



FLEET MANAGEMENT

PREPARED FOR:



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FLEET SYNOPSIS | BALDWIN COUNTY

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

- 25% of the light and medium duty fleet is currently 10 years or older
- 7.6 years is the current average age of the fleet
- 10.75 years – time it would take to cycle the entire fleet at current acquisition rates
- Older vehicles have higher fuel costs, maintenance costs and tend to be unreliable, causing increased downtime and loss of productivity.

THE OBJECTIVES

Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$1,451,675 in 10 years

- Shorten the current vehicle life cycle from 10.75 years to 3.90 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Free up more than \$378,912 in capital from the salvage of 67 vehicles in the first year
- Significantly reduce Maintenance to an average monthly cost of \$67.69 vs. current \$232.83
- 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

- Currently:
 - 16 vehicles predate Anti-Lock Brake standardization (2007)
 - 33 vehicles predate Electronic Stability Control standardization (2012)
 - ESC is the most significant safety invention since the seatbelt
 - 50 vehicles predate standardization of back up camera (2018)

Piggyback The Sourcewell awarded RFP #060618-EFM that addresses the following:

- Access to all fleet management services as applicable to the needs of the city
- Supports the city's need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices

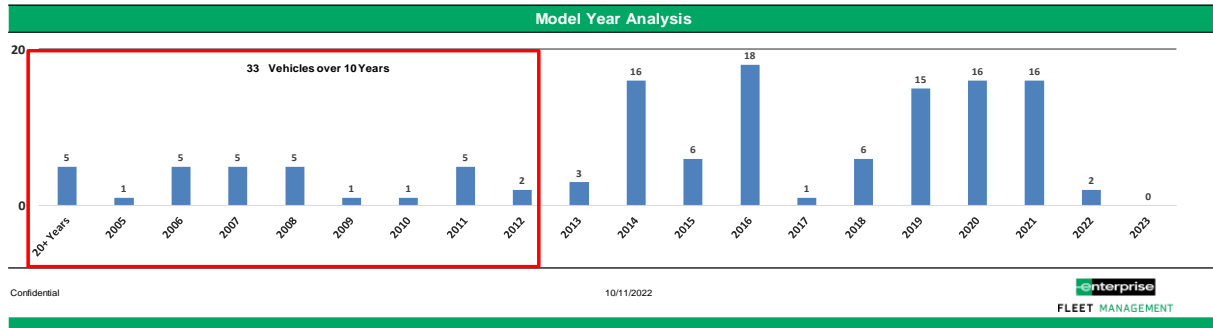
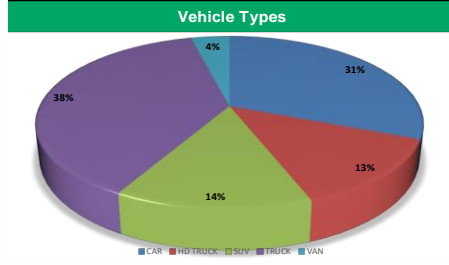
THE RESULTS

By partnering with Enterprise Fleet Management, BALDWIN COUNTY 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. BALDWIN COUNTY will reduce fuel costs by 25% and reduce maintenance costs from \$232.83 on average to \$67.69 per unit. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold creating an internal replacement fund. Furthermore, BALDWIN COUNTY will leverage Enterprise Fleet Management's ability to sell vehicles at an average of 110% above Black Book value. By shifting from reactively replacing inoperable vehicles to proactively planning vehicle purchases, BALDWIN COUNTY will be able to replace all its vehicles over the course of 5 years while creating an annual savings of \$16,055.

FLEET STATISTICS | BALDWIN COUNTY

Baldwin County - Fleet Profile

Fleet Profile				Fleet Replacement Schedule						Replacement Criteria
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2023	2024	2025	2026	2027	Under-Utilized	
Compact Sedan	4	8.1	6,100	1	1	2	0	0	0	* Fiscal Year 2023 = 10 years old and older, or odometer over 100,000
Full-size Sedan	2	11.9	13,900	2	0	0	0	0	0	* Fiscal Year 2024 = 8 years old and older, or odometer over 93,300
Full-size Sedan-ERV	34	8.5	15,900	21	1	0	0	6	6	* Fiscal Year 2025 = 6 years old and older, or odometer over 86,600
Full-size Van-Passenger	4	10.7	7,500	2	0	1	1	0	0	* Fiscal Year 2026 = 4 years old and older, or odometer over 79,900
1/2 Ton Van Cargo	1	23.1	4,900	1	0	0	0	0	0	* Fiscal Year 2027 = Remaining Vehicles
Compact SUV 4x2	3	1.9	12,200	0	0	0	1	2	0	* Underutilized = Annual Mileage less than 1,000
Mid Size SUV 4x2	1	8.9	22,100	1	0	0	0	0	0	
Mid Size SUV 4x4-ERV	9	3.0	15,300	1	1	0	0	7	0	
Full Size SUV 4x2	3	7.2	12,200	2	0	0	0	1	0	
Full Size SUV 4x2-ERV	2	6.3	11,500	0	1	0	1	0	0	
1/2 Ton Pickup Reg 4x2	6	13.1	7,400	4	0	2	0	0	0	
1/2 Ton Pickup Reg 4x4	4	6.4	3,600	0	1	1	2	0	0	
1/2 Ton Pickup Ext 4x2	7	7.3	13,600	3	1	0	2	1	0	
1/2 Ton Pickup Ext 4x4	6	5.2	13,000	2	0	0	3	1	0	
1/2 Ton Pickup Quad 4x2	3	8.9	12,100	2	0	0	1	0	0	
1/2 Ton Pickup Quad 4x4	23	5.2	13,300	7	1	2	1	12	0	
3/4 Ton Pickup Reg 4x2	2	13.5	10,200	1	0	0	1	0	0	
3/4 Ton Pickup Reg 4x4	7	7.3	11,300	3	0	1	0	3	0	
1 Ton Cab Chassis	3	7.2	11,100	1	0	0	1	1	0	
1 1/2 Ton Cab Chassis	5	12.5	8,400	3	0	2	0	0	0	
Totals/Averages	129	7.6	12,700	57	7	11	20	34	0	

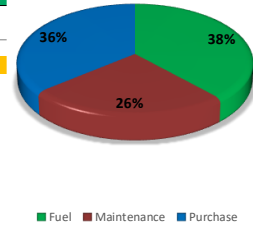


Baldwin County - Fleet Planning Analysis

Current Fleet	129	Fleet Growth	0.00%	Proposed Fleet	129
Current Cycle	10.75	Annual Miles	12,700	Proposed Cycle	3.87
Current Maint.	\$232.83	Current MPG	10	Proposed Maint.	\$67.69
Maint. Cents Per Mile	\$0.22			Price/Gallon	\$3.25

Fleet Costs Analysis

Fiscal Year	Fleet Size	Fleet Mix				Fleet Cost				Fleet Budget	Annual Net Cash
		Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance		
Average	129	12.0	129	0	501,556	0		360,426	532,448	1,394,430	0
'23	129	57	72	57	0	572,164	-289,508	247,467	485,394	1,015,517	378,912
'24	129	7	65	64	0	639,113	-87,233	-59,303	233,594	1,205,788	188,642
'25	129	17	54	75	0	775,592	-183,840	-250,315	211,795	1,023,767	370,662
'26	129	41	34	95	0	1,036,713	-272,484	-122,580	172,160	1,267,835	126,594
'27	129	46	0	129	0	1,267,308	-304,980	104,781	425,958	1,087,841	306,588
'28	129	36	0	129	0	1,267,308	-498,936	104,781	425,958	1,299,111	95,318
'29	129	45	0	129	0	1,267,308	-299,458	104,781	425,958	1,498,588	-104,160
'30	129	24	0	129	0	1,267,308	-246,634	104,781	425,958	1,551,413	-156,984
'31	129	26	0	129	0	1,267,308	-493,057	104,781	425,958	1,304,990	89,439
'32	129	48	0	129	0	1,267,308	-560,282	104,781	425,958	1,237,764	156,664
10 Year Savings										\$1,451,675	Avg. Sustainable Savings \$16,055



Current Fleet Equity Analysis

YEAR	2023	2024	2025	2026	2027	Under-Utilized
QTY	57	7	11	20	34	0
Est \$	\$5,079	\$12,462	\$16,713	\$13,624	\$11,918	\$0
TOTAL	\$289,508	\$87,233	\$183,840	\$272,484	\$405,225	\$0
Estimated Current Fleet Equity**					\$1,238,289	

* 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**
26% 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

CASE STUDY | BALDWIN COUNTY

CASE STUDY | CITY OF FREDERICKSBURG, TX



City lowers fleet maintenance costs by \$127K with Fleet Program.

BACKGROUND

Location: Fredericksburg, TX
Industry: Government
Total vehicles: 75 vehicles

THE CHALLENGE

Each year, the City of Fredericksburg was faced with high vehicle repair and maintenance costs for an aging fleet. The City's 75 vehicles had an average age of 12 years resulting in unexpected maintenance issues each year. The City was spending \$153,300 per year on fleet maintenance, averaging over \$2,000 per truck. Searching for solutions within their budget, the city needed to make managing their vehicles easier, from purchasing to maintenance and driver fueling options.

THE SOLUTION

Enterprise Fleet Management presented a proactive fleet replacement plan to the City of Fredericksburg that would reduce the average age of their fleet by 60% helping reduce operational and maintenance expenses. With integrating newer vehicles into the City's fleet, employees would drive safer, more reliable vehicles with minimal maintenance needs. Long-term, this plan has helped save an average of \$29,284 per year in fleet related expenses.

“We have truly enjoyed the partnership with Enterprise Fleet Management. Things are much easier to manage now, and we are saving money on vehicle maintenance.”

– Brian Peters, Programs Manager

Enterprise Fleet Management also recommended replacing all vehicles owned by the city within a 5-year time frame. This approach will help The City lower maintenance expense from \$153,300 per year to \$26,016 per year.

THE RESULTS

Since their partnership began 4 years ago, Enterprise Fleet Management has helped The City of Fredericksburg transition their fleet vehicles from an average age of 12 years to 4. The City has experienced a significant reduction in costs associated with their fleet program and a decrease in employee downtime. This is due to The City putting their trust in the local Enterprise Fleet Management team's expertise and the fleet planning analytics backing each recommendation. The partnership has given the City visibility into all vehicle costs and budget accordingly.

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



Key Results

MAINTENANCE
LOWERED BY
83%



**SAVED
\$62,052**
OVER THE LAST 2
REPLACEMENT YEARS

5 YEAR
REPLACEMENT PLAN



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PROGRAM RESOURCES | BALDWIN COUNTY

ACCOUNT MANAGEMENT

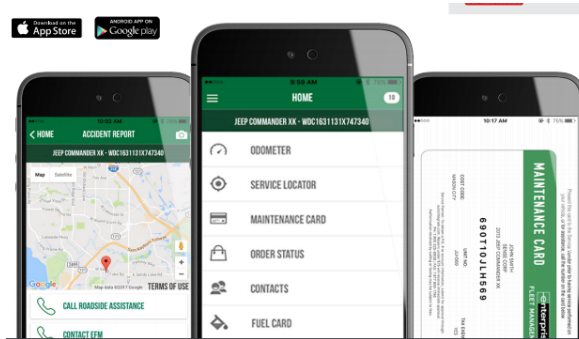
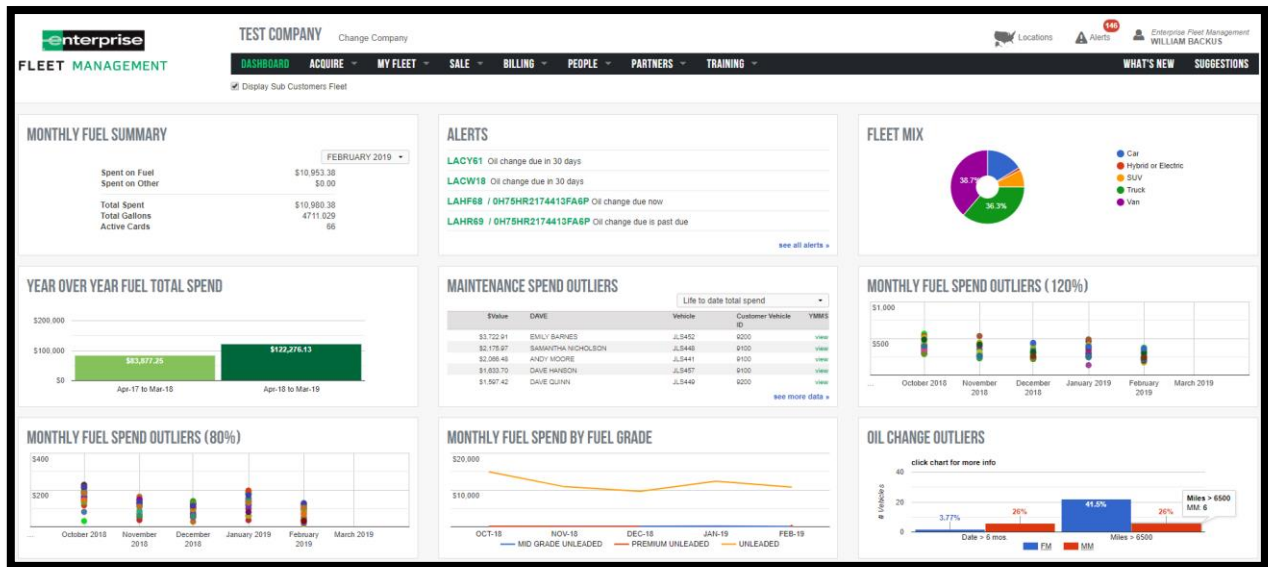
BALDWIN COUNTY will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.

- Your dedicated Account Manager meets with you 3-4 times a year for both financial and strategic planning.
- Your Account Manager 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 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 any specific lease or transaction



REFERENCES | BALDWIN COUNTY

CURRENT PARTNERS

- City of Canton
- City of Roswell
- City of Savannah
- Jones County
- City of Pembroke
- Cherokee County
- Effingham County
- City of Hartwell
- Franklin County
- Camden County
- City of Covington
- City of Hiram
- City of Grantville
- City of Norcross

REFERENCE:

Below is a list of (2) client references including company name, contact person, and telephone number.

1. City: **Franklin County**
Business Phone #: 706-384-2483
Contact Person: Derrick Turner, County Manager
2. City: **Jones County**
Business Phone #: 478-744-3899
Contact Person: Jason Rizner, County Administrator

COOPERATIVES:

- TIPS/TAPS USA
- SOURCEWELL