



Fleet Synopsis

PREPARED FOR:

City of Salinas



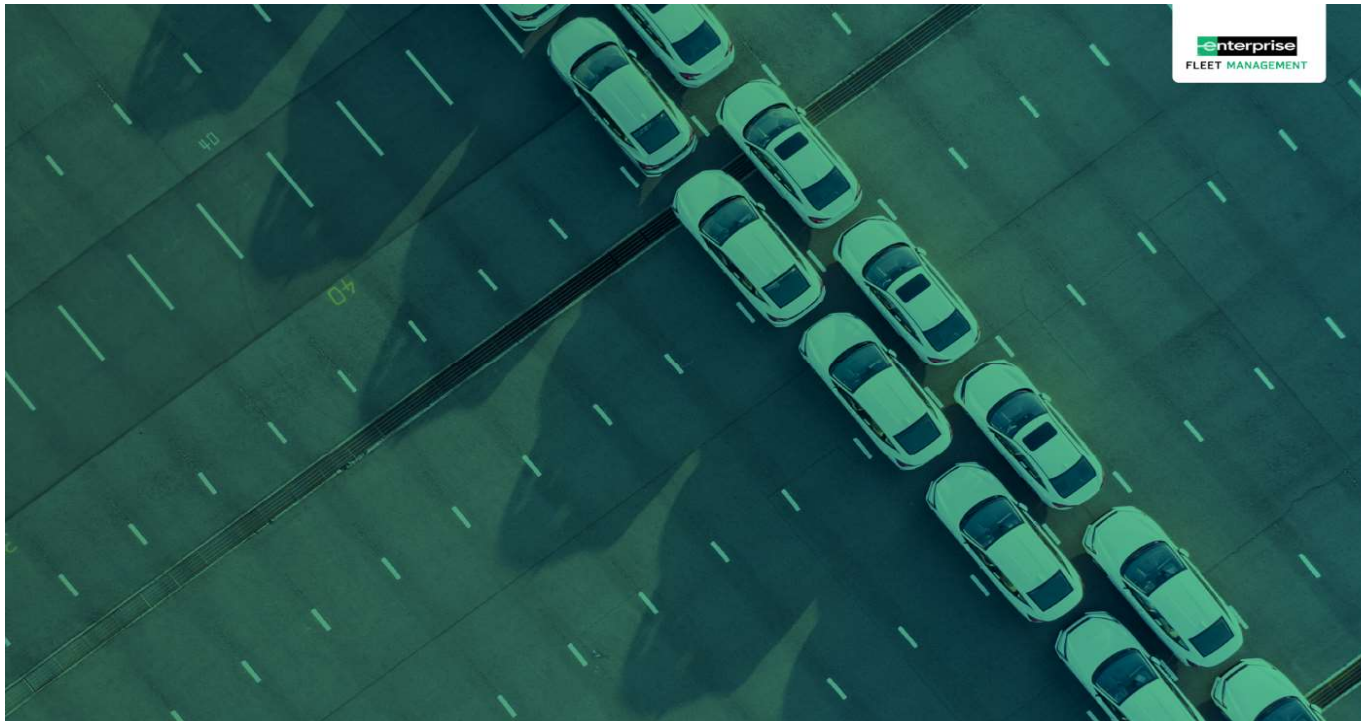
Prepared By:

Daniel Manning
Fleet Consultant

2633 Camino Ramon, San Ramon CA 94583

Email: Daniel.M.Manning@efleets.com

Direct: 408-504-5605 |



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City of Salinas | IMPACT OF PARTNERSHIP

CURRENT SITUATION

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

- 25% of the current light and medium duty fleet is over 10 years old
- Resale of the aging fleet is significantly reduced
- Newer vehicles have a significantly lower maintenance expense
- Newer vehicles have increased fuel efficiency with new technology implementations
- Challenged by inconsistent yearly budgets
- Currently vehicle budget is underfunded

FLEET SIZE

188

FLEET BUDGET

1,032,653

ODOMETER AVG

50,487

VEHICLE CYCLE

13 Years

KEY CONSIDERATIONS | OBJECTIVES

Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$2,359,062 in 10 years

- Shorten the current vehicle life cycle from 12.5 years to 5 years
- Free up more than \$365,925 in capital from the salvage of 32 vehicles in the first year
- Significantly reduce Maintenance to an average monthly cost of \$54.97 vs. current \$104
- Provide a lower sustainable fleet cost that is predictable year over year
- Leverage an open-ended lease to maximize cash flow opportunities and recognize equity
- Single consolidated source for all areas of the fleet and locations.

Increase employee safety with newer vehicles

Currently:

- 26 vehicles predate Anti-Lock Brake standardization (2007)
- 44 vehicles predate Electronic Stability Control standardization (2012)
- 162 vehicles predate standardization of back up camera (2018)
- ESC is the most significant safety invention since the seatbelt

Piggyback Sourcewell awarded Contract # 030122 that addresses the following:

Access to all fleet management services as applicable to the needs of the city

Supports the city's need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices

THE IMPACT



Reduce Fleet Spend
by \$2,359,062



Decrease Administrative
Burden and Downtime



Enhanced Reporting,
Oversight, & Control



Local Team to Support
Needs Nationwide



Newer Safer Vehicles
Replace Every 4-5 yrs

THE RECOMMENDATION

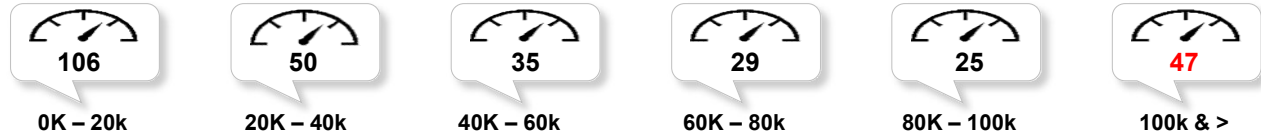
By partnering with Enterprise Fleet Management, City of Salinas will be better able to leverage its buying power, implement a tighter controlled resale program to lower total cost of ownership and in turn minimize operational spend. City of Salinas will reduce fuel costs by 24% and reduce maintenance costs from \$104 on average to \$54.97 per unit. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold creating an internal replacement fund. Furthermore, City of Salinas 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, City of Salinas will be able to replace all of its vehicles over the course of 5 years while creating a sustainable savings of \$4,459.53.



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City of Salinas | FLEET STATISTICS

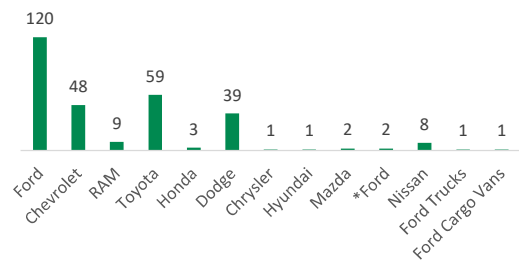
FLEET SIZE	AVG AGE	AVG ANNUAL MILEAGE	AVG ANNUAL ACQUISITIONS	AVG MODEL YEAR	HOLDING PERIOD
294	8.6	5,700	15.0	2012	12.5



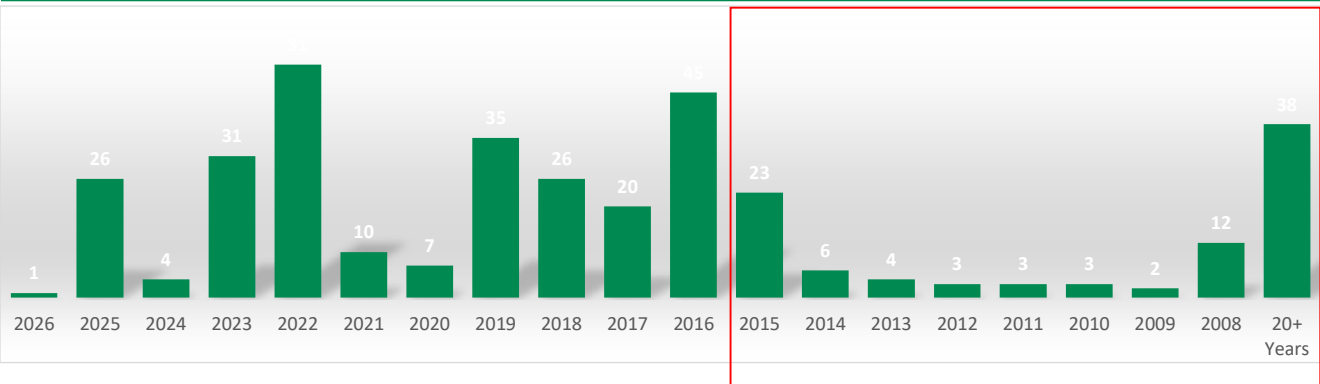
Vehicle Type	Quantity	Avg Age	Avg Annual
TRUCK	103	8.6	4,014
CAR	89	9.3	7,204
SUV	83	7.1	6,434
VAN	19	11.8	3,882
Totals/Averages:	294	8.6	5,654

Vehicle Classes
4
Average Odometer
50,487

Manufacturer Profile



MODEL YEAR ANALYSIS



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City of Salinas | TESTIMONIAL

CASE STUDY | CITY OF SAN MARCOS



The City of San Marcos Reduces Costs by 27% and Replaces Aging Vehicles.

BACKGROUND

Location: San Marcos, CA
 Industry: Government
 Total vehicles: 90 vehicles

THE CHALLENGE

Half of The City of San Marcos' vehicles were operating past their useful life. The City's fleet was deteriorating rapidly, and many of the vehicles needed to be replaced to mitigate escalating repair and maintenance costs. Budget challenges prevented the City from purchasing new vehicles. Major repairs reduced the number of available vehicles, and the City vehicle downtime was significantly affecting its operations. Maintenance costs continued to erode the budget and interfere with the efficiency of City operations.

THE SOLUTION

Enterprise Fleet Management evaluated the City's entire fleet to identify the most cost-effective way to replace its aging vehicles. Ten vehicles were identified as under-utilized and completely removed from service. By implementing an open-ended lease structure, the City was able to replace the remaining ninety vehicles within a three-year period. The program did not require a large initial outlay of funds. The City of San Marcos was not burdened with extensive capital requirements for vehicle replacement, allowing them to replace highly important, heavy-duty and emergency vehicles first.

"The Enterprise Fleet Management lease program has not only alleviated some of the maintenance burden placed on our lean fleet maintenance staff and budget, it has also provided a level of flexibility that allows my team to promptly address the City's dynamic fleet needs without sacrificing service."

— Lisa Fowler, Public Works Manager- Administration & Fleet

The Full Maintenance Program provides a low fixed monthly cost, which is easily budgeted for every year. The program eliminates the need for City resources to work on the light-duty fleet, so the maintenance staff can solely focus on the heavy-duty equipment.

THE RESULTS

The partnership with Enterprise Fleet Management has significantly reduced the portions of the Public Works-Fleet Operations budget and the Vehicle Replacement fund that was affected by the declining condition of the light-duty fleet. The City realized a 27% decrease in the cost to purchase and maintain the light duty fleet. The program will result in a combined fund savings of \$1.1 million over a five-year period.

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

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Key Results

27%
 DECREASE
 IN FLEET COSTS



**RIGHT-SIZED
 FLEET BY 10%**
 FOR BETTER
 UTILIZATION

**REPLACED
 90 VEHICLES**
 OVER A 3-YEAR PERIOD



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City of Salinas | PROGRAM RESOURCES

SAFETY

25% 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

City of Salinas 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."

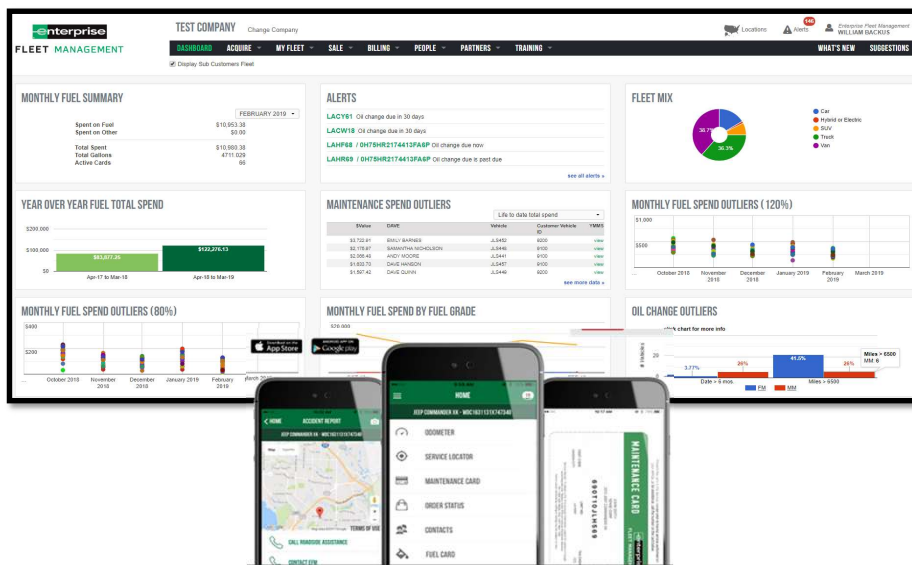
Your dedicated Account Team meets with you 3-4 times a year for both financial and strategic planning.

Account team 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 specific lease or transaction



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City of Salinas | REFERENCES

Current Partners

City of San Marcos
City of Petaluma
City of Pleasanton
City of Novato
City of Marina
City of Suisun
City of Redlands

City of Corona
City of Oxnard
City of Inglewood
City of Downey
City of Eureka
City of Oceanside
City of Rialto

REFERENCES

Below is a list of client references including company name, contact person, and telephone number.

City of King City, Soledad, Gonzales

Business Phone #: 831-674-5562

Contact Person: Mike Howard, Finance Director

City of Marina

Business Phone #: 831-884-1215

Contact Person: Brian McMinn, PW Director

City of Petaluma

Business Phone #: 707-778-4345

Contact Person: Peggy Flynn, City Manager

COOPERATIVE PARTNERS:

TIPS/TAPS USA
SOURCEWELL
E&I



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