

## Request for Legislative Action

Res. #20770

Sponsor: Charlie Franklin

Date: September 27, 2021

### Completed by County Counselor's Office

Action Requested:	Resolution	Res.Ord No.:	20770
Sponsor(s):	Charlie Franklin	Legislature Meeting Date:	9/27/2021

### Introduction

**Action Items:** ['Authorize', 'Award']

**Project/Title:**

Authorizing the County Executive to enter into a Master Lease Equity Agreement and a Maintenance Management Agreement with Enterprise Fleet Management Inc. under a State of Missouri contract for fleet management for all County departments who currently own cars or light duty trucks.

### Request Summary

This resolution will authorize the County Executive to sign all agreements necessary for Jackson County to participate in a State of Missouri contract with Enterprise Fleet Management Inc. for the leasing of all sedans, and light-duty vehicles in various County departments with a projected maintenance and purchase savings to the County of \$1.9 million over ten years. Under this agreement, Jackson County would begin to lease all of its sedans, and light-duty trucks beginning in 2022 instead of each department purchasing and maintaining its own vehicles. Enterprise would purchase our existing fleet of vehicles for a fair market value based on its current condition and resale value. The County would then subsequently lease vehicles from Enterprise Fleet Management who would acquire the vehicles through various governmental vehicle purchase programs. The County would lease those vehicles until such time (1 to 5 years for most vehicles) as the market resale value of the vehicle was maximized and then Enterprise would share the sales proceeds of those used vehicles with the County to offset a portion of the lease costs. The financial savings to the County accrues by maximizing resale value of County vehicles, reducing maintenance costs by driving newer vehicles, and fuel savings through better gas mileage on newer vehicles. Enterprise Fleet Management will also provide contract fleet maintenance services using local service providers, thus eliminating the requirement that current County staff manage that process on behalf of individual departments. The County will continue to directly purchase and maintain its fleet of heavy duty vehicles (dump trucks) and specialized equipment (mowers, skid loaders, etc).

### Contact Information

<b>Department:</b>	County Executive Office	<b>Submitted Date:</b>	9/3/2021
<b>Name:</b>	Troy Schulte	<b>Email:</b>	TSchulte@jacksongov.org
<b>Title:</b>	County Administrator	<b>Phone:</b>	816-881-1079

### Budget Information

Amount authorized by this legislation this fiscal year:	\$ 0
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## Request for Legislative Action

Amount previously authorized this fiscal year:			\$ 0
Total amount authorized after this legislative action:			\$
Is it transferring fund?			No
<b>Single Source Funding:</b>			
Fund:	Department:	Line Item Account:	Amount:
			<b>!Unexpected End of Formula</b>

## Request for Legislative Action

<b>Prior Legislation</b>	
<b>Prior Ordinances</b>	
Ordinance:	Ordinance date:
<b>Prior Resolution</b>	
Resolution:	Resolution date:
20695	June 14, 2021

<b>Purchasing</b>	
Does this RLA include the purchase or lease of supplies, materials, equipment or services?	Yes
Chapter 10 Justification:	Fixed Price Contract
Core 4 Tax Clearance Completed:	Yes
Certificate of Foreign Corporation Received:	Yes
Have all required attachments been included in this RLA?	Yes

<b>Compliance</b>	
<b>Certificate of Compliance</b>	
In Compliance	
<b>Minority, Women and Veteran Owned Business Program</b>	
Goals Not Applicable for following reason: Contract is with another government agency	
MBE:	.00%
WBE:	.00%
VBE:	.00%
<b>Prevailing Wage</b>	
Not Applicable	

<b>Fiscal Information</b>	
<ul style="list-style-type: none"><li>This legislative action does not impact the County financially and does not require Finance/Budget approval.</li></ul>	

## Request for Legislative Action

### History

Troy Schulte at 9/3/2021 10:37:14 AM - [Submitted | ]  
Department Director: Sylvya Stevenson at 9/3/2021 11:30:51 AM - [ Approved | ]  
Finance (Purchasing): Barbara J. Casamento at 9/7/2021 9:06:23 AM - [ Approved | ]  
Compliance: Jaime Guillen at 9/7/2021 11:38:13 AM - [ Approved | ]  
Finance (Budget): Mark Lang at 9/7/2021 2:36:48 PM - [ Not applicable | ]  
Executive: Sylvya Stevenson at 9/7/2021 2:56:59 PM - [ Approved | ]  
Legal: Elizabeth Freeland at 9/23/2021 11:02:10 AM - [ Approved | ]

### Fiscal Note:

This expenditure was included in the Annual Budget.

PC#

Date: September 22, 2021

RES # 20770

eRLA ID #: 226

Org Code/Description

<u>Object Code/Description</u>
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Not to Exceed

**Subject to appropriation in the 2022 and future years' budget.**

\$ -

**APPROVED**

*By Mark Lang at 12:50 pm, Sep 22, 2021*

Budget Office

\$ -



**FLEET MANAGEMENT**

**PREPARED FOR:**

# Jackson County, MO

**Ken Olsen**

**FLEET CONSULTANT**

**314-825-2208**

**PHONE**

**[Kenneth.P.Olsen@efleets.com](mailto:Kenneth.P.Olsen@efleets.com)**

**EMAIL**



## **FLEET SYNOPSIS | Jackson County**

## Executive Summary

Enterprise Fleet Management is a privately held, full-service fleet management business for government agencies and other organizations operating medium-sized fleets of 20 or more vehicles. Enterprise Fleet Management is an affiliate of Enterprise Holdings and owned by the Taylor family of St. Louis.

With more than 50 fully staffed offices in the U.S. and Canada, the local Enterprise Fleet Management teams of experts assemble customized fleet management programs that are just right for our clients. Our expertise covers the full spectrum of a vehicle's lifecycle, including acquisition, registration, maintenance, use reporting, fuel card programs, and remarketing, as well as fleet analysis and optimization. And with more than 630,000 fleet vehicles managed across North America, Enterprise supplies a vast variety of makes and models for all vehicle categories, from cars to light- and medium-duty trucks, service vehicles, and emergency response police units.

Jackson County will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs. Your Account Team is located here in Kansas City so we can quickly arrive in-person to address any of your needs. Gina Lindell will be your Account Manager and will meet with Jackson County 4 times per year at a minimum to discuss strategy, budget preparation, and operational excellence.

Enterprise Fleet Management uses a combination of online tools, technologies, and automated processes to give our clients complete oversight of their fleet, lower overall costs, and provide convenience for drivers and administrators. These resources complement our local account management teams and allow us to supplement local support with self-service capabilities.

Enterprise is prepared to assist in all aspects of Jackson County's fleet management structure from acquisition to resale. We have already designed a financial model that will guide your Account Team from the start. Leveraging the strong government acquisition power, low mileage patterns, and the Enterprise resale abilities, this financial model will allow the entity to operate a newer, more efficient fleet at a lower budget and overall cost of ownership. This will also reduce the operational fuel and maintenance expenses, along with lowering the carbon footprint.

## PARKS & PUBLIC WORKS - SITUATION

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

- 59% of the light and medium duty fleet is currently 10 years or older
- 75% of the light and medium duty fleet is currently 6 years or older
- 13 years is the current average age of the fleet
- Over 20 years – time it would take to cycle the entire fleet at current acquisition rates
- Older vehicles have higher fuel costs, maintenance costs and tend to be unreliable, causing increased downtime and loss of productivity.

## THE OBJECTIVES

### Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$1,919,328 in 10 years

- Shorten the current vehicle life cycle from 20 years to 3 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Free up more than \$1 million in capital from the salvage of 151 vehicles in the first five years
- Significantly reduce Maintenance to an average monthly cost of \$41 vs. current \$187
- Reduce the overall fuel spend through more fuel-efficient vehicles
- Leverage an open-ended lease to maximize cash flow opportunities and recognize equity.

### Increase employee safety with newer vehicles

- Currently:
  - 72 vehicles predate Anti-Lock Brake standardization (2007)
  - 92 vehicles predate Electronic Stability Control standardization (2012)
    - *ESC is the most significant safety invention since the seatbelt*
  - 137 vehicles predate standardization of back up camera (2018)

## THE RESULTS

By partnering with Enterprise Fleet Management, it is estimated that the County will reduce their fuel costs by over 20%. The County will also reduce maintenance cost by approximately 80%. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold. Furthermore, the County will leverage Enterprises Fleet Management's ability to sell vehicles at an average of 112% above Commercial Value Index. By shifting from a reactively replacing inoperable vehicles to planning vehicle purchases, Jackson County will be able replace 156 of its oldest vehicles within the first year, turning 100% of their vehicles into newer, safer, more efficient models.



## SHERIFF - SITUATION

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

- 12% of the light and medium duty fleet is currently 10 years or older
- 59% of the light and medium duty fleet is currently 6 years or older
- 7 years is the current average age of the fleet
- Over 11 years – time it would take to cycle the entire fleet at current acquisition rates
- Older vehicles have higher fuel costs, maintenance costs and tend to be unreliable, causing increased downtime and loss of productivity.

## THE OBJECTIVES

### Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$1,117,029 in 10 years

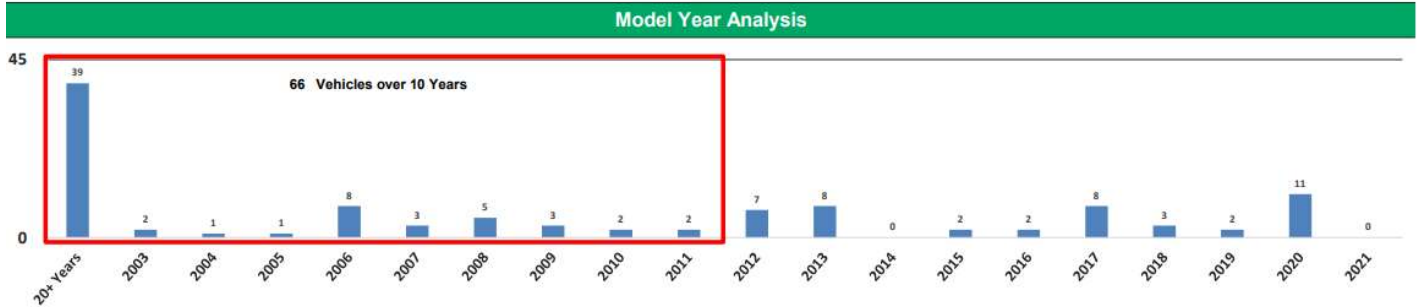
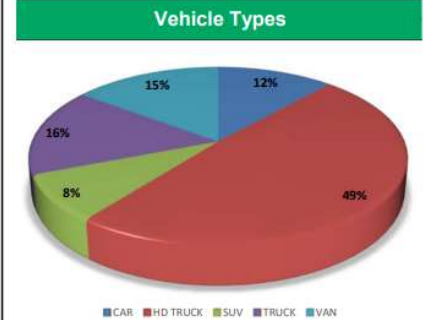
- Shorten the current vehicle life cycle from 11 years to 5 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Free up more than \$1.1 million in capital from the salvage of 103 vehicles in the first five years
- Significantly reduce Maintenance to an average monthly cost of \$84 vs. current \$325
- Reduce the overall fuel spend through more fuel-efficient vehicles
- Leverage an open-ended lease to maximize cash flow opportunities and recognize equity.

### Increase employee safety with newer vehicles

- Currently:
  - 3 vehicles predate Anti-Lock Brake standardization (2007)
  - 12 vehicles predate Electronic Stability Control standardization (2012)
    - *ESC is the most significant safety invention since the seatbelt*
  - 70 vehicles predate standardization of back up camera (2018)

# FLEET ANALYSIS | Jackson County Parks

Fleet Profile				Fleet Replacement Schedule						Replacement Criteria
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2021	2022	2023	2024	2025	Under-Utilized	Fleet replacement based on equity in existing fleet
Full-size Sedan	11	16.2	12,500	11	0	0	0	0	0	
Minivan-Cargo	2	4.2	6,200	2	0	0	0	0	0	
Minivan-Passenger	4	19.6	5,000	4	0	0	0	0	0	
Full-size Van-Passenger	3	15.3	6,100	3	0	0	0	0	0	
3/4 Ton Van Cargo	4	1.1	3,000	4	0	0	0	0	0	
1 Ton Van Cargo	1	15.3	12,200	1	0	0	0	0	0	
Compact SUV 4x4	4	12.8	12,500	4	0	0	0	0	0	
Mid Size SUV 4x2	2	20.4	5,900	2	0	0	0	0	0	
Mid Size SUV 4x4	1	9.3	4,600	1	0	0	0	0	0	
Full Size SUV 4x2	1	19.3	11,200	1	0	0	0	0	0	
1/2 Ton Pickup Reg 4x4	14	16.0	8,000	14	0	0	0	0	0	
1/2 Ton Pickup Quad 4x4	1	15.3	12,200	1	0	0	0	0	0	
3/4 Ton Pickup Reg 4x2	18	18.6	8,900	18	0	0	0	0	0	
3/4 Ton Pickup Quad 4x4	1	15.3	9,800	1	0	0	0	0	0	
1 Ton Pickup Reg 4x4	15	10.8	7,900	15	0	0	0	0	0	
1 Ton Pickup Quad 4x4	5	8.2	9,300	5	0	0	0	0	0	
1 Ton Cab Chassis	7	21.5	5,700	7	0	0	0	0	0	
Mid Size SUV 4x4 - Ranger	15	7.7	18,300	15	0	0	0	0	0	
Totals/Averages	109	13.8	9,800	109	0	0	0	0	0	



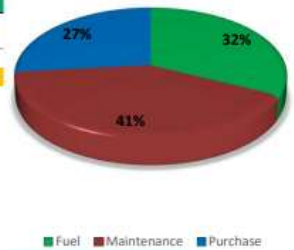
Current Fleet	109	Fleet Growth	0.00%	Proposed Fleet	109
Current Cycle	20.96	Annual Miles	9,800	Proposed Cycle	3.22
Current Maint.	\$187.00			Proposed Maint.	\$44.84
Maint. Cents Per Mile	\$0.23	Current MPG	10	Price/Gallon	\$1.80

## 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	
Average	109	5.2	109	0	158,761	0	-2,600		244,596	192,276	593,033	0	
'21	101	109	-8	109	0	746,815	-795,855	-71,036	40,696	150,775	71,395	521,638	
'22	101	23	-8	109	0	746,815	0	-352,994	40,696	150,775	585,292	7,741	
'23	101	57	-8	109	0	746,815	0	-71,036	40,696	150,775	867,250	-274,217	
'24	101	23	-8	109	0	746,815	0	-352,994	40,696	150,775	585,292	7,740	
'25	101	57	-8	109	0	746,815	0	-869,582	40,696	150,775	68,704	524,329	
'26	109	75	0	109	0	746,815		-352,994	58,648	153,821	606,290	-13,258	
'27	109	57	0	109	0	746,815		-71,036	58,648	153,821	888,248	-295,215	
'28	109	23	0	109	0	746,815		-352,994	58,648	153,821	606,290	-13,258	
'29	109	57	0	109	0	746,815		-71,036	58,648	153,821	888,248	-295,215	
'30	109	23	0	109	0	746,815		-1,151,540	58,648	153,821	-192,256	785,288	
10 Year Savings										\$955,574		Avg. Sustainable Savings	\$33,668

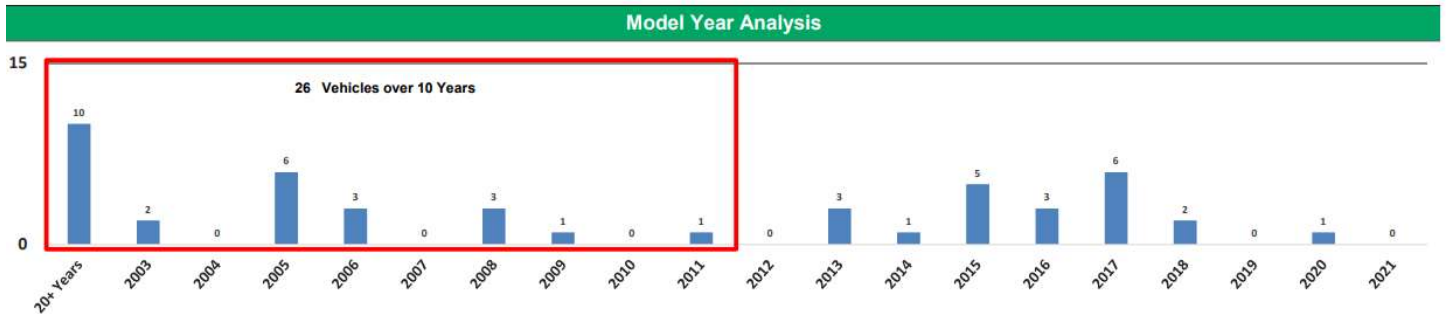
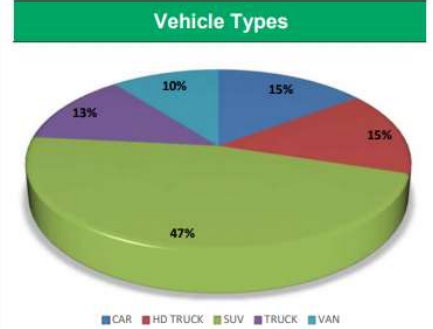
32%  
27%  
41%

Fuel Maintenance Purchase



# FLEET ANALYSIS | Jackson County Public Works

Fleet Profile				Fleet Replacement Schedule						Replacement Criteria
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2021	2022	2023	2024	2025	Under-Utilized	Fleet replacement based on equity in existing fleet
Full-size Sedan	7	15.1	10,900	6	0	0	0	0	1	
Minivan-Cargo	2	4.2	2,800	2	0	0	0	0	0	
Minivan-Passenger	3	13.6	12,600	3	0	0	0	0	0	
Compact SUV 4x4	8	7.1	8,800	7	0	0	0	0	1	
Mid Size SUV 4x2	6	18.7	8,600	3	0	0	0	0	3	
Mid Size SUV 4x4	7	9.4	9,300	6	0	0	0	0	1	
Full Size SUV 4x2	1	18.3	8,000	0	0	0	0	0	1	
1/2 Ton Pickup Reg 4x4	3	16.0	9,000	2	0	0	0	0	1	
1/2 Ton Pickup Ext 4x4	3	14.3	13,600	3	0	0	0	0	0	
3/4 Ton Pickup Reg 4x2	4	11.8	7,500	4	0	0	0	0	0	
3/4 Ton Pickup Ext 4x4	3	6.8	12,700	3	0	0	0	0	0	
Totals/Averages	47	12.0	9,600	39	0	0	0	0	8	



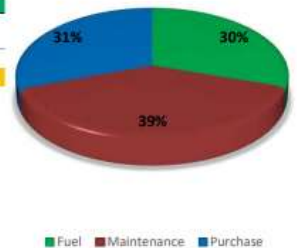
Current Fleet	47	Fleet Growth	-3.91%	Proposed Fleet	39
Current Cycle	15.67	Annual Miles	11,600	Proposed Cycle	1.51
Current Maint.	\$187.00			Proposed Maint.	\$39.66
Maint. Cents Per Mile	\$0.19	Current MPG	10	Price/Gallon	\$1.80

## 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	
Average	47	3.0	47	0	82,494	0	-1,500		105,468	81,216	267,678	0	
'21	39	39	0	39	0	245,925	-302,060	-70,468	18,561	64,973	-43,069	310,747	
'22	39	25	0	39	0	245,925	0	-178,024	18,561	64,973	151,436	116,242	
'23	39	37	0	39	0	245,925	0	-70,468	18,561	64,973	258,991	8,687	
'24	39	25	0	39	0	245,925	0	-178,024	18,561	64,973	151,436	116,242	
'25	39	37	0	39	0	245,925	0	-88,993	18,561	64,973	240,467	27,211	
'26	39	27	0	39	0	245,925	0	-178,024	18,561	64,973	151,436	116,242	
'27	39	37	0	39	0	245,925	0	-70,468	18,561	64,973	258,991	8,687	
'28	39	25	0	39	0	245,925	0	-178,024	18,561	64,973	151,436	116,242	
'29	39	37	0	39	0	245,925	0	-70,468	18,561	64,973	258,991	8,687	
'30	39	25	0	39	0	245,925	0	-196,548	18,561	64,973	132,911	134,767	
10 Year Savings										\$963,754		Avg. Sustainable Savings	\$76,925

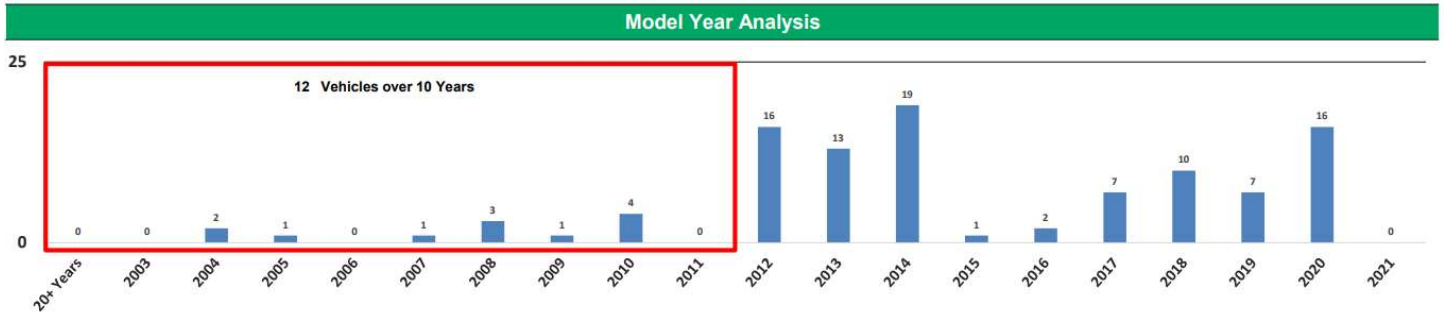
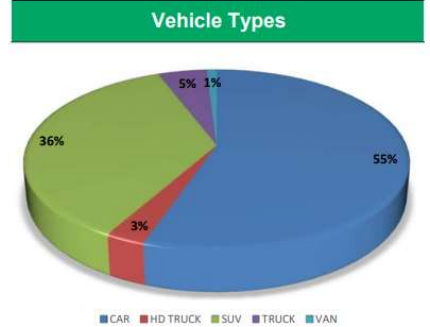
A 3D pie chart illustrating the cost breakdown. The largest portion is Maintenance at 39% (dark red), followed by Fuel at 31% (blue), and Purchase at 30% (green).

Category	Percentage
Fuel	31%
Maintenance	39%
Purchase	30%



# FLEET ANALYSIS | Jackson County Sheriff

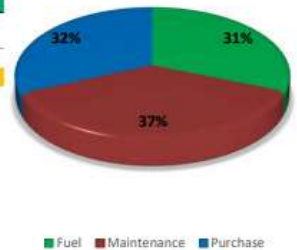
Fleet Profile				Fleet Replacement Schedule						Replacement Criteria	
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2021	2022	2023	2024	2025	Under-Utilized		
Full-size Sedan	57	7.7	16,600	44	7	2	4	0	0	* Fiscal Year 2021 = 10 years old and older, or odometer over 100,000	
Full-size Van-Passenger	1	17.4	5,100	1	0	0	0	0	0	* Fiscal Year 2022 = 6 years old and older, or odometer over 75,000	
Compact SUV 4x4	1	8.3	17,800	1	0	0	0	0	0	* Fiscal Year 2023 = 3 years old and older, or odometer over 50,000	
Mid Size SUV 4x4	15	3.6	16,700	1	3	11	0	0	0	* Fiscal Year 2024 = 2 years old and older, or odometer over 25,000	
Full Size SUV 4x2	3	11.3	13,500	3	0	0	0	0	0	* Fiscal Year 2025 = Remaining Vehicles	
Full Size SUV 4x4	18	1.3	14,500	0	0	0	2	16	0	* Underutilized = Annual Mileage less than 2,500	
1/2 Ton Pickup Reg 4x4	1	11.3	15,700	1	0	0	0	0	0		
1/2 Ton Pickup Ext 4x4	2	13.3	11,900	2	0	0	0	0	0		
1/2 Ton Pickup Quad 4x4	2	9.8	9,700	1	0	0	1	0	0		
3/4 Ton Pickup Ext 4x4	1	14.3	5,500	1	0	0	0	0	0		
3/4 Ton Pickup Quad 4x4	1	5.3	12,500	0	0	1	0	0	0		
1 Ton Cab Chassis	1	16.4	4,300	1	0	0	0	0	0		
Totals/Averages	103	6.5	15,600	56	10	14	7	16	0		



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	
Average	103	9.1	103	0	342,430	0	-9,100		401,700	337,428	1,072,458	0	
'21	103	56	47	56	0	451,212	-181,500	-27,975	239,413	300,737	781,887	290,571	
'22	103	14	37	66	0	544,096	-45,050	-39,394	210,433	294,185	964,269	108,188	
'23	103	19	23	80	0	674,417	-102,550	-27,975	169,861	285,012	998,765	73,693	
'24	103	11	16	87	0	726,505	-105,600	-56,989	149,575	280,426	993,917	78,541	
'25	103	23	0	103	0	881,297	-200,000	-427,088	103,207	269,942	627,358	445,099	
'26	103	56	0	103	0	881,297		-132,319	103,207	269,942	1,122,127	-49,669	
'27	103	17	0	103	0	881,297		-141,778	103,207	269,942	1,112,668	-40,211	
'28	103	18	0	103	0	881,297		-106,433	103,207	269,942	1,148,013	-75,556	
'29	103	13	0	103	0	881,297		-201,409	103,207	269,942	1,053,037	19,420	
'30	103	21	0	103	0	881,297		-448,942	103,207	269,942	805,505	266,952	
10 Year Savings											\$1,117,029	Avg. Sustainable Savings	\$24,187

32% 31% 37%

Fuel Maintenance Purchase





# CASE STUDY | Jackson County

## CASE STUDY | CITY OF LENEXA



### The City of Lenexa see big savings with new fleet vehicles.

#### BACKGROUND

Location: Lenexa, KS  
Industry: Government  
Total vehicles: 72 vehicles

#### THE CHALLENGE

The City of Lenexa was holding onto vehicles for 10 years and would only replace the vehicles if maintenance costs became too high or they were inoperable. As issues would arise, city managers would rush to get the vehicle fixed, find funds to cover the repair and make sure the employee was able to do his or her job. The process of maintaining an aged fleet with high and unpredictable maintenance costs became a grueling task for The City to manage.

#### THE SOLUTION

Enterprise Fleet Management presented the City of Lenexa with a proactive fleet management program. The solution would replace most of the light-duty vehicles within the first year of partnering with Enterprise, which would provide the city with a newer, more reliable fleet.

**"We were skeptical at first because the numbers looked too good to be true. Once we made the choice to work with Enterprise Fleet Management, it was exciting to have a new fleet of vehicles for our employees. When we saw savings over 22% on fuel costs, just by switching to newer vehicles, that alone was worth the change."**

— Nick Arena, Asst. Municipal Services Director

By replacing 45 light-duty vehicles in the first year, The City realized immediate operational savings. Enterprise Fleet Management helped acquire vehicles with volume incentives to lower the initial order and reduce the total cost of ownership for the City of Lenexa.

#### THE RESULTS

The City now offers its employees vehicles that have up-to-date safety features and with overall improved reliability. This has helped improve the satisfaction of the workforce. The partnership has also helped The City standardize its fleet and utilize the best vehicles based on the equipment needed for the job. The program offers flexibility to replace units more frequently, in shorter cycles so it will continue to experience overall savings. With a newer fleet of vehicles, The City of Lenexa experienced a 22% decrease in fuel costs and a 70% decrease in unplanned maintenance expenses. Additionally, the new fleet strategy allows city employees to focus solely on their core responsibilities instead of vehicle maintenance issues.

To learn more, visit [efleets.com](http://efleets.com) or call 877-23-FLEET.

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#### Key Results

**22%**  
SAVINGS  
IN FUEL COSTS



REDUCED MAINTENANCE  
SPEND BY  
**70%**

**6%**  
TOTAL SAVINGS  
WITH FLEET AGE  
LESS THAN 5 YEARS



# PROGRAM RESOURCES | Jackson County

## SAFETY

- 39% of all vehicles are older than 10 years of age and do not contain the most up to date safety features, such as electronic stability control and airbag standardization and anti-lock brake control.

## ACCOUNT MANAGEMENT

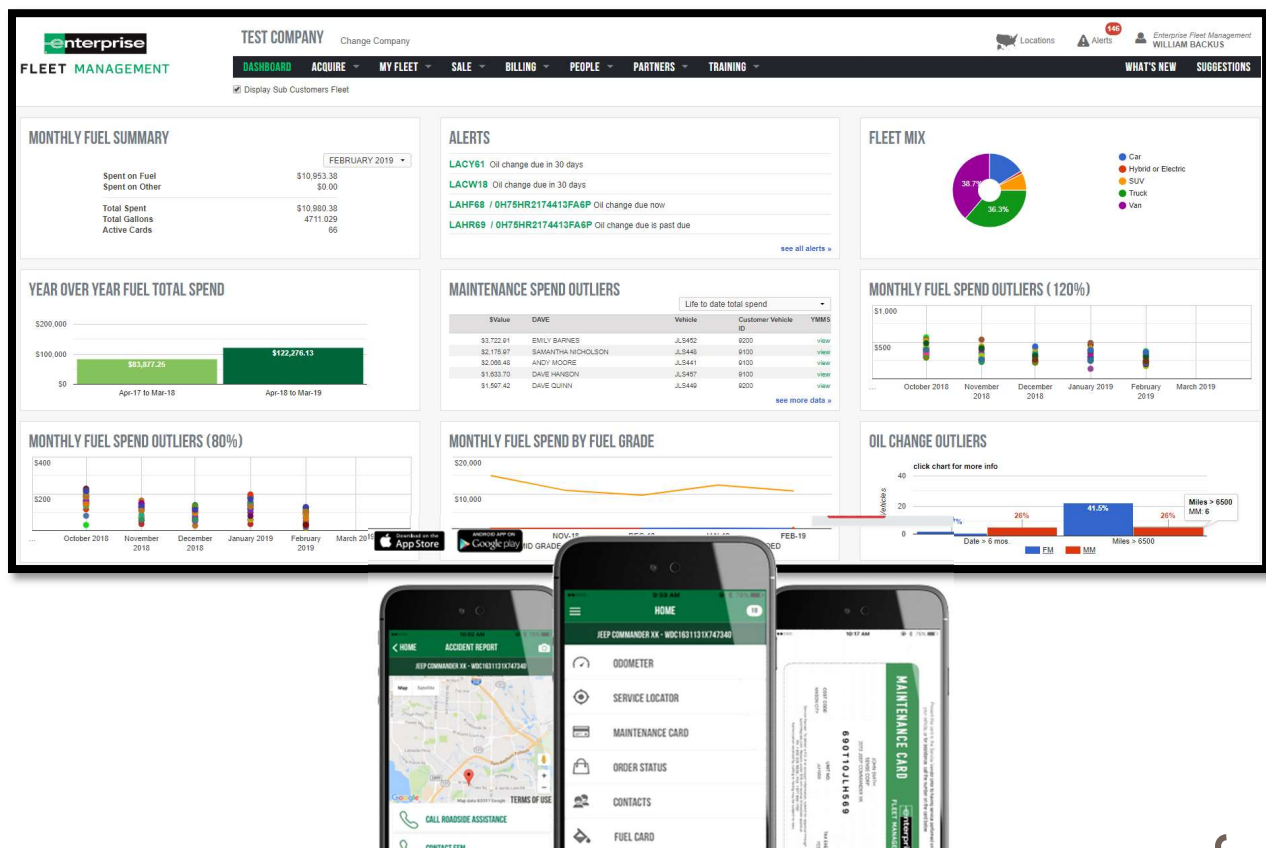
Jackson County will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.

- Your dedicated Account Manager meets with you 4 times at a minimum per year for both financial and strategic planning.
- Your Account Manager will provide on-going analysis – this will include most cost-effective vehicle makes/models, cents per mile, total cost of ownership, and fleet replacement analysis.

## TECHNOLOGY

Enterprise Fleet Management's website provides vehicle tracking, reporting, and metrics. Our website can be customized to view a wide range of data so that you may have a comprehensive and detailed look at all aspects of your fleet and the services provided. Our Mobile App gives drivers all the convenience and functionality they need.

- **Consolidated Invoices** - Includes lease, maintenance, and any additional ancillaries
- **Maintenance Utilization** - Review the life-to-date maintenance per vehicle
- **Recall Information** - See which units have open recalls
- **License & Registration** - See which plate renewals are being processed by Enterprise and view status
- **Alerts** - Set customizable alerts for oil changes, lease renewals, license renewals, and billing data
- **Lifecycle Analysis** - See data regarding all transactions for the lifecycle of the entire fleet, with drill-down capability to any specific lease or transaction



# REFERENCES | Jackson County

## LOCAL CURRENT PARTNERS

- State of Missouri
- City of Independence, MO
- City of Lenexa, KS
- City of Branson, MO
- City of Prairie Village, KS
- City of Lake Ozark, MO
- City of Smithville MO
- City of Willard, MO
- Unified Government of Wyandotte County, KS
- Shawnee County, KS
- City of Jefferson City, MO
- City of Raymore, MO
- City of Camdenton, MO
- City of Gladstone, MO
- City of Florissant, MO
- City of Pleasant Hill, MO

## COOPERATIVES:

### **Piggyback the Missouri State Contract for Fleet Management that addresses the following:**

- Access to all fleet management services as applicable to the needs of the entity
- Supports the entities need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices
- <https://archive.ia.mo.gov/purch/oa/cc192595.pdf>

### **Piggyback the Sourcewell awarded RFP #060618-EFM that addresses the following:**

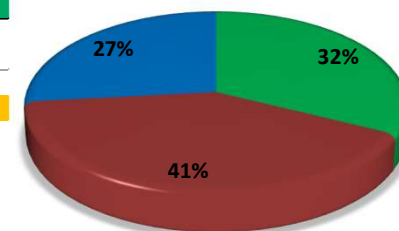
- Access to all fleet management services as applicable to the needs of the entity
- Supports the entities need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices
- **Jackson County's member number is #50994**
- [https://www.sourcewell-mn.gov/sites/default/files/2018-09-17/RFP%20060618%20Fleet%20Management\\_1.pdf](https://www.sourcewell-mn.gov/sites/default/files/2018-09-17/RFP%20060618%20Fleet%20Management_1.pdf)
- <https://www.sourcewell-mn.gov/cooperative-purchasing/060618-efm>

# Jackson County Parks Dept - Fleet Planning Analysis

Current Fleet	109	Fleet Growth	0.00%	Proposed Fleet	109
Current Cycle	20.96	Annual Miles	9,800	Proposed Cycle	3.22
Current Maint.	\$187.00			Proposed Maint.	\$44.84
Maint. Cents Per Mile	\$0.23	Current MPG	10	Price/Gallon	\$1.80

## Fleet Costs Analysis

Fiscal Year	Fleet Mix			Fleet Cost							Annual	
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	109	5.2	109	0	158,761	0	-2,600		244,596	192,276	593,033	0
'21	101	109	-8	109	0	746,815	-795,855	-71,036	40,696	150,775	71,395	521,638
'22	101	23	-8	109	0	746,815	0	-352,994	40,696	150,775	585,292	7,741
'23	101	57	-8	109	0	746,815	0	-71,036	40,696	150,775	867,250	-274,217
'24	101	23	-8	109	0	746,815	0	-352,994	40,696	150,775	585,292	7,740
'25	101	57	-8	109	0	746,815	0	-869,582	40,696	150,775	68,704	524,329
'26	109	75	0	109	0	746,815		-352,994	58,648	153,821	606,290	-13,258
'27	109	57	0	109	0	746,815		-71,036	58,648	153,821	888,248	-295,215
'28	109	23	0	109	0	746,815		-352,994	58,648	153,821	606,290	-13,258
'29	109	57	0	109	0	746,815		-71,036	58,648	153,821	888,248	-295,215
'30	109	23	0	109	0	746,815		-1,151,540	58,648	153,821	-192,256	785,288



■ Fuel ■ Maintenance ■ Purchase

10 Year Savings

\$955,574

Avg. Sustainable Savings

\$33,668

## Current Fleet Equity Analysis

YEAR	2021	2022	2023	2024	2025	Under-Utilized
QTY	109	0	0	0	0	8
Est \$	\$7,301	\$0	\$0	\$0	\$0	\$0
TOTAL	\$795,855	\$0	\$0	\$0	\$0	\$0
Estimated Current Fleet Equity**					\$795,855	

\* 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

61% 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

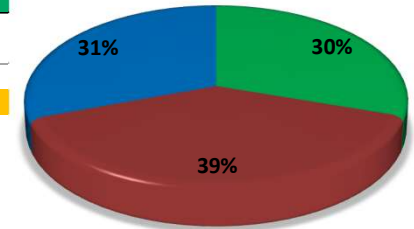


# Jackson County Public Works Dept - Fleet Planning Analysis

Current Fleet	47	Fleet Growth	-3.91%	Proposed Fleet	39
Current Cycle	15.67	Annual Miles	11,600	Proposed Cycle	1.51
Current Maint.	\$187.00			Proposed Maint.	\$39.66
Maint. Cents Per Mile	\$0.19	Current MPG	10	Price/Gallon	\$1.80

## Fleet Costs Analysis

Fiscal Year	Fleet Mix			Fleet Cost							Annual	
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	47	3.0	47	0	82,494	0	-1,500		105,468	81,216	267,678	0
'21	39	39	0	39	0	245,925	-302,060	-70,468	18,561	64,973	-43,069	310,747
'22	39	25	0	39	0	245,925	0	-178,024	18,561	64,973	151,436	116,242
'23	39	37	0	39	0	245,925	0	-70,468	18,561	64,973	258,991	8,687
'24	39	25	0	39	0	245,925	0	-178,024	18,561	64,973	151,436	116,242
'25	39	37	0	39	0	245,925	0	-88,993	18,561	64,973	240,467	27,211
'26	39	27	0	39	0	245,925		-178,024	18,561	64,973	151,436	116,242
'27	39	37	0	39	0	245,925		-70,468	18,561	64,973	258,991	8,687
'28	39	25	0	39	0	245,925		-178,024	18,561	64,973	151,436	116,242
'29	39	37	0	39	0	245,925		-70,468	18,561	64,973	258,991	8,687
'30	39	25	0	39	0	245,925		-196,548	18,561	64,973	132,911	134,767



■ Fuel ■ Maintenance ■ Purchase

10 Year Savings

\$963,754

Avg. Sustainable Savings

\$76,925

## Current Fleet Equity Analysis

YEAR	2021	2022	2023	2024	2025	Under-Utilized
QTY	39	0	0	0	0	8
Est \$	\$7,619	\$0	\$0	\$0	\$0	\$613
TOTAL	\$297,160	\$0	\$0	\$0	\$0	\$4,900
Estimated Current Fleet Equity**					\$302,060	

\* 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

55% 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

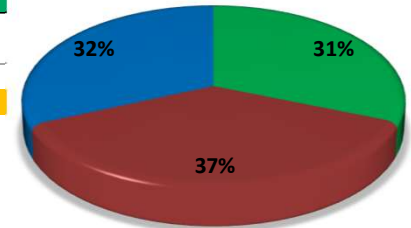
# Jackson County, MO - Sheriff - Fleet Planning Analysis

Current Fleet	103	Fleet Growth	0.00%	Proposed Fleet	103
Current Cycle	11.32	Annual Miles	15,600	Proposed Cycle	4.75
Current Maint.	\$325.00			Proposed Maint.	\$83.50
Maint. Cents Per Mile	\$0.25	Current MPG	10	Price/Gallon	\$2.10

Right Cycle Model

## Fleet Costs Analysis

Fiscal Year	Fleet Mix			Fleet Cost						Annual		
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	103	9.1	103	0	342,430	0	-9,100		401,700	337,428	1,072,458	0
'21	103	56	47	56	0	451,212	-181,500	-27,975	239,413	300,737	781,887	290,571
'22	103	14	37	66	0	544,096	-45,050	-39,394	210,433	294,185	964,269	108,188
'23	103	19	23	80	0	674,417	-102,550	-27,975	169,861	285,012	998,765	73,693
'24	103	11	16	87	0	726,505	-105,600	-56,989	149,575	280,426	993,917	78,541
'25	103	23	0	103	0	881,297	-200,000	-427,088	103,207	269,942	627,358	445,099
'26	103	56	0	103	0	881,297		-132,319	103,207	269,942	1,122,127	-49,669
'27	103	17	0	103	0	881,297		-141,778	103,207	269,942	1,112,668	-40,211
'28	103	18	0	103	0	881,297		-106,433	103,207	269,942	1,148,013	-75,556
'29	103	13	0	103	0	881,297		-201,409	103,207	269,942	1,053,037	19,420
'30	103	21	0	103	0	881,297		-448,942	103,207	269,942	805,505	266,952



■ Fuel ■ Maintenance ■ Purchase

10 Year Savings

\$1,117,029

Avg. Sustainable Savings

\$24,187

## Current Fleet Equity Analysis

YEAR	2021	2022	2023	2024	2025	Under-Utilized
QTY	56	10	14	7	16	0
Est \$	\$3,241	\$4,505	\$7,325	\$15,086	\$12,500	\$0
TOTAL	\$181,500	\$45,050	\$102,550	\$105,600	\$200,000	\$0
Estimated Current Fleet Equity**					\$634,700	

\* 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

12% 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

Confidential

3/15/2021

enterprise  
FLEET MANAGEMENT



STATE OF MISSOURI  
OFFICE OF ADMINISTRATION  
DIVISION OF PURCHASING

## NOTIFICATION OF STATEWIDE CONTRACT

Date: 8/14/19

**CONTRACT TITLE:** Fleet Management Services

<b>CURRENT CONTRACT PERIOD:</b>	July 22, 2019 through July 24, 2022	
<b>RENEWAL INFORMATION:</b>	Original Contract Period:	July 22, 2019 through July 24, 2022
	Renewal Options Available:	0
	Potential Final Expiration:	July 22, 2019 through July 24, 2022
<b>BUYER INFORMATION:</b>	Jason Kolks 573-522-1620 Jason.kolks@oa.mo.gov	

ALL PURCHASES MADE UNDER THIS CONTRACT MUST BE FOR **PUBLIC USE ONLY**.  
PURCHASES FOR PERSONAL USE BY PUBLIC EMPLOYEES OR OFFICIALS ARE PROHIBITED.

THE USE OF THIS CONTRACT IS **MANDATORY** FOR ALL STATE AGENCIES.

Local Purchase Authority shall not be used to purchase supplies/services included  
in this contract unless specifically allowed by the contract terms.

The entire contract document may be viewed and printed from the Division of Purchasing's **Awarded Bid & Contract Document Search** located on the Internet at

<http://oa.mo.gov/purchasing>.

*~ Instructions for use of the contract, specifications, requirements, and pricing are attached ~.*

CONTRACT NUMBER	SAM II VENDOR NUMBER/ MissouriBUYS SYSTEM ID	VENDOR INFORMATION	MBE/ WBE	COOP PROCURE -MENT
CC192595001	4316978070 0 / MB00131264	Enterprise Fleet Management, Inc. 29 Hunter Ave. St. Louis, MO 63124  Tonya Demulling <a href="mailto:Tonya.a.demulling@efleets.com">Tonya.a.demulling@efleets.com</a> Phone: 314-889-8505	N	Y

## STATEWIDE CONTRACT HISTORY

The following summarizes actions related to this Notification of Statewide Contract since its initial issuance. Any and all revisions have been incorporated into the attached document.

Contract Period	Issue Date	Summary of Changes
7/22/19 – 7/24/22	8/14/19	Initial issuance of new statewide contract

State agencies shall review whole contract file prior to entering into a lease.

State agencies desiring to lease a fleet vehicle must contact OA Fleet and receive approval just as if purchasing the vehicle. Please refer to [State Fleet Policy SP-4](#) and [pre-approval procedures](#) and discuss with the State Fleet Manager in OA.

State agencies will not be able to utilize the Enterprise provided fuel card.

State agencies will be able to factory order vehicles or receive dealership stock vehicles. However the management fee is higher for dealership stock vehicles.

**A state agency shall not purchase the lease vehicle during or after the lease period.**

Lease agreements established during the period of this notice will remain in place for the duration of the Lease Agreement period even if the contract is not renewed or a vendor change occurs.

To make lease payment use SAM II.

## Pricing

### a. Factory Ordered Vehicles:

- **Interest Rate: Specify index being used and basis points in relation to index**

Enterprise will use the three-year U.S. Treasury Bill plus 350 base points for vehicles leased by the TIPS Member.

- **Management Fee: Include any management fee percentage based off delivered cost of vehicle**

Enterprise will charge a management fee of .10 percent based on the delivered cost of the vehicle.

- **Pricing in relation to Vehicle Invoice: Include any mark-ups/mark downs imposed by Lessor**

All vehicles will be priced at invoice, less any applicable vehicle incentives.

- **Service Charge/ Resale Fee: List any end of lease service charge and or resale percentage**

TIPS Members will be responsible for a \$400 fee per vehicle at the end of the lease.

- **List all other applicable fees and charges.**

Physical Damage Program	Rate will be set after loss runs
Accident Management	\$100 per occurrence
	*When applicable, a percentage of subrogation will be retained by Enterprise.
Maintenance Management Fee	\$6 per vehicle, per month
Full Maintenance	Pricing based on vehicle type and anticipated miles driven over term
Geotab Telematics	\$29 per month + tax, \$50 per unit (one-time charge)

### Dealership Stock Vehicles:

- **Interest Rate: Specify index being used and basis points in relation to index**

Enterprise will use the three-year U.S. Treasury Bill plus 350 base points for vehicles leased by the TIPS Member.

- **Management Fee: Include any management fee percentage based off delivered cost of vehicle**

Enterprise will charge a management fee of .15 percent based on the delivered cost of the vehicle.

- **Pricing in relation to base purchase price: Include any mark-ups/mark downs imposed by Lessor**

All vehicles will be priced at invoice, less any applicable vehicle incentives.

- **Service Charge/ Resale Fee: List any end of lease service charge and or resale percentage**

The TIPS Member will be responsible for a \$400 fee per vehicle at the end of the lease.

- **List all other applicable fees and charges.**

Physical Damage Program	Rate will be set after loss runs
Accident Management	\$100 per occurrence
	*When applicable, a percentage of subrogation will be retained by Enterprise.
Maintenance Management Fee	\$6 per vehicle, per month
Full Maintenance	Pricing based on vehicle type and anticipated miles driven over term
Geotab Telematics	\$29 per month + tax, \$50 per unit (one-time charge)

## 2. Service and Maintenance

a. Does your company provide a program in which the maintenance costs are fixed and guaranteed during the life of the lease?

Yes. We are happy to offer our Full Maintenance program to TIPS.

• If yes, provide the Monthly charge based on a cents per mile for the following vehicle categories (specify vehicle categories):

Factor Ordered Vehicles					
Pricing is based on 60,000 miles in 60 months, and includes base rate only (excludes usage surcharges, tires, or brakes). Maint. Category Standard	Category Description	Gas 4x2	Gas 4x4	Diesel 4x2	Diesel 4x4
	<6,000 gvwt, car(non Lux), small P/U & SUV	\$0.03833	\$0.04108	\$0.05208	\$0.05483
1/2 Ton	<7,500 gvwt, 1/2 ton truck, minivan & SUV(std)	\$0.03967	\$0.04262	\$0.05442	\$0.05737
3/4 Ton	<9,000 gvwt, 3/4 ton truck	\$0.04359	\$0.04667	\$0.05898	\$0.06206
1 Ton	<12,000 gvwt, 1 ton truck	\$0.05009	\$0.05402	\$0.06972	\$0.07364