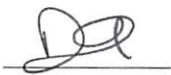





DATE SUBMITTED 9/16/2022  
 SUBMITTED BY ACM  
 DATE ACTION REQUIRED 9/21/2022

COUNCIL ACTION (X)  
 PUBLIC HEARING REQUIRED ( )  
 RESOLUTION ( )  
 ORDINANCE 1<sup>ST</sup> READING ( )  
 ORDINANCE 2<sup>ND</sup> READING ( )  
 CITY CLERK'S INITIALS ( )

**IMPERIAL CITY COUNCIL  
 AGENDA ITEM**

SUBJECT: DISCUSSION/ACTION: Enterprise Fleet Management  1. Agreement between City of Imperial and Enterprise Fleet Management not to exceed \$114,000.00 for fiscal year 2022-2023.	
DEPARTMENT INVOLVED: City Manager's Office, Administrative Services	
BACKGROUND/SUMMARY:  During the budget process the City engaged in negotiations with Enterprise Fleet Management. In an effort to proactively address our aging fleet, and account for vehicle depreciation, the City has completed negotiations puts for the recommended agreement for fiscal year 2022-2023. Future acquisitions through enterprise will become part of the budget process for each fiscal year. Enterprise Fleet Management services address all fleet holding costs — from acquisition to disposal. This includes maintenance, fuel, registration, delivery, and reporting. This means the City of Imperial will receive constant evaluation of your holding costs to ensure minimal operating expenses and a proper replacement strategy.	
FISCAL IMPACT:  Replacement of 11 Vehicles – Not to Exceed \$114,000.00  <i>Municipal Budget FY 22-23</i>  <i>Departments Affected: Parks, IT, Administrative Services, Community Services, Public Services, Community Development and Police. Costs to be distributed appropriately</i>	ADMIN SERV INITIALS <u></u>
STAFF RECOMMENDATION: It is staff's recommendation to approve the agreement with Enterprise Fleet Management and begin the acquisition process in an effort to implement a sustainable replacement strategy.	DEPT. INITIALS <u></u>
MANAGER'S RECOMMENDATION: <u></u>	CITY MANAGER'S INITIALS <u></u>
MOTION:	
SECONDED: AYES: NAYES: ABSENT:	APPROVED ( )      REJECTED ( ) DISAPPROVED ( )      DEFERRED ( )  REFERRED TO:

Equity Lease Menu Pricing - 60 Month Term

Proposed Vehicle Purchase Budget	\$114,000.00
Lease Cost Year 1	\$129,494.40
Estimated Vehicle Sales Gains*	(\$24,300.00)
Total Year 1 Cost	\$109,194.40
Current Annual Maintenance Spend 11 Vehicles	\$9,900.00
Maintenance Savings on EPR Program	(\$4,096.00)
Current Annual Fuel Spend 11 Vehicles @ 14MPG	\$12,855.71
Fuel Savings with 3 MPG Improvement	(\$2,243.95)
<b>Total Savings Year 1 Replacing 11 Vehicles</b>	<b>\$15,145.63</b>

Vehicle Type	Year	Make	Model	Trim Level	Year One Quantity	Term	Annual Mileage	Monthly Cost (Lease Rate)**	Full Maintenance Per Month***	Annual Cost Including Maintenance	Lease Cost Year 1	Maint Cost Year 1	Capped Aftermarket Cost
1/2 Ton Pickup Quad 4x2	2023	RAM	1500	Classic Tradesman 4x2 Quad Cab 6.3 ft box 140 in WB	2	60	7500	\$874.67	\$46	\$11,050.80	\$20,992.08	\$1,109.52	\$1,500.00
SUV	2023	Ford	Edge	SE AWD	2	60	4800	\$866.28	\$40	\$10,872.60	\$20,790.72	\$954.48	\$500.00
3/4 Ton Pickup Ext 4x2	2023	RAM	2500	Tradesman 4x4 Crew Cab 6.3ft box 149in WB	3	60	7500	\$1,236.16	\$48	\$15,409.92	\$44,501.76	\$1,728.00	\$5,000.00
1 Ton Pick Up Service Bod	2023	RAM	3500 Chassis	Tradesman 4x4 Crew Cab 172.4 in WB	1	60	8000	\$1,423.33	\$50	\$17,679.96	\$17,079.96	\$600.00	\$15,000.00
Full-Size Sedan	2023	Chevy	Malibu	LT FWD	3	60	5000	\$564.61	\$39	\$7,245.96	\$20,325.96	\$1,411.92	\$500.00

\*Conservative remarketing values projected for Sept 2023 of 11 replacements  
 \*\*Cost based on 12% above Factory Order Pricing to account for Stock Acquisition if needed  
 \*\*\*Maintenance does not include brakes and tires  
 Pricing does not include any applicable taxes or vehicle registrations  
 Pricing does not include expected return on equity at end of lease



# City of Imperial Annual Light Duty Replacement Worksheet

Year	Make	Model	Current Odometer	Estimated Value 12 Month Value	Assigned Category	Recommended Replacement Year	Replacement Vehicle	New Replacement Category
1999	Ford	F-350	186,974	\$500.00	1 Ton Pickup Quad 4x4	2022	RAM 3500	1 Ton Pickup Quad 4x4
2000	Chevrolet	Silverado 1500	157,804	\$500.00	1/2 Ton Pickup Ext 4x2	2022	RAM 1500	1/2 Ton Pickup Ext 4x2
2001	Ford	F-250	136,270	\$500.00	3/4 Ton Pickup Reg 4x2	2022	RAM 2500	3/4 Ton Pickup Quad 4x4
2003	Ford	F-150 SuperCrew	111,291	\$500.00	1/2 Ton Pickup Ext 4x2	2022	RAM 1500	1/2 Ton Pickup Ext 4x2
2004	Dodge	Ram 2500	196,772	\$4,500.00	3/4 Ton Pickup Quad 4x4	2022	RAM 2500	3/4 Ton Pickup Quad 4x4
2004	Ford	F-250	98,613	\$3,350.00	3/4 Ton Pickup Ext 4x2	2022	RAM 2500	3/4 Ton Pickup Ext 4x2
2006	Pontiac	G6	46,921	\$500.00	Full-size Sedan	2022	Chevy Malibu	Full-size Sedan
2007	Honda	Accord Hybrid	60,686	\$1,500.00	Full-size Sedan	2022	Chevy Malibu	Full-size Sedan
2009	Toyota	Highlander Hybrid	59,904	\$6,000.00	Hybrid SUV	2022	Ford Edge	Mid Size SUV 4x4
2009	Toyota	Highlander Hybrid	69,010	\$6,000.00	Hybrid SUV	2022	Ford Edge	Mid Size SUV 4x4
2010	Chrysler	300	42,677	\$3,632.00	Full-size Sedan	2022		Full-size Sedan
2007	Dodge	Ram 3500 Heavy Duty Chassis	47,940	\$8,000.00	1 Ton Cab Chassis	2023		1 Ton Cab Chassis
2010	Nissan	Frontier	71,315	\$6,000.00	Compact Pickup Quad 4x4	2023		Compact Pickup Quad 4x2
2011	Toyota	Tacoma	128,775	\$12,000.00	Compact Pickup Quad 4x4	2023		Compact Pickup Quad 4x2
2004	Ford	F-350	147,465	\$2,250.00	1 Ton Pickup Quad 4x4	2023		1 Ton Pickup Quad 4x4
2013	RAM	3500 HD Chassis	45,996	\$28,800.00	1 Ton Cab Chassis	2023		1 Ton Cab Chassis
2013	RAM	3500 HD Chassis	50,247	\$28,250.00	1 Ton Cab Chassis	2023		1 Ton Cab Chassis
2014	RAM	1500	47,621	\$17,025.00	1/2 Ton Pickup Quad 4x2	2023		1/2 Ton Pickup Quad 4x2
2014	Chevrolet	Silverado 1500	134,460	\$5,189.00	1/2 Ton Pickup Ext 4x2	2023		1/2 Ton Pickup Ext 4x2
2017	Ford	F-350 Chassis	10,680	\$36,737.50	1 Ton Cab Chassis	2023		1 Ton Cab Chassis
2013	Dodge	Durango	53,137	\$11,500.00	Full Size SUV 4x4-ERV	2024		Full Size SUV 4x4-ERV
2013	RAM	3500	45,617	\$20,337.50	1 Ton Pickup Reg 4x2	2024		1 Ton Pickup Reg 4x2
2014	RAM	3500	36,567	\$23,000.00	1 Ton Pickup Reg 4x2	2024		1 Ton Pickup Reg 4x2
2014	RAM	3500	37,474	\$23,000.00	1 Ton Pickup Reg 4x2	2024		1 Ton Pickup Reg 4x2
2014	Chevrolet	Tahoe	71,172	\$15,925.00	Full Size SUV 4x4-ERV	2024		Full Size SUV 4x4-ERV
2009	Mercury	Grand Marquis	89,293	\$500.00	Full-size Sedan	2025		Full-size Sedan
2014	RAM	2500	27,795	\$21,350.00	3/4 Ton Pickup Reg 4x2	2025		3/4 Ton Pickup Reg 4x2
2015	Ford	F-250	15,674	\$22,787.50	3/4 Ton Pickup Reg 4x2	2025		3/4 Ton Pickup Reg 4x2
2015	Ford	F-250	20,235	\$23,512.50	3/4 Ton Pickup Ext 4x2	2025		3/4 Ton Pickup Ext 4x2
2016	Ford	F-250	21,322	\$28,650.00	3/4 Ton Pickup Ext 4x2	2025		3/4 Ton Pickup Ext 4x2
2017	Ford	F-250	10,606	\$30,362.50	3/4 Ton Pickup Reg 4x2	2025		3/4 Ton Pickup Reg 4x2
2017	Ford	F-250	19,665	\$29,487.50	3/4 Ton Pickup Reg 4x2	2025		3/4 Ton Pickup Reg 4x2
2018	Ford	F-250	3,505	\$32,425.00	3/4 Ton Pickup Reg 4x2	2025		3/4 Ton Pickup Reg 4x2
2018	Ford	F-250	7,105	\$31,875.00	3/4 Ton Pickup Reg 4x2	2025		3/4 Ton Pickup Reg 4x2
2018	Ford	F-250	9,047	\$31,875.00	3/4 Ton Pickup Reg 4x2	2025		3/4 Ton Pickup Reg 4x2