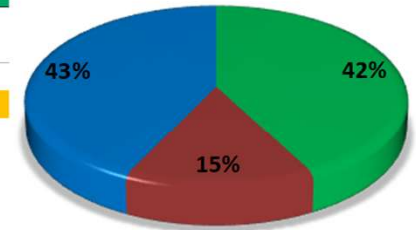


City of Grand Rapids, MN - Fleet Planning Analysis

Current Fleet	41	Fleet Growth	-3.36%	Proposed Fleet	35
Current Cycle	9.11	Annual Miles	17,300	Proposed Cycle	4.14
Current Maint.	\$109.13			Proposed Maint.	\$58.75
Maint. Cents Per Mile	\$0.08	Current MPG	14	Price/Gallon	\$3.50

Fleet Costs Analysis

Fiscal Year	Fleet Mix			Fleet Cost							Annual Net Cash	
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel		Fleet Budget
Average	41	4.5	41	0	153,800	0			53,692	151,700	359,192	0
'23	35	15	20	15	0	171,525	-114,500		36,766	136,697	230,487	128,705
'24	35	5	15	20	0	231,567	-94,050	-45,350	33,743	131,696	257,605	101,587
'25	35	12	6	29	0	341,895	-196,000	-31,903	28,301	122,694	264,986	94,206
'26	35	4	4	31	0	364,874	-33,600	-128,597	27,092	120,693	350,462	8,730
'27	35	12	0	35	0	409,214	-71,100	-295,270	24,673	116,692	184,210	174,981
'28	35	14	0	35	0	409,214		-162,151	24,673	116,692	388,429	-29,237
'29	35	11	0	35	0	409,214		-76,643	24,673	116,692	473,937	-114,746
'30	35	6	0	35	0	409,214		-150,966	24,673	116,692	399,614	-40,422
'31	35	10	0	35	0	409,214		-85,383	24,673	116,692	465,197	-106,006
'32	35	6	0	35	0	409,214		-391,963	24,673	116,692	158,617	200,574



10 Year Savings	\$418,373	Avg. Sustainable Savings	-\$17,967
------------------------	------------------	---------------------------------	------------------

Current Fleet Equity Analysis

YEAR	2023	2024	2025	2026	2027	Under-Utilized
QTY	15	5	9	2	4	6
Est \$	\$7,300	\$18,810	\$21,778	\$16,800	\$17,775	\$833
TOTAL	\$109,500	\$94,050	\$196,000	\$33,600	\$71,100	\$5,000
	Estimated Current Fleet Equity**				\$509,250	

* 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

41% 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



FLEET MANAGEMENT