CK10706-Commercial Fleet 4x4	X	36	1,300	260.00	-	1.50%	644.09	49.41	102.88	\$862.08	\$400	20,152.09	15,447.23

REPLACEMENT VEHICLES AND TERMS – HYBRID 60 MONTH EXCEPT 36 MONTH HYBRID SUV

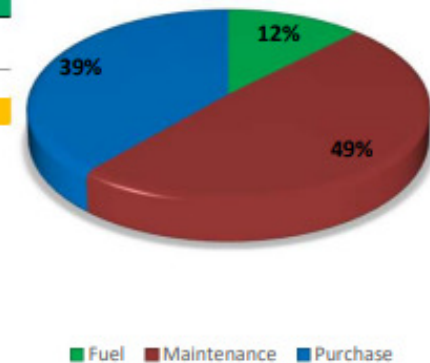
55	Vehicle Information						Contract				Equity Lease Rates							
Qty.	Vehicle Type	Year	Make	Model	Description	(X) 4x4	Term	Annual Miles	EFS Inv. Adj.	AM\$	Dep. %	Dep. \$	Mgt Fee	Interest Cost	Mo. Pmnt.	Service Charge	RBV W/SC	Potential Equity
Incl. Tax																		
1	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		60	500	260.00	-	1.50%	335.05	24.21	41.24	\$433.55	\$400	2,633.69	10,572.91
10	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		60	5,800	260.00	-	1.50%	335.05	24.21	41.24	\$433.55	\$400	2,633.69	9,247.91
2	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		60	15,000	260.00	-	1.50%	335.05	24.21	41.24	\$433.55	\$400	2,633.69	6,947.91
6	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		60	7,900	260.00	-	1.50%	335.05	24.21	41.24	\$433.55	\$400	2,633.69	8,722.91
2	Minivan-Passenger	2021	Chrysler	Voyager Passenger Van	RUCE53-L Passenger Van		60	13,100	260.00	-	1.50%	361.42	27.90	44.38	\$469.48	\$400	2,809.48	6,509.68
2	Full-size Van-Passenger	2021	Chevrolet	Express 2500 Passenger Van	CG23406-LS Rear-wheel Drive Passenger		60	1,600	260.00	-	1.50%	398.85	35.16	48.84	\$522.68	\$400	3,058.97	9,713.38
1	1/2 Ton Van Cargo	2021	Ford	Transit-150 Cargo	E1Y-Base Rear-wheel Drive Low Roof Van		60	1,800	260.00	-	1.50%	378.70	33.95	46.44	\$496.96	\$400	2,924.67	13,849.33
11	Hybrid SUV	2021	Toyota	Highlander Hybrid	6964-LE 4dr All-wheel Drive		36	5,800	260.00	-	1.50%	545.32	37.84	87.30	\$725.78	\$400	17,123.21	7,376.79
19	Hybrid SUV	2021	Toyota	Highlander Hybrid	6964-LE 4dr All-wheel Drive		36	9,000	260.00	-	1.50%	545.32	37.84	87.30	\$725.78	\$400	17,123.21	7,376.79
1	Full Size SUV 4x4	2021	Chevrolet	Tahoe	CK10706-Commercial Fleet 4x4	X	60	1,300	260.00	-	1.50%	644.09	49.41	78.09	\$835.24	\$400	4,693.93	23,348.65

SOCIAL SERVICES FLEET PLANNING ANALYSIS –EV

Current Fleet	55	Fleet Growth	0.00%	Proposed Fleet	55
Current Cycle	9.17	Annual Miles	7,300	Proposed Cycle	3.91
Current Maint.	\$366.93			Proposed Maint.	\$26.78
Maint. Cents Per Mile	\$0.60	Current MPG	23	Price/Gallon	\$3.50

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
Incl. Tax												
Average	55	6.0	55	0	190,703	0			242,174	61,098	493,974	0
'22	55	23	32	23	0	159,378	-23,000		148,292	55,988	340,658	153,317
'23	55	20	12	43	0	286,866	-40,000		66,656	51,544	365,067	128,908
'24	55	7	5	50	0	342,700	-24,500	-70,816	38,083	49,989	335,456	158,518
'25	55	15	1	54	0	376,166	-26,000	-44,295	21,756	49,100	376,727	117,247
'26	55	9	0	55	0	384,533	-8,500	-108,033	17,674	48,878	334,552	159,422
'27	55	18	0	55	0	384,533		-133,631	17,674	48,878	317,455	176,519
'28	55	27	0	55	0	384,533		-57,717	17,674	48,878	393,368	100,606
'29	55	10	0	55	0	384,533		-33,221	17,674	48,878	417,864	76,110
'30	55	6	0	55	0	384,533		-92,964	17,674	48,878	358,121	135,852
'31	55	15	0	55	0	384,533		-124,643	17,674	48,878	326,442	167,532
10 Year Savings										\$1,374,030		
Avg. Sustainable Savings										\$131,324		



Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	23	20	7	4	1	0
Est \$	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500	\$0
TOTAL	\$23,000	\$40,000	\$24,500	\$26,000	\$8,500	\$0
Estimated Current Fleet Equity**					\$122,000	

* 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

15% 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

CARBON FOOTPRINT – SOCIAL SERVICES - LIKE FOR LIKE

- Moving the fleet from an average of 23 MPG to an average of 28 MPG would decrease carbon emissions per vehicle from 2,821kg to 2,317kg. This equates to a total decrease across 55 vehicles of 27,702kg.
- 1990's – average passenger car CO2 emissions 4,350 kg/annually
- 2020's – average passenger car CO2 emissions 3,250 kg/annually

CO₂ emissions from



3,117



gallons of gasoline consumed

-or-



2,721



gallons of diesel consumed

-or-



30,619



Pounds of coal burned

-or-



0.367



tanker trucks' worth of gasoline

-or-



3.3



homes' energy use for one year



64.1



barrels of oil consumed

-or-



1,132



propane cylinders used for home barbeques

-or-



0



coal-fired power plants in one year

-or-



3,369,769



number of smartphones charged

CARBON FOOTPRINT – SOCIAL SERVICES - HYBRID

- Moving the fleet from an average of 23 MPG to an average of 50 MPG would decrease carbon emissions per vehicle from 2,821kg to 1,298kg. This equates to a total decrease across 55 vehicles of 83,773kg.

CO₂ emissions from



9,426



gallons of gasoline consumed

-or-



8,229



gallons of diesel consumed

-or-



92,593



Pounds of coal burned

-or-



1.1



tanker trucks' worth of gasoline

-or-



10.1



homes' energy use for one year



194



barrels of oil consumed

-or-



3,425



propane cylinders used for home barbeques

-or-



0



coal-fired power plants in one year

-or-



10,190,353



number of smartphones charged

CARBON FOOTPRINT – SOCIAL SERVICES - EV

- Moving the fleet from an average of 23 MPG to an average of 80 MPG would decrease carbon emissions per vehicle from 2,821kg to 811kg. This equates to a total decrease across 55 vehicles of 110,550kg.

CO₂ emissions from



12,438



gallons of gasoline consumed

-or-



10,858



gallons of diesel consumed

-or-



122,171



Pounds of coal burned

-or-



1.5



tanker trucks' worth of gasoline

-or-



13.3



homes' energy use for one year



256



barrels of oil consumed

-or-



4,519



propane cylinders used for home barbeques

-or-



0



coal-fired power plants in one year

-or-



13,445,629



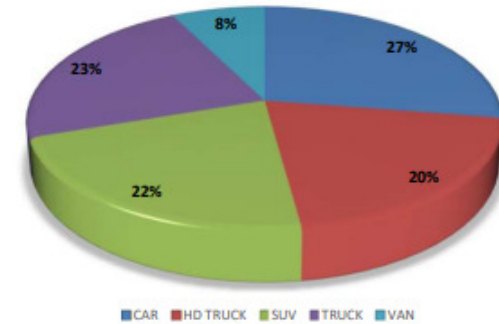
number of smartphones charged

FULL FLEET PROFILE – EXCLUDED DA & SHERIFF

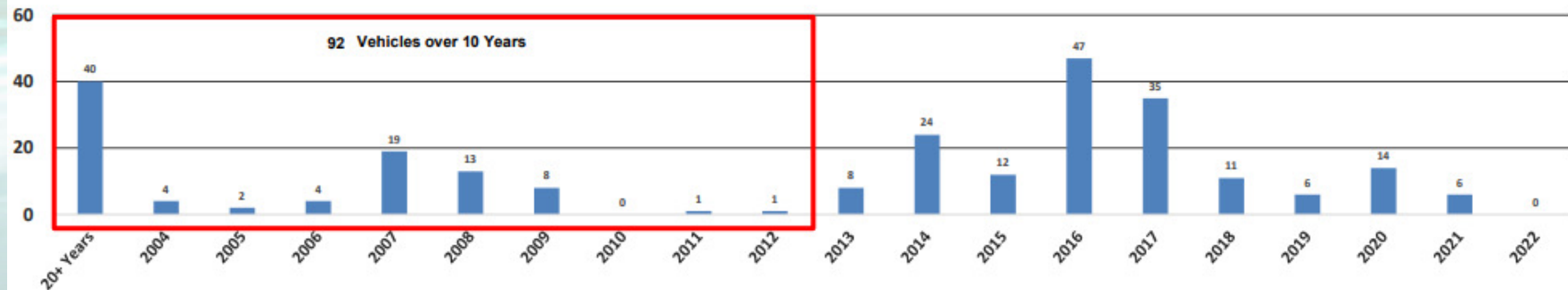
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2022	2023	2024	2025	2026	Under-Utilized
Compact Sedan	4	5.8	7,000	1	0	1	0	2	0
Mid-size Sedan	14	7.2	7,700	1	3	10	0	0	0
Full-size Sedan	12	9.8	7,500	4	6	0	0	1	1
Hybrid Sedan	40	6.3	8,400	8	2	13	10	7	0
Minivan-Passenger	8	10.8	6,800	4	0	3	0	0	1
Full-size Van-Passenger	3	15.2	5,400	3	0	0	0	0	0
1/2 Ton Van Cargo	4	12.5	5,500	2	1	0	1	0	0
3/4 Ton Van Cargo	1	5.8	2,200	0	0	0	0	0	1
1 Ton Van Cargo	3	14.8	6,400	1	0	0	0	1	1
Compact SUV 4x4	27	8.1	7,900	6	2	6	9	4	0
Mid Size SUV 4x4	26	8.4	9,000	4	11	6	1	3	1
Full Size SUV 4x4	3	19.9	6,200	1	1	0	0	0	1
Compact Pickup Reg 4x2	1	26.0	8,400	1	0	0	0	0	0
Compact Pickup Ext 4x4	32	7.2	7,700	8	3	7	11	3	0
1/2 Ton Pickup Reg 4x4	15	15.3	6,000	10	0	5	0	0	0
1/2 Ton Pickup Ext 4x4	10	7.8	7,000	3	0	1	2	3	1
3/4 Ton Pickup Reg 4x2	23	15.5	6,400	18	0	0	5	0	0
3/4 Ton Pickup Quad 4x2	13	15.1	7,400	12	0	0	0	1	0
1 Ton Pickup Reg 4x4	15	12.0	5,500	3	3	3	4	1	1
1 Ton Pickup Quad 4x2	1	7.8	5,500	0	1	0	0	0	0
Totals/Averages	255	9.9	7,400	90	33	55	43	26	8

* Fiscal Year 2022 = 10 years old and older, or odometer over 100,000
 * Fiscal Year 2023 = 8 years old and older, or odometer over 80,000
 * Fiscal Year 2024 = 6 years old and older, or odometer over 60,000
 * Fiscal Year 2025 = 4 years old and older, or odometer over 40,000
 * Fiscal Year 2026 = Remaining Vehicles
 * Underutilized = Annual Mileage less than 2,500

Vehicle Types



Model Year Analysis



REPLACEMENT VEHICLES AND TERMS – LIKE FOR LIKE, RIGHT TERM

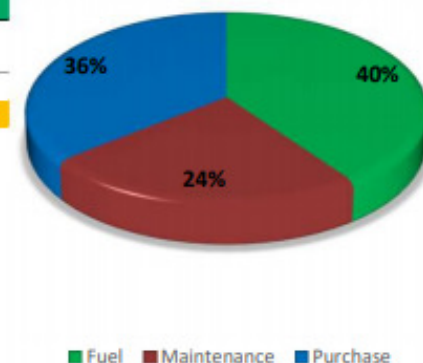
255	Vehicle Information						Contract				
Qty.	Vehicle Type	Year	Make	Model	Description	(X) 4x4	Term	Annual Miles	EFS Inv. Adj.	AM\$	Dep. %
4	Compact Sedan	2021	Nissan	Sentra	12011-S 4dr Sedan		60	7,000	260.00	-	1.50%
14	Mid-size Sedan	2021	Chevrolet	Malibu	1ZC69-LS w/1FL 4dr Sedan		60	7,700	260.00	-	1.50%
12	Full-size Sedan	2021	Dodge	Charger	LDDM48-SXT 4dr Rear-wheel Drive Sedan		60	7,500	260.00	-	1.50%
40	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		60	8,400	260.00	-	1.50%
8	Minivan-Passenger	2021	Chrysler	Voyager Passenger Van	RUCE53-L Passenger Van		60	6,800	260.00	-	1.50%
3	Full-size Van-Passenger	2021	Chevrolet	Express 2500 Passenger Van	CG23406-LS Rear-wheel Drive Passenger		60	5,400	260.00	-	1.50%
4	1/2 Ton Van Cargo	2021	Ford	Transit-150 Cargo	E1Y-Base Rear-wheel Drive Low Roof Va		60	5,500	260.00	-	1.50%
1	3/4 Ton Van Cargo	2021	Ford	Transit-250 Cargo	R1Y-Base Rear-wheel Drive Low Roof Va		60	2,200	260.00	-	1.50%
3	1 Ton Van Cargo	2021	Ford	Transit-350 Cargo	W1Y-Base Rear-wheel Drive Low Roof Va		60	6,400	260.00	-	1.50%
27	Compact SUV 4x4	2021	Jeep	Compass	MPJL74-Sport 4dr 4x4	X	60	7,900	260.00	-	1.50%
26	Mid Size SUV 4x4	2021	Chevrolet	Traverse	1NV56-LS w/1LS All-wheel Drive	X	24	9,000	260.00	-	1.50%
3	Full Size SUV 4x4	2021	Chevrolet	Tahoe	CK10706-Commercial Fleet 4x4	X	24	6,200	260.00	-	1.50%
1	Compact Pickup Reg 4x2	2021	Toyota	Tacoma Access Cab	7128-TRD Sport V6 4x2 Access Cab 6 ft. b		60	8,400	260.00	1,500	1.50%
32	Compact Pickup Ext 4x4	2021	Toyota	Tacoma Access Cab	7514-SR 4x4 Access Cab 6 ft. box 127.4 in X		60	7,700	260.00	1,500	1.50%
15	1/2 Ton Pickup Reg 4x4	2021	Chevrolet	Silverado 1500 Regular Cab	CK10903-Work Truck 4x4 Regular Cab 8 ft X		12	6,000	260.00	1,500	1.50%
10	1/2 Ton Pickup Ext 4x4	2021	Chevrolet	Silverado 1500 Double Cab	CK10753-Work Truck 4x4 Double Cab 6.6 X		12	7,000	260.00	1,500	1.50%
23	3/4 Ton Pickup Reg 4x2	2021	Ford	F-250 Regular Cab	F2A-XL 4x2 SD Regular Cab 8 ft. box 142 i		36	6,400	260.00	3,000	1.50%
13	3/4 Ton Pickup Quad 4x2	2021	Ford	F-250 Crew Cab	W2A-XL 4x2 SD Crew Cab 6.75 ft. box 160		36	7,400	260.00	3,000	1.50%
15	1 Ton Pickup Reg 4x4	2021	Ford	F-350 Regular Cab	F3B-XL 4x4 SD Regular Cab 8 ft. box 142 i X		36	5,500	260.00	3,000	1.50%
1	1 Ton Pickup Quad 4x2	2021	Ford	F-350 Crew Cab	W3A-XL 4x2 SD Crew Cab 6.75 ft. box 160		36	5,500	260.00	3,000	1.50%

FULL FLEET PLANNING ANALYSIS – LIKE FOR LIKE, RIGHT TERM

Current Fleet	255	Fleet Growth	-0.72%	Proposed Fleet	247
Current Cycle	12.14	Annual Miles	7,600	Proposed Cycle	3.87
Current Maint.	\$130.00			Proposed Maint.	\$34.12
Maint. Cents Per Mile	\$0.21	Current MPG	10	Price/Gallon	\$3.50

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
Incl. Tax												
Average	255	21.0	255	0	588,903	0			397,800	660,450	1,647,153	0
'22	247	90	157	90	0	583,976	-94,000	-55,699	281,770	612,320	1,328,367	318,785
'23	247	46	124	123	0	851,512	-66,000	-87,237	243,802	594,672	1,536,748	110,404
'24	247	73	69	178	0	1,175,505	-192,500	-484,179	180,521	565,260	1,244,607	402,545
'25	247	107	26	221	0	1,432,551	-279,500	-190,927	131,047	542,264	1,635,435	11,717
'26	247	62	0	247	0	1,529,813	-221,000	-614,644	101,133	528,360	1,323,661	323,491
'27	247	79	0	247	0	1,529,813		-787,261	101,133	528,360	1,372,044	275,107
'28	247	97	0	247	0	1,529,813		-601,778	101,133	528,360	1,557,527	89,624
'29	247	83	0	247	0	1,529,813		-544,089	101,133	528,360	1,615,217	31,934
'30	247	72	0	247	0	1,529,813		-778,516	101,133	528,360	1,380,789	266,362
'31	247	97	0	247	0	1,529,813		-649,692	101,133	528,360	1,509,613	137,538
10 Year Savings										\$1,967,509	Avg. Sustainable Savings	\$160,113



Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	90	33	55	43	26	8
Est \$	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500	\$500
TOTAL	\$90,000	\$66,000	\$192,500	\$279,500	\$221,000	\$4,000
Estimated Current Fleet Equity**					\$853,000	

* 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.

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Lower average age of the fleet

36% of the current light and medium duty fleet is over 10 years old

Resale of the aging fleet is significantly reduced

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Challenged by inconsistent yearly budgets

Currently vehicle budget is underfunded

REPLACEMENT VEHICLES AND TERMS – RIGHT TYPE, RIGHT TERM

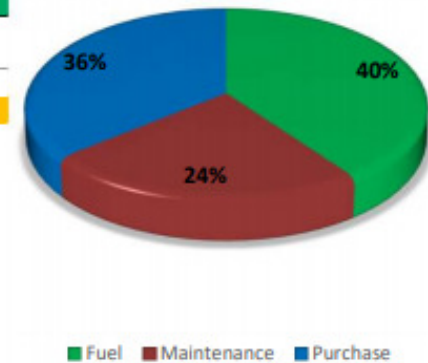
255	Vehicle Information						Contract				
Qty.	Vehicle Type	Year	Make	Model	Description	(X) 4x4	Term	Annual Miles	EFS Inv. Adj.	AM\$	Dep. %
4	Compact Sedan	2021	Nissan	Sentra	12011-S 4dr Sedan		60	7,000	260.00	-	1.50%
14	Mid-size Sedan	2021	Chevrolet	Malibu	1ZC69-LS w/1FL 4dr Sedan		60	7,700	260.00	-	1.50%
12	Full-size Sedan	2021	Dodge	Charger	LDDM48-SXT 4dr Rear-wheel Drive Sedan		60	7,500	260.00	-	1.50%
40	Hybrid Sedan	2021	Toyota	Prius	1221-L 5dr Front-wheel Drive Hatchback		60	8,400	260.00	-	1.50%
8	Minivan-Passenger	2021	Chrysler	Voyager Passenger Van	RUCE53-L Passenger Van		60	6,800	260.00	-	1.50%
3	Full-size Van-Passenger	2021	Chevrolet	Express 2500 Passenger Van	CG23406-LS Rear-wheel Drive Passenger		60	5,400	260.00	-	1.50%
4	1/2 Ton Van Cargo	2021	Ford	Transit-150 Cargo	E1Y-Base Rear-wheel Drive Low Roof Va		60	5,500	260.00	-	1.50%
1	3/4 Ton Van Cargo	2021	Ford	Transit-250 Cargo	R1Y-Base Rear-wheel Drive Low Roof Va		60	2,200	260.00	-	1.50%
3	1 Ton Van Cargo	2021	Ford	Transit-350 Cargo	W1Y-Base Rear-wheel Drive Low Roof Va		60	6,400	260.00	-	1.50%
27	Compact SUV 4x4	2021	Jeep	Compass	MPJL74-Sport 4dr 4x4	X	60	7,900	260.00	-	1.50%
26	Mid Size SUV 4x4	2021	Chevrolet	Traverse	1NV56-LS w/1LS All-wheel Drive	X	24	9,000	260.00	-	1.50%
3	Full Size SUV 4x4	2021	Chevrolet	Tahoe	CK10706-Commercial Fleet 4x4	X	24	6,200	260.00	-	1.50%
1	<u>1/2 Ton Pickup Ext 4x2</u>	2021	Ford	F-150 Super Cab	X1C-XL 4x2 SuperCab Styleside 6.5 ft. bo		12	8,400	260.00	1,500	1.50%
32	<u>1/2 Ton Pickup Ext 4x4</u>	2021	Ford	F-150 Super Cab	X1E-XL 4x4 SuperCab Styleside 6.5 ft. bo. X		12	7,700	260.00	1,500	1.50%
15	<u>1/2 Ton Pickup Ext 4x4</u>	2021	Ford	F-150 Super Cab	X1E-XL 4x4 SuperCab Styleside 6.5 ft. bo. X		12	6,000	260.00	1,500	1.50%
10	1/2 Ton Pickup Ext 4x4	2021	Ford	F-150 Super Cab	X1E-XL 4x4 SuperCab Styleside 6.5 ft. bo. X		12	7,000	260.00	1,500	1.50%
23	3/4 Ton Pickup Ext 4x2	2021	Ford	F-250 Super Cab	X2A-XL 4x2 SD Super Cab 6.75 ft. box 148		36	6,400	260.00	3,000	1.50%
13	3/4 Ton Pickup Quad 4x2	2021	Ford	F-250 Crew Cab	W2A-XL 4x2 SD Crew Cab 6.75 ft. box 160		36	7,400	260.00	3,000	1.50%
15	1 Ton Pickup Ext 4x4	2021	Ford	F-350 Super Cab	X3B-XL 4x4 SD Super Cab 6.75 ft. box 148	X	36	5,500	260.00	3,000	1.50%
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Maint. Cents Per Mile	\$0.21	Current MPG	10	Price/Gallon	\$3.50

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
Incl. Tax												
Average	255	21.0	255	0	593,502	0			397,800	660,450	1,651,752	0
'22	247	90	157	90	0	596,926	-94,000	-119,420	282,373	612,320	1,278,199	373,554
'23	247	55	124	123	0	923,022	-66,000	-167,159	244,626	594,672	1,529,162	122,590
'24	247	85	69	178	0	1,292,299	-192,500	-621,175	181,714	565,260	1,225,597	426,154
'25	247	126	26	221	0	1,482,161	-279,500	-377,004	132,528	542,264	1,500,450	151,302
'26	247	92	0	247	0	1,559,759	-221,000	-685,549	102,788	528,360	1,284,358	367,394
'27	247	103	0	247	0	1,559,759		-960,711	102,788	528,360	1,230,196	421,556
'28	247	127	0	247	0	1,559,759		-703,347	102,788	528,360	1,487,559	164,192
'29	247	109	0	247	0	1,559,759		-587,585	102,788	528,360	1,603,321	48,430
'30	247	94	0	247	0	1,559,759		-951,966	102,788	528,360	1,238,940	412,811
'31	247	127	0	247	0	1,559,759		-721,068	102,788	528,360	1,469,839	181,912
10 Year Savings											\$2,669,894	Avg. Sustainable Savings
												\$245,780



Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	90	33	55	43	26	8
Est \$	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500	\$500
TOTAL	\$90,000	\$66,000	\$192,500	\$279,500	\$221,000	\$4,000
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