



Fleet Lifecycle Analysis

PREPARED FOR:



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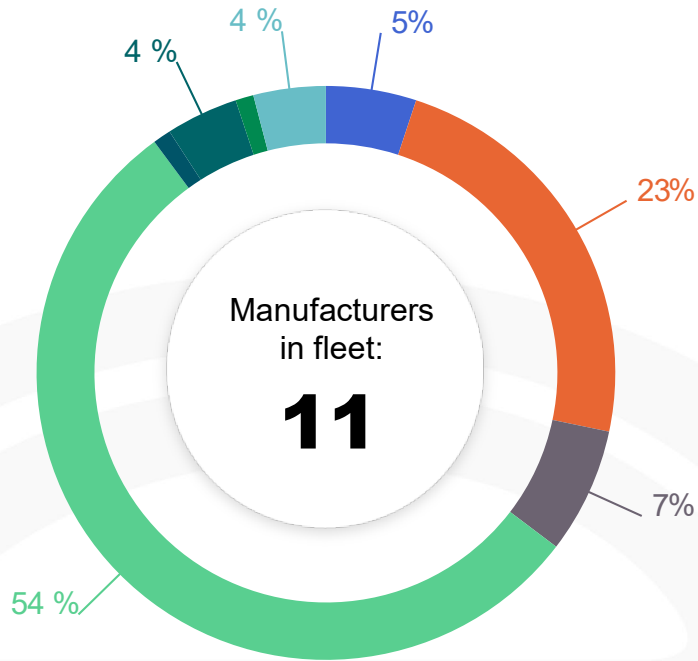
EMAIL

Fleet Profile

Total fleet size: Total fleet value:

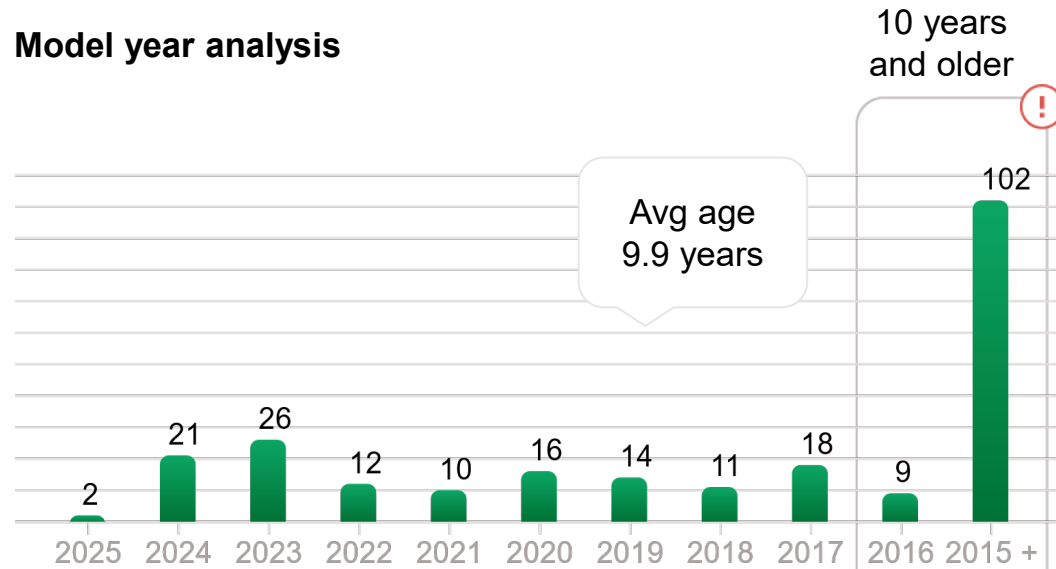
241 **\$2,989,090**

Manufacturer breakdown



- Ford Cars
- Jeep
- Ford
- Nissan
- Toyota
- Chevy Cargo Vans
- GMC
- RAM
- Dodge
- Chevrolet
- Chrysler

Model year analysis



Avg holding Period (in years)

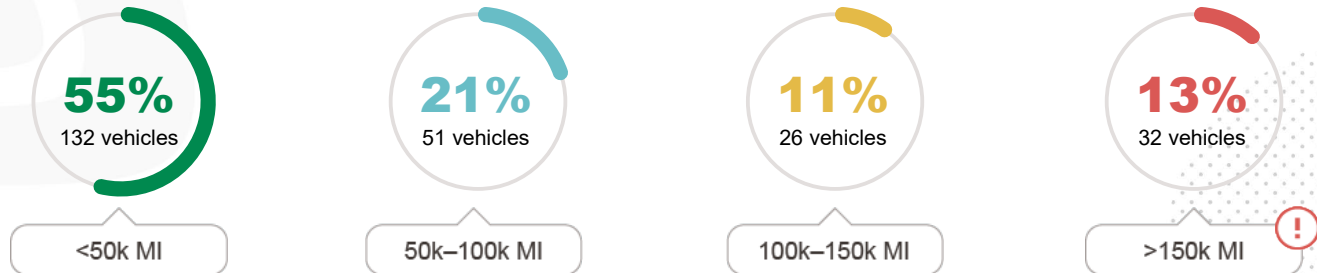
17

Avg annual acquisitions

14.2

Odometer distribution

Average Odometer: 64,658



SAFETY

Benefits and effects of crash avoidance technologies

Forward Collision Warning plus Autobrake - 2018

- ▼ 50% Front-to-rear crashes
- ▼ 56% Front-to-rear crashes with injuries
- ▼ 24% Claim rates for injuries to other people in vehicles
- ▼ 14% Claim rates for damage to other vehicles

Blind Spot Detection - 2018

- ▼ 14% Lane-change crashes
- ▼ 23% Lane-change crashes with injuries

Rear Automatic Braking - 2016

- ▼ 78% Backing crashes (when combined with rearview camera and parking sensors)
- ▼ 29% Claim rates for damage to other vehicles

Lane Departure Warning - 2012

- ▼ 11% Single-vehicle, sideswipe and head-on crashes
- ▼ 21% Injury crashes of the same type

Source: Insurance Institute for Highway Safety, Highway Loss Data Institute

KEY OBSERVATIONS

129 vehicles predate standardization of back up camera (2018) 53% of Total Fleet

102 vehicles predate Rear Automatic Braking (2016) 42% of Total Fleet

76 vehicles predate Electronic Stability Control standardization (2012) 31% of Total Fleet

39 vehicles predate Anti-Lock Brakes Standardization (2007) 16% of Total Fleet

Fleet Size Comparison (Clay / Sarasota / St. Johns)

	Career & Tech. Edu. (CTE)	Climate & Culture	Department of Elementary Ed	Exceptional Students Ed	Facility Planning & Constr	Food Services	Information Tech	Property
Clay County Schools	16	16	1	18	6	13	22	6
Sarasota Schools	0	0	0	0	8	13	20	9
St Johns County Schools	0	0	0	0	11	8	8	4

	K12 Academic Services	Maintenance	Safety & Security	Superintendent's Office	Transportation / Police	Schools/Other	Technical College	Total
Clay County Schools	1	90	11	2	33	17	0	252
Sarasota Schools	2	119	41	5	75	21	28	341
St Johns County Schools	0	62	0	5	12	18	0	128

* Note that Sarasota School District has both a technical college and an in-house police department.

Recommendation & Cost - Leverage Equity

Replace select aged units & 5 -7 years old units With Equity

FACTORY ORDER - Lead Times 20 - 22 Weeks

Estimated Equity Lease Pricing for 2026 Model Year within 5%

Year	Make	Model	Trim Level	Quantity	Term	Estimated Annual Mileage	Monthly Cost (Lease Rate)	Full Maintenance**	Annual Cost Including Maintenance	Annual Cost Including Maintenance by Quantity
2026	Ford	Transit 350	Transit-350 Cargo Base Rear-Wheel Drive Low Roof Van 148 in. WB	10	60	10000	\$1,037.90	\$68.00	\$13,270.80	\$132,708.00
2026	Ford	Transit 250	Transit-250 Cargo Base Rear-Wheel Drive Low Roof Van 148 in. WB	10	60	10000	\$1,014.97	\$63.73	\$12,944.40	\$129,444.00
2026	RAM	1500	1500 Tradesman 4x2 Crew Cab 144.5 in. WB	10	60	10000	\$901.41	\$61.35	\$11,553.12	\$115,531.20
2026	Ford	F-250	F-250 XL 4x4 SD Crew Cab 8 ft. box 176 in. WB SRW	10	60	10000	\$1,076.58	\$66.82	\$13,720.80	\$137,208.00
2026	KIA	Carnival	Carnival LX Passenger Van	10	60	10000	\$763.23	\$61.35	\$9,894.96	\$98,949.60

Surplus 141 Vehicles
\$884,477.50

**Full Maintenance includes all mechanical maintenance, no brakes, no tires

Annual Cost Including Maintenance

\$613,840.80

\$884,477.50

Total Estimated Equity on Surplus Units

Fiscal Year	Timeframe	Est. Months Of Payments	Lease Payments	Down Payment on AME	Equity from Surplus	Year 1 Estimated Cost
2026	May - June	2	\$102,306.80	\$0	\$0	\$102,306.80
2027	July - January	12	\$613,840.80	\$0	(\$884,478)	-\$270,636.70

Average age of Vehicles is 10 Years Old and with an average Acquisition rate of 14 units annually, the district is moving towards 17 years.

Aged units often contribute to higher operating expenses and pose safety concerns.

My recommendation is to keep the 100 vehicles ranging from model years 2018 to 2025 and acquiring 50 leases and strategically selling the 141 units over a period of time.

Client Portal / Data Tracking	Included
EFM Provided Client Strategy Manager	Included
EFM Provided Account Fleet Coordinator	Included
Vehicle Resale (COV) - Sourcewell Pricing	\$400 per Unit
Licensing & Title - Leased Units	Included
Maintenance Mgmt (COV)- EFM Pricing/ Invoice Tracking/ Vendor Payments	\$6 per unit, per month
Aftermarket Customization Facilitation	Included
Fuel Program	Included

School District of Clay County. Fleet Planning Analysis

Assumptions			
Fleet Analyzed	228	Fleet Growth	0.00%
Current Cycle	13.41	Annual Miles	6,100
Current Maintenance	\$166.67	Current MPG	18
Maint. Cents Per Mile	\$0.33	Price/Gallon	\$2.60

Proposals	
Proposed Fleet	228
Proposed Cycle	5.00
Proposed Maintenance	\$57.17

Fiscal Year	Fleet Size	Fleet Mix			Fleet Cost					Annual		
		Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	228	17.0	228	0	623,397	0	-23,876		456,000	200,893	1,256,414	0
Year 1 ('25)	228	100	128	100	0	814,130	-272,090		324,610	183,271	1,049,920	206,494
Year 2 ('26)	228	23	105	123	0	986,190	-172,423		294,390	179,218	1,287,376	-30,961
Year 3 ('27)	228	24	81	147	0	1,153,996	-248,134		262,856	174,989	1,343,707	-87,293
Year 4 ('28)	228	23	58	170	0	1,325,341	-271,044		232,636	170,936	1,457,869	-201,455
Year 5 ('29)	228	58	0	228	0	1,798,597	-866,080	-1,562,787	156,430	160,715	-313,126	1,569,540
Year 6 ('30)	228	100	0	228	0	1,798,597		-337,119	156,430	160,715	1,778,622	-522,208
Year 7 ('31)	228	23	0	228	0	1,798,597		-322,817	156,430	160,715	1,792,924	-536,510
Year 8 ('32)	228	24	0	228	0	1,798,597		-324,188	156,430	160,715	1,791,553	-535,140
Year 9 ('33)	228	23	0	228	0	1,798,597		-961,022	156,430	160,715	1,154,719	101,695
Year 10 ('34)	228	58	0	228	0	1,798,597		-1,562,787	156,430	160,715	552,954	703,459

SAVINGS

10 Year Savings \$667,620

Total Savings Impact* \$1,452,885

*Total Savings Impact Includes unrealized equity of \$785,265

Projected Fleet Equity Analysis						
YEAR	2025	2026	2027	2028	2029	Under-Utilized
QTY	100	23	24	23	58	0
Est \$	\$2,721	\$7,497	\$10,339	\$11,785	\$14,932	\$0
TOTAL	\$272,090	\$172,423	\$248,134	\$271,044	\$866,080	\$0
\$1,829,770						
Estimated Current Fleet Equity**						

* Lease Rates are conservative estimates
 **Estimated Projected Fleet Equity is based on the current fleet "sight unseen" based on replacement year and can be adjusted after physical inspection and may change based on market factors, these are not guaranteed values
 Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

Key Objectives

Lower average age of the fleet
 42% 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

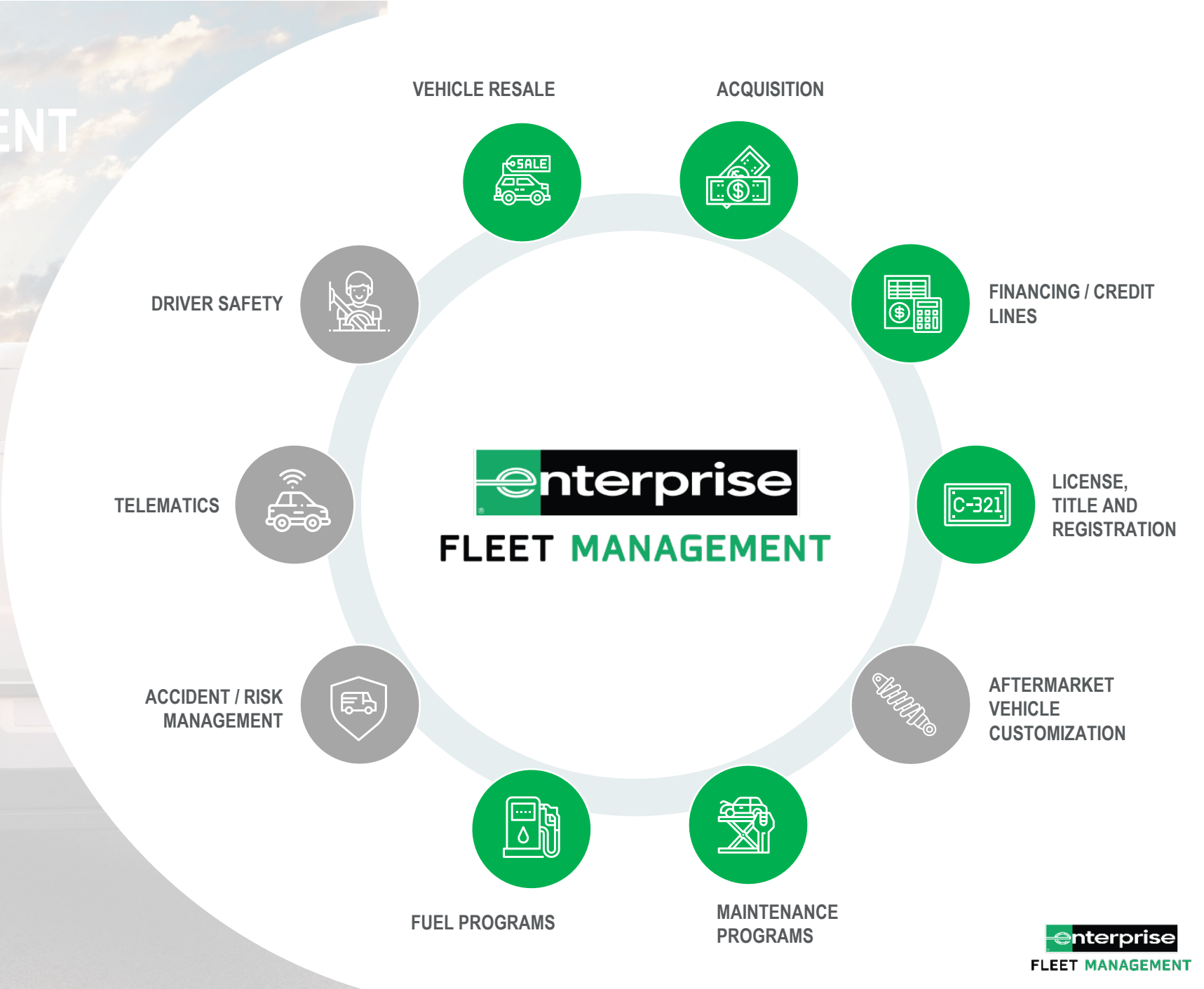
Maintain a manageable vehicle budget
 Challenged by inconsistent yearly budgets
 Currently vehicle budget is underfunded

CONFID



THE ROLE OF FLEET MANAGEMENT

Managing and Controlling Costs



COOPERATIVE PURCHASING PARTNERSHIPS

SOURCEWELL/TIPS MEMBERSHIP ID

ACCOUNT NAME

Clay County School District

ACCOUNT NUMBER

11541



CONTRACT NUMBER
030122



CONTRACT NUMBER
240502



CONTRACT NUMBER
CNR01399

An aerial photograph of a multi-level highway interchange, overlaid with a semi-transparent green filter. Several cars are visible on the roads. The text 'THANK YOU' is prominently displayed in white, bold, sans-serif font across the center of the image.

THANK YOU

Visit www.efleets.com/resources
for program videos and resources.

The logo for Enterprise Fleet Management, featuring a stylized 'e' icon in a green square followed by the word 'enterprise' in white lowercase letters on a black rectangular background.

enterprise
FLEET MANAGEMENT