



FLEET MANAGEMENT

Fleet Synopsis

PREPARED FOR:



Jean R. Bordes
FLEET CONSULTANT

904-661-1415
PHONE

JeanRene.Bordes@efleets.com
EMAIL



FLEET SYNOPSIS | CLAY COUNTY DISTRICT SCHOOLS

THE SITUATION

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

- 42% of the light and medium duty fleet is currently 10 years or older
- 9.9 years is the current average age of the fleet
- 13.4 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 \$667,620 in 10 years

- Shorten the current vehicle life cycle from 13.4 years to 5 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Significantly reduce Maintenance to an average monthly cost of \$57.17 vs. current \$166.67
- 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:
 - 49 vehicles predate Anti-Lock Brake standardization (2007)
 - 90 vehicles predate Electronic Stability Control standardization (2012)
 - ESC is the most significant safety invention since the seatbelt
 - 140 vehicles predate standardization of back up camera (2018)

Piggyback The Sourcewell awarded RFP #030122-EFM that addresses the following:

- Access to all fleet management services as applicable to the needs of the district
- Supports the district's need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices

THE RESULTS

By partnering with Enterprise Fleet Management, Clay County District Schools will be better able to leverage its buying power, implement a tighter controlled resale program to lower total cost of ownership and in turn minimize operational spend. Clay County District Schools will reduce fuel costs with newer more efficient vehicles and reduce maintenance costs from \$166.67 on average to \$57.17 per unit. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold creating an internal replacement fund. Furthermore, Clay County District Schools will leverage Enterprise Fleet Management's ability to sell vehicles at an average of 10% above Black Book value. By shifting from reactively replacing inoperable vehicles to proactively planning vehicle purchases, Clay County District Schools will be able to replace all its vehicles over the course of 5 years while creating a sustainable savings of \$1,452,885.

FLEET PLANNING ANALYSIS | CLAY COUNTY DISTRICT SCHOOLS

School District of Clay County.

Fleet Profile

FLEET SIZE	AVG AGE	AVG ANNUAL MILEAGE	AVG ANNUAL ACQUISITIONS	AVG MODEL YEAR	HOLDING PERIOD
241	9.9	6000	17.0	2012	13.4

Mileage Intervals



0K - 20k



20K - 40k



40K - 60k



60K - 80k



80K - 100k



100k >

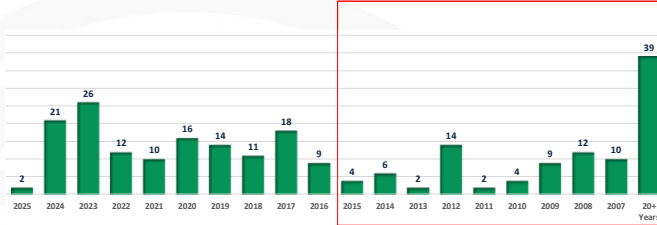
Vehicle Type	Quantity	Avg Age	Avg Annual Mileage
TRUCK	88	9.3	6,824
VAN	83	12.1	5,811
CAR	39	6.9	5,371
SUV	31	9.7	5,400
Totals/Averages:	241	9.9	6,100

enterprise FLEET MANAGEMENT

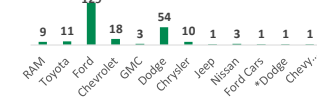
Vehicle Classes
4

Average Odometer
64,658

MODEL YEAR ANALYSIS



Manufacturer Profile



Proposed Fleet	228	Estimated Current Fleet Equity*	\$1,829,770
Proposed Cycle	5.00	10 Year Savings	\$667,620
Proposed Maintenance	\$57.17		

*Estimated Current Fleet Equity is based on the current fleet "sight unseen"
*Total Savings Impact includes unrealized equity of \$785,265

School District of Clay County.

Fleet Planning Analysis

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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

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

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

* 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.

ANALYSIS BASED ON ORIGINAL RECOMMENDATIONS FOR CONCEPTUAL SAVINGS AND MAY CHANGE BASED ON FINAL PROPOSAL, CHANGES TO THE MARKET AND OTHER FACTORS

Prepared on 2/5/2025 Version 1222025

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.

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

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Recommendation & Cost - Leverage Equity

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

FACTORY ORDER - Lead Times 20 - 22 Weeks

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 SRV	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

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

Annual Cost Including Maintenance

\$613,840.80

\$894,477.50
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	(\$384,478)	-\$270,696.70

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

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 12 months.

CASE STUDY | DEER PARK ISD, TX

School District finds savings and increased productivity with the Enterprise Fleet Management Program.

BACKGROUND

Location: Deer Park, TX
Industry: Government – School District
Total vehicles: 80+ vehicles

THE CHALLENGE

Before partnering with Enterprise, Deer Park Independent School District (ISD) had 80+ vehicles ranging from 6 to 15 years of age, causing them to become less reliable and more expensive to maintain. Because vehicles were typically purchased with bond money, it created a pattern of a large number of vehicles needing to be repaired or replaced at the same time. District employees started complaining about the quality of the fleet, and mechanics were spending too much time working on the white fleet instead of buses.

THE SOLUTION

By partnering with Enterprise Fleet Management, Deer Park ISD will upgrade its fleet over a 4-year period by replacing its oldest vehicles first. Once the fleet has been updated, the vehicles will continue to be replaced every four years. A proactive replacement plan will allow the district to capitalize on maximum vehicle resale values. This process will also help streamline the annual transportation budget since the district will be able to predict most vehicle costs.

“By partnering with Enterprise, we have strengthened focus on our students, maximized personnel utilization, and provided our employees with vehicles they are proud to drive.”

– Pete Pape, Assistant Superintendent for Business Services

The Deer Park ISD leverages Enterprise’s maintenance program. All district vehicles are now repaired by a local service vendor. District mechanics can focus on buses to transport students. District employees have reported that they are more productive and are not waiting as long for repairs.

THE RESULTS

The Deer Park ISD and Enterprise have been partners for four years. Enterprise has yielded over \$790,000 in revenue by selling the district’s older vehicles. In 2019, fourteen leased vehicles were replaced prior to their lease term saving over \$9,000 annually. The district has been able to maintain 89 vehicles for a little more than half of the cost of a mechanic. Enterprise Fleet Management continues to help the district maximize its operations and reduce costs to meet strict budgetary requirements while keeping their vehicles on the road.

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

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Key Results

MORE THAN
\$790,000
IN VEHICLE RESALE



9X
FASTER
AT REPLACING VEHICLES



REDUCED
STAFF OVERHEAD



PROGRAM RESOURCES | CLAY COUNTY DISTRICT SCHOOLS

SAFETY

42% 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, airbag standardization and anti-lock brake control.

ACCOUNT MANAGEMENT

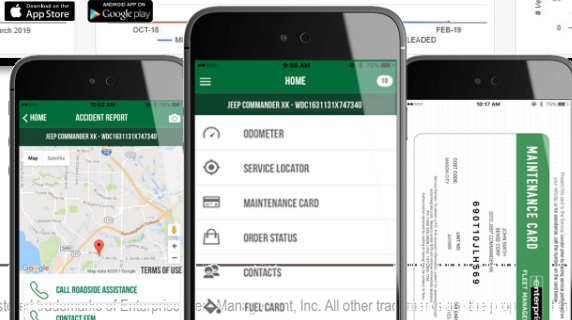
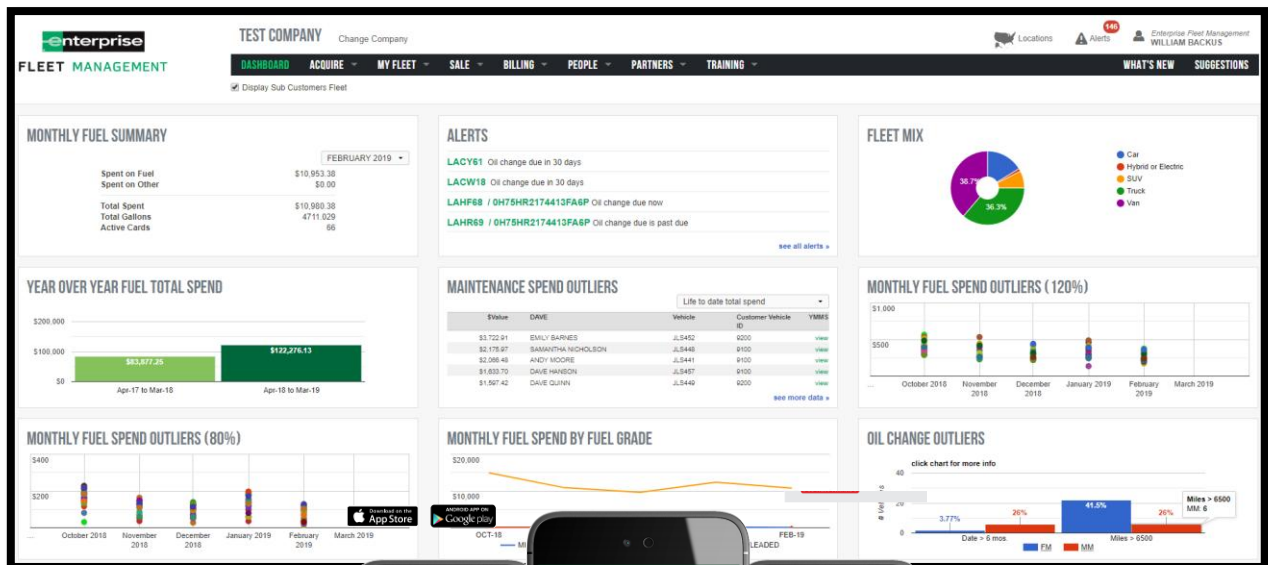
Clay County District Schools will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.

- Your dedicated Client Strategy Manager meets with you 3-4 times a year for both financial and strategic planning.
- Your Client Strategy Manager will provide on-going analysis – this will include most cost-effective vehicle makes/models, cents per mile, total cost of ownership, and 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 of 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 | CLAY COUNTY DISTRICT SCHOOLS

CURRENT PARTNERS

- Sarasota County Schools
- St. Johns County Schools
- Polk County Schools
- Miami-Dade County Schools
- St. Lucie County Schools
- Manatee County Schools
- Citrus County Schools
- Columbia County Schools
- Gadsden County Schools
- City of Green Cove Springs
- City of Lake City
- Lake County, FL
- Flagler County, FL
- Madison County, FL
- City of Hollywood, FL
- City of Miami Gardens, FL

REFERENCE:

Below is a list of at least two (2) client references including company name, contact person, and telephone number.

1. District: **St. Johns County School Board**
Business Phone #: (904) 547-7703
Contact Person: Patrick Snodgrass, Director of Purchasing

2. District: **The School Board of Columbia County, FL**
Business Phone #: (386) 755-8031
Contact Person: Keith L. Hatcher, Director of Purchasing & Risk Management

COOPERATIVES:

- TIPS/TAPS USA
- SOURCEWELL