

**Agenda**  
**Vance County Board of Commissioners**  
**Work Session**  
**March 17, 2025**  
**4:00 PM**

---

1. **Fleet Management**
2. **General Government**
  - a. **Committee Meetings Online**
  - b. **Robert's Rules of Order**
  - c. **Social Media for Board Members and Members Appointed to County Boards**
  - d. **Nutrition Program**
3. **Properties**
  - a. **Youth Services Use of Eaton Johnson Gym – MOU**
4. **Water**
  - a. **Additional County Water Lines**
5. **Planning/Environmental**
  - a. **Affordable Housing**
6. **Public Safety**
  - a. **Gun Control in Vance County**
7. **Other Business as Necessary**

## March 17, 2025, BoCC Work Session

### 1. Fleet Management – Presentation from Enterprise Fleet Management

**Staff Comments/Recommendation:** provide direction for staff to move forward with approval from LGC (due to UAL requirement) and budget for Enterprise Fleet Management effective 7/1/25 instead of providing the \$400,000K + for vehicles in the Sheriff's Office budget. There is a need to replace several other county vehicles next FY as well.

### 2. General Government

**a. Committee Meetings Online** – Citizen request to YouTube all committee meetings moving forward. **Staff Comments/Recommendation:** Staff recommends moving all committee meetings to work sessions as we have done today (03/17/25) if the BoCC has a desire to livestream all committee meetings. This would include all committee meetings moving forward. The question was actually raised as a result of the audit committee. It is difficult to have ITS staff on stand-by for all committee meetings due to staffing constraints. The IT department is already small and they are needed for support for all live stream meetings. We would have to move all committee meetings to the BoCC meeting room instead of the Admin Conference room that we normally use.

**b. Robert's Rules of Order** – Commissioner Perry asked a question about board procedures and rules of order. It is my understanding that the board has never adopted any type of policy or procedure. **Staff Comments/Recommendation:** if the BoCC would like staff to research this, staff is requesting to wait until after budget in order to start the process of research. Staff is currently working on the County's financial policy and that is priority for an effective date of 7/1/25.

**c. Social Media for Board Members and Members Appointed to County Boards** – Mayor Elliott contacted me earlier in the year about the County's policy on commissioner social media and those that are on appointed boards by the BoCC. **Staff Comments/Recommendation:** if the BoCC would like staff to research this, staff is requesting to wait until after budget in order to start the process of research. Staff is currently working on the County's financial policy and that is priority for an effective date of 7/1/25.

**d. Nutrition Program** – GRRO program attached for consideration and discussion. There is no cost to the County.

#### **4. Properties**

a. **Youth Services Use of Eaton Johnson Gym – MOU** – Looking for direction from the BoCC on what to allow in the use of Eaton Johnson Gym by Youth Services/City Parks and Rec. Youth Services is 100% County funded. The office space is @ the Eaton Johnson gym; before we housed them @ the Henry Dennis building. The City has been using the facility for the same use as Aycock Recreation center and is requesting essentially the same use. There were concerns about the cleanliness of the facility when the shelter opened last May. They have been renting the facility for various reasons/events for a time period that we don't know but previous administration approved it verbally, nothing in writing. There is definitely a need for a MOU since Eaton Johnson is 100% county owned and not shared like Aycock.

#### **5. Water**

a. **Additional County Water Lines** – I have received several phone calls about additional water lines from several business owners and the question is always does the County plan to continue to grow our water system. Just want to make you all aware that there is interest.

#### **6. Planning/Environmental**

a. **Affordable Housing** – S. Branche with Branche and Associates would like to partner with the County to start conversations as it relates to affordable housing in our county. I advised her that I would need to take it to a committee. **Staff Comments/Recommendation:** if the BoCC would like staff to keep this on our radar, staff is requesting to wait until some of our capital projects are underway before starting to really address this. We can start the education piece and attend classes/workshops that will assist us in funding, education, etc. but actually starting a project right now would be difficult with so many other big projects currently. Staff will follow direction of the BoCC on this matter.

#### **7. Public Safety**

a. **Gun Control in Vance County** – this discussion should involve the Sheriff. He plans to attend the work session today (3/17/25)

#### **8. Other Business as Necessary**



March 17<sup>th</sup> , 2025

# VANCE COUNTY

## Fleet Partnership Presentation

---

**Max Greenblatt**

*Account Executive*

*Enterprise Fleet Management*



## TODAY'S AGENDA

- **EXECUTIVE SUMMARY: CHALLENGES & SOLUTIONS**

---
- **RECOMMENDED OPERATIONAL SERVICES**

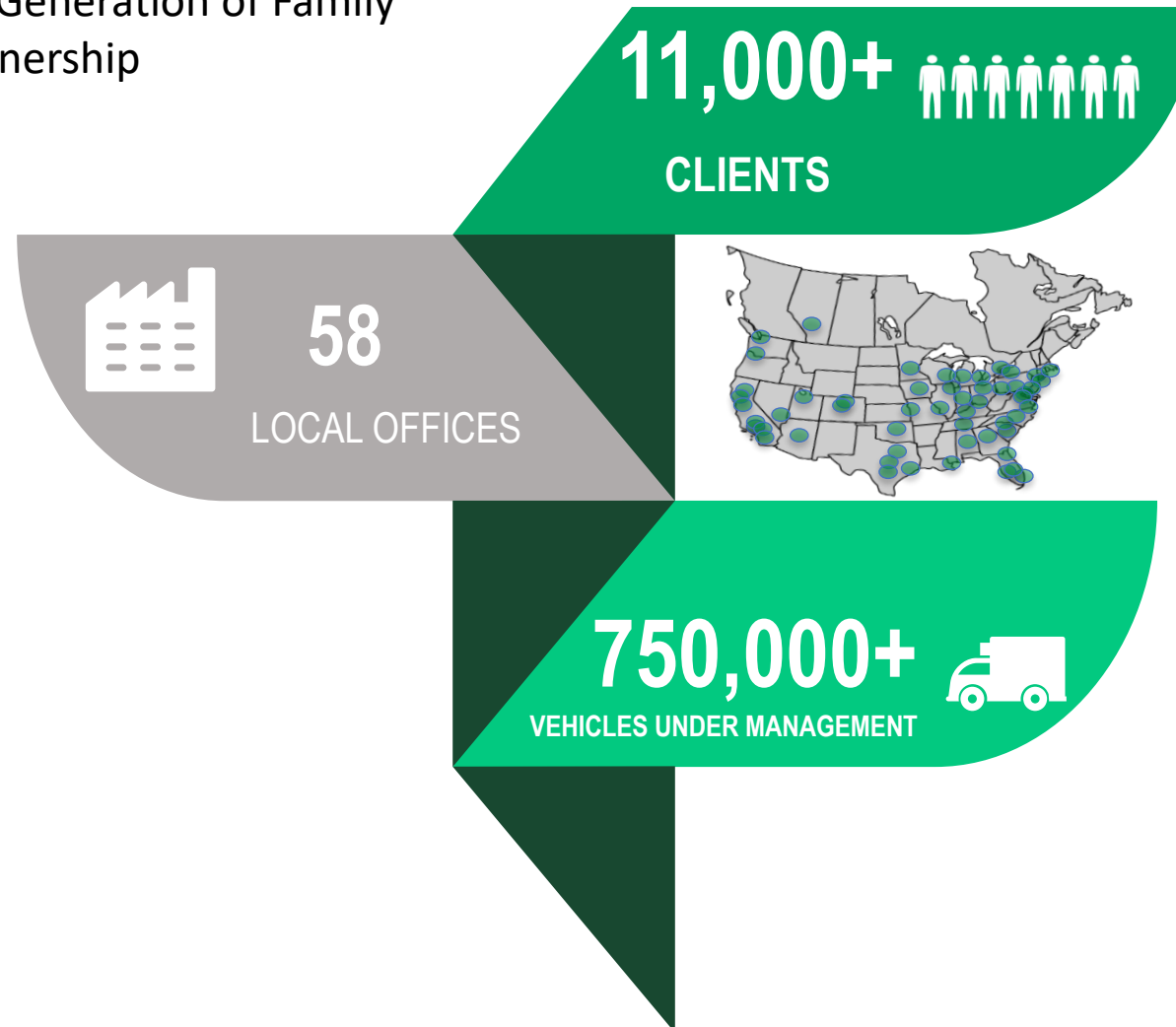
---
- **FLEET REPLACEMENT STRATEGY & IMPACT**

---
- **Q & A**

---
- **APPENDIX**

# ENTERPRISE FLEET MANAGEMENT

- Founded 1957
- 3<sup>rd</sup> Generation of Family Ownership



## KEY POINTS Gov Clients

LOCAL

85+

Gov Clients in North Carolina

6,000+

Gov Vehicles under Management

NATIONAL

2,190+

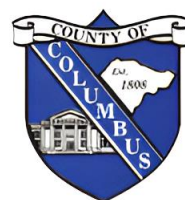
Gov Clients in North America

155,000+

Gov Vehicles under Management



WE HAVE PARTNERED  
WITH ORGANIZATIONS,  
LIKE YOURS, TO  
DEVELOP AND  
IMPLEMENT A  
PROACTIVE FLEET  
STRATEGY.



# COMPREHENSIVE OFFERING, SO YOU CAN FOCUS ON YOUR OBJECTIVES

Customized to best fit the  
needs of your business.





# EXECUTIVE SUMMARY



+



## CURRENT CHALLENGES

- **Fleet:** 97 Active Vehicles → Avg age = 7 Years
- **Acquisition/Funding:**
  - 7 Avg annual acquisitions = Approx 14 year holding period
  - Fleet aging faster than it's being refreshed
  - Aftermarket upfits costly, time-intense to coordinate/follow-up on
  - Approx 75% via cash, 25% via lease/finance
  - Dealer Stock = subject to inventory constraints, available specs
- **Resale:**
  - Gov Deals → Time consuming & inconsistent equity gain
  - Typically disposing around 150-160k miles; 13 years old
- **Maintenance:** Outsourced – local shops & dealerships
  - Time consuming to track, audit, approve, & cut PO's
  - Costs increasing with aged units & maintenance more expensive YoY
- **Multiple accounts payable**
  - Acquisition & Upfits, Maintenance, Fuel, etc.

## SOLUTIONS VIA PARTNERSHIP

- **Scalable plan**
  - Reduce administrative time & increase ease of use: Acquisition, AME Upfits, funding, resale, maintenance, fuel, license, tag, title, registration, recalls and more
- **Acquisition/Funding/Resale:**
  - Achieve more with same or less budget:
    - Optimize cash outlay with equity leasing structure
    - Vehicle arrive turn-key, spec'd exactly how Vance County desires
  - Reduce cycle time point & utilize Enterprise resale infrastructure to increase equity gained back upon disposal
- **Maintenance:**
  - Flat-line maintenance expenditure on non-ERV vehicles
  - Professional oversight of maintenance for all vehicles
  - Consolidated billing & comprehensive data analysis
- **Fuel:** Integrate WEX data into EFM Client website
- Ongoing professional consultancy on fleet strategy w/ dedicated, local Account Management team

# PROPOSED STRUCTURE



The burden of vehicle management is on Enterprise. We **acquire** the vehicle, setup **funding**, handle all **paperwork** (tag, title, registration), provide the tools to get **maintenance** and **fuel**, pay upfront for all the expenses and provide consolidated billing, and handle **resale**.

Enterprise is an expert in each of these fields, **operating the largest fleet of vehicles in the world**. By partnering with us, our clients can capitalize on our buying power, selling power & infrastructure.

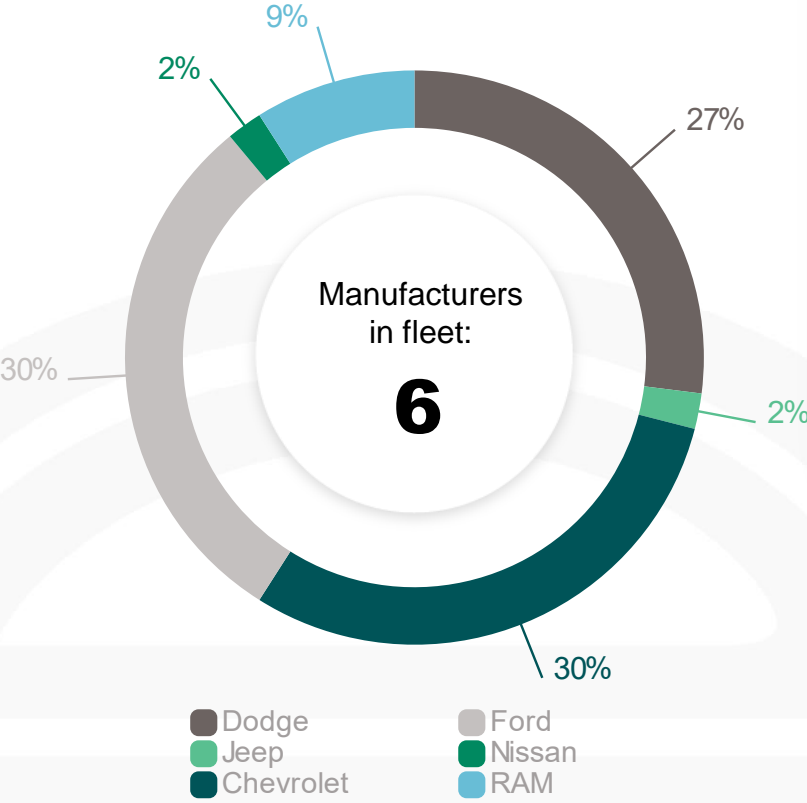
Vance County, NC

# Fleet Profile

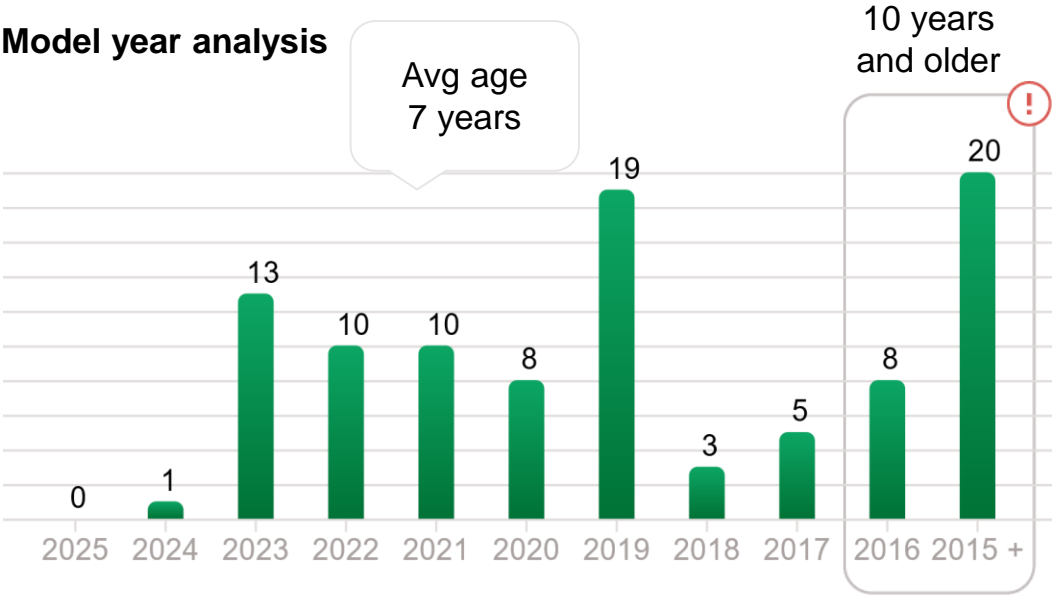
Total fleet size: Total fleet value:

**97** **\$1,290,233**

## Manufacturer breakdown



## Model year analysis



Avg holding Period (in years)

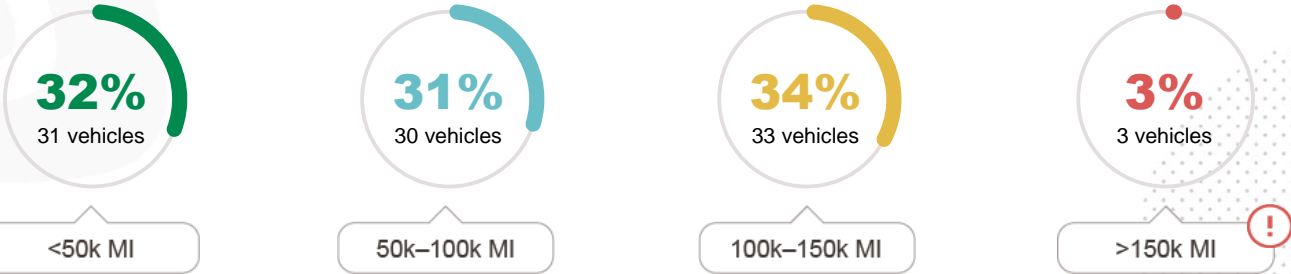
**14.3**

Avg annual acquisitions

**6.8**

## Odometer distribution

Average Odometer: 78,137



# MAINTENANCE, FUEL & TELEMATICS



## Maintenance

- Full Maintenance
  - Covers ALL maintenance (preventative & unscheduled) up to 100,000 miles
  - **Fixed monthly rate** ranging from \$0.03 - \$0.08/mile
- Maintenance Management
  - All vehicles can be enrolled
  - No out of network fees
  - EFM pays shop directly and catalogues all transactions
  - EFM negotiates parts/ labor on company's behalf
  - 200 NSD Employees with over 1,100+ total ASE certifications
  - \$43.5 million in customer savings (2023)
  - \$6 per vehicle per month

## Geotab Telematics

- No hardwire installation
  - Plugs directly into OBDII port
- Provides track, trace and route optimization capability
- Live odometer readings and engine diagnostic reporting
- Available through T-Mobile, Verizon & AT&T
- Cost Structure
  - \$0 to own device, can be moved from vehicle to vehicle.
  - Pro Package - \$20.50/month per vehicle

## WEX Fuel

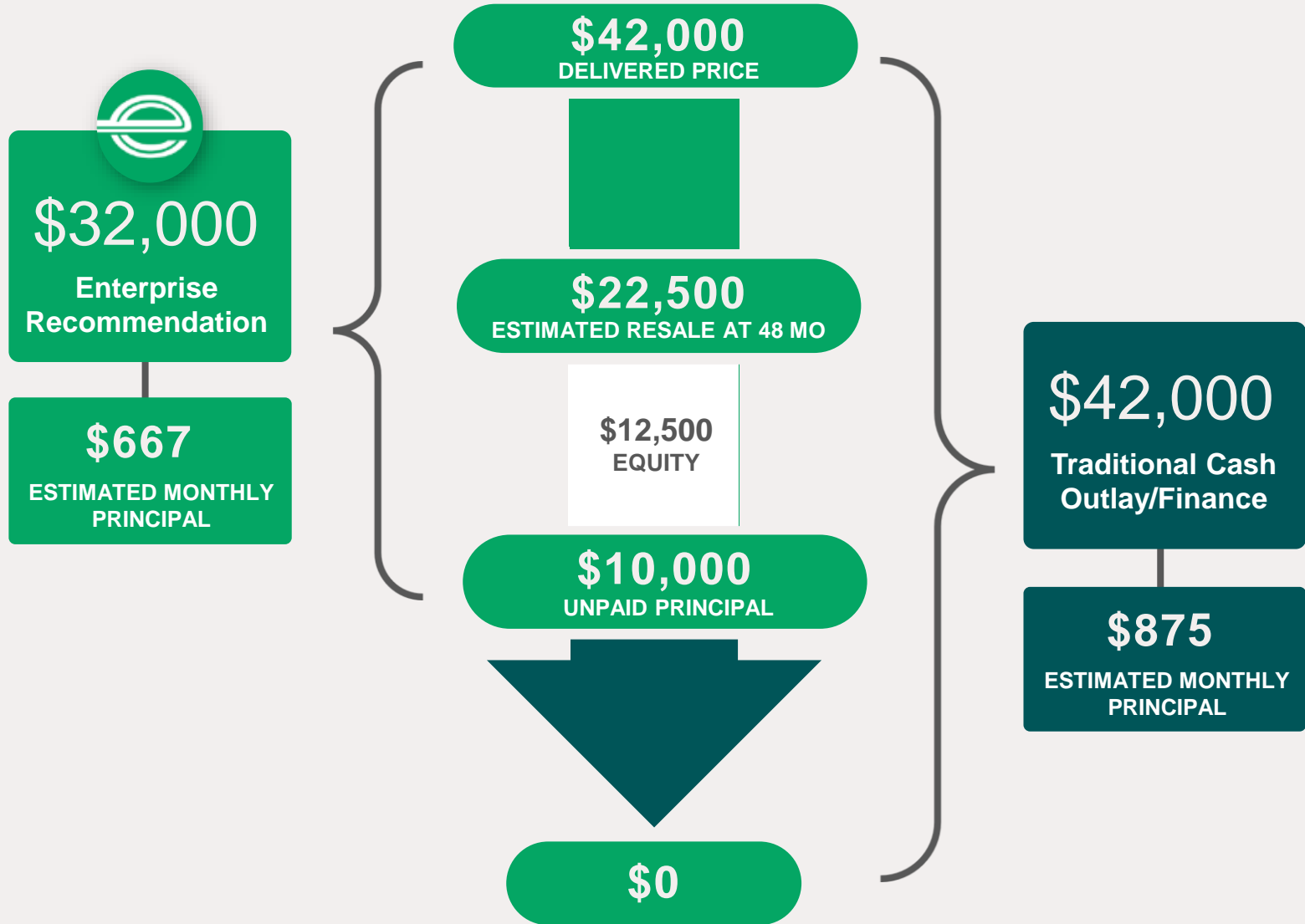
- Track and enforce fleet policy
- Purchase controls: abuse/unauthorized purchases
- 24/7 online account management
- Accepted at over 90% of the retail fueling locations across the US
- Mobile app allows drivers to find locations with lower priced fuel options
- Save 5¢ per gallon at more than 10,000 Exxon- or Mobil-branded service stations nationwide.
- 50-75 basis points back on total annual fuel spend
- Cost Structure:
  - Upfront: \$0
  - Per month: \$0
  - All fees waived through partnership with EFM



# OPEN-ENDED LEASING MODEL

Equity at the time of resale is returned to the client or rolled into a replacement vehicle, reducing ongoing costs.

**\$10,000**  
CASH FLOW  
SAVINGS



FOR EXAMPLE AND ILLUSTRATION PURPOSES ONLY.  
DOES NOT REFLECT ACTUAL CLIENT DATA OR A RECOMMENDATION.

# Vance County, NC

## Fleet Profile and Replacement Schedule

Fleet Profile			
Vehicle Type	Count	Average Age (years)	Average Annual Mileage
21 Vehicle Types	53	7.7	10,600
Compact Sedan	4	8.6	9,500
Mid-size Sedan	4	3.6	7,500
Full-size Sedan	2	5.1	13,000
Minivan-Passenger	1	9.2	12,700
Full-size Van-Passenger	1	11.2	15,000
3/4 Ton Van Cargo	1	3.1	7,800
1 Ton Van Cargo	3	23.3	3,200
Mid Size SUV 4x2	1	18.3	7,400
Mid Size SUV 4x4	4	5.9	13,200
Full Size SUV 4x4	6	2.3	9,300
Compact Pickup Ext 4x2	1	5.1	15,900
Compact Pickup Ext 4x4	1	6.1	12,500
Compact Pickup Quad 4x4	1	6.1	15,300
1/2 Ton Pickup Reg 4x2	1	18.3	10,400
1/2 Ton Pickup Reg 4x4	4	8.9	14,800
1/2 Ton Pickup Ext 4x4	10	6.4	12,600
1/2 Ton Pickup Quad 4x4	2	5.1	9,900
3/4 Ton Pickup Reg 4x2	1	13.2	8,600
3/4 Ton Pickup Reg 4x4	1	3.1	7,700
3/4 Ton Pickup Quad 4x4	3	9.8	8,700
1 Ton Pickup Reg 4x4	1	9.2	2,700

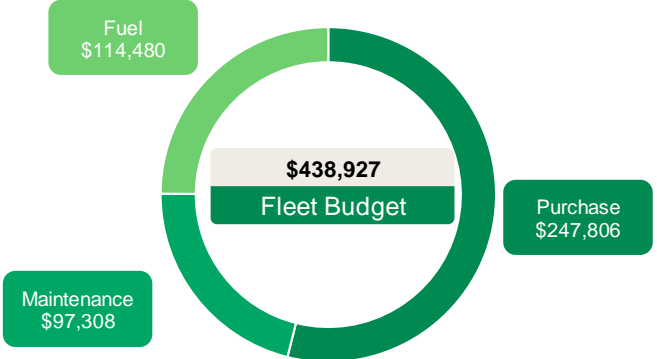
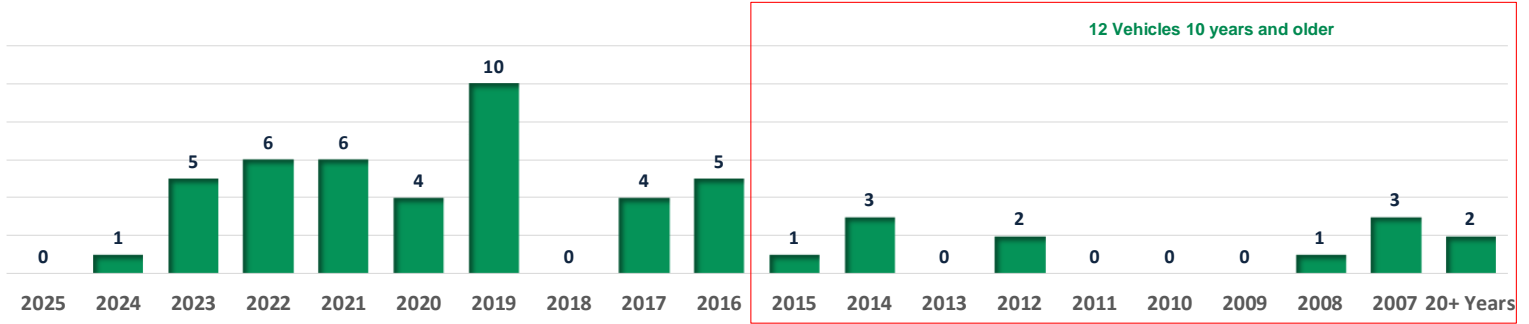
Fleet Replacement Schedule						
2025	2026	2027	2028	2029	Under-Utilized	Excluded
19	9	9	5	9	2	0
1	3	0	0	0	0	0
0	0	0	3	0	1	0
0	0	2	0	0	0	0
1	0	0	0	0	0	0
1	0	0	0	0	0	0
0	0	0	0	1	0	0
2	0	0	0	0	1	0
1	0	0	0	0	0	0
1	0	2	1	0	0	0
0	1	0	0	5	0	0
0	1	0	0	0	0	0
0	0	1	0	0	0	0
0	1	0	0	0	0	0
1	0	0	0	0	0	0
3	0	0	1	0	0	0
4	2	2	0	2	0	0
0	0	2	0	0	0	0
1	0	0	0	0	0	0
0	0	0	0	1	0	0
3	0	0	0	0	0	0
0	1	0	0	0	0	0

### Replacement Criteria

- \* Fiscal Year 2025 = 10 years old and older, or odometer over 100,000
- \* Fiscal Year 2026 = 8 years old and older, or odometer over 60,000
- \* Fiscal Year 2027 = 6 years old and older, or odometer over 40,000
- \* Fiscal Year 2028 = 4 years old and older, or odometer over 20,000
- \* Fiscal Year 2029 = Remaining Vehicles
- \* Underutilized = Annual Mileage less than 1,000

Vehicle Type	Quantity	Avg Age	Avg Annual
TRUCK	26	7.7	11,701
SUV	11	5.1	10,578
CAR	10	5.9	9,379
VAN	6	15.6	7,508
Totals/Averages:	53	7.7	10,600

### MODEL YEAR ANALYSIS



Vance County, NC

# Fleet Planning Analysis

Assumptions	Fleet Analyzed	53	Fleet Growth	-0.86%
	Current Cycle	8.15	Annual Miles	10,800
	Current Maintenance	\$153.00	Current MPG	15
	Maint. Cents Per Mile	\$0.17	Price/Gallon	\$3.00
Proposals	Proposed Fleet	51		
	Proposed Cycle	5.00		
	Proposed Maintenance	\$76.08		

Fleet Mix					Fleet Cost						Annual	
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	53	6.5	53	0	247,806	0	-20,666		97,308	114,480	438,927	0
Year 1 ('25)	51	19	32	19	0	159,727	-99,018		76,099	105,501	242,309	196,618
Year 2 ('26)	51	9	23	28	0	218,087	-71,343		67,792	101,248	315,784	123,143
Year 3 ('27)	51	9	14	37	0	288,436	-83,384		59,486	96,995	361,532	77,395
Year 4 ('28)	51	5	9	42	0	320,248	-42,368		54,871	94,632	427,383	11,544
Year 5 ('29)	51	9	0	51	0	398,403	-140,674	-278,756	46,564	90,379	115,917	323,010
Year 6 ('30)	51	19	0	51	0	398,403		-103,213	46,564	90,379	432,133	6,794
Year 7 ('31)	51	9	0	51	0	398,403		-131,474	46,564	90,379	403,872	35,055
Year 8 ('32)	51	9	0	51	0	398,403		-51,588	46,564	90,379	483,758	-44,831
Year 9 ('33)	51	5	0	51	0	398,403		-118,032	46,564	90,379	417,314	21,613
Year 10 ('34)	51	9	0	51	0	398,403		-278,756	46,564	90,379	256,590	182,337

SAVINGS

10 Year Savings\* \$1,138,375

Net Sustainable Impact\* \$98,167

\*includes total unrealized equity of \$205,696

Projected Fleet Equity Analysis						
YEAR	2025	2026	2027	2028	2029	Under-Utilized
QTY	19	9	9	5	9	2
Est \$	\$4,371	\$7,927	\$9,265	\$8,474	\$15,630	\$7,985
TOTAL	\$83,048	\$71,343	\$83,384	\$42,368	\$140,674	\$15,970
\$436,787						
Estimated Current Fleet Equity**						

\* Lease Rates are conservative estimates

\*\*Estimated Projected Fleet Equity is based on the current fleet "sight unseen" based on replacement year and can be adjusted after physical inspection and may change based on market factors, these are not guaranteed values

Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

Key Objectives

**Lower average age of the fleet**  
23% of the current light and medium duty fleet is over 10 years old  
Resale of the aging fleet is significantly reduced

**Reduce operating costs**  
Newer vehicles have a significantly lower maintenance expense  
Newer vehicles have increased fuel efficiency with new technology implementations

**Maintain a manageable vehicle budget**  
Challenged by inconsistent yearly budgets  
Currently vehicle budget is underfunded



## FLEET MANAGEMENT

## Sheriff's Office (Patrol Build aftermarket upfit) Lease Vs. Purchase Analysis

## Equity Lease Menu Pricing

Vehicle Type	Year	Make	Model	Trim Level
Mid Size SUV 4x4	2025	Dodge	Durango Pursuit	Base All Wheel Drive
Total Annual Cost				\$93,942.72
Total One Time Aftermarket Cost				\$48,000.00
Year 1 Cost Via Enterprise Equity Leasing Program (Annual Cost and Aftermarket)				\$141,942.72

Quantity	Term (Months)	Estimated Annual Mileage	Monthly Cost (Lease Rate)*	Annual Cost	Annual Cost by Quantity	Cash Down on Aftermarket	Estimated Equity Per Vehicle @ Term
8	60	20000	\$978.57	\$11,742.84	\$93,942.72	\$6,000.00	\$9,118.00

## Cash Purchase

Vehicle Type	Year	Make	Model	Trim Level
Mid Size SUV 4x4	2025	Dodge	Durango Pursuit	Base All Wheel Drive

Quantity	Cash Payment w/Aftermarket	Cash Payment by Quantity
8	\$57,336.00	\$458,688.00

Year 1 Cost Via Enterprise Equity Leasing Program (Annual Cost and Aftermarket)	\$141,942.72
Year 1 Cash Outlay of Purchased Vehicles	\$458,688.00
Cashflow Savings Year 1	\$316,745.28

Total Cash Outlay on 5 year Lease	\$517,713.60
Total Estimated Equity @ End of Term	\$72,944.00
Net Cash Outlay Over Lease Term	\$444,769.60

Cash Outlay of Purchased Vehicles	\$458,688.00
Net Cash Outlay Over Lease Term	\$444,769.60
Net Cash Savings of Leasing vs. Purchase	\$13,918.40





# EFM FEBRUARY LOCAL DURANGO PURSUIT

## SALES FOR GOV'T CLIENTS

Customer Name	Model Year	Make	Model	Series	VIN	Final Mileage	Months In Service	Sale Date	Sale Price	Reduced book Value at Sale	Net Equity at Sale
Onslow County	2020	Dodge	Durango	Pursuit 4dr All-Wheel Drive	1C4SDJFT3LC381687	<b>101,734</b>	47	2/12/2025	<b>\$18,745.10</b>	1,006.94	<b>-17,738.16</b>
County of Caswell	2020	Dodge	Durango	Pursuit 4dr All-Wheel Drive	1C4RDJFG4LC309494	<b>91,667</b>	52	2/20/2025	<b>\$17,980.00</b>	2,063.08	<b>-15,916.92</b>

# YEAR 1 REPLACEMENT PLAN BUDGET IMPACT

Based on order-to-delivery timelines, upfront costs, replaced unit resale, and monthly payments

Est Invoice Balance					
Month	Item	Est Upfront Cost*	Est Monthly Payment**	Est Cumulative Budget Impact***	Est Repl Veh Resale****
May	Budget Impact	\$0	\$570	\$570	
June	Budget Impact	\$0	\$570	\$1,140	
July	Budget Impact	\$0	\$570	\$1,710	
August	Budget Impact	\$139,952	\$19,147	\$160,809	(\$111,858)
September	Budget Impact	\$10,533	\$21,747	\$81,231	(\$21,600)
October	Budget Impact	\$17,212	\$27,370	\$104,213	(\$18,532)
November	Budget Impact	\$0	\$27,370	\$113,051	
December	Budget Impact	\$0	\$27,370	\$140,421	
January	Budget Impact	\$20,952	\$31,327	\$192,700	(\$5,000)
February	Budget Impact	\$0	\$31,327	\$219,027	
March	Budget Impact	\$0	\$31,327	\$250,354	
April	Budget Impact	\$0	\$31,327	\$281,681	
May	Budget Impact	\$0	\$31,327	\$313,008	
June	Budget Impact	\$0	\$31,327	\$344,335	
Est Budget for FY '25/'26 w/o Resale Gains:					\$499,615
Est Net Budget for FY '25/'26 w/ Resale Gains:					\$343,195

-Vehicle payments do not begin until vehicles land, on monthly statement following month

-Non-pursuit vehicles have fixed-cost monthly full maintenance plan, covering everything mechanical plus 2 sets of brakes and 4 tires

-Upfront Cost: Includes Sales Tax, Property Tax, License & Title, and 50% downpayment on aftermarket equipment for any upfits >\$10k, 25% downpayment on aftermarket equipment for upfits between \$5k-\$10k

Make/Model	Quantity	Monthly Payment	Monthly Invoice by QTY	Annual Cost by QTY	Upfront Cost by QTY	Delivery Time:	Order Cut-Off Date
Chevrolet Silverado 1500 4x4 Reg Cab 8' Bed w/ Liftgate	1	\$976	\$976	\$11,711	\$3,161	20-22 Weeks	4/29/2025
Ford Transit-350 15-Passenger Mid Roof	2	\$1,235	\$2,470	\$29,642	\$4,428	30-48 Weeks	None Yet
Ford Transit-350 15-Passenger Mid Roof - Jail Transpo Build	1	\$1,487	\$1,487	\$17,842	\$16,524	30-48 Weeks	None Yet
Chevrolet Silverado 2500 4x4 Dbl Cab 8' Bed	3	\$1,121	\$3,363	\$40,359	\$5,634	21-23 Weeks	None Yet
Chevrolet Colorado 4x4 Crew Cab	1	\$830	\$830	\$9,956	\$1,339	13-15 Weeks	5/27/2025
Dodge Durango Pursuit - Patrol Build	15	\$980	\$14,695	\$176,340	\$123,810	8-12 Weeks	None Yet
Dodge Durango Pursuit - K-9 Build	1	\$1,053	\$1,053	\$12,632	\$11,587	8-12 Weeks	None Yet
Toyota Camry LE FWD	2	\$644	\$1,289	\$15,464	\$2,116	16-20 Weeks	5/12/2025
Chevrolet Tahoe Special Service Vehicle 4x4 - EMS Build	1	\$1,312	\$1,312	\$15,742	\$8,417	21-23 Weeks	None Yet
Chevrolet Tahoe Police Vehicle 4x4 - Patrol Build	1	\$1,312	\$1,312	\$15,742	\$8,417	17-19 Weeks	None Yet
Chrysler Pacifica Select FWD	2	\$1,003	\$2,005	\$24,062	\$3,216	Dealer Stock	Ordering Closed
<b>Total</b>	<b>30</b>		<b>\$30,791</b>	<b>\$369,492</b>	<b>\$188,649</b>		

# LOCAL DEDICATED ACCOUNT TEAM

## Client Strategy Manager

- Fleet Analysis *(at least once a year)*
  - Reviews total cost of owning and operating fleet
  - Makes recommendation on cycle period and manufacturer
  - Identifies cost savings opportunities
- Annual Client Review
  - Industry update highlighting any major changes in our industry
  - Year-over-year performance summary
  - Key metrics in important areas:
    - Spend, Number of vehicles acquired and sold,
    - Equity rolled Age and mileage of the fleet, Transactions
  - Opportunities to focus on

## Account Fleet Coordinator

Your day-to-day contact:

- Vehicle Orders from Factory or Dealers
- Aftermarket Equipment
- License & Titles
- Billing Questions
- Client Website, Reporting & Database Administration
  - Client cost codes, driver codes, etc.



**Fleet Plan**



**Operating Plan**



**Safety & Risk**



**Admin. & Compliance**

ENTERPRISE FLEET MANAGEMENT CONSULTATION

# PROPOSAL RECAP & RESULTS



+



## SOLUTIONS VIA PARTNERSHIP

### ▪ Scalable plan

- *Reduce administrative time & increase ease of use: Acquisition, AME Upfits, funding, resale, maintenance, fuel, license, tag, title, registration, recalls and more*

### ▪ Acquisition/Funding/Resale:

- *Achieve more with same or less budget:*
  - *Optimize cash outlay with equity leasing structure*
  - *Vehicle arrive turn-key, spec'd exactly how Vance County desires*
- *Reduce cycle time point & utilize Enterprise resale infrastructure to increase equity gained back upon disposal*

### ▪ Maintenance:

- *Flat-line maintenance expenditure on non-ERV vehicles*
- *Professional oversight of maintenance for all vehicles*
- *Consolidated billing & comprehensive data analysis*

### ▪ Fuel: Integrate WEX data into EFM Client website

- *Ongoing professional consultancy on fleet strategy w/ dedicated, local Account Management team*



+



## RESULTS

### ▪ Ease of Use:

- *Reduced administrative time for all Vance County stakeholders = more time and resources for core duties*

### ▪ CapEx → Acquisition/Funding/Resale:

- *Decreased cash-outlay burden & better, more predictable budget management*
- *Monthly vehicle payments not due until vehicle delivery*
- *Increased resale value through EFM exclusive resale networks*

### ▪ OpEx → Maintenance & Fuel:

- *52% Reduction in maint expenditure for non-ERV vehicle fleet by full implementation*
- *21% Reduction in fuel expenditure for non-ERV vehicle fleet by full implementation*

### ▪ Avg vehicle cycle point of 5 years by full implementation:

- *Reduced downtime*
- *Increased safety via more frequently refreshed fleet*



# TIMELINE – DUE DILIGENCE PROCESS

## Replacement Worksheet

- ☐ Replacement targets
- ☐ Spec vehicles
- ☐ Aftermarket
- ☐ Incentive request

## Update Analysis

- ☐ Use the worksheet to update year 1 budget impact
- ☐ Menu pricing
- ☐ EFM to generate vehicle quotes

## Due Diligence

- ☐ Get contracts/agreements to legal team

## Committee Meeting

- ☐ Pre-council meeting?
- ☐ Dates: March 17<sup>th</sup>
- ☐ Verify agenda listing

## Council Meeting

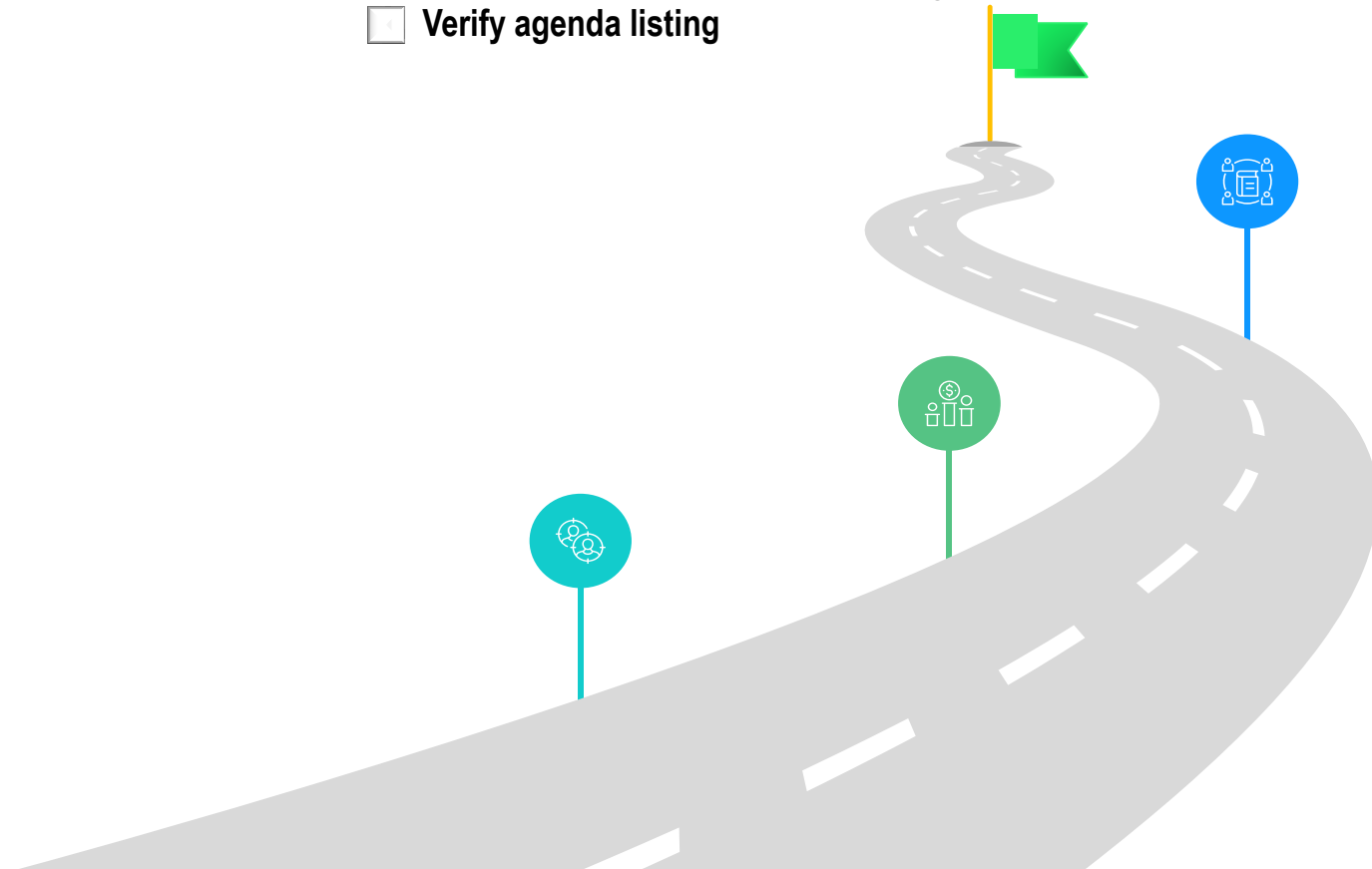
- ☐ Dates of meeting: April 7<sup>th</sup>
- ☐ When to submit for Agenda

## Order to Deliver Timeline

- Durango Pursuits: 8-12 Weeks + Upfit time
  - Lands in new fiscal year
- Non ERV Vehicles: 16-22 Weeks + Upfit if applicable
  - Lands around start of new fiscal year

## Upcoming Board of Commissioners' Meetings:

- April 7<sup>th</sup>, 2025, 6:00pm



An aerial photograph of a multi-lane highway interchange with several cars and a truck. The image is overlaid with a semi-transparent green filter. The word "QUESTIONS" is written in large, white, sans-serif capital letters across the center of the image.

# QUESTIONS

The logo for Enterprise Fleet Management, featuring a green square with a white stylized 'e' icon, followed by the word "enterprise" in white lowercase letters inside a black rectangular box.

**enterprise**

FLEET MANAGEMENT

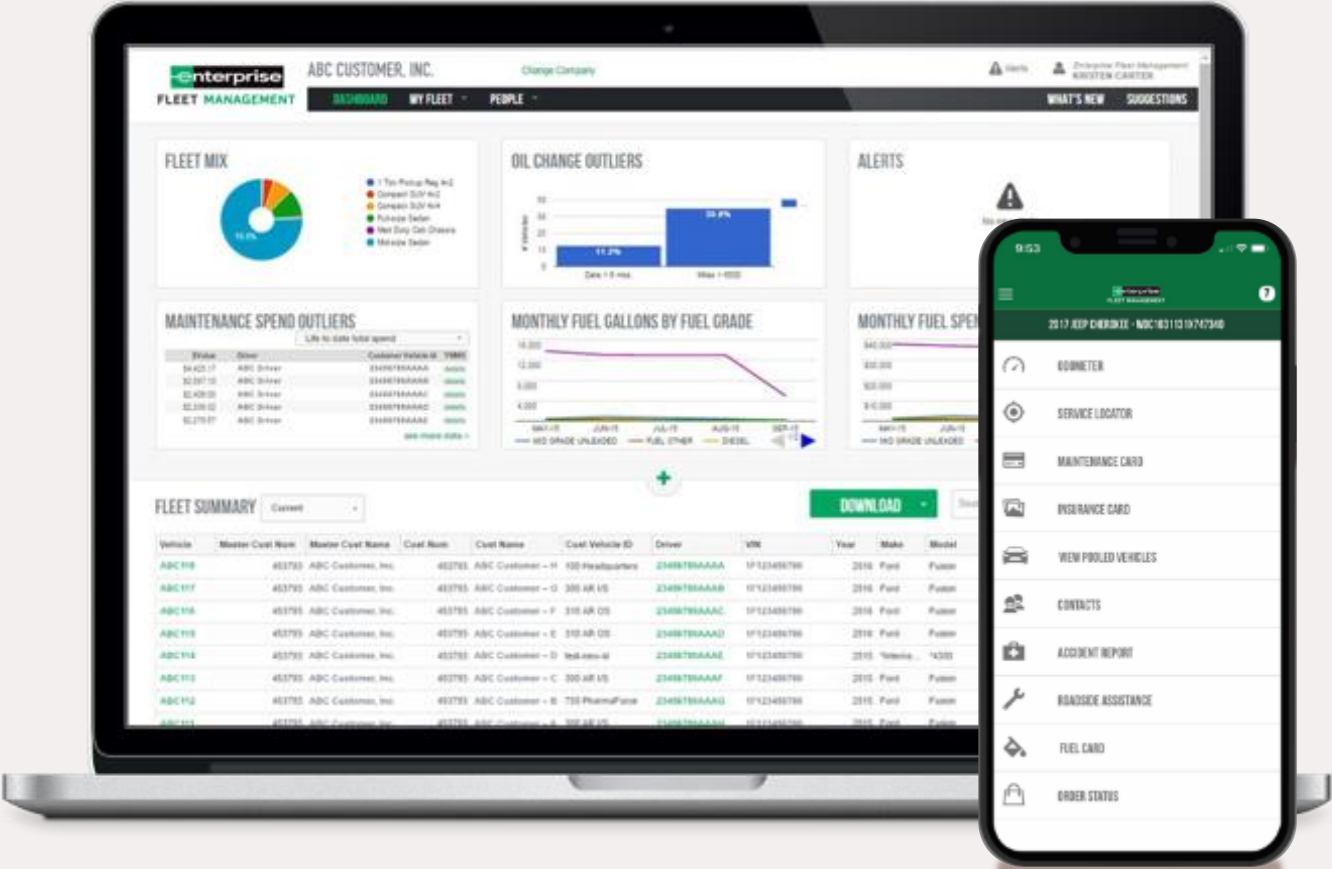


# APPENDIX

# EMPOWERING CLIENTS THROUGH ACTIONABLE DATA

Fleet Management Platform and Mobile App

- ✓ **COMPREHENSIVE FLEET LIST**
- ✓ **ORDER STATUS UPDATES**
- ✓ **MAINTENANCE INSIGHTS**
- ✓ **OPERATOR INSIGHTS**
- ✓ **FUEL SPEND**





# DUE DILIGENCE:

## Enterprise Fleet Management

Fleet management

#030122-EFM

Maturity Date: 4/18/2026

Website: [efleets.com/sourcewell](https://efleets.com/sourcewell)

Sourcewell  
Awarded Contract

Products & Services

Buy Sourcewell

Documents

Contact Information

### Products & Services

Sourcewell contract 030122-EFM gives access to the following types of goods and services:

- Fleet management services
- Open-end leases
- Maintenance management programs
- Managed fuel card programs
- Commercial vehicle leasing
- Telematics
- Vehicle performance data reporting
- Vehicle tracking technology
- Driver safety programs
- Vehicle accident management solutions
- Fleet planning technology
- License, title, & registration services

Additional information can be found on the vendor-provided, nongovernment website at:

Sourcewell

### Vance County

Henderson, North Carolina

Account # 125260

### Factory Orders

- Acquisition:
  - US: Manufacturer Published Invoice Less Applicable Incentives Less Applicable Advertising
  - Canada: Dealer Invoice less applicable incentives
- Acquisition Fee: US: \$60 | Canada: 2% of invoice + \$30 Management Fee per vehicle
- Courtesy Delivery Fee: (US & Canada) variable \$150-\$450 depending on location
- Service Charge:
  - US: \$400 fee per vehicle at the end of the lease
  - Canada: \$495 fee per vehicle at the end of the lease
- Management Fee: (US & Canada) 0.10% based on delivered cost of vehicle
- Interest Rate:
  - US: 3 year T-bill + 350 basis points
  - Canada: 3 Year Bond + 300 Basis Points

# MAINTENANCE PROGRAMS

## 7 Partner Maintenance Facilities within 5 miles of ZIP 27536

For all new vehicles cycled into the fleet:

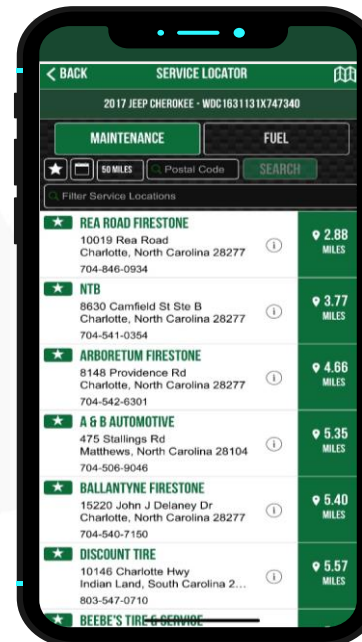
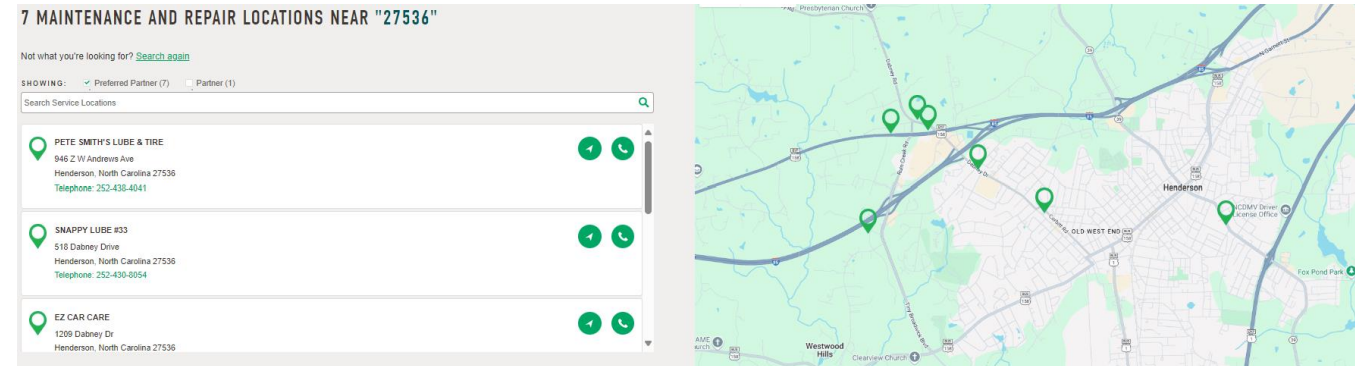
### Full Maintenance

- Fixed monthly rate
- Simple process for all parties
- Includes: 24/7 Roadside, all major and minor repairs

For the remaining vehicles:

### Maintenance Management

- “Bridge” program for currently owned fleet vehicles
- Seamless experience for field drivers



## Last Year Client Savings:

**\$43.5 MILLION**

in total maintenance and repair savings

More than

**\$17.1 MILLION**

in negotiated savings for repairs



**FLEET MANAGEMENT**

## Fleet Synopsis

PREPARED FOR:

# Vance County, NC



### Prepared By:

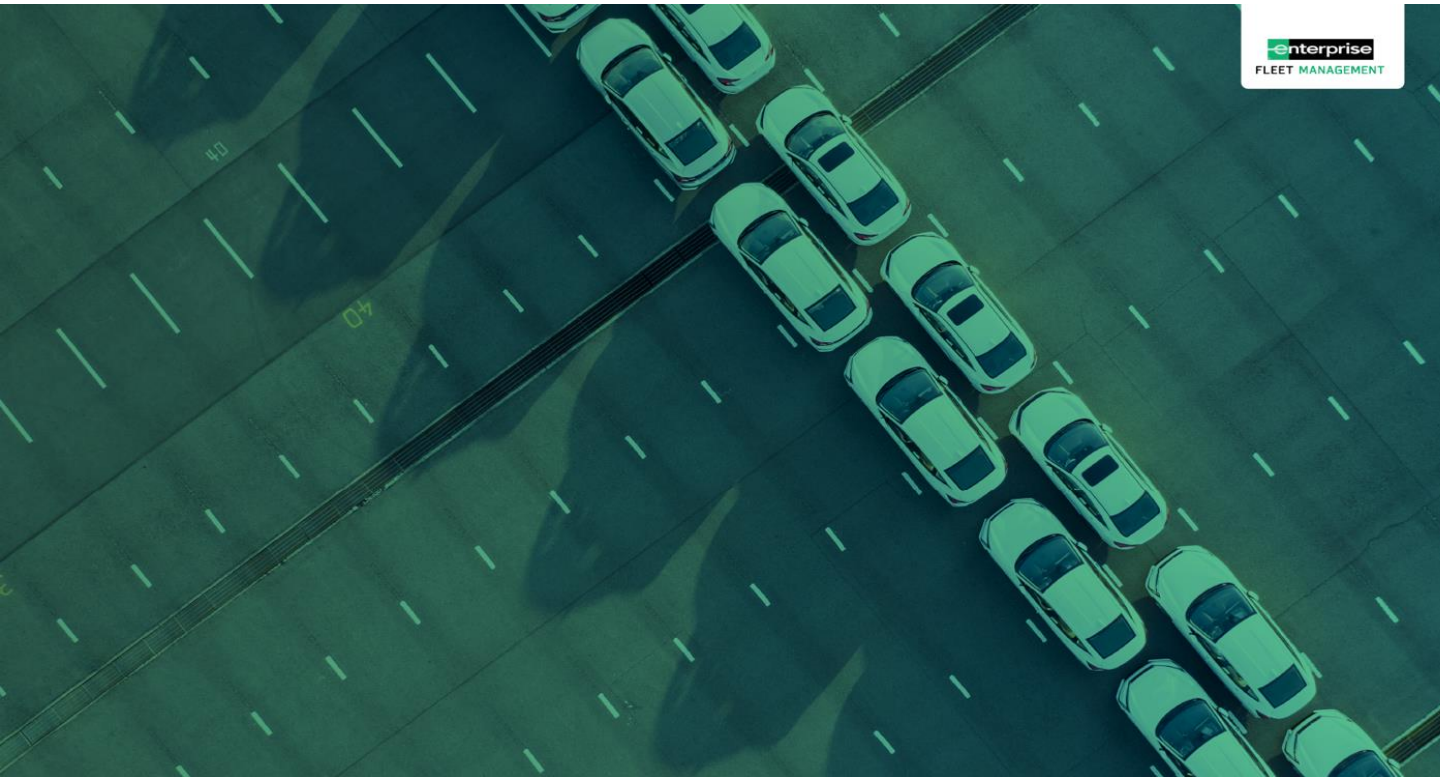
**Max Greenblatt**

Fleet Consultant

4817 Hargrove Rd. Suite 109

Email: [Max.i.Greenblatt@efleets.com](mailto:Max.i.Greenblatt@efleets.com)

Office: | Cell: (914) 213-4749



## CURRENT SITUATION

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

- 23% 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****53****FLEET BUDGET****\$437,661.36****ODOMETER AVG****73,332****VEHICLE CYCLE****8 Years**

## KEY CONSIDERATIONS | OBJECTIVES

**Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$1,179,739 in 10 years**

- Shorten the current vehicle life cycle from 8.15 years to 5. years
- Free up more than \$99,018 in capital from the salvage of 22 vehicles in the first year
- Significantly reduce Maintenance to an average monthly cost of \$76.00 vs. current \$153
- Provide a lower sustainable fleet cost that is predictable year over year □
- Reduce the overall fuel spend through more fuel efficient vehicles
- Leverage an open-ended lease to maximize cash flow opportunities and recognize equity.

**Increase employee safety with newer vehicles**

Currently:

- 2 vehicles predate Anti-Lock Brake standardization (2007)
- 4 vehicles predate Electronic Stability Control standardization (2012)
- 19 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

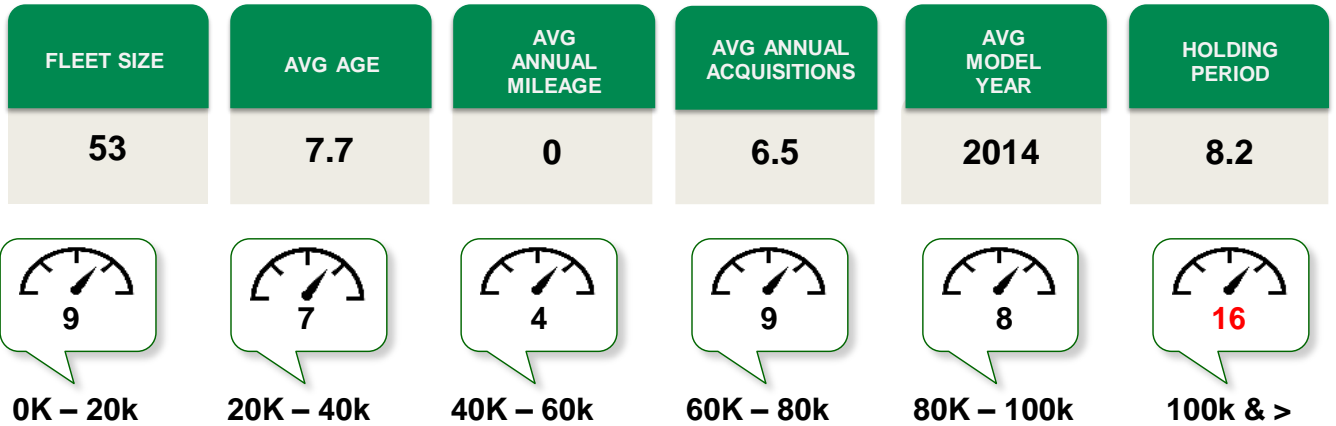
**THE IMPACT****Reduce** Fleet Spend  
by \$1,179,739**Decrease** Administrative  
Burden and Downtime**Enhanced** Reporting,  
Oversight, & Control**Local** Team to Support  
Needs Nationwide**Newer** Safer Vehicles  
Replace Every 4-5 yrs





## THE RECOMMENDATION

By partnering with Enterprise Fleet Management, Vance County, NC 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. Vance County, NC will reduce fuel costs by 21% and reduce maintenance costs from \$153 on average to \$76.00 per unit. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold creating an internal replacement fund. Furthermore, Vance County, NC 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, Vance County, NC will be able to replace all of its vehicles over the course of 5 years while creating a sustainable savings of \$104,462.45.



# Fleet Statistics | Vance County, NC

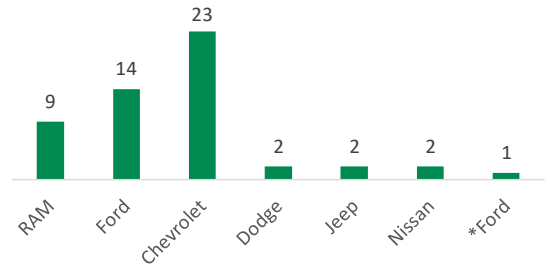


Vehicle Type	Quantity	Avg Age	Avg Annual Mileage
TRUCK 	26	7.7	11,701
SUV 	11	5.1	10,578
CAR 	10	5.9	9,379
VAN 	6	15.6	7,508
<b>Totals/Averages:</b>	<b>53</b>	<b>7.7</b>	<b>10,600</b>

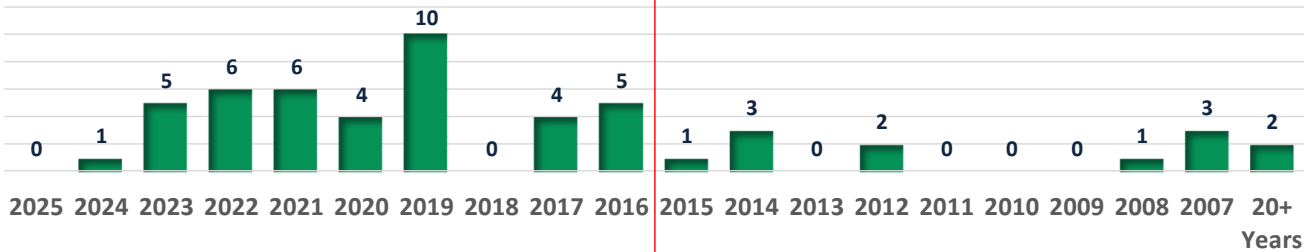
Vehicle Classes  
4

Average Odometer  
73,332

## Manufacturer Profile



## MODEL YEAR ANALYSIS







## 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

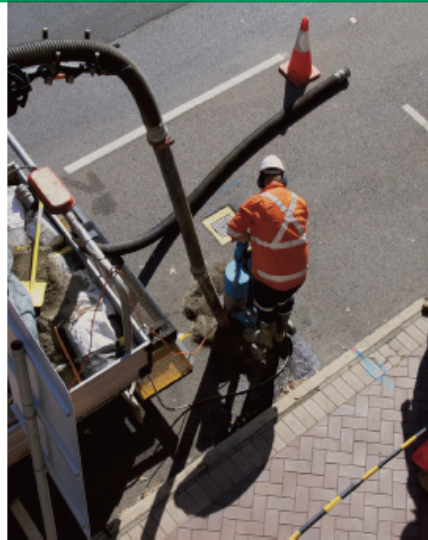
The Full Maintenance Program provides a low fixed monthly cost, which is easily budgeted for every year. The program eliminates the need for City resources to work on the light-duty fleet, so the maintenance staff can solely focus on the heavy-duty equipment.

### 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](http://efleets.com) or call 877-23-FLEET.**

Enterprise and the 'e' logo are registered trademarks of Enterprise Fleet Management, Inc. All other trademarks are the property of their respective owners. © 2018 Enterprise Fleet Management, Inc. 18124\_3M



### Key Results

**27%**  
**DECREASE**  
 IN FLEET COSTS



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

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



## SAFETY

23% 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.

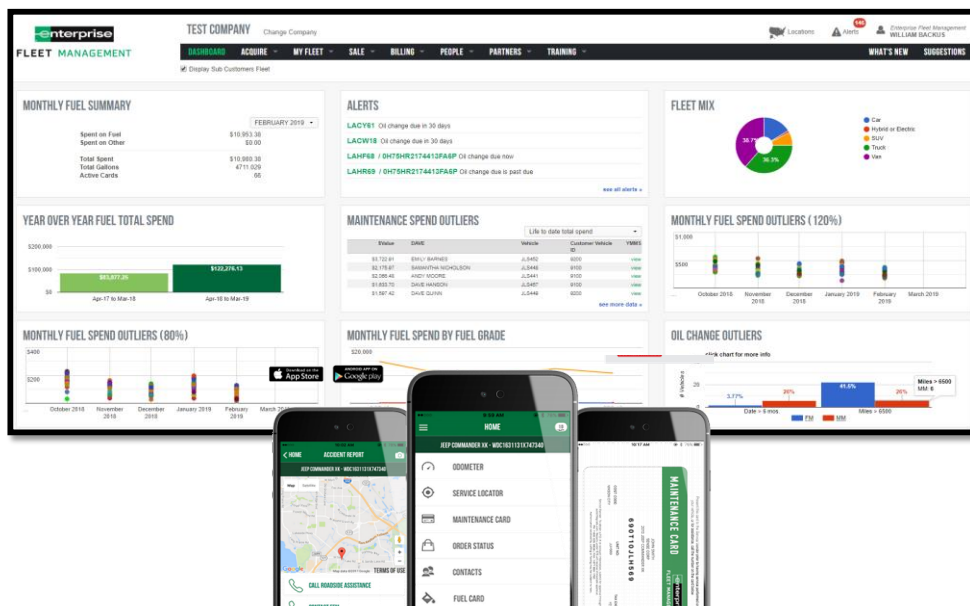
## ACCOUNT MANAGEMENT

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



Current Partners

- County of Granville

Bertie County

County of Columbus

Caswell County

Person County

Chowan County
- County of Hertford

Halifax County

Onslow County

NC League of Municipalities

Gates County

Stokes County

REFERENCES

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

- County of Granville

Business Phone #: (919) 693-5240

Contact Person: Drew Cummings, County Manager
- Bertie County

Business Phone #: (252) 794-6109

Contact Person: David Scarborough, County Manager
- Gates County

Business Phone #: (252) 357-2411

Contact Person: William Roberson, Finance Manager

COOPERATIVE PARTNERS:

- TIPS/TAPS USA
- SOURCEWELL
- E&I





# Proposal to Vance County

March 4, 2025

Renee Perry, Vance County Manager

Subject: Proposal for The Vance County Nutrition Program

## Introduction

Green Rural Redevelopment Organization (GRRO) is pleased to submit this proposal to Vance County for the implementation of a nutrition program aimed at feeding the county's Medicaid recipients identified by the county as food insecure. GRRO has been dedicated to addressing food insecurity since 2012, and our impact extends across eleven counties and the Haliwa-Saponi Indian Tribe community.

As part of our ongoing mission, this proposed program will serve approximately 900 households in Vance County every two weeks with a fresh vegetable box, targeting Medicaid recipients. GRRO will also refer those individuals needing support for housing, transportation, and substance use.

## Program Overview

- Total Population Served: 900 households
- Total food boxes 900 households in Vance County every two weeks
- Eligibility Criteria: Medicaid recipients identified by the county, excluding individuals already receiving food assistance through the Vance County senior program or within the one-mile service radius
- Frequency: Twice monthly distribution of fresh vegetable boxes
- Current Operations:
  - GRRO currently provides senior food boxes to clients in Warren and Vance counties through the Food Bank of Central and Eastern NC
  - GRRO currently provides medically tailored meals to seniors referred by Kerr-Tar Council of Governments to five counties – Vance, Person, Franklin, Warren, Granville
  - GRRO partners with Duke Health to provide a prescription food program, delivering food boxes twice per month to 5 counties

***GRRO would like to pattern the Vance County Nutrition Program after the Duke Health Prescription Produce program.***



## Capacity & Infrastructure

GRRO is well-positioned to execute this program efficiently, given our proven track record and established network:

- A strong partnership with NC Mental Department Mental Health, which funds our SDOH referral services
- 40 Community Health Workers (CHWs) and 6 Peer Support Specialists (PSS) and 6 Coordinators embedded throughout our service counties

***Community Health Worker (CHW)** serves as a trusted advocate, bridge, and resource for individuals and communities facing barriers to health and social services. CHWs work directly with community members to improve access to healthcare, provide education on health and wellness, connect individuals to critical resources, and support efforts to address **Social Determinants of Health (SDOH)** such as food insecurity, housing instability, transportation challenges, and behavioral health needs.*

***A Peer Support Specialist (PSS)** is an individual with lived experience in mental health recovery, substance use treatment, or both, who uses their personal journey to support and empower others facing similar challenges. Peer Support Specialists provide emotional support, mentorship, advocacy, and resource navigation to individuals in need, helping them achieve stability, wellness, and independence.*

*This role is crucial in bridging the gap between individuals and healthcare or social service systems, offering peer-driven support that fosters trust, resilience, and self-empowerment.*

- GRRO is willing to partner with the Vance County Department of Social Services to provide a fully paid Community Health Worker position to assist with identifying the 900 households in the Nutrition Program

## Partnership

GRRO is prepared to implement this Food Box Program at every two weeks. To ensure the program's success, we seek collaboration with Vance County to:

1. **Identify eligible recipients** within the Medicaid population
2. **Delivery** twice monthly for the 900 identified households
3. **Provide outreach and awareness** to maximize program participation
4. **Support referral and data-sharing efforts** to enhance social determinant of health (SDOH) screenings

## Expected Outcomes

- Increased access to fresh and nutritious food for Medicaid recipients
- Reduction in food insecurity rates among Medicaid recipients
- Strengthened collaboration between GRRO, Vance County, and the Vance County agencies

- Enhanced screening and referrals for additional Social Determinants of Health (Transportation, Housing, Behavioral (Mental) Health and Substance Use (Opioid decrease), needs, improving overall community health

## **Conclusion**

GRRO has a longstanding commitment to combating food insecurity and improving social determinants of health across rural communities. This Vance County Nutrition Program aligns with Vance County's mission to support its most vulnerable residents, and we are eager to partner in making this initiative a success.

Our Food Service Director would be available to present to the county commissioners on Monday if necessary.

Sincerely,

**Henry Crews**

Henry Crews  
Executive Director  
Green Rural Redevelopment Organization (GRRO)