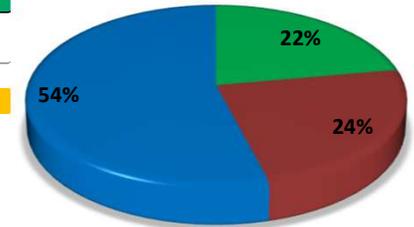


# City of Marshall - Fleet Planning Analysis

Current Fleet	51	Fleet Growth	0.00%	Proposed Fleet	51
Current Cycle	12.75	Annual Miles	6,000	Proposed Cycle	3.06
Current Maint.	\$100.00			Proposed Maint.	\$38.16
Maint. Cents Per Mile	\$0.20	Current MPG	16	Price/Gallon	\$3.00

## Fleet Costs Analysis

Fiscal Year	Fleet Mix			Fleet Cost							Annual Net Cash	
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease* Incl. Tax	Equity (Owned)	Equity (Leased)	Maintenance	Fuel		Fleet Budget
Average	51	4.0	51	0	139,778	0			61,200	57,375	258,353	0
'22	51	23	28	23	0	172,857	-195,000	-26,120	44,131	52,200	48,068	210,285
'23	51	14	17	34	0	258,711	-141,200	-116,165	35,967	49,725	87,038	171,315
'24	51	24	6	45	0	390,480	-149,500	-126,564	27,804	47,250	189,470	68,883
'25	51	17	0	51	0	398,716	-86,000	-180,150	23,351	45,900	201,817	56,536
'26	51	18	0	51	0	398,716	0	-224,592	23,351	45,900	243,375	14,978
'27	51	22	0	51	0	398,716		-253,456	23,351	45,900	214,511	43,842
'28	51	24	0	51	0	398,716		-202,883	23,351	45,900	265,083	-6,730
'29	51	20	0	51	0	398,716		-193,913	23,351	45,900	274,054	-15,701
'30	51	19	0	51	0	398,716		-186,916	23,351	45,900	281,051	-22,698
'31	51	17	0	51	0	398,716		-235,650	23,351	45,900	232,317	26,036



■ Fuel ■ Maintenance ■ Purchase

10 Year Savings	\$546,745	Avg. Sustainable Savings	\$4,950
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## Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	23	11	11	6	0	0
Est \$	\$8,478	\$12,836	\$13,591	\$14,333	\$0	\$0
TOTAL	\$195,000	\$141,200	\$149,500	\$86,000	\$0	\$0
Estimated Current Fleet Equity**					\$571,700	

\* 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

45% 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