



Fleet Purchasing and Leasing Program

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Fleet Manager

Purpose

To receive City Council confirmation on the City's fleet program mix of owned and leased vehicles.

Agenda

- 01 Fleet Overview
- 02 Lease Option
- 03 Purchase vs. Lease
- 04 Summary
- 05 Questions?

Fleet

Overview



Fleets Responsibility

The Fleet Division under the Public Works Department is responsible for procuring and maintaining the city's vehicles.

The Division ensures:

- The right quantity of vehicles to support staff,
- Vehicles are upfitted with necessary, aftermarket equipment,
- The right type/class of vehicle are provided,
- Vehicles available at the right time, and
- Vehicles meet state and federal compliance.



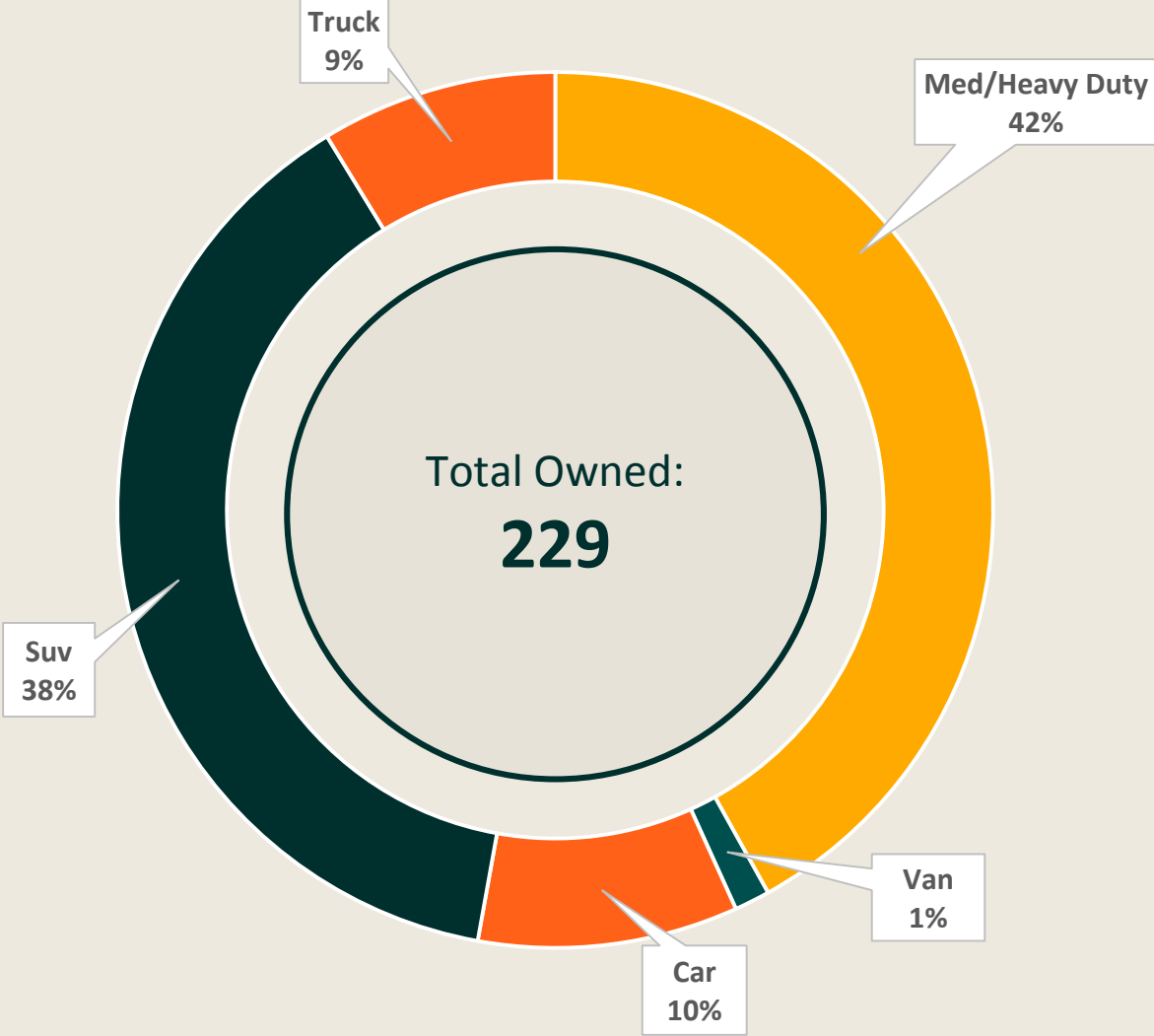
Fleet size

The City of Corona currently has a total of **410** vehicles

- **229** are city-owned or have been directly purchased
- **181** are leased through Enterprise Fleet Management (Enterprise)
- All departments are currently leasing vehicles from Enterprise

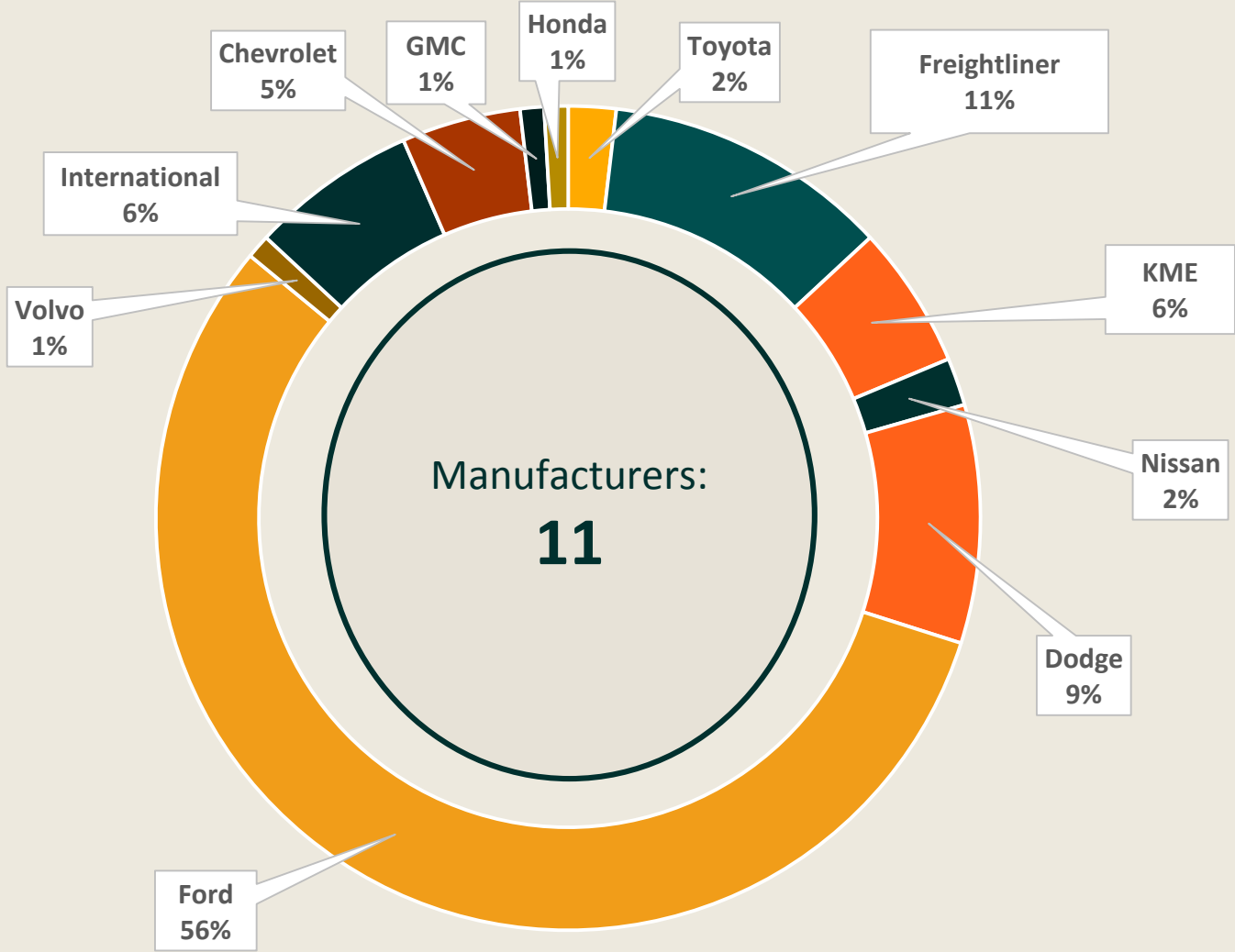


Purchased Vehicle Classes

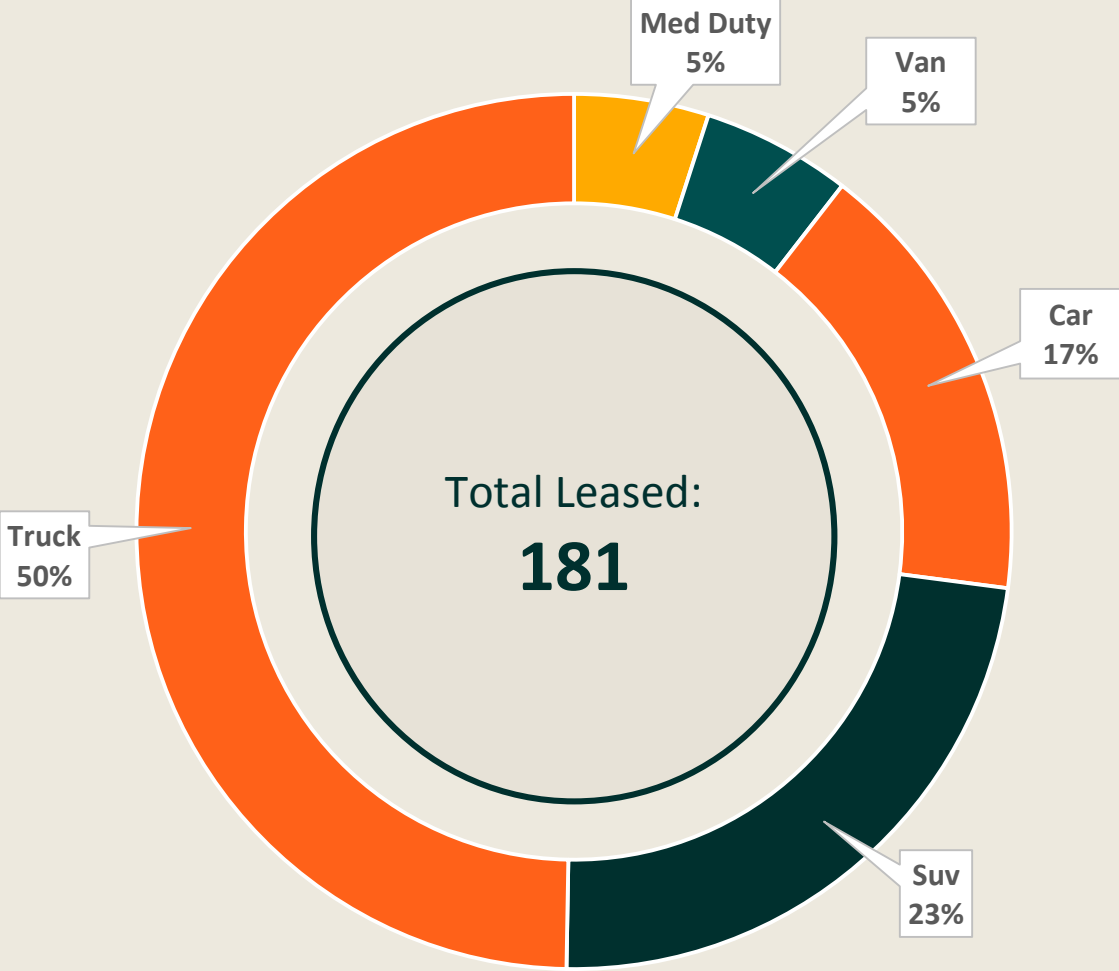


Vehicle Type	Quantity	Average Age	Average Mileage
Truck	20	8	64,300
Suv	88	8	56,200
Car	22	6	73,400
Van	3	7	25,185
Med/Heavy Duty	96	14	74,440
TOTALS	229	8.6	58,705

Purchased Vehicle Profiles

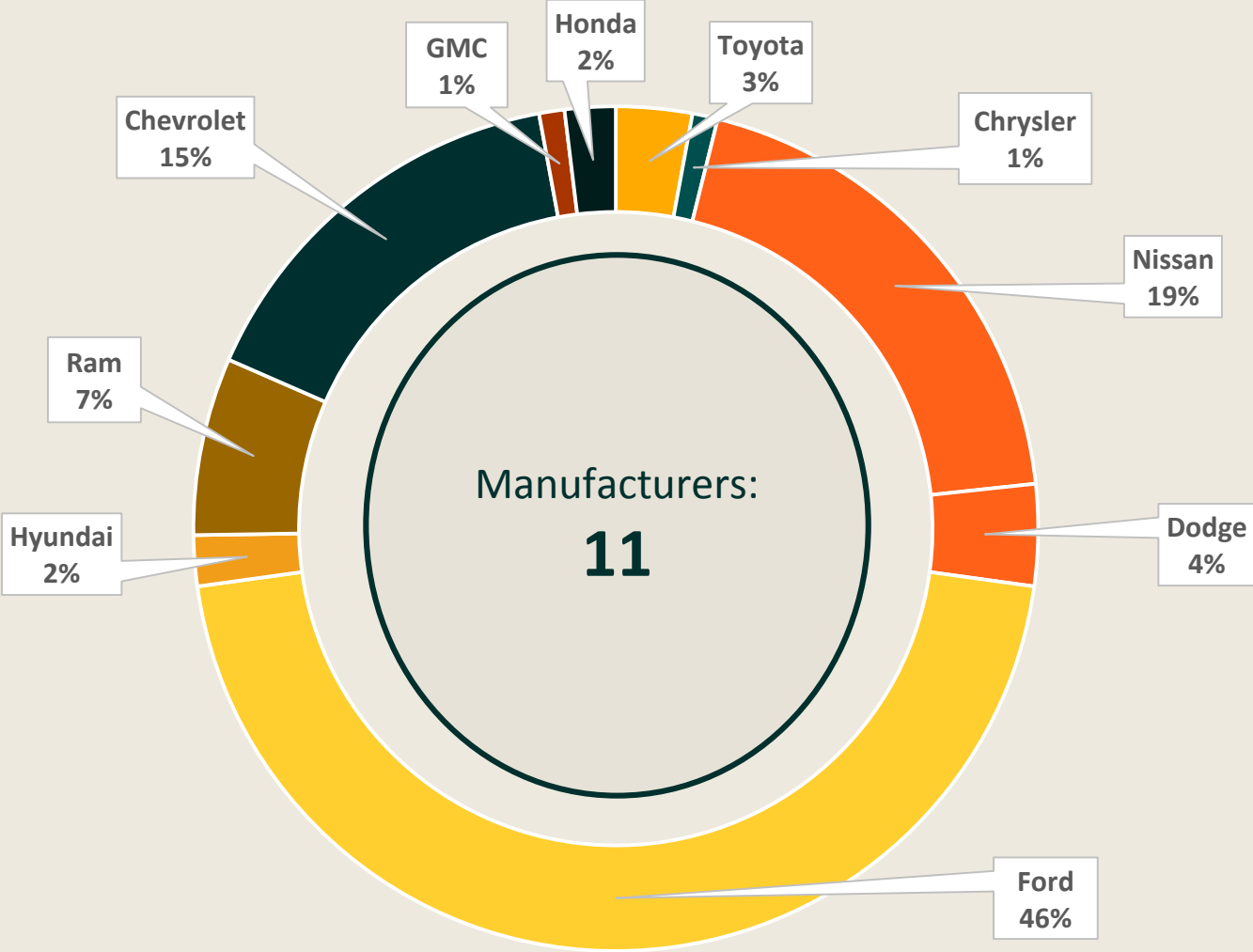


Leased Vehicle Classes



Vehicle Type	Quantity	Average Age	Average Mileage
Truck	90	4.4	17,315
SUV	42	4.1	17,270
Car	30	4.1	27,960
Van	10	2.1	4,876
Med Duty	9	4.0	17,760
TOTALS	181	3.8	17,036

Lease Vehicle Profiles



Lease Option

Overview



Lease Option



In 2016, the City entered into a contract with Enterprise Fleet Management, allowing the City the option to lease its vehicles.

Advantages

- Vehicles could either be sourced locally or ordered from a manufacturer.
- Vehicles can be tailored or upfitted to meet all safety and compliance standards.
- Maintenance of the vehicle is included in the contract or lease price.
- Leased vehicle turnover is 4-5 years, keeping city's fleet new and updated.
- There is an overall cost savings for leased vehicles compared to a purchased or owned vehicle.

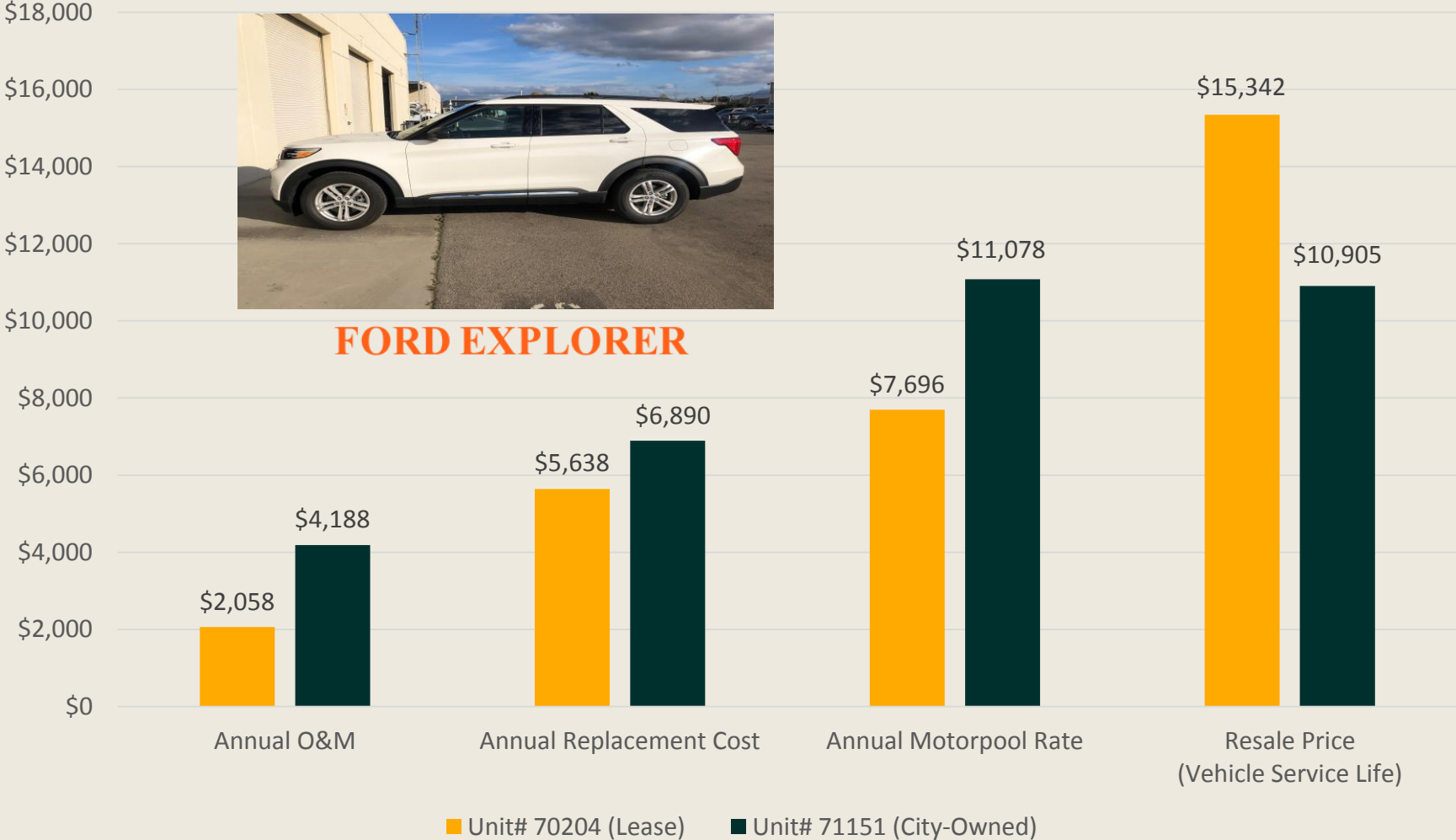
Limitations

- Not every vehicle is available for leasing.
- Some vehicles for certain types of usage will not benefit from the leasing program.
- Staff assigned to the vehicle is responsible for the upkeep.

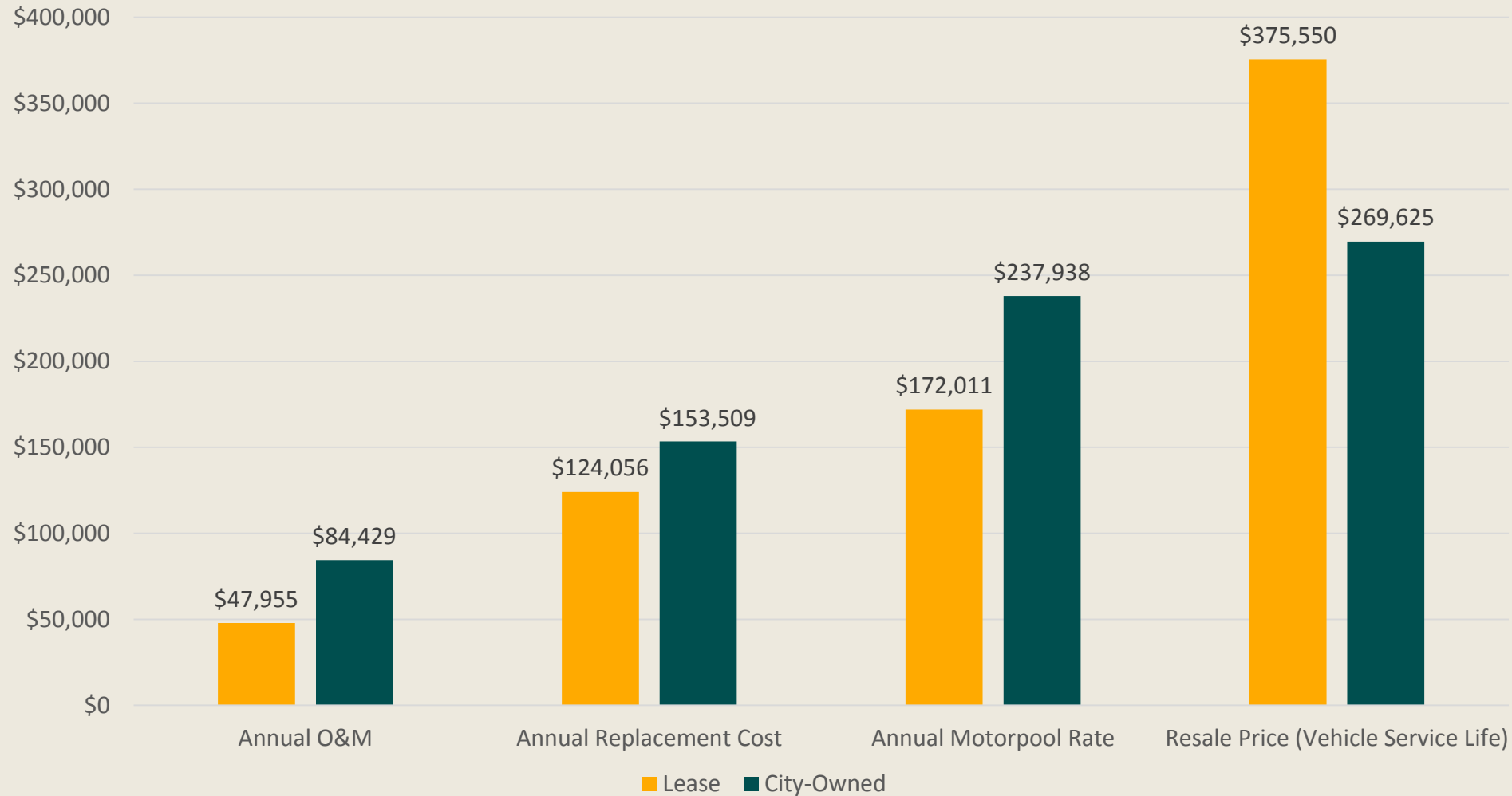
Purchasing vs Leasing



Single Vehicle Cost Comparison



25 Vehicle Cost Comparison



Summary



Summary - Fleet Utilization

Summary

- Fleet works with all departments to determine which vehicles to purchase or lease.
- Fleet may directly purchase vehicles (city owned) and has the option to lease.

Recommendations

- Continue to monitor the efficiency of the purchasing and leasing program.
- Replace city-owned vehicles with leased vehicles, when appropriate and cost effective.



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