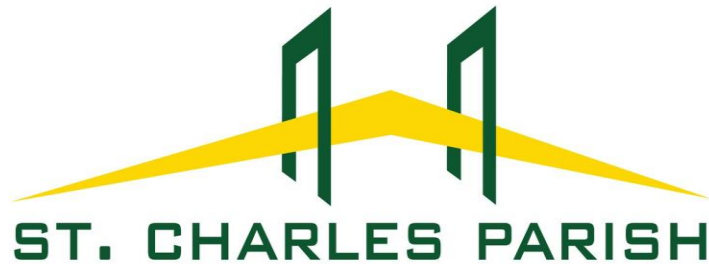




FLEET MANAGEMENT

FLEET SYNOPSIS | ST. CHARLES PARISH



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FLEET SYNOPSIS | ST. CHARLES PARISH

Impact of Partnership

BACKGROUND

Location: Hahnville, LA 70057

Industry: Government

Total Vehicles: 250

THE SITUATION

St. Charles Parish is looking for a solution to better manage its aging fleet.

- 55% of the current light and medium duty fleet is over 10 years old.
- Older vehicles have higher fuel costs, maintenance costs, and tend to be unreliable.
- It would take 12 years to cycle out the entire fleet at current acquisition rates.

THE OBJECTIVES

Enterprise Fleet Management's proposal is to save parish resources and budget dollars through a managed vehicle program.

- Utilize an open-end lease* as a funding mechanism, allowing the St. Charles Parish to acquire additional vehicles while avoiding a large capital budget outlay.
- Replace aged vehicles with newer models to increase fuel efficiency and reduce maintenance expense. Maintenance and repairs will be outsourced to local businesses to further stimulate economic growth and the integration of more fuel efficient vehicles will reduce carbon footprint.
- Establish a proactive replacement plan that maximizes potential equity at time of resale, reduces operational expenses, and increases safety.

*An open-end lease means there are no early termination, mileage, or abnormal wear and tear penalties. Leases are written to a residual balance to preserve

CLIENT TESTIMONIAL

"I can always depend on Enterprise to help strategize our fleet needs and offer options to provide safe, reliable vehicles for our employees."

– Lisa Lloyd, Caddo Parish School Board Director of Purchasing

THE RESULTS

By partnering with Enterprise Fleet Management, it is estimated that St. Charles Parish will reduce maintenance costs by 39%. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold. Furthermore, the Parish will leverage Enterprises Fleet Management's ability to sell vehicles at an average of 109% above Black Book values. By shifting from reactively replacing inoperable vehicles to planning vehicle purchases, the Parish will be able to replace 138 of its oldest vehicles within a year and save approximately \$400,000.



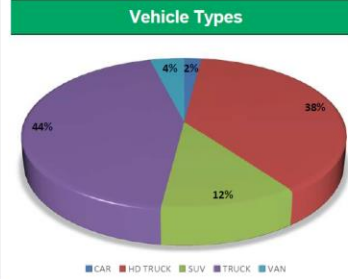
SAVE \$1,100,000+ IN 8 YEARS	REDUCE MAINTENANCE COSTS
	
INCREASED VISIBILITY & TRACKING	
	

SUPPORTING EVIDENCE | ST. CHARLES PARISH

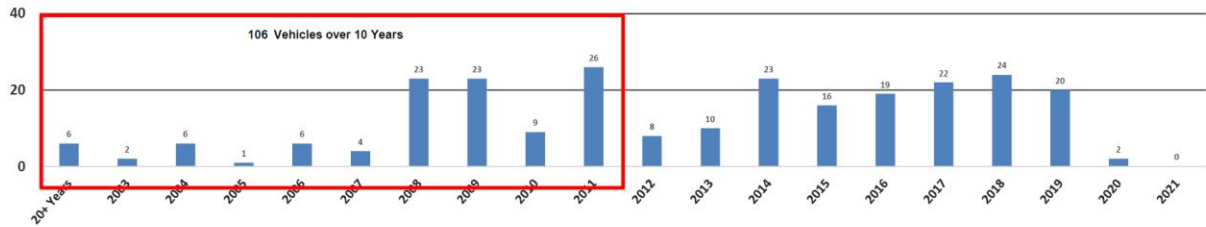
St. Charles Parish - Fleet Profile

Fleet Profile				Fleet Replacement Schedule					Replacement Criteria
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2021	2022	2023	2024	Under-Utilized	
Full-size Sedan	5	11.4	9,100	4	0	0	0	1	
Minivan-Passenger	3	9.9	6,900	1	2	0	0	0	
Full-size Van-Passenger	1	12.6	5,400	0	0	0	0	1	
1 Ton Van Cargo	6	7.4	6,700	2	2	1	0	1	
Mid Size SUV 4x2	15	10.2	9,400	10	3	0	0	2	
Mid Size SUV 4x4	4	2.6	5,800	1	0	0	3	0	
Full Size SUV 4x2	6	7.1	7,400	3	1	1	1	0	
Full Size SUV 4x4	5	5.1	10,600	1	1	1	2	0	
Compact Pickup Quad 4x2	10	10.5	9,700	6	0	0	0	4	
1/2 Ton Pickup Reg 4x2	64	10.0	11,700	50	8	0	2	4	
1/2 Ton Pickup Reg 4x4	8	6.3	11,100	3	3	0	2	0	
1/2 Ton Pickup Quad 4x2	28	5.2	10,700	16	4	5	3	0	
3/4 Ton Pickup Reg 4x2	27	9.6	14,900	25	2	0	0	0	
3/4 Ton Pickup Ext 4x2	19	2.5	12,400	0	6	9	4	0	
3/4 Ton Pickup 4x4	5	2.3	11,300	0	2	0	3	0	
3/4 Ton Pickup Quad 4x2	12	7.9	9,200	4	3	1	2	2	
3/4 Ton Pickup Quad 4x4	3	5.5	7,500	1	0	2	0	0	
1 Ton Pickup Reg 4x2	5	4.9	11,900	1	3	1	0	0	
1 Ton Pickup Quad 4x2	9	5.4	12,600	6	2	1	0	0	
1 Ton Cab Chassis	15	9.0	9,300	4	7	2	0	2	
Totals/Averages	250	7.8	11,000	138	49	24	22	17	

* Fiscal Year 2021 = 10 years old and older, or odometer over 100,000
 * Fiscal Year 2022 = 4 years old and older, or odometer over 75,000
 * Fiscal Year 2023 = 3 years old and older, or odometer over 50,000
 * Fiscal Year 2024 = Remaining Vehicles
 * Underutilized = Annual Mileage less than



Model Year Analysis



Confidential

9/2/2020



St. Charles Parish - Fleet Planning Analysis

Current Fleet	250	Fleet Growth	-1.56%	Proposed Fleet	233
Current Cycle	11.36	Annual Miles	11,800	Proposed Cycle	4.00
Current Maint.	\$155.00	Current MPG	10	Proposed Maint.	\$61.00
Maint. Cents Per Mile	\$0.16			Price/Gallon	\$2.00

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	250	22.0	250	0	806,916	0	-11,000		465,000	550,000	1,810,916	0
'21	233	138	95	138	0	1,109,090	-467,750		277,716	441,416	1,360,472	450,444
'22	233	49	46	187	0	1,502,732	-367,500		222,444	402,861	1,760,537	50,379
'23	233	24	22	211	0	1,590,096	-244,800		195,372	383,977	1,924,645	-113,729
'24	233	22	0	233	0	1,755,888	-319,000	-1,193,774	170,556	366,667	780,337	1,030,579
'25	233	138	0	233	0	1,755,888	0	-486,857	170,556	366,667	1,806,254	4,662
'26	233	49	0	233	0	1,755,888		-253,822	170,556	366,667	2,039,289	-228,374
'27	233	24	0	233	0	1,755,888		-215,030	170,556	366,667	2,078,081	-267,166
'28	233	22	0	233	0	1,755,888		-1,153,612	170,556	366,667	1,139,499	671,416
8 Year Savings											\$1,598,210	



FLEET MANAGEMENT

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PROGRAM RESOURCES | ST. CHARLES PARISH

SAFETY

55% 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

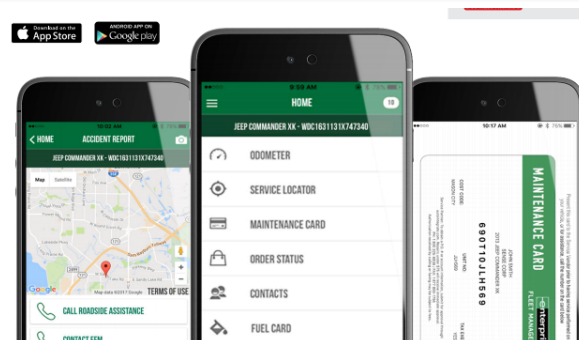
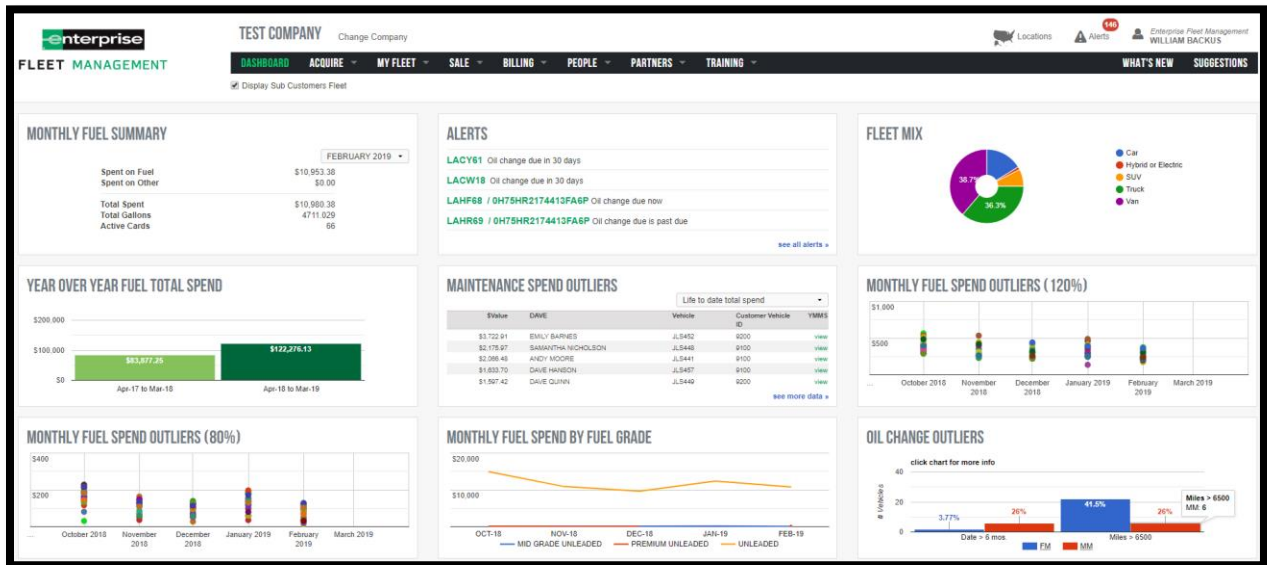
St. Charles Parish will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.

- Your dedicated Account Manager meets with you 3-4 times a 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 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



CASE STUDY | ST. CHARLES PARISH

CASE STUDY | CADDO PARISH SCHOOL BOARD



Enterprise helps Caddo Parish replace mandated vehicles while staying under budget.

BACKGROUND

Location: Shreveport, LA
Industry: Government/School Board
Total vehicles: 80 vehicles

THE PROBLEM

Education systems and school boards are always tasked with optimizing school programs under a strict budget. In 2014, The Caddo Parish was faced with the difficult task of purchasing necessary school vehicles, without allocated funds. The school needed multiple vehicles, but could only afford to purchase one vehicle.

THE SOLUTION

After a competitive RFP process, Caddo Parish realized that it could partner with Enterprise Fleet Management and utilize Enterprise's financing options to lease five vehicles for the price of purchasing one. Soon after partnering with Enterprise, the state mandated that all driver education vehicles had to be under ten years old. Caddo Parish was grateful for the existing relationship with Enterprise, because it was able to update all 12 of its aging vehicles without an issue.

"I can always depend on Enterprise to help strategize our fleet needs and offer options to provide safe, reliable vehicles for our employees and students."

— Lisa Lloyd, CPPB Director of Purchasing

THE RESULTS

In less than three years, Caddo Parish has been able to update 35 of its school vehicles to newer, safer models. Caddo Parish has even reduced fuel expenses due to a more fuel efficient fleet. The School Board values its partnership with Enterprise Fleet Management and continues to depend on the partnership for its expanding fleet needs.

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



Key Results

REPLACED
45%

OF THE FLEET
WITH NEWER,
SAFER VEHICLES



REDUCED

FUEL & MAINTENANCE COSTS



**STAYED
UNDER
BUDGET**

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REFERENCES | ST. CHARLES PARISH

CURRENT PARTNERS

- St. John the Baptist Parish
- Tangipahoa Parish Government
- St. Martin Parish Government
- West Feliciana Parish Government
- Livingston Parish
- Cameron Parish Police Jury
- Desoto Parish Police Jury
- Rapides Parish Police Jury
- East Baton Rouge Sheriff Office

REFERENCES

Below is a list of at least three (3) client/customer references including company name, contact person, and telephone number.

Company Name: **City of Ruston**

Business Phone #: 381-251-8631

Contact Person: Michelle Colvin

Company Name: **County of Kern**

Business Phone #: 661-868-3034

Contact Person: Carol Cox

Company Name: **Vermillion Parish Police Jury**

Business Phone #: 337-898-4300

Contact Person: Keith Roy