



## FLEET MANAGEMENT



City of Bellbrook  
Jeremy Baldwin

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# REFERENCES

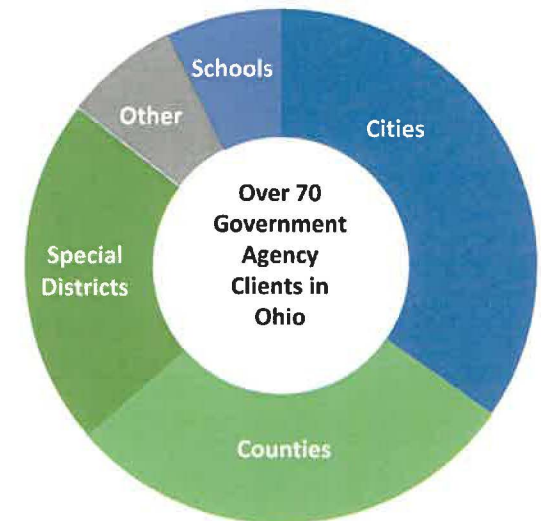


# Due Diligence – City of Bellbrook



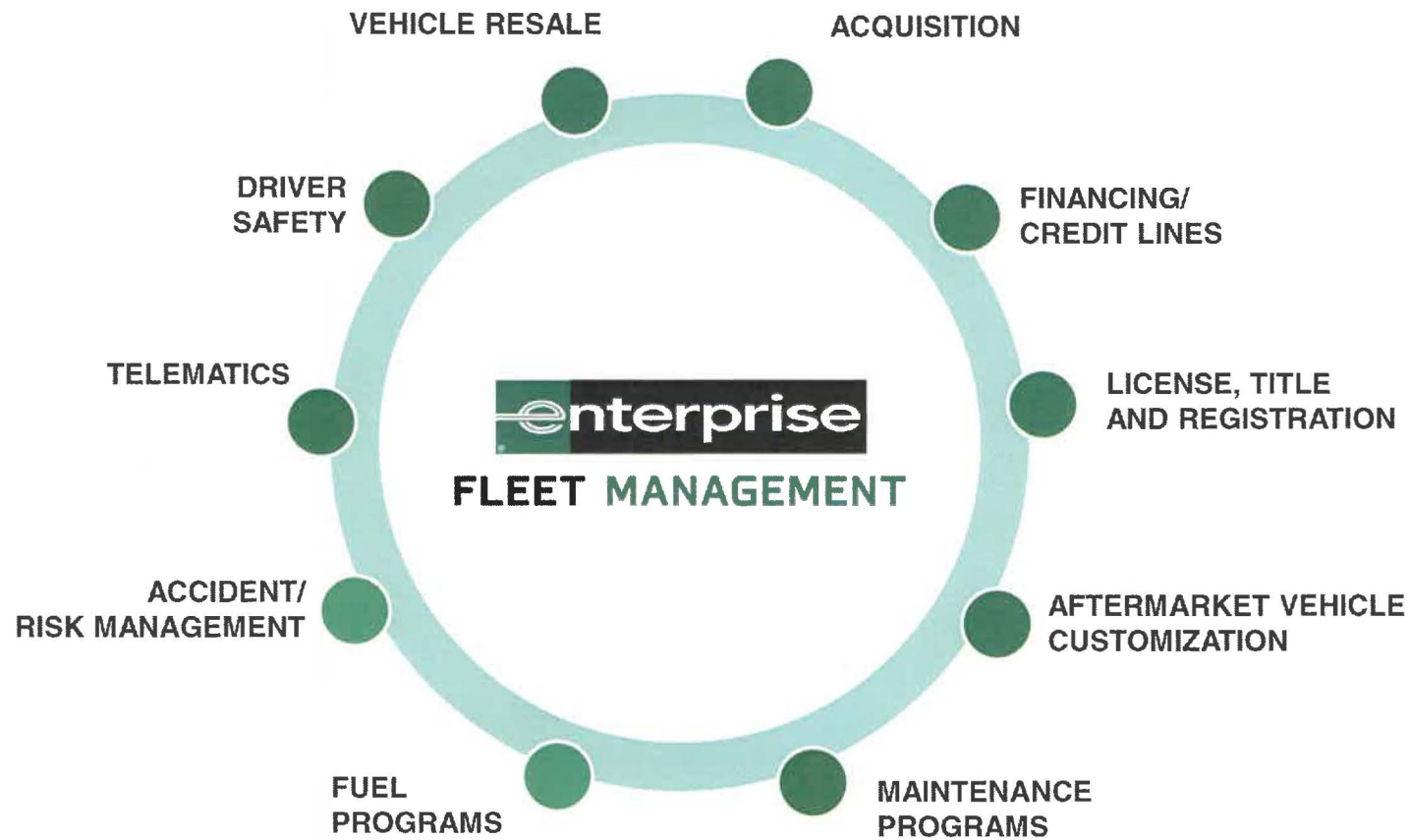
City of Bellbrook  
Bellbrook, OH

ID# 88672



# DELIVERING SOLUTIONS.

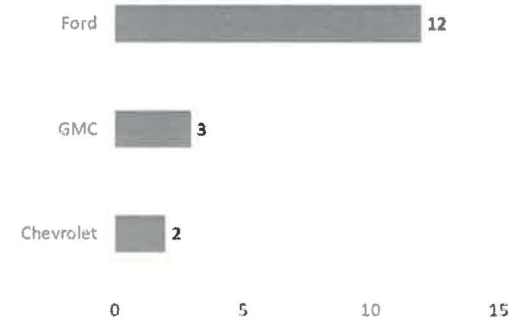
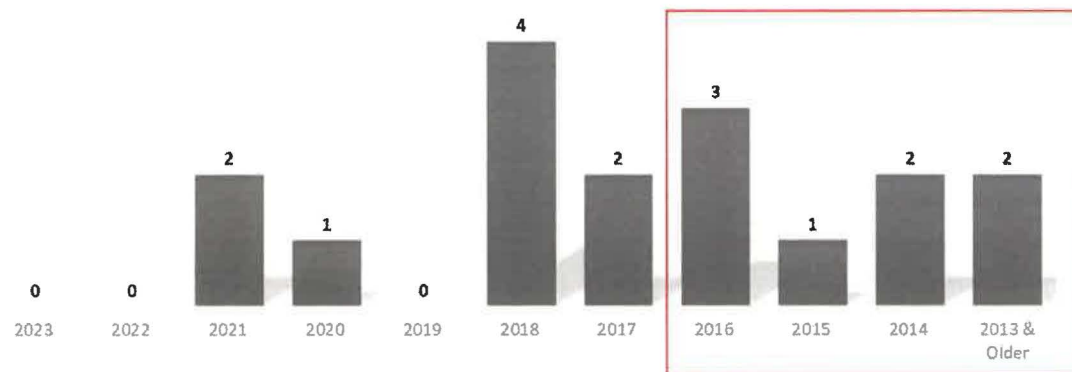
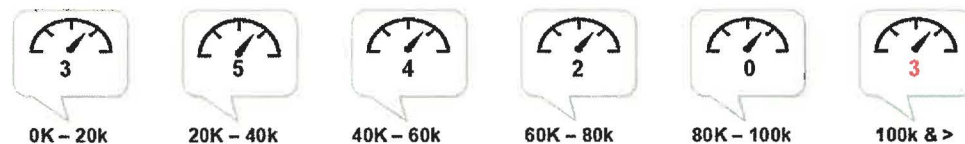
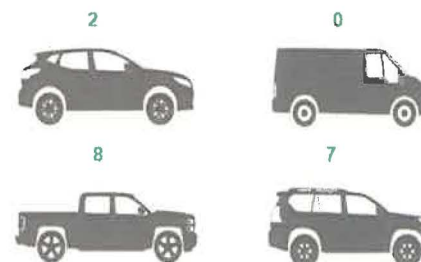
 **enterprise**  
FLEET MANAGEMENT



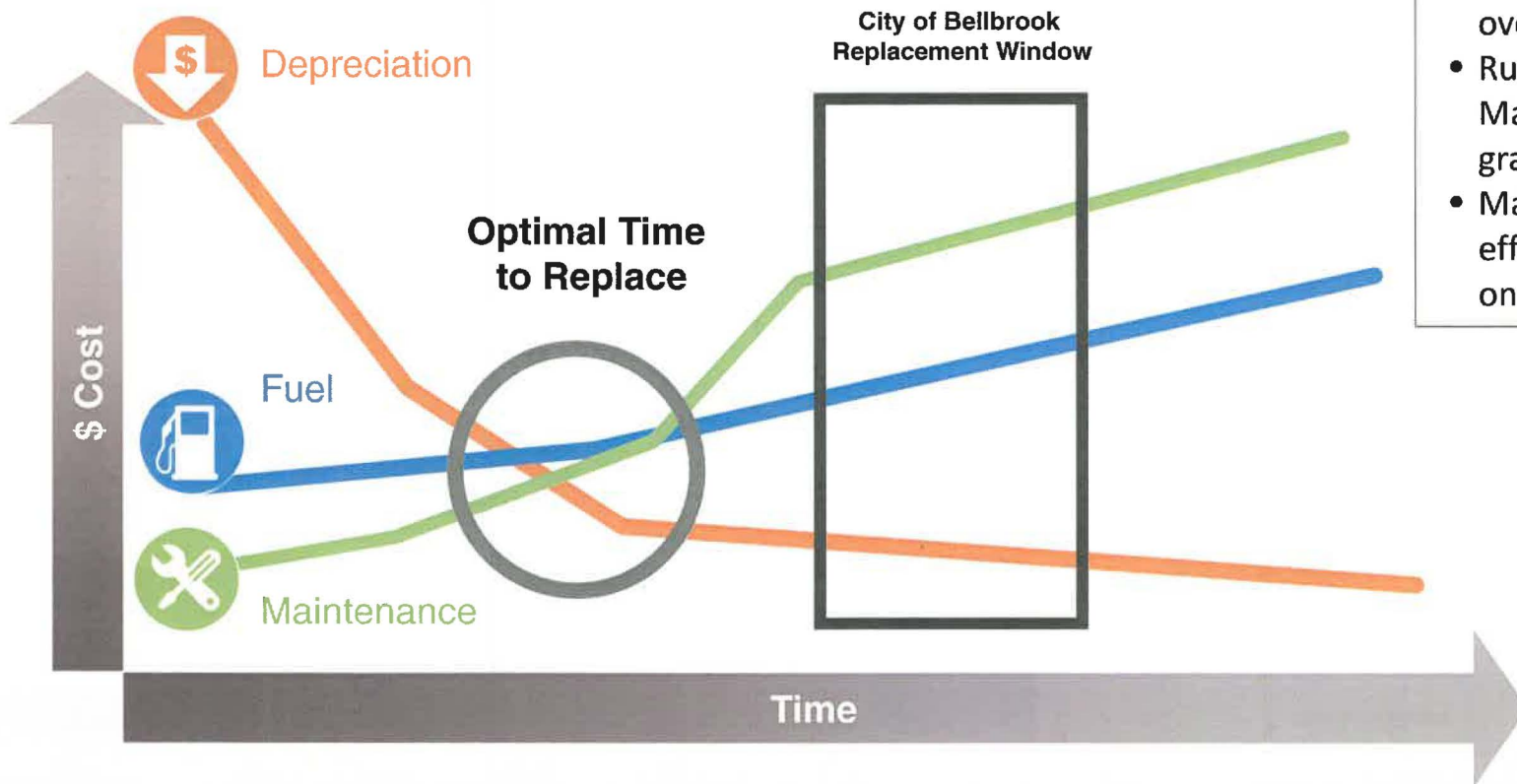




### Vehicle Class



# EFFECTIVE VEHICLE LIFECYCLE



## Key Observations

- Depreciation/year declines over time
- Running costs of Fuel and Maintenance increase gradually over time
- Mandated MPG efficiencies reward staying on technology wave

## GOVERNMENT BUYING POWER

**enterprise**  
FLEET MANAGEMENT



2021 Ford HD  
Ex-cab 4x4  
**F-250 XL**

MSRP: \$44,276 ← FORD'S WEBSITE  
Invoice: \$38,375

**State Contract**

Price **\$29,769**

### MANHEIM AUCTION RESULTS

VEHICLE	Odometer	Sale Price	Capital Outlay
2020 Ford F-250 XL ExCab 4x4	4,146	\$31,500	-\$1,731
2019 Ford F-250 XL ExCab 4x4	10,282	\$29,800	- \$31
2016 Ford F-250 XL ExCab 4x4	57,636	\$20,200	\$9,569
2011 Ford F-250 XL ExCab 4x4	98,436	\$6,000	\$23,769

# OPEN END LEASE- NOT your Dealer Style Lease



**Proactive Replacement Strategy**



**Appropriate Vehicle Selection**



**Appropriate Funding Structure**



**Annual Budget Planning**

## Open-End Lease Benefits

- Optimize cash flow with flexible funding options
- Customizable solutions based on operating needs
- Unlimited mileage
- No abnormal wear & tear clauses
- Greater flexibility if requirements change
- Flexibility of term
- All Gain on Resale is yours
- You own 100% utilization as if it was yours- customize the vehicle to your needs



# FUNDING OPTIONS

## \$25,000 Vehicle

**1**  
Option

Pay-Cash

**\$25,000 in Year 1**



**2**  
Option

Finance

**\$5,000 in Each Year**



**3**  
Option

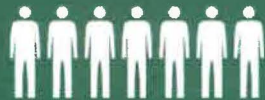
Open- End Lease

**\$3,600 in Each Year**



# VEHICLE DISPOSAL

**700** DEDICATED  
REMARKETING EMPLOYEES



**150** REMARKETING  
LOTS IN NORTH AMERICA

IN 2019, EFM SOLD  
**OVER  
1,100,000**  
CUSTOMER VEHICLES  
AT AN AVERAGE OF  
**109.8%**  
OVER BLACK BOOK  
COMMERCIAL  
VALUE INDEX



■ AUCTION 14%  
■ DIRECT  
DEALER 86%

**19,000+**  
UNIQUE BUYERS



# New Fleet Tracking- Website Dashboard

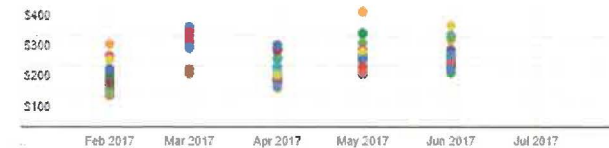
Customizable



## MONTHLY FUEL SPEND OUTLIERS (80%)



## MONTHLY FUEL SPEND OUTLIERS (120%)



## ALERTS

LACY61 Oil change due in 30 days  
LACW18 Oil change due in 30 days  
LAHF68 Oil change due now  
LAHR69 Oil change due is past due

[see all alerts »](#)

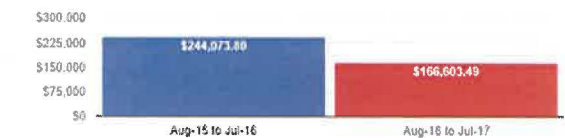
## MONTHLY FUEL SUMMARY

	JULY 2017
Spent on Fuel	\$4,459.67
Spent on Other	\$0.00
Total Spent	\$4,459.67
Total Gallons	1098.757
Active Cards	56

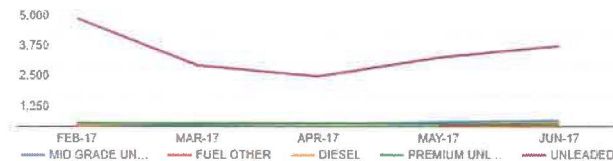
## MONTHLY FUEL SUMMARY BY GRADE

Grade	Avg Price/Gal.	Spent	Gallons Purchased
DIESEL	\$2.40	\$81.48	33.994
FUEL OTHER	\$3.24	\$43.72	13.512
MID GRADE UNLEADED	\$2.61	\$245.37	90.363
PREMIUM UNLEADED	\$2.98	\$130.63	45.927
UNLEADED	\$2.31	\$3,951.22	1707.27

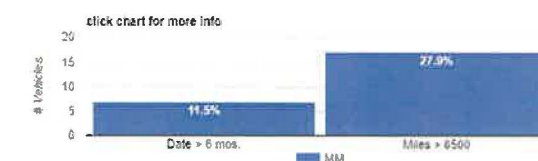
## YEAR OVER YEAR FUEL TOTAL SPEND



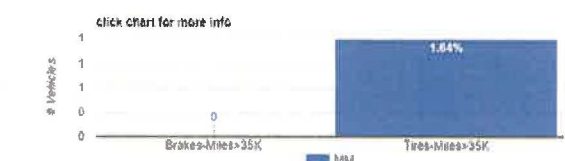
## MONTHLY FUEL GALLONS BY FUEL GRADE



## OIL CHANGE OUTLIERS



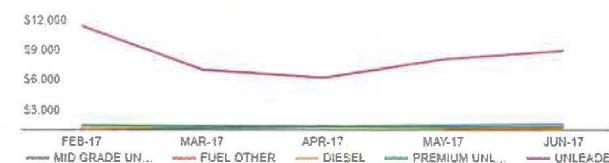
## BRAKES & TIRES OUTLIERS



## FLEET MIX



## MONTHLY FUEL SPEND BY FUEL GRADE

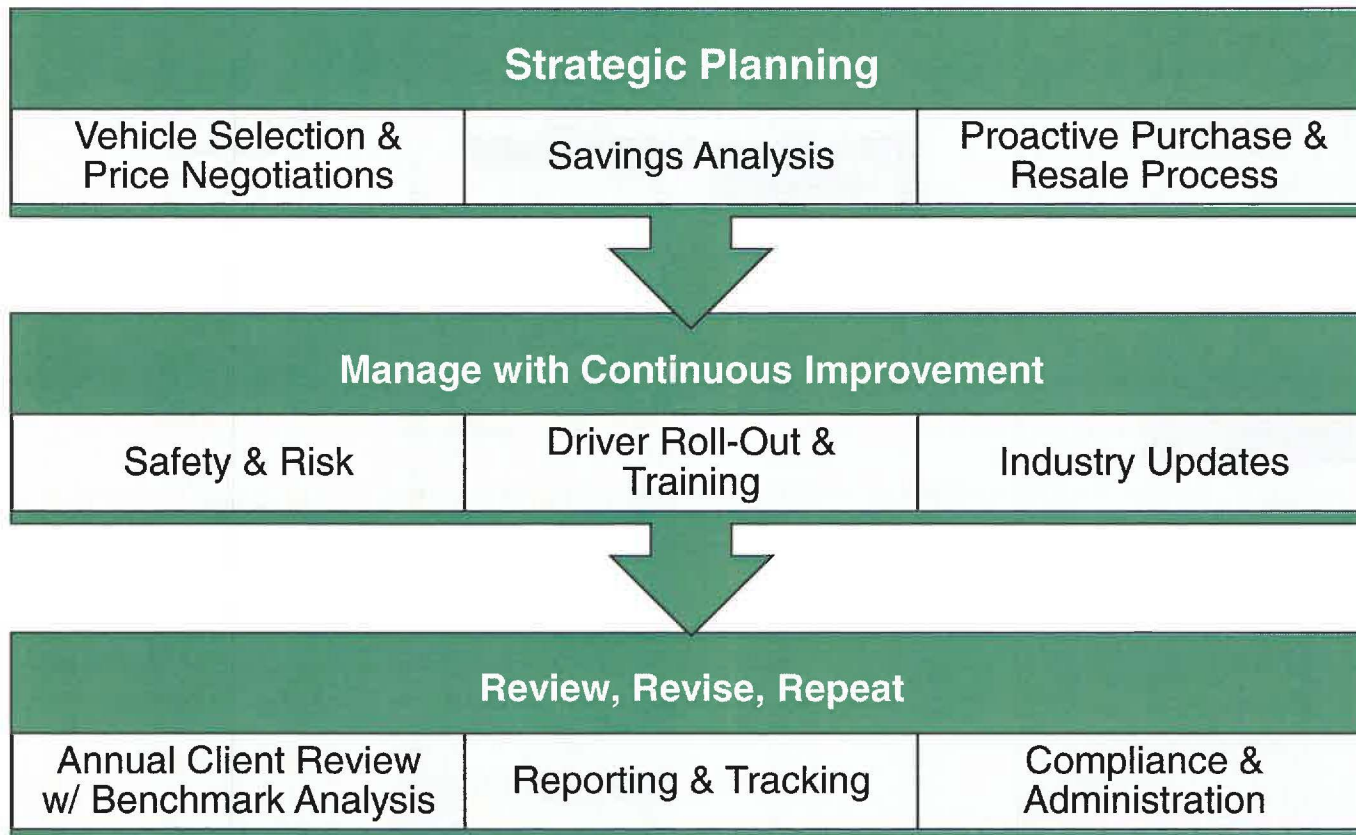


## CITATIONS - TOTAL COUNT



[show/hide Charts 1-1](#)

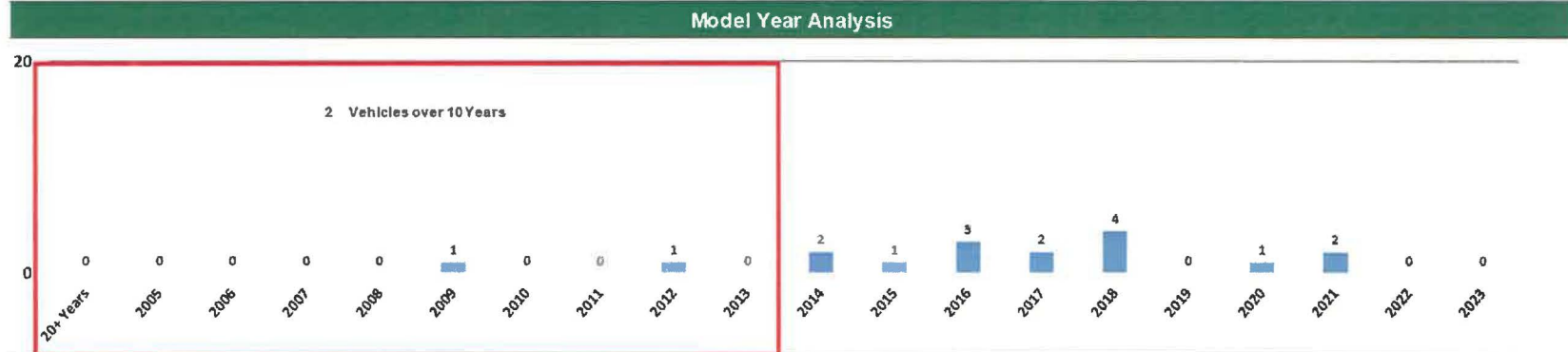
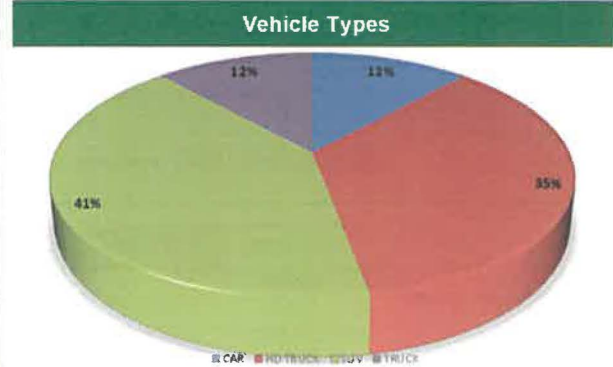
## WHAT TO EXPECT – ACCOUNT TEAM





## City of Bellbrook - 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	
Mid-size Sedan	1	6.3	7,000	0	0	1	0	0	0	* Fiscal Year 2023 = 10 years old and older, or odometer over 100,000
Full-size Sedan-ERV	1	8.3	6,700	0	1	0	0	0	0	* Fiscal Year 2024 = 8 years old and older, or odometer over 80,000
Mid Size SUV 4x4-ERV	6	4.9	13,500	3	0	1	0	2	0	* Fiscal Year 2025 = 6 years old and older, or odometer over 60,000
Full Size SUV 4x4	1	9.3	2,200	0	1	0	0	0	0	* Fiscal Year 2026 = 4 years old and older, or odometer over 40,000
1/2 Ton Pickup Reg 4x2	1	14.3	5,100	1	0	0	0	0	0	* Fiscal Year 2027 = Remaining Vehicles
1/2 Ton Pickup Ext 4x2	1	9.3	5,500	0	1	0	0	0	0	* Underutilized = Annual Mileage less than 1,000
3/4 Ton Pickup Ext 4x2	1	5.3	10,000	0	0	0	1	0	0	
3/4 Ton Pickup Quad 4x4	1	3.3	5,700	0	0	0	0	1	0	
1 Ton Cab Chassis	1	5.3	6,800	0	0	0	1	0	0	
1 1/2 Ton Cab Chassis	3	8.3	3,200	1	0	2	0	0	0	
<b>Totals/Averages</b>	<b>17</b>	<b>6.8</b>	<b>8,200</b>	<b>5</b>	<b>3</b>	<b>4</b>	<b>2</b>	<b>3</b>	<b>0</b>	



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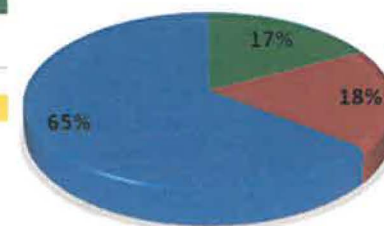
4/25/2023

# City of Bellbrook - Fleet Planning Analysis

Current Fleet	17	Fleet Growth	0.00%	Proposed Fleet	17
Current Cycle	8.50	Annual Miles	8,200	Proposed Cycle	4.59
Current Maint.	\$143.50			Proposed Maint.	\$58.94
Maint. Cents Per Mile	\$0.21	Current MPG	10	Price/Gallon	\$2.00

## 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	17	2.0	17	0	103,664	0			29,274	27,880	160,818	0
'23	17	5	12	5	0	65,517	-39,000		24,200	25,754	76,471	84,347
'24	17	3	9	8	0	98,781	-34,200		21,156	24,479	110,216	50,802
'25	17	4	5	12	0	146,787	-79,200	-12,196	17,098	22,778	95,266	65,552
'26	17	3	3	14	0	168,132	-37,800	-22,811	15,068	21,927	144,516	16,302
'27	17	5	0	17	0	207,335	-58,200	-105,974	12,024	20,652	75,837	84,982
'28	17	4	0	17	0	207,335		-61,089	12,024	20,652	178,921	-18,103
'29	17	4	0	17	0	207,335		-116,754	12,024	20,652	123,256	37,562
'30	17	4	0	17	0	207,335		-61,081	12,024	20,652	178,930	-18,112
'31	17	3	0	17	0	207,335		-83,356	12,024	20,652	156,655	4,163
'32	17	4	0	17	0	207,335		-128,785	12,024	20,652	111,225	49,593
10 Year Savings											\$356,889	



■ Fuel ■ Maintenance ■ Purchase

## Current Fleet Equity Analysis

YEAR	2023	2024	2025	2026	2027	Under-Utilized
QTY	5	3	4	2	3	0
Est \$	\$7,800	\$11,400	\$19,800	\$18,900	\$19,400	\$0
TOTAL	\$39,000	\$34,200	\$79,200	\$37,800	\$58,200	\$0
Estimated Current Fleet Equity**					\$248,400	

\* 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

12% 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

enterprise  
FLEET MANAGEMENT

# OPERATING EXPENSES

## Maintenance



FLEET MANAGEMENT

### Full Maintenance

- Fixed monthly rate
- Simple process for all parties
- Automated reminder system
- Includes: 24/7 Roadside, all major and minor repairs

### Maintenance Management

- Pay as you go program
- Automated reminder system
- Seamless experience for field drivers

### Enterprise National Service Department

*The first fleet management company to be awarded the Automotive Service Excellence "Blue Seal of Excellence" in 1997 and has received this recognition each year since then, an industry record.*

- We manage more than 500,000 vehicles and saved our clients a total of \$43.5 million\* in 2021.
- \$2.7 million in post warranty/goodwill was refunded to our clients in 2021.

## 16 MAINTENANCE AND REPAIR LOCATIONS NEAR "45305"

### ALERTS

**LACY61** Oil change due in 30 days

**LACW18** Oil change due in 30 days

**LAHF68 / 0H75HR2174413FA6P** Oil change due now

**LAHR69 / 0H75HR2174413FA6P** Oil change due is past due

[see all alerts >](#)

### MAINTENANCE SPEND OUTLIERS

\$Value	NAME	Life to date total spend			YMS
		Vehicle	Customer Vehicle ID		
\$3,164.14	EMILY BARNES	JLS482	9200		<a href="#">view</a>
\$2,160.97	SAMANTHA NICHOLSON	JLS448	9100		<a href="#">view</a>
\$1,600.80	ANDY MOORE	JLS441	9100		<a href="#">view</a>
\$1,616.70	DAVE HANSON	JLS467	9100		<a href="#">view</a>
\$1,563.42	DAVE QUINN	JLS440	9200		<a href="#">view</a>

[see more data >](#)

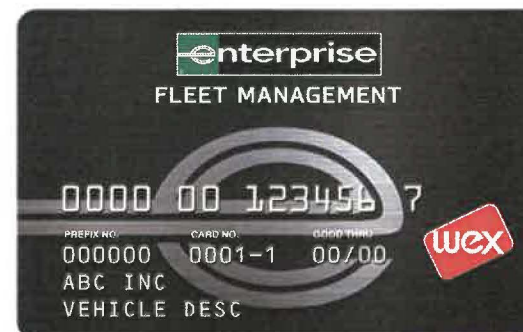
# OPERATING EXPENSES

Fuel



## EFM Fuel Card

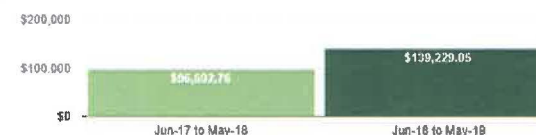
- Syncs with EFM website
- Track and enforce fleet policy
- Control abuse/unauthorized purchases
- Fuel Rebates Still Available



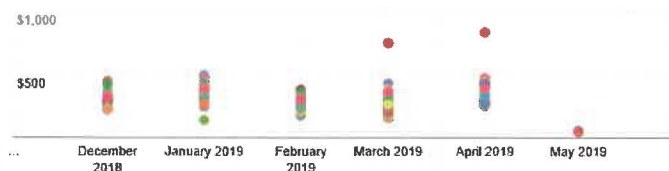
## Key Payoffs

- MPG tracking by vehicle
- Manage fuel type purchased
- Proactive “exception” reporting

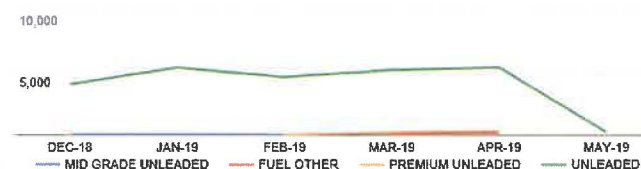
YEAR OVER YEAR FUEL TOTAL SPEND



MONTHLY FUEL SPEND OUTLIERS (120%)



MONTHLY FUEL GALLONS BY FUEL GRADE



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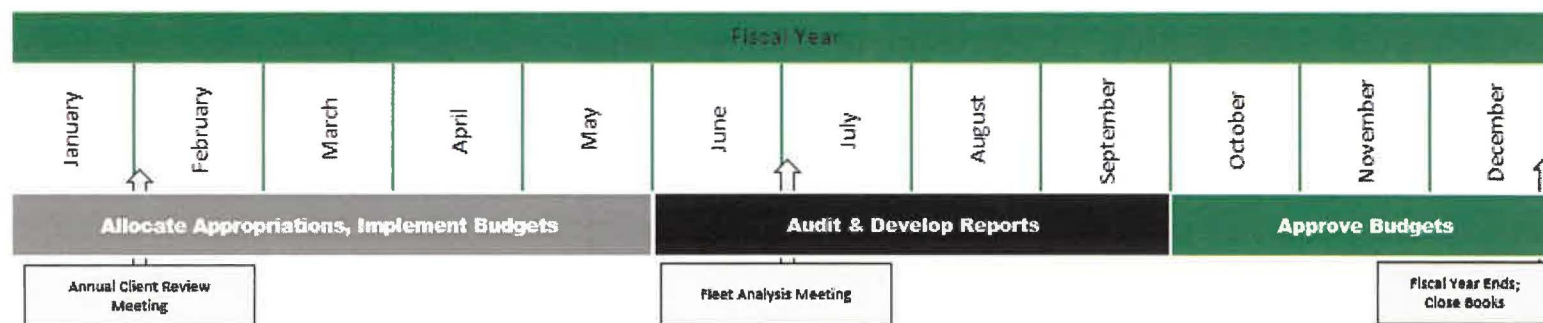




FLEET  
MANAGEMENT

## Government Budget Review

Budget Year Starts: 1/1/2020



### 3 ANNUAL MEETINGS

Fleet Analysis Meeting



Annual Client Review



Community Involvement



Vehicle #	Year	Make	Model	VIN	Current Odometer	Estimated Value April 2023	Recommended Replacement Year
22	2009	Chevrolet	Silverado 1500	1GCEC14X29Z149867	73,390	\$3,000	2023
25	2012	Ford	F-450 Chassis	1FDUF4GT7CEA66586	39,284	\$16,000	2023
PD	2016	Ford	Utility Police Interceptor	1FM5K8AR3GGC92963	105,174	\$6,000	2023
PD	2016	Ford	Utility Police Interceptor	1FM5K8AR1GGC92962	103,533	\$6,000	2023
PD	2018	Ford	Police Interceptor Utility	1FM5K8AR3JGB34629	102,033	\$8,000	2023
18	2014	GMC	Sierra 1500	1GTR1UEH4EZ312271	51,379	\$18,000	2024
PD	2014	Ford	Expedition	1FMJU1G55EEF48260	20,100	\$14,000	2024
PD	2015	Ford	Sedan Police Interceptor	1FAHP2MK3FG154293	55,000	\$6,000	2024
27	2016	Ford	E-450 Cutaway	1FDXE4FS6GDC16871	19,887	\$30,000	2025
29	2017	Ford	F-550 Chassis	1FDUF5GT2HDA07061	20,883	\$45,000	2025
PD	2017	Ford	Fusion	3FA6P0G78HR113690	44,000	\$14,000	2025
PD	2018	Ford	Police Interceptor Utility	1FM5K8ARXJGB34630	72,381	\$10,000	2025
32	2018	GMC	Sierra 2500HD	1GT21REG5JZ324056	52,690	\$25,000	2026
31	2018	GMC	Sierra 3500HD	1GT31VCG0JZ315281	34,646	\$29,000	2026
7	2020	Chevrolet	Silverado 2500HD	1GC4YLE79LF130166	18,432	\$37,000	2027
PD	2021	Ford	Police Interceptor Utility	1FM5K8AB7MGC20212	19,497	\$30,000	2027
PD	2021	Ford	Police Interceptor Utility	1FM5K8AB6MGC20211	21,843	\$30,000	2027