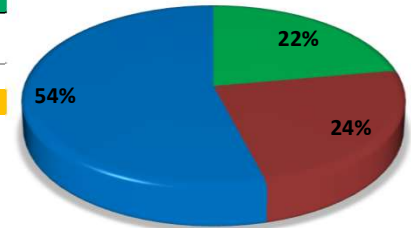


City of Marshall - Fleet Planning Analysis

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

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
Incl. Tax												
Average	51	4.0	51	0	139,778	0			61,200	57,375	258,353	0
'22	51	23	28	23	0	159,425	-23,000	-14,332	44,131	52,200	218,424	39,929
'23	51	6	24	27	0	187,912	-8,000	-79,981	41,162	51,300	192,394	65,959
'24	51	18	16	35	0	278,005	-28,000	-168,240	35,225	49,500	166,490	91,863
'25	51	21	9	42	0	352,618	-45,500	-146,117	30,030	47,925	238,957	19,396
'26	51	26	0	51	0	398,716	-76,500	-113,421	23,351	45,900	278,046	-19,693
'27	51	12	0	51	0	398,716		-322,793	23,351	45,900	145,174	113,179
'28	51	31	0	51	0	398,716		-73,644	23,351	45,900	394,323	-135,970
'29	51	8	0	51	0	398,716		-234,926	23,351	45,900	233,040	25,312
'30	51	27	0	51	0	398,716		-231,749	23,351	45,900	236,218	22,135
'31	51	20	0	51	0	398,716		-239,217	23,351	45,900	228,750	29,603
10 Year Savings											\$251,715	
Avg. Sustainable Savings											\$10,852	



■ Fuel ■ Maintenance ■ Purchase

Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	23	4	8	7	9	0
Est \$	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500	\$0
TOTAL	\$23,000	\$8,000	\$28,000	\$45,500	\$76,500	\$0
Estimated Current Fleet Equity**					\$181,000	

* 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