TAB 1
Presentation Goal

To Support City Administration in Gaining Approval from Elected Body to Take This Concept to the Next Step Which is the Due Diligence Process.
Agenda

- The Enterprise difference
- Review current situation
- Achievable Results
- Questions
The Enterprise Difference

- Local Account Team
- Enterprise was founded in 1957
- Manage more than 1.1 million vehicles
- Comprehensive environmental platform
- Total transportation solutions:
  - Fleet Management
  - Business Rental
  - Commercial Truck
Fleet Management – Government Focus

• 400 Government Fleet Reviews Performed Nationally Per Year

• Government Results- Sampling
  • City of Ferndale, MI - 11% budget reduction
  • Harris County, TX (Houston)- 27% budget reduction
  • St. Tammany (District Attorney) -30% budget reduction
  • City of Lake City -31% budget reduction

Accolades and Awards

• 2009-10 Nominee for the American Society for Public Administration (Los Angeles Metro Chapter), Henry Reining Outstanding Organization Award:
  This award is presented to an organization whose accomplishments have significantly contributed to good government or improved quality of life in the Los Angeles Metropolitan

• Mississippi’s Institution of Higher Learning Finance & Administration Best Practice Competition- Awarded 2nd Place for Innovative Partnership with Jackson State University. Financial Impact: $114,000 sustainable savings/ 37% budget reduction. Increase utilization by 15%.
City of Palmetto’s Current Fleet Situation

State of Fleet

- 14 year replacement cycle
- 37% of fleet is 10 years or older
- 7% of the fleet is currently driving less than 2,500 miles per year
- The City is leveraging a capitalized lease program currently
- No defined replacement policy

Operating Costs

- $225.00 per month maintenance cost per vehicle
- Estimated 10 miles per gallon fuel economy
Achievable Results

- **State of Fleet** - Shorten vehicle use cycle from 14 years to 5-7 years
  - Five Year Implementation with consistent volume in year over year replacement
  - Eliminate underutilized vehicles (7% of current fleet)
  - Support Department Directors in standardizing / 'right-typing' the fleet
  - Improve City of Palmetto's image in the community by creating a City "Trademark" Fleet
  - Instills operator pride
- **Operating Costs**
  - Full Maintenance program creates a low, fixed expense
  - Proposed maintenance cost at $34.34 per month per vehicle vs. current $225.00
  - Estimated 20% improvement of fuel economy or approximately $19,000 Per year
- **Financial Impact & Long-Term Sustainability**
  - 10 year savings - $460,956
  - 15% Budget Reduction or $50,274/Yr
  - Quarterly Review and Annual Year over Year Assessments to Ensure Results are achieved