



# MEMORANDUM

**To:** Infrastructure Subcommittee  
**From:** Stuart Schillinger, Assistant City Manager  
**Subject:** Use of Enterprise Fleet Services to assist in managing the City's Vehicle Fleet  
**Date:** May 3, 2021

## Community Goal/Result

Environmental Sustainability

## Purpose

Ensure the City's vehicle fleet uses the latest technology to maximize driver and community safety, and assist in meeting the City's Climate Action Plan Objectives while being cost effective.

## Recommendation

Discuss the use of Enterprise Fleet Services for assisting the City in managing the City's Vehicle Fleet.

## Background

The City currently owns and operates 61 vehicles. These vehicles range from Fire Engines, Police Vehicles, Specialized Public Works Vehicles, Light and Medium Trucks, and Passenger Cars. The cost of the vehicles is in excess of \$3.9 million. Staff anticipates approximately 25 vehicles would be part of this plan if the police department participates. Currently, the City owns vehicles until the end of their useful life and sells them with a minimum salvage value.

## Discussion

If the City were to work with Enterprise Fleet Services, we would no longer hold vehicles until the end of their useful life and instead turn them over more often. The City would lease the vehicles for a period of time and when Enterprise determines the resale value of the vehicle is best we would sell the vehicle and purchase a new vehicle. Enterprise Fleet Services would perform a cost benefit analysis each year to determine which vehicles needed to be replaced based on resale value and anticipated future repairs. The interest cost and Enterprise fee would be offset by selling vehicles more often and getting the best value for the resold vehicle. The City would

benefit from the fact that City purchased vehicles are lower than market rate vehicles because of the State contract we purchase from but the resale value is at current market value.

The purpose of entering into this arrangement would be two fold. First, the City would be able to better meet its Climate Action Plan goals with newer vehicles. Newer vehicles have traditionally improved their gas mileage and therefore reduce their carbon foot print from older models. By turning the vehicles over more often we will be able to take advantage of this reduction more often. Also, as cars and trucks age their miles per gallon decreases as well. Additionally, we will be able to run a cost comparison more often to determine if an all-electric or hybrid model would make sense. This will allow us to convert our vehicle fleet to alternative fuel sources quicker. A fourth point is, by turning the vehicle fleet over more quickly we can choose smaller more fuel efficient vehicles since we know they will not have to last as long.

The second benefit of turning the vehicle fleet over more quickly is to take advantage of technological changes the industry makes. If a vehicle is held for 7-12 years as we currently do we do not take advantage of technology that makes driving safer such as rear cameras, side lane indicators, better automatic braking systems. In the past City staff have been involved in a few minor accidents that could have been prevented if the newer technology was available.

The police department will include its non-patrol vehicles as part of the program

### **Fiscal Impact**

The City anticipates using Enterprise Fleet Services will be approximately the same cost as purchasing and using vehicles until the end of their useful life. There may be savings based on increased fuel economy for a newer fleet and reduction in maintenance costs. However, these cannot be determined prior to starting the program.

### **Measure of Success**

The City is better able to meet the requirements of our Climate Action Plan.

Stuart Schillinger

Stuart Schillinger, Assistant City Manager

Randy Breault

Randy Breault, Public Works Director