



FLEET MANAGEMENT

Fleet Synopsis

PREPARED FOR:

City of Fort Bragg



Prepared By:

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CURRENT SITUATION

Current fleet age is negatively impacting the overall budget and fleet operations

- 44% of the current light and medium duty fleet is over 10 years old
- Resale of the aging fleet is significantly reduced
- Newer vehicles have a significantly lower maintenance expense
- Newer vehicles have increased fuel efficiency with new technology implementations
- Challenged by limited technological advancement in its computerized fleet management program
- Actively pursuing fleet electrification in police units

FLEET SIZE

34

FLEET BUDGET

165,065

ODOMETER AVG

43,553

VEHICLE CYCLE

12 Years

KEY CONSIDERATIONS | OBJECTIVES

Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$234,675 in 10 years

- Shorten the current vehicle life cycle from 11.5 years to 5 years
- Free up more than \$106,388 in capital from the salvage of 12 vehicles in the first year
- Significantly reduce Maintenance to an average monthly cost of \$58.74 vs. current \$111.83
- Provide a lower sustainable fleet cost that is predictable year over year
- Reduce the overall fuel spend through more fuel efficient vehicles
- Leverage an open-ended lease to maximize cash flow opportunities and recognize equity.

Increase employee safety with newer vehicles

- 2 vehicles predate Anti-Lock Brake standardization (2007) 6% of Total Fleet
- 5 vehicles predate Electronic Stability Control standardization (2012) 15% of Total Fleet
- 10 vehicles predate Rear Automatic Braking (2016) 29% of Total Fleet
- 22 vehicles predate standardization of back up camera (2018) 65% of Total Fleet
- ESC is the most significant safety invention since the seatbelt

Piggyback SOURCEWELL Contract # 030122 that addresses the following:

Access to all fleet management services as applicable to the needs of City of Fort Bragg

Supports the need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices

THE IMPACT



Identify Effective Vehicle Life Cycle



Decrease Administrative Burden and Downtime



Enhanced Reporting, Oversight, & Control



Local Team to Support Needs Nationwide



Newer Safer Vehicles Replace Every 4-5 yrs

THE RECOMMENDATION

By partnering with Enterprise Fleet Management, City of Fort Bragg will be better able to leverage its buying power, implement a tighter controlled resale program to lower total cost of ownership and in turn minimize operational spend. City of Fort Bragg will reduce fuel costs by 20% and reduce maintenance costs from \$111.8 on average to \$58.74 per unit. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold creating an internal replacement fund. Furthermore, City of Fort Bragg will leverage Enterprise Fleet Management's ability to sell vehicles at an average of 10% above Black Book value. By shifting from reactively replacing inoperable vehicles to proactively planning vehicle purchases, City of Fort Bragg will be able to replace all of its vehicles over the course of 5 years while creating a sustainable savings of \$10,743.84.



City of Fort Bragg | FLEET STATISTICS

FLEET SIZE

34

AVG AGE

8.7

AVG ANNUAL MILEAGE

6,000

AVG ANNUAL ACQUISITIONS

2.0

AVG MODEL YEAR

2017

HOLDING PERIOD

12 Years



0K – 20k



20K – 40k



40K – 60k



60K – 80k



80K – 100k



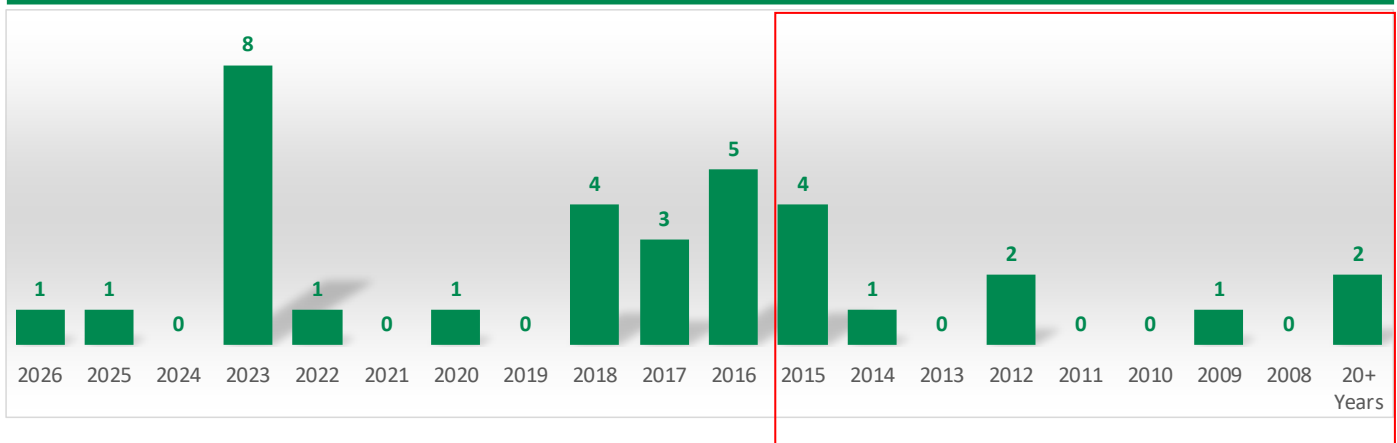
100k & >

Vehicle Type	Quantity	Avg Age	Avg Annual Mileage
TRUCK	16	9.9	5,887
SUV	9	10.7	7,066
CAR	7	4.1	5,215
VAN	2	7.3	4,183
Totals/Averages:	34	8.7	5,961

Vehicle Classes

Average Odometer

MODEL YEAR ANALYSIS



Fleet Profile and Replacement Schedule | City of Fort Bragg

Fleet Profile

Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage
Minivan	1	8.3	6,453
Cargo Van	1	6.3	1,914
Mid SUV	9	10.7	7,066
Compact Pickup	2	1.1	19,724
1/2 Ton Pickup	7	11.6	5,016
3/4 Ton Pickup	5	10.5	3,556
Cab Chassis	2	10.8	929
Electric Pickup	5	3.3	6,341
Electric SUV	1	3.3	1,000
Hybrid Sedan	1	9.3	3,802
Totals/Averages	34	8.7	6,000

Fleet Replacement Schedule

2026	2027	2028	2029	2030	Under-Utilized
1	0	0	0	0	0
0	1	0	0	0	0
1	0	0	0	0	0
0	0	0	1	1	0
5	0	1	0	0	1
4	0	1	0	0	0
0	0	0	0	0	0
0	0	5	0	0	0
0	0	1	0	0	0
1	0	0	0	0	0
Totals/Averages	12	1	8	1	1

Replacement Criteria

- * Fiscal Year 2026 = 7 years old and older, or odometer over 100,000
- * Fiscal Year 2027 = 4 years old and older, or odometer over 70,000
- * Fiscal Year 2028 = 2 years old and older, or odometer over 50,000
- * Fiscal Year 2029 = 0 years old and older, or odometer over 30,000
- * Underutilized = Annual Mileage less than 1,000

Vehicle Type	Quantity	Avg Age	Avg Annual
TRUCK	16	9.9	5,887
SUV	9	10.7	7,066
CAR	7	4.1	5,215
VAN	2	7.3	4,183
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ANNUAL CLIENT REVIEW

- Year Over Year Financial Review
- Benchmark Progress
- Confirm Budget Approval Process and Relative Dates



FISCAL YEAR PLANNING MEETING

- Prepare For Upcoming Budgets
- Review Recommended Vehicle Replacements
- Define Desired Outcomes and Next Steps



FLEET ANALYSIS MEETING

- Finalize Fleet Plan
- Review Final Budget Numbers
- Place Vehicle Orders

Ongoing Focus on Client Experience, Fleet Consultation and Community Involvement

Fleet Planning Analysis | City of Fort Bragg

Assumptions			
Fleet Analyzed	23	Fleet Growth	4.35%
Current Cycle	11.50	Annual Miles	6,100
Current Maintenance	\$111.83	Current MPG	13
Maint. Cents Per Mile	\$0.22	Price/Gallon	\$4.50

Proposals		
Proposed Fleet	22	
Proposed Cycle	5.00	
Proposed Maintenance	\$58.75	

Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
ANALYSIS BASED ON ORIGINAL RECOMMENDATIONS FOR CONCEPTUAL SAVINGS AND MAY CHANGE BASED ON FINAL PROPOSAL, CHANGES TO THE MARKET AND OTHER FACTORS												
Average	23	2	23	0	91,070	0	-5,436	0	30,866	48,565	165,065	0
Year 1 ('26)	22	11	11	11	0	95,358	-106,388		22,517	43,709	55,196	109,869
Year 2 ('27)	22	1	10	12	0	104,069	-15,236		21,880	43,267	153,980	11,085
Year 3 ('28)	22	8	2	20	0	178,300	-173,770		16,784	39,735	61,049	104,017
Year 4 ('29)	22	1	1	21	0	185,294	-9,987		16,147	39,294	230,747	-65,682
Year 5 ('30)	22	1	0	22	0	192,287	-10,923	-191,159	15,510	38,852	44,568	120,498
Year 6 ('31)	22	11	0	22	0	192,287	0	-5,089	15,510	38,852	241,561	-76,495
Year 7 ('32)	22	1	0	22	0	192,287	0	-86,058	15,510	38,852	160,591	4,474
Year 8 ('33)	22	8	0	22	0	192,287	0	-9,537	15,510	38,852	237,112	-72,047
Year 9 ('34)	22	1	0	22	0	192,287	0	-9,537	15,510	38,852	237,112	-72,047
Year 10 ('35)	22	1	0	22	0	192,287	0	-191,159	15,510	38,852	55,491	109,575

* Lease Rates are conservative estimates

* Estimated Projected Fleet Equity is based on the current fleet "sight unseen" based on replacement year and can be adjusted after physical inspection and may change based on market factors, these are not guaranteed values

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

\$316,304

Estimated Current Fleet Equity**

SAVINGS

10 Year Savings*

\$234,675

Annual Sustainable Impact*

\$10,744

*includes total unrealized equity of \$61,428

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CASE STUDY | CITY OF SAN MARCOS



The City of San Marcos Reduces Costs by 27% and Replaces Aging Vehicles.

BACKGROUND

Location: San Marcos, CA
 Industry: Government
 Total vehicles: 90 vehicles

THE CHALLENGE

Half of The City of San Marcos' vehicles were operating past their useful life. The City's fleet was deteriorating rapidly, and many of the vehicles needed to be replaced to mitigate escalating repair and maintenance costs. Budget challenges prevented the City from purchasing new vehicles. Major repairs reduced the number of available vehicles, and the City vehicle downtime was significantly affecting its operations. Maintenance costs continued to erode the budget and interfere with the efficiency of City operations.

THE SOLUTION

Enterprise Fleet Management evaluated the City's entire fleet to identify the most cost-effective way to replace its aging vehicles. Ten vehicles were identified as under-utilized and completely removed from service. By implementing an open-ended lease structure, the City was able to replace the remaining ninety vehicles within a three-year period. The program did not require a large initial outlay of funds. The City of San Marcos was not burdened with extensive capital requirements for vehicle replacement, allowing them to replace highly important, heavy-duty and emergency vehicles first.

"The Enterprise Fleet Management lease program has not only alleviated some of the maintenance burden placed on our lean fleet maintenance staff and budget, it has also provided a level of flexibility that allows my team to promptly address the City's dynamic fleet needs without sacrificing service."

— Lisa Fowler, Public Works Manager- Administration & Fleet

The Full Maintenance Program provides a low fixed monthly cost, which is easily budgeted for every year. The program eliminates the need for City resources to work on the light-duty fleet, so the maintenance staff can solely focus on the heavy-duty equipment.

THE RESULTS

The partnership with Enterprise Fleet Management has significantly reduced the portions of the Public Works-Fleet Operations budget and the Vehicle Replacement fund that was affected by the declining condition of the light-duty fleet. The City realized a 27% decrease in the cost to purchase and maintain the light duty fleet. The program will result in a combined fund savings of \$1.1 million over a five-year period.

To learn more, visit efleets.com or call 877-23-FLEET.

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Key Results

27%
DECREASE
 IN FLEET COSTS



RIGHT-SIZED
FLEET BY 10%
FOR BETTER
UTILIZATION

REPLACED
90 VEHICLES
 OVER A 3-YEAR PERIOD



SAFETY

44% of all vehicles are older than 10 years of age and do not contain the most up to date safety features, such as electronic stability control, airbag standardization and anti-lock brake control.

ACCOUNT MANAGEMENT

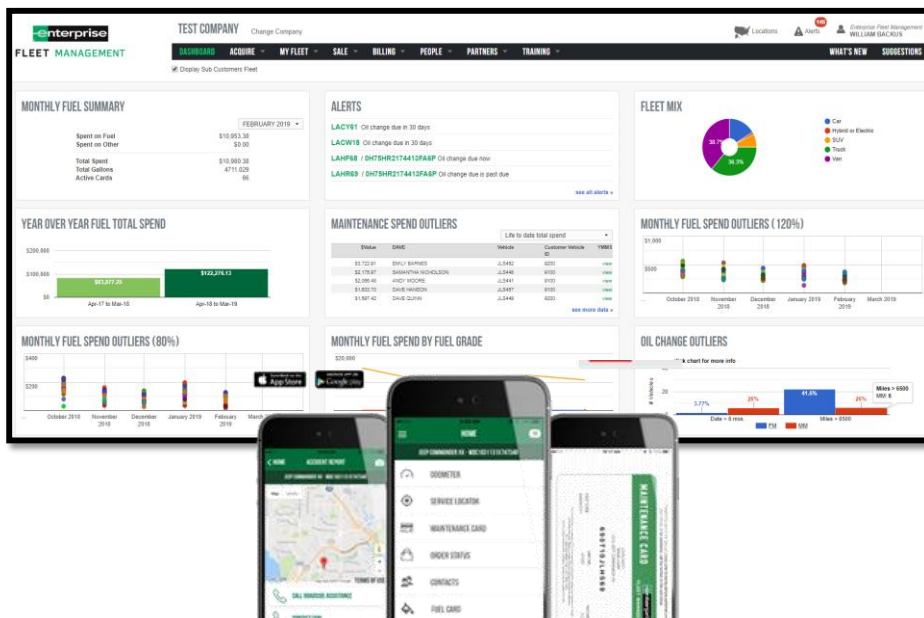
City of Fort Bragg will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs."

Your dedicated Account Team meets with you 3-4 times a year for both financial and strategic planning. Account team will provide on-going analysis – this will include most cost-effective vehicle makes/models, cents per mile, total cost of ownership, and replacement analysis.

TECHNOLOGY

Enterprise Fleet Management's website provides vehicle tracking, reporting, and metrics. Our website can be customized to view a wide range of data so that you may have a comprehensive and detailed look at all aspects of your fleet and the services provided. Our Mobile App gives drivers all of the convenience and functionality they need.

- Consolidated Invoices - Includes lease, maintenance, and any additional ancillaries
- Maintenance Utilization - Review the life-to-date maintenance per vehicle
- Recall Information - See which units have open recalls
- License & Registration - See which plate renewals are being processed by Enterprise and view status
- Alerts - Set customizable alerts for oil changes, lease renewals, license renewals, and billing data
- Lifecycle Analysis - See data regarding all transactions for the lifecycle of the entire fleet, with drill-down capability to specific lease or transaction



Current Partners

County of Mendocino
City of Eureka
City of Clearlake
City of Petaluma
City of Novato
City of St. Helena
Mendocino County Office of Education

City of American Canyon
Suisun City
City of Dixon
Marin County
City of Santa Cruz
County of San Benito
City of Seaside

References

Below is a list of client references including company name, contact person, and telephone number.

City of Clearlake

rpeterson@clearlakepd.org
Ryan Peterson, Lieutenant

City of American Canyon

ricky.greenberg@countyofnapa.org
Rick Greenberg, Chief of Police

Suisun City

nvue@suisun.com
Nouae Vue, Director of Public Works

COOPERATIVE PARTNERSHIPS:

TIPS/TAPS USA Contract # 240502, Effective 07/01/2024-12/31/2027
SOURCEWELL Contract # 030122, Effective 05/04/2022 - 04/18/2026
E&I Contract # CNR01399, Effective 4/1/2016 through 12/31/2027

