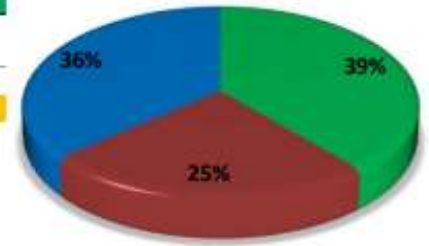


Alpena County - Fleet Planning Analysis

Fleet Costs Analysis



■ Fuel ■ Maintenance ■ Purchase

Current Fleet	32	Fleet Growth	0.00%	Proposed Fleet	32
Current Cycle	12.80	Annual Miles	9,500	Proposed Cycle	3.63
Current Maint.	\$166.25			Proposed Maint.	\$50.08
Maint. Cents Per Mile	\$0.21	Current MPG	10	Price/Gallon	\$3.25

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	32	2.5	32	0	92,733	0			63,840	98,800	255,373	0
'22	32	16	16	16	0	124,442	-221,220	-23,260	41,536	87,400	8,898	246,475
'23	32	10	9	23	0	192,592	-191,277	-29,823	31,777	82,413	85,682	169,691
'24	32	6	7	25	0	199,040	-58,400	-94,536	28,989	80,988	156,081	99,293
'25	32	13	3	29	0	251,728	-112,000	-81,498	23,413	78,138	159,781	95,592
'26	32	12	0	32	0	266,423	-94,326	-128,478	19,231	76,000	138,850	116,523
'27	32	11	0	32	0	266,423		-149,762	19,231	76,000	211,892	43,481
'28	32	15	0	32	0	266,423		-107,041	19,231	76,000	254,613	760
'29	32	10	0	32	0	266,423		-88,735	19,231	76,000	272,919	-17,546
'30	32	10	0	32	0	266,423		-94,536	19,231	76,000	267,118	-11,745
'31	32	9	0	32	0	266,423		-217,789	19,231	76,000	143,865	111,508

10 Year Savings

\$854,031

Avg. Sustainable Savings

\$25,291

Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	16	7	2	4	3	0
Est \$	\$13,826	\$27,325	\$29,200	\$28,000	\$31,442	\$0
TOTAL	\$221,220	\$191,277	\$58,400	\$112,000	\$94,326	\$0
Estimated Current Fleet Equity**					\$677,223	

* 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

50% 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

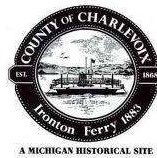
Challenged by inconsistent yearly budgets

Currently vehicle budget is underfunded

DELIVERING SOLUTIONS. DRIVING RESULTS.

- 21 Vehicles replaced in first year of program
- Vehicle cycle reduced to 3.6 years on average down from 12.8
- \$246,475 cash flow improvement year 1
- \$854,031 – 10 Year cash flow impact to County
- 70% reduction in maintenance costs
- 14% reduction in fuel expense
- \$25,291 sustainable cash flow impact average years 6 – 10
- Budgets are predictable and easy to manage
- Additional Benefits
 - Improved Safety and risk with newer vehicles and up to date safety technology
 - Less downtime and more employee productivity
 - Revenue generated from sale of units through Equity Lease Program structure
 - Enterprise Client Strategy Team assists and creates annual fleet budgets using market knowledge and insight
- New clients in 2021
 - Oceana County
 - Osceola County
 - Livingston County
 - Metro Police of Genesee County
 - Cities of St. Ignace, Dowagiac, Albion, Allegan, Charlevoix, and Macomb Township

Over 60 Michigan Municipal Clients



GOVERNMENT BUYING POWER



2021 GMC Sierra 1500

Base 4x2 Double Cab 6.6 ft.
Box 147 in WB

\$33,600 Retail Price

STATE CONTRACT PRICING

**1/2 TON PICKUP TRUCK 4X2
2021 GMC SIERRA 1500 (TC15703 / 1SA)**

\$22,068

Holding Period	Avg Odometer	Avg Sale Price	Net Capital Outlay
12 Months	12,000	\$27,500	-\$5,432
24 Months	24,000	\$24,000	-\$1,932

Quote No: 4232275

enterprise FLEET MANAGEMENT **Open-End (Equity) Lease Termination Summary**

Lessee Name  Customer Number 471552
 Address State MI Postal Code 48933-1670
 City
 Attn:

Vehicle Information

Unit Number 234XFH VIN 1GTR9AEF7KZ349316 Cust Vehicle ID
 Year 2019 Make GMC Model Sierra 1500
 Series Base 4x4 Double Cab 6.6 ft. box 147.4 in. WB

Lease Term 24 Allowable Maint. Miles 0 In Service Date 05/31/2019
 Months in service 16 Maint. Overmileage 0 Billing End Date 09/01/2020
 Lease Ending Miles 6,570 Maint. Overmileage Rate \$0.0000
 Maint. Program Miles 6,570 Maint. Overmileage Charge \$0.00

\$27,291.10	Total Capitalized Amount (Delivered Price)		
\$(5,596.00)	Total Billed Depreciation		
\$0.00	Early Termination Adjustment (Rule of 78s)	Maintenance Overmileage	\$0.00
\$0.00	Deposit	Unused Days Credit	\$0.00
\$0.00	Last Payment	Policy Deductible	\$0.00
\$0.00	License Fees	Sales/Auction Fee	\$0.00
\$0.00	Accumulated Certain Charges (PPT)	Transportation Fee	\$0.00
\$0.00	Monthly Depreciation Amount	Reconditioning Fee	\$0.00
<u>\$400.00</u>	Service Charge	Miscellaneous Fees	\$0.00
\$22,095.10	Reduced Book Value	Total Sales Fees/Charges	\$0.00

Vehicle Sale Date	10/01/2020	Gross Vehicle Sale Price	\$35,000.00
		Reduced Book Value	\$(22,095.10)
		Gross Gain / (Loss)	<u>\$12,904.90</u>
		Sales Tax	0.0000%
			\$0.00
		Total Sales Fees/Charges	<u>\$0.00</u>
Settlement Date	10/09/2020	Net Settlement Amount Gain / (Loss)	\$12,904.90
		Settlement Method :	Roll Gain



2019 GMC Sierra 1500 BASE 4x4 DBL Cab

Expected Months in Service: 24
 Total Months in Service: 16
 Purchase Price: \$27,291
 Vehicle Sale Price: \$35,000
 ROI: (\$7,709)
 Net Settlement: (\$12,904.90)
 Monthly Operating Cost (\$431.80)
 Mileage sold at: 6,570

A CLOSER LOOK AT THE NUMBERS

CLIENT EXAMPLE (1 Unit)

2019 GMC Sierra 1500 Base Double Cab 4x4

Terms in Months	16
Monthly Depreciation (%)	1.35%
Term Depreciation (%)	20%
Mileage at 11-months	6,655
Est. Monthly Mileage	555

Delivered Price	\$27,291.10
Monthly Payment	\$349.75
Term Cash Flow	\$5,596

Balance at lease term	
Reduced book value	\$22,095.10
Service Charge	\$400
Account Balance	\$20,495.10

Sale Price	\$35,000
Equity Position from Sale	\$12,904.90
Net Cash Flow	(\$6,908.90)

Net Monthly Payment (\$431.80)

**Vehicle sold for
\$7,709 over delivered price**

CLIENT LIFE-TO-DATE RESULTS

Avg Months In-Service	16
Avg Ending Mileage	5,600

Total Rent Paid	\$53,964
Total Net Settlement	\$111,044

Total LTD Proceeds Back to Client:

\$57,080