



STAFF REPORT
2/25/2026

TO: Honorable Mayor and City Council Members

FROM: Andrew Simmons, Public Works Director / City Engineer

SUBJECT: Approve vehicle leases for FY 2025/26 with Enterprise Fleet Management Inc.

SPECIFICS: Authorize the City Manager to approve the Lease Rate Quotes from Enterprise Fleet Management, Inc. for the following units: (2) 2026 Ford F250 XL 4x4, (4) 2026 Ford Maverick XL Hybrid AWD, (7) 2026 Ford F150 XL 4x4.

STAFF RECOMMENDATION:

It is recommended that the City Council:

Authorize the City Manager to approve the Lease Rate Quotes from Enterprise Fleet Management, Inc. for the following units: (2) 2026 Ford F250 XL 4x4, (4) 2026 Ford Maverick XL Hybrid AWD, (7) 2026 Ford F150 XL 4x4.

EXECUTIVE SUMMARY:

The City maintains a fleet of vehicles and equipment for use by various City departments, which include light, medium and heavy-duty vehicles. Prior to 2020, the City of Coachella has historically purchased and owned all fleet vehicles and equipment. Since 2020, the City of Coachella has leased its light duty vehicles to decrease the average age of these units; in 2019 the average age of these units was 13 years.

Today the average age of the City's fleet is 5.5 years. This positive change in the reduced age of the City's fleet is due to the City Council's decision, in February 2020, to surplus and replace eleven/twelve units annually through a Master Equity Lease Agreement with Enterprise Fleet Management (EFM).

Last year marked the completion of the 5 year primary replacement program that placed the majority of all City vehicles onto the Lease management program. This year the City is seeking to trade I the last three trucks that had yet to be upgraded to Lease status, and seeks to replace the first wave of lease vehicles with newer models. The overall objective of the lease program is to maintain a fleet of vehicles that is efficient and in good working order. In order to maximize resale value, maintenance costs and efficiencies, most lease vehicles are recommended to be replaced on a 5 year cycle.

To maintain a high efficiency fleet the City proposes to trade in three existing owned vehicles and replace with newer models. In addition, four of the existing Ford F150 trucks will be replaced with Ford Maverick trucks, which offer much better fuel efficiency and lower monthly lease rates. Switching primary office staff to the compact truck models will improve on overall efficiency and lease rates for the lease program and reduce long term maintenance and operational costs.

- Two (2) owned 2015 Ford F-250XL 4x2 flatbed work trucks will be replaced with two (2) leased Ford F250 XL 4x4 flatbed work trucks. One is a 2026 model at a monthly lease rate of \$895, and one is a 2026 model at a monthly lease rate of \$1,159.
- One (1) owned 2018 Ford F150 will be replaced with a 2026 Ford Maverick XL Hybrid AWD at a monthly lease rate of \$642.
- Three (3) 2021 leased Ford F150 XL 4x2 will be replaced with 2026 Ford Maverick XL Hybrid AWD vehicles at a monthly lease rate of \$642 each.
- Eight (8) 2021 leased Ford F-150XL 4x4 Super Cab units; will be replaced Seven (7) 2026 leased Ford F150 XL 4x4 units with monthly lease rates of \$858;

FISCAL IMPACT:

None, the cost of ownership and maintenance of fleet vehicles is included within department budgets.

Attachments: Lease Rate Quotes

- 2026 Ford F-150XL 4x4
- 2026 Ford F-250XL 4x4
- 2026 Ford F-250XL 4x4
- 2026 Ford Maverick XL Hybrid AWD