

Nov. 12, 2019
Physical mtg.

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minutes

Fleet Synopsis | Putnam County, New York

#4

Impact of Partnership

BACKGROUND

Location: Carmel, NY
Industry: Government
Total Vehicles: 137

THE SITUATION

Current fleet age is negatively impacting the overall budget and fleet operations

- **43%** of the light and medium duty fleet is currently **10 years or older**
 - Current vehicle cycle is over 10 years
- Older vehicles have higher fuel costs, maintenance costs and tend to be unreliable
- Current vehicle replacement policy is reactive and creates unpredictable capital needs



THE OBJECTIVES

Enterprise Fleet Management's proposal is to save Putnam County resources and budget dollars through a managed vehicle program

- Utilize an open-end lease* as a funding mechanism, allowing the County to acquire additional vehicles while avoiding a large capital budget outlay
- Replace aged vehicles with newer models to increase fuel efficiency and reduce maintenance expense. Maintenance and repairs will be still be done internally, just like today. Also, the integration of more fuel efficient vehicles will reduce carbon footprint
- Establish a proactive replacement plan that maximizes potential equity at time of resale, reduces operational expenses, and increases safety

*An open-end lease means there are no early termination, mileage, or abnormal wear and tear penalties. Leases are written to a residual balance to preserve cash flow. Putnam County receives flexibility of ownership, as well as net equity from sale at time of disposal.

CLIENT TESTIMONIAL

"The partnership with Enterprise Fleet Management has allowed St. Lawrence County to replace a significant portion of the fleet in times when the amount of available capital for expenditures has diminished. Enterprise provided data for estimated fuel, repairs and overall cost of ownership which provided the information needed for the Legislature to make an informed decision."

- Donald Chambers, St. Lawrence County Superintendent of Highways

THE RESULTS

By partnering with Enterprise Fleet Management, Putnam County will be able to replace vehicles more proactively and save on their overall fleet budget. The County will have a **dedicated account management** team that will provide recommendations on a quarterly basis on how to improve efficiencies and reduce the overall fleet budget. We have been able to help over 65 other municipalities in NY and have funded over 2,000 vehicles with this model. The program will implement safer, more reliable vehicles, reduce operating expenses, and liability concerns all while staying within your current budget. Over the next 10 years, Putnam County will be able to reduce their current vehicle cycle of **10 years down to 5 years** for no more than what the current budget is today.

SAVE
ON OPERATING EXPENSES

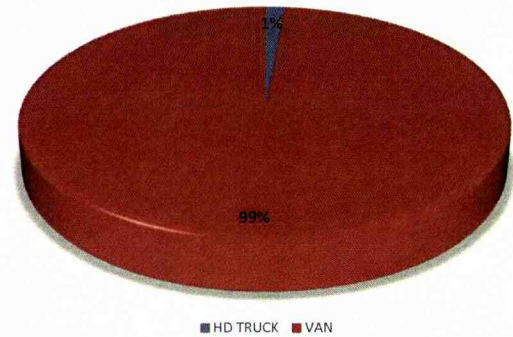
REDUCE
Driver Downtime & Increase Efficiency

INCREASED VISIBILITY & TRACKING

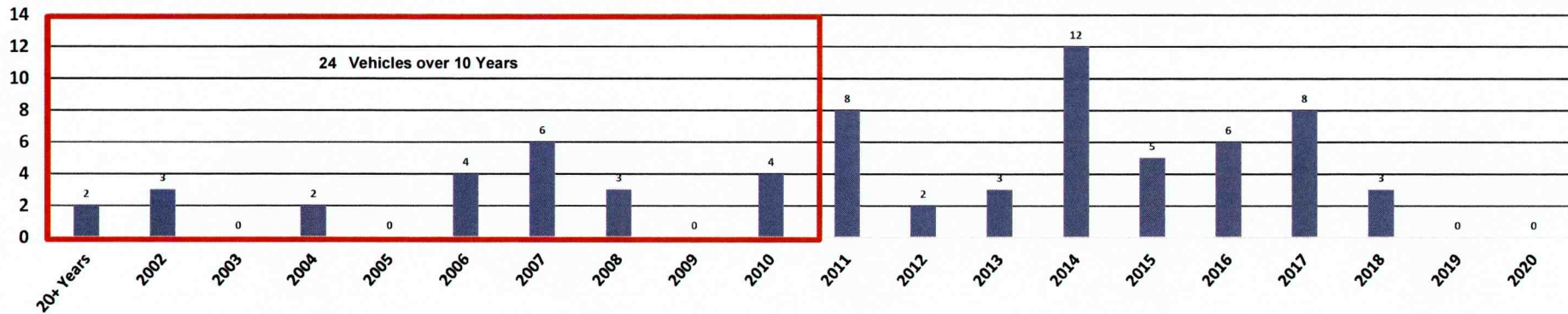
CPNJ - Fleet Profile

Fleet Profile				Fleet Replacement Schedule						Replacement Criteria
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2020	2021	2022	2023	2024	Under-Utilized	
Minivan-Passenger	5	7.1	10,500	0	3	1	1	0	0	* Fiscal Year 2020 = 10 years old and older, or odometer over 120,000
Full-size Van-Passenger	65	8.3	8,200	23	10	12	7	11	2	* Fiscal Year 2021 = 7 years old and older, or odometer over 100,000
3/4 Ton Pickup Reg 4x4	1	11.9	8,700	1	0	0	0	0	0	* Fiscal Year 2022 = 6 years old and older, or odometer over 60,000
										* Fiscal Year 2023 = 4 years old and older, or odometer over 55,000
										* Fiscal Year 2024 = Remaining Vehicles
										* Underutilized = Annual Mileage less than 2,500
Totals/Averages	71	8.3	8,400	24	13	13	8	11	2	

Vehicle Types



Model Year Analysis



IMPLEMENTING YOUR FLEET PLAN



Department	Year	Make	Model	Current Odometer	Assigned Category	Recommended Replacement Year	New Replacement Category
Probation	2004	Chevrolet	Impala	80,355	Full-size Sedan	ASAP	Full Size SUV 4x4
Consumer Affairs	2013	Ford	F350	14,484	1 Ton Pickup Quad 4x4	2020	Compact Pickup Quad 4x4
Bureau of Emergency Services	2000	GMC	3500	118,000	1 Ton Cab Chassis	2020	1 Ton Cab Chassis
Bureau of Emergency Services	1998	Ford	ECONOLINE	130,500	3/4 Ton Van Cargo	2020	3/4 Ton Van Cargo
District Attorney	2006	Nissan	Sentra	81,500	Compact Sedan	2020	Compact SUV 4x4
Highway	2006	CHEVY	CAR	81,500	Full-size Sedan	2020	Compact SUV 4x4
Highway	2006	CHEVROLET	PICK UP	81,500	1/2 Ton Pickup Ext 4x4	2020	1/2 Ton Pickup Ext 4x4
Highway	2006	CHEVROLET	PICK UP	81,500	3/4 Ton Pickup Ext 4x4	2020	3/4 Ton Pickup Ext 4x4
Highway	2005	CHEVROLET	PICK UP	87,500	3/4 Ton Pickup Ext 4x4	2020	3/4 Ton Pickup Ext 4x4
Highway	2005	CHEVROLET	PICK UP	87,500	3/4 Ton Pickup Ext 4x4	2020	3/4 Ton Pickup Ext 4x4
Highway	2006	CHEVY	TAHOE	81,500	Full Size SUV 4x4	2020	Full Size SUV 4x4
Highway	2002	GMC	TREE TRUCK	106,000	1 Ton Cab Chassis	2020	1 Ton Cab Chassis
Highway	2000	Ford	UTILITY TRUCK	118,000	1 Ton Cab Chassis	2020	1 Ton Cab Chassis
Highway	2007	CHEVROLET	UTILITY TRUCK	75,500	3/4 Ton Pickup Ext 4x4	2020	3/4 Ton Pickup Ext 4x4
Highway	2003	CHEVROLET	UTILITY TRUCK	100,000	3/4 Ton Pickup Reg 4x4	2020	3/4 Ton Pickup Reg 4x4
Highway	2003	CHEVROLET	UTILITY TRUCK	100,000	3/4 Ton Pickup Reg 4x4	2020	1 Ton Pickup Reg 4x4
Highway	2006	CHEVROLET	VAN	81,500	Full-size Van-Passenger	2020	Full-size Van-Passenger
Planning	2003	Ford	1 TON PICKUP	63,969	1 Ton Pickup Quad 4x4	2020	1 Ton Pickup Quad 4x4
Planning	2003	Chevrolet	Impala	100,000	Full-size Sedan	2020	Compact SUV 4x4
Social Services	2006	Jeep	Grand Cherokee	63,915	Mid Size SUV 4x4	2020	Mid Size SUV 4x4
Social Services	2003	Chevrolet	Impala	100,000	Full-size Sedan	2020	Compact SUV 4x4
Social Services	2003	Chevrolet	Impala	68,728	Full-size Sedan	2020	Compact SUV 4x4
Youth Bureau	2002	Chevrolet	Express	106,000	Full-size Van-Passenger	2020	Full-size Van-Passenger

New York County reduces fleet costs and stays on budget by partnering with Enterprise Fleet Management.

BACKGROUND

Location: Sullivan County, NY
 Industry: Government
 Total vehicles: 156 vehicles

THE PROBLEM

Sullivan County was trying to maintain an aging fleet with a fixed budget and fewer resources. On average, their vehicles were 8 years old and had been driven over 96,000 miles. Increasing expenses, such as fuel and maintenance were creating inefficiencies that were starting to exceed their budget. Sullivan County was also ordering new vehicles as the old ones became inoperable, causing delayed and inconsistent vehicle purchases.

THE SOLUTION

After partnering with Enterprise Fleet Management, the county implemented a plan to replace vehicles on a five-year schedule to help improve and streamline the ordering process. Sullivan County also benefits from a fixed and budgeted maintenance program to reduce all maintenance and repair costs. Since partnering with Enterprise Fleet Management, the county will be able to sell existing vehicles at a higher price through Enterprises' extensive number of resale outlets. In addition, the integration of more fuel efficient vehicles has reduced the county's carbon footprint.

“For the last year the Enterprise Account Team has helped us with every aspect of our fleet. The implementation of this program has been a smooth process with powerful data & analytics to support every recommendation. Enterprise is an invaluable partner and consistently provides us with exceptional customer service.”

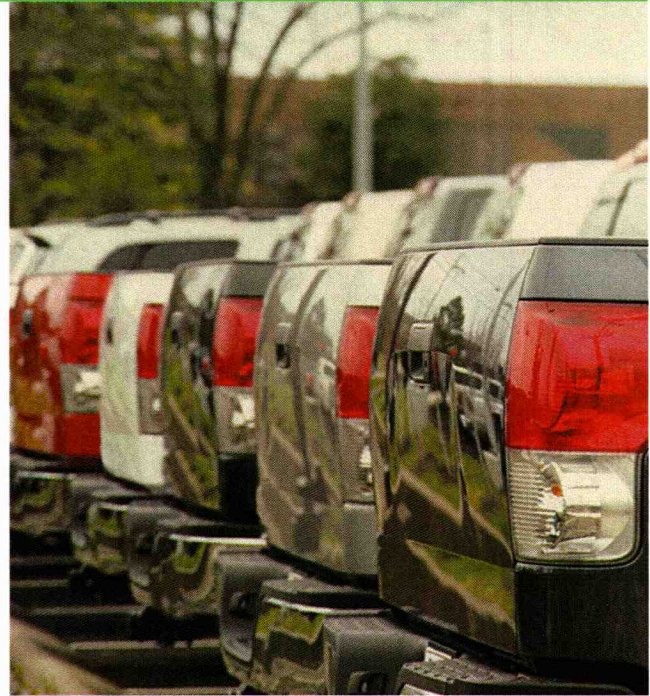
– Joshua Potosek, County Manager

Sullivan County shifted from reactively replacing inoperable vehicles to planning vehicle purchases, which allowed the county to replace more than 30 of its oldest vehicles within a year. By utilizing Enterprise's resale process, the county anticipates a \$700,000 return over the course of the next 5 years.

THE RESULTS

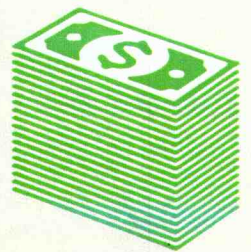
Enterprise Fleet Management was able to provide Sullivan County with a comprehensive vehicle management program to help identify the most cost effective vehicles for the county's needs. The aged fleet was replaced with newer vehicles to increase fuel efficiency and reduce maintenance expenses. Maintenance and repairs will be outsourced to local businesses in the county to further stimulate economic growth. The program is estimated to improve cash flow by over \$750,000 over the next 10 years.

To learn more, visit efleets.com or call 877-23-FLEET.



Key Results

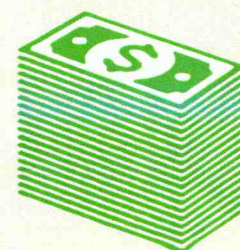
**ESTIMATED
\$750,000
SAVINGS OVER
THE NEXT 10 YEARS**



**30 NEW VEHICLES
IN ONE YEAR**



**ESTIMATED
\$700,000
RETURN ON
VEHICLE RESALE**



Columbia County expects to save over \$320,000 with Enterprise's Program.

BACKGROUND

Location: Hudson, NY
Industry: Government
Total vehicles: 124 vehicles

THE PROBLEM

Columbia County's budget was being negatively impacted by an aging fleet. Almost half of the county's fleet was 10 years or older. The county would only purchase new vehicles when broken-down vehicles were inoperable, creating unpredictable capital expenses.

THE SOLUTION

Columbia County partnered with Enterprise Fleet Management to reduce the average age of the fleet. Enterprise proposed a plan that would allow the county to replace vehicles every five years. In addition, the county would be able to gain over \$200,000 in capital from the resale of the existing vehicles, over a five-year span.

"The biggest benefit for Columbia County is that our relationship with Enterprise has given us the ability to provide more efficient, safer vehicles to our Departments and the citizens that they serve, while keeping capital spending to a minimum."

– Matt Murell, Chairman

"Columbia County supervisors approved a contract with Enterprise Fleet Management to shift [their non-first responder vehicles] to a leased vehicle fleet to reduce maintenance costs and reduce capital outlay."

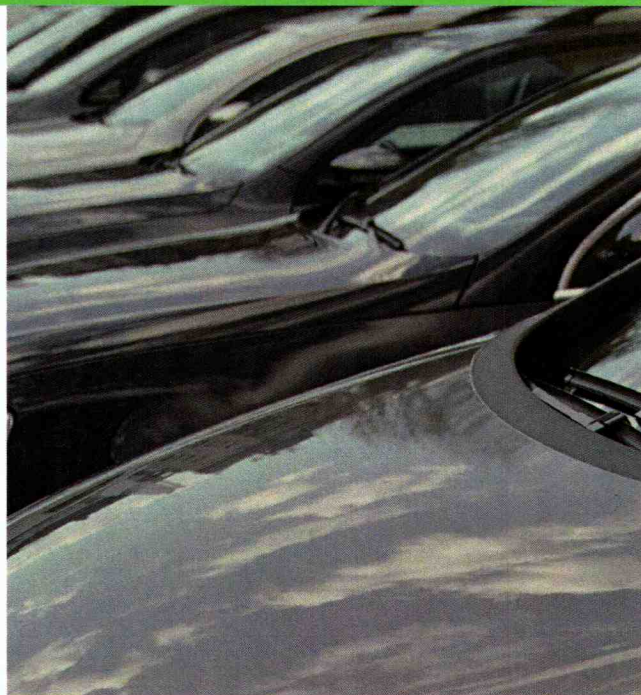
– GovernmentFleet.com,

N.Y. County's Fleet Leasing Plan Reduces Costs, August 19, 2015

THE RESULTS

The county's new vehicles have driven down fuel expenses with increased fuel efficiency – reducing overall maintenance expenses and decreasing vehicle downtime. All of this, coupled with an annual fleet evaluation to continually assess the county's costs has simplified operations and improved the county image.

To learn more, visit efleets.com or call 877-23-FLEET.



Key Results

**ESTIMATED
\$320,000
SAVINGS OVER
THE NEXT 10 YEARS**



**SAFER VEHICLES
WITH IMPROVED IMAGE**



**INCREASED FUEL
EFFICIENCY BY
20-25%**



NY Municipal References

Auburn Enlarged City School District

Board of Education, City of Buffalo

Brazilian Financial Office

Buffalo Municipal Housing Authority

City of Amsterdam

City of Elmira

City of Fulton

City of Lockport

City of Mount Vernon

City of Oneida

College Association, Inc

Cornell Cooperative Extension of Suffolk County

County of Allegany

County of Cattaraugus

County of Cayuga

County of Chautauqua

County of Chemung

County of Columbia

County of Cortland

County of Erie

County of Genesee

County of Lewis

County of Oneida

County of Ontario

County of Oswego

County of Otsego

County of Sullivan

Erie 2 Chautauqua-Cattaraugus BOCES

Fort Drum Mountain Community Homes

Franklin County

Jefferson-Lewis BOCES

Madison County

NY Municipal References

Madison-Oneida BOCES	St. Lawrence-Lewis BOCES
Mission of the Russian Federation to the UN	Steuben County
Monroe Community College	Suffolk County
Morrisville Auxiliary Corporation	Syracuse Housing Authority
Municipal Housing Authority for the City of Yonkers	Town / Village of East Rochester
New York State Troopers Police Benevolent Assoc.	Town of Cheektowaga
Niagara Falls Water Board	Town of Gates
NYCEDC	Town of Huntington
Onondaga-Cortland-Madison BOCES	Town of Montgomery
Orange County	Town of Newburgh
Oswego County BOCES	Town of Niagara
Permanent Mission of Cuba to the U.N.	Town of Ramapo
Rochester Housing Authority	Town of Seneca Falls
Rockland BOCES	Town of Smithtown
Seneca County	UFCW Local 1500
Sheltering Arms Children and Family Services	Washington County Economic Opportunity Council
St. Lawrence County	