



AGENDA OF THE FINANCE COMMITTEE

TUESDAY, SEPTEMBER 8, 2020, 4:30 PM

Virtual Meeting. Public may join via Zoom.

A. Zoom Meeting Information

1. This item contains documents which provide call in information and instructions for the Zoom Meeting.

B. Roll Call.

1. Members: Ald. Barbara Dorff, Ald. Veronica Corpus-Dax, Ald. Bill Galvin & Ald. Brian Johnson.

C. Approval of the Agenda.

D. Approval of Minutes.

1. Approval of the Finance Committee minutes from the August 4, 2020 meeting.

E. Regular Business.

1. For consideration and possible action to approve a 2021 leasing program with Enterprise Fleet Management for a portion of the city's support vehicle fleet.
2. Update with possible action on the status of the 2020 City of Green Bay budget, including impacts and changes caused by the COVID-19 pandemic.

F. Informational.

1. 2020 Contingency Account \$93,322.00.
2. The next Finance Committee meeting will be held on Tuesday, September 22, 2020 at 4:30 PM.

G. Adjournment.

- 1) THIS MEETING IS RECORDED: THE VIDEO OF THIS MEETING AND MINUTES ARE AVAILABLE ONLINE AT www.greenbaywi.gov
- 2) ACCESSIBILITY: Any person wishing to attend who requires special accommodation because of a disability, should contact the City Safety Manager at 920-448-3125 at least 48 hours before the scheduled meeting time so that arrangements can be made.
- 3) QUORUM: Please take notice that a majority or quorum of the Common Council will attend this Finance Committee meeting and will constitute a meeting of the Common Council for purposes of discussion and information gathering relative to this agenda.
- 4) REPRESENTATION: The party requesting the communication, or their representative, should be present at this meeting.

Virtual Meeting Instructions



Finance Committee

Zoom Meeting Information

Join Zoom Meeting

<https://us02web.zoom.us/j/82842638158?pwd=eFZJaU1hTzdrbUNXU0kyWVplQTlwUT09>

Meeting ID: 828 4263 8158

Passcode: 009319

One tap mobile

+19292056099,,82842638158#,,,,,0#,,009319# US (New York)

+13017158592,,82842638158#,,,,,0#,,009319# US (Germantown)

Dial by your location

+1 929 205 6099 US (New York)

+1 301 715 8592 US (Germantown)

+1 312 626 6799 US (Chicago)

+1 669 900 6833 US (San Jose)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

Meeting ID: 828 4263 8158

Passcode: 009319

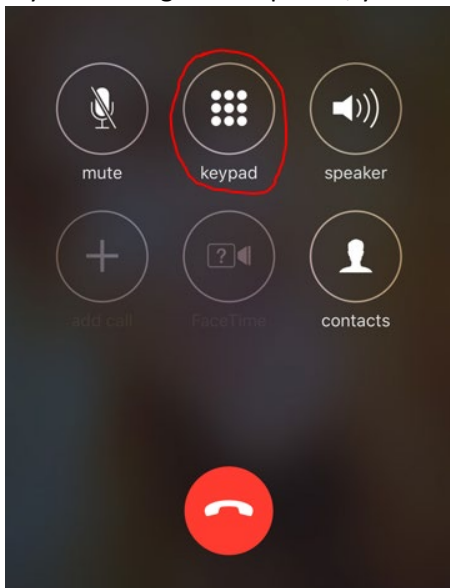
Find your local number: <https://us02web.zoom.us/j/82842638158?pwd=eFZJaU1hTzdrbUNXU0kyWVplQTlwUT09>

Additional Information

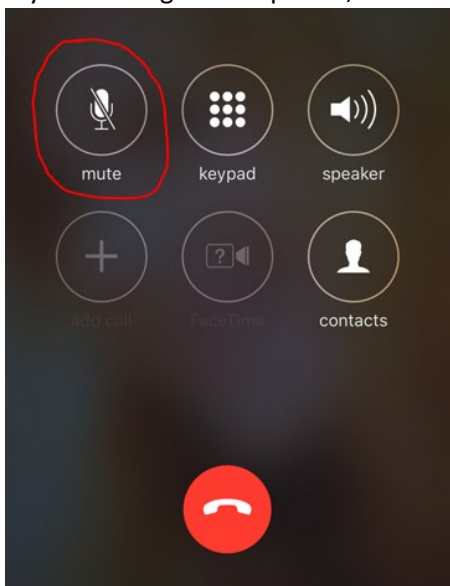
1. Wisconsin Open Meetings Law still applies
 - a. Persons interested in speaking to an item must give their name and address
 - b. Committee/Commission/Board members will still follow *Roberts Rules of Order*
2. All zoom meetings will have a password in the instructions. Please enter when prompted.
3. Please log into the Zoom meeting 10 minutes before the meeting starts to ensure proper technology is working.
 - a. If you are a Board Member, please log into [CivicClerk](#) with a computer, laptop, or tablet device.
4. Once you are in the meeting please mute yourselves.
 - a. You may unmute yourself when you are called upon to speak.
5. Waiting room
 - a. When you call in, all callers/participants will be placed in a “waiting room.”
 - b. Persons on the agenda will be admitted to the meeting, and then once the item is concluded, the host will permanently mute you from the meeting (you can still hear the meeting).
6. Using Zoom with a tablet or computer
 - a. Tablet—you will be asked to sign in. Download the app either with the Apple Store or the Play Store
 - b. Computer—you will be asked to sign in. You may download the app or click on the link to open Zoom in your browser.
7. Registering
 - a. The host may ask you to register for the meeting. A registration link will be sent to you along with the invite. You’ll receive another email confirming that you’re registered for the meeting.
 - b. If you’re using a phone, your registration will still be tied to an email.
8. Raising your hand
 - a. Committee members—you can either use CivicClerk and request to speak or you can “raise your hand” in the zoom meeting (you’d need to use a computer or tablet) to let the host know you’d like to speak. You can also un-mute yourselves and start speaking.
 - b. Persons on the agenda—you can “raise your hand” but you’d need to use a computer. You will be allowed to speak, per Wisconsin Open Meetings Rules, once the committee has “opened the floor for interested parties to speak.” Once the committee is finished with your agenda item, the host will mute you permanently, unless the committee opens the floor again.
9. What devices should I use?
 - a. Smart phone (please see more detailed instructions on page 3)
 - b. Land line
 - c. Tablet—well in advance of the meeting, please download the Zoom Meeting app before you join a meeting by using either the Apple Store or the Play Store. You will be asked to input your name, thus identifying you for the meeting. You’ll also be asked to verify your email.
 - d. Computer—well in advance of the meeting, please download the Zoom Meeting app, but you can also click on a link to open the Zoom Meeting in your browser. You will be asked to input your name, thus identifying you for the meeting.
 - e. For tablet and computer users—if you download the app you will be asked to verify your email.
10. Zoom etiquette
 - a. Muting yourselves when you’re not talking will prevent your background noise from interfering with others’ ability to listen to and participate in the meeting.
 - b. If you’re using a telephone, please identify yourself with your phone number and name before you speak. Zoom meeting hosts can see only your telephone number and will ask you to identify yourselves.
11. Closed session
 - a. Persons in the Zoom meeting will be put into a waiting room while the committee meets in Closed Session. Participants will be admitted back into the Zoom meeting once the committee reconvenes in Open Session.
 - b. Persons watching live on YouTube will see a gray screen with the City logo during closed session.
12. Persons interested in attending anonymously or listening to the meeting may call in by dialing *67 followed by the phone number above.

Calling into the Zoom meeting using a smartphone

1. Dial the phone number listed at the beginning of this document.
2. When prompted, enter the Meeting ID number followed by #
 - a. If you're using a smartphone, you can access the keypad by clicking "Keypad" on your screen



3. Once you are in the meeting, notify the meeting host that you are in and state your name.
4. If you do not need to talk, please make sure your phone is on **Mute**
 - a. If you're using a smartphone, look at your screen and click the Mute button



- b. If you're using a computer, you should see a Mute button in the Zoom application





Report to the
Finance Committee
of the City of Green Bay

MEETING DATE

September 8, 2020

PREPARED BY

AGENDA ITEM # E.1

For consideration and possible action to approve a 2021 leasing program with Enterprise Fleet Management for a portion of the city's support vehicle fleet.

BACKGROUND

RECOMMENDATION

Staff recommendation to move forward with Plan A – to replace 45 vehicles in 2021

- Current DPW support vehicles average 8 yrs

- Current Parks support vehicles average 11 yrs

- Program offers budget savings overall – both capital and operating

- Budget year 1 & 2 are cost neutral to current plan

- Reduces cash flow, more sustainable

- New vehicles could reduce fuel usage and maintenance costs

- Program goal to replace vehicles at optimal time

- Procurement under RFP through Sourcewell

- Review program on an annual basis

FISCAL IMPACT

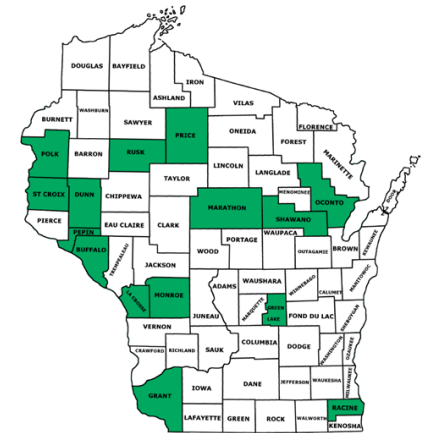
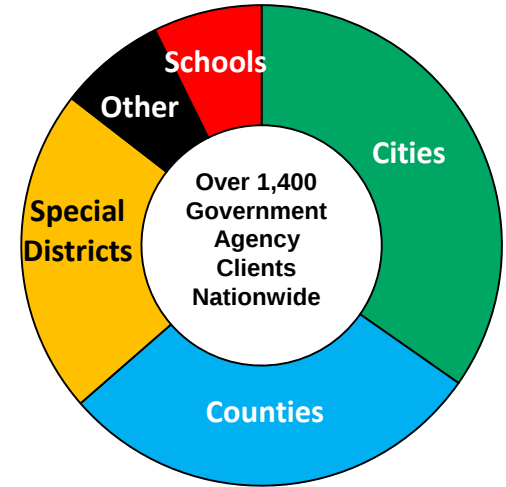
ATTACHMENTS

- I. Leasing presentation - Finance Comm 9-8-2020



City of Green Bay

LOCAL GOVERNMENT PARTNERS



Fleet Profile

Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage
Compact Sedan	14	8.7	7,100
Full-size Sedan	4	10.6	6,800
Minivan-Cargo	8	8.4	6,100
Full-size Van-Passenger	3	16.5	6,300
1/2 Ton Van Cargo	9	15.3	5,900
3/4 Ton Van Cargo	2	6.9	8,000
Compact SUV 4x4	16	6.1	8,500
Compact Pickup Ext 4x2	2	2.7	12,600
1/2 Ton Pickup Reg 4x2	14	11.6	7,600
1/2 Ton Pickup Ext 4x4	14	6.5	12,500
1/2 Ton Pickup Quad 4x2	2	5.3	7,900
3/4 Ton Pickup Reg 4x2	19	14.2	6,500
3/4 Ton Pickup Reg 4x4	14	8.7	7,100
3/4 Ton Pickup Ext 4x4	4	6.6	9,100
3/4 Ton Pickup Quad 4x2	4	9.1	6,100
1 Ton Pickup Reg 4x4	2	5.8	3,200
1 Ton Pickup Quad 4x4	1	2.3	13,600
1 Ton Cab Chassis	5	12.4	7,000
1 1/2 Ton Cab Chassis	3	14.8	5,000
Totals/Averages	140	9.8	7,700

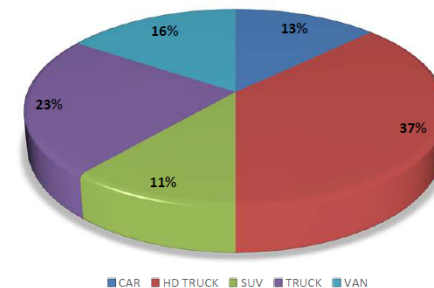
Fleet Replacement Schedule

2020	2021	2022	2023	2024	Under-Utilized
5	4	4	1	0	0
2	0	1	1	0	0
1	3	3	0	0	1
3	0	0	0	0	0
7	0	2	0	0	0
0	1	0	1	0	0
2	4	1	3	6	0
0	0	0	1	1	0
9	1	0	2	2	0
4	2	1	5	2	0
0	0	1	1	0	0
12	0	4	1	2	0
7	1	1	0	5	0
0	1	1	2	0	0
2	0	1	0	1	0
0	0	0	0	1	0
3	0	1	0	1	0
2	0	0	1	0	0
59	17	22	20	21	1

Replacement Criteria

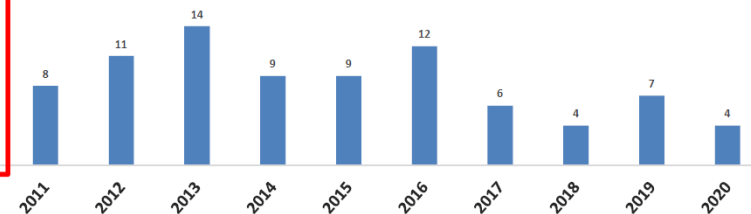
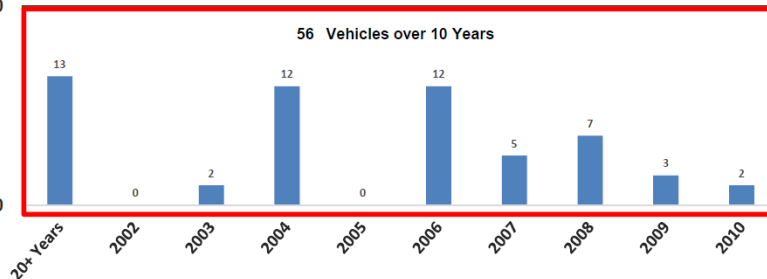
- * Fiscal Year 2020 = 10 years old and older, or odometer over 100,000
- * Fiscal Year 2021 = 8 years old and older, or odometer over 80,000
- * Fiscal Year 2022 = 6 years old and older, or odometer over 65,000
- * Fiscal Year 2023 = 4 years old and older, or odometer over 45,000
- * Fiscal Year 2024 = Remaining Vehicles
- * Underutilized = Annual Mileage less than 2,750

Vehicle Types

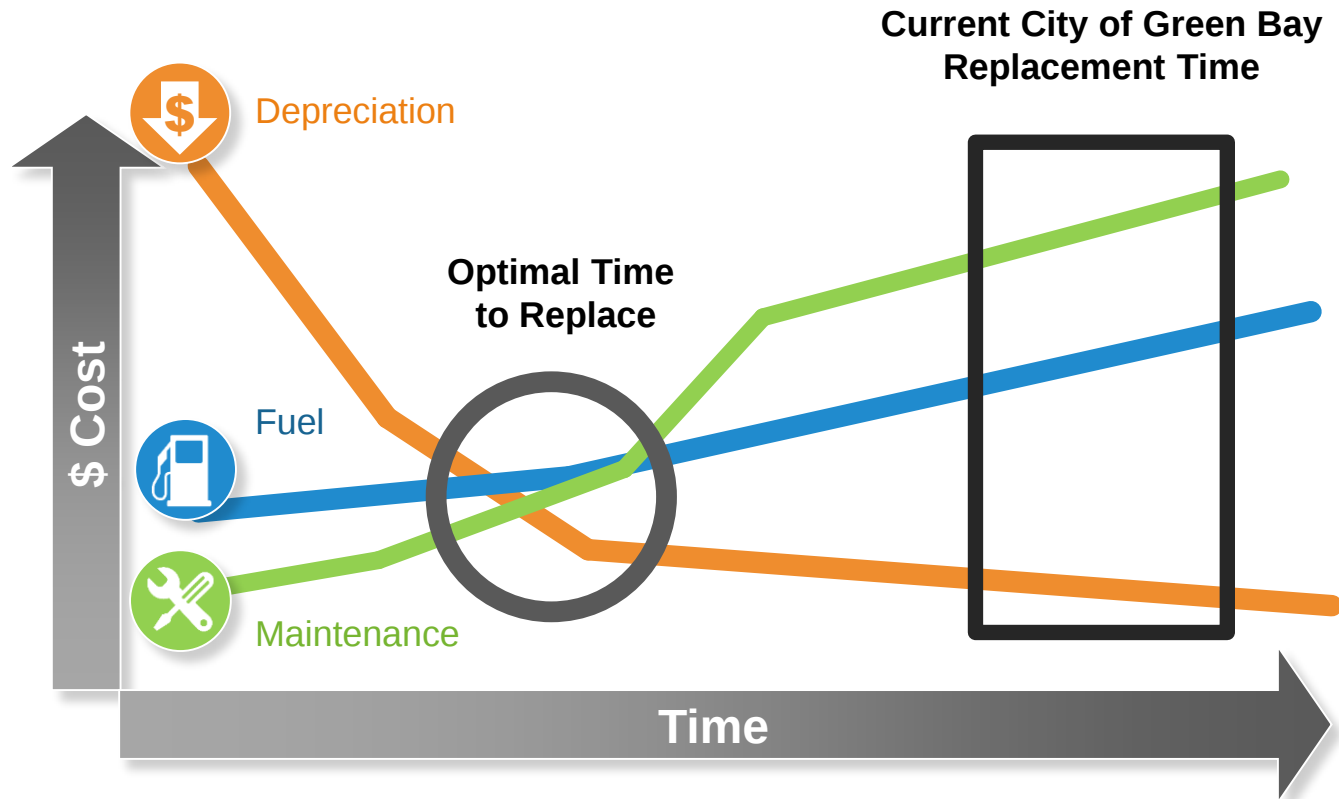


Model Year Analysis

20



IDEAL REPLACEMENT STRATEGY



Key Observations

- Maintenance costs in your current replacement window can be double the costs of vehicles in the optimal range
- Fuel costs are 25% - 30% higher or more depending on vehicle type
- Resale values are 70% - 80% lower at your typical replacement interval vs. optimal
- Replacing vehicles at optimal time is cost neutral to current plan.

ENTERPRISE OPPORTUNITY

➤ **BUDGET SAVINGS – CAPITAL & OPERATING**

- \$1M+ Projected 10 Year Savings
- \$600,000 Projected Savings – First 5 Years

➤ **BUYING POWER + RESALE STRATEGY**

- Government/State Pricing with Ideal Resale Timing & Outlets

➤ **SAFETY & RISK**

- Ensure Reliable Vehicles with Updated Safety Technology
- DPW – 8 Yr. Average Age, Parks – 11 Yr. Average Age

➤ **ENTERPRISE RESOURCES**

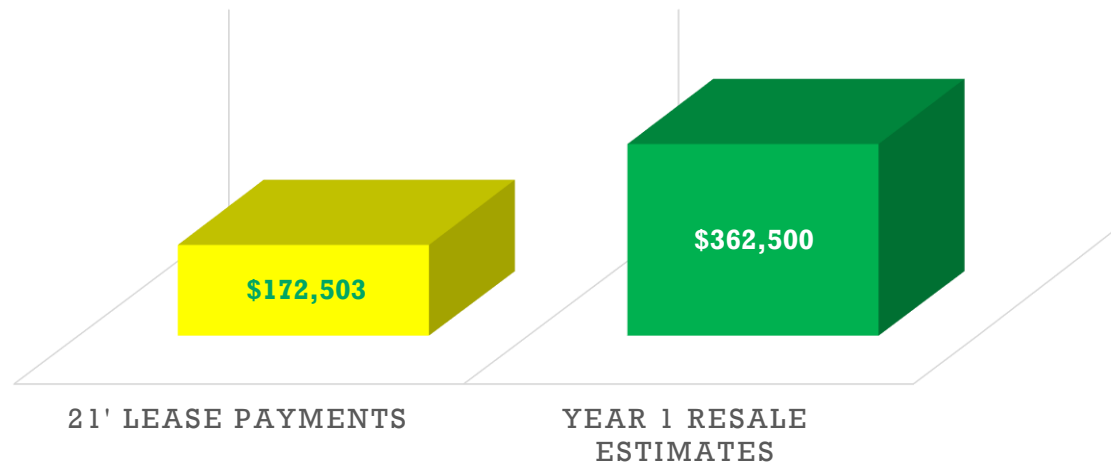
- Decisions and Recommendations (New Vehicles to Market, Best Fit, etc..)



FLEET MANAGEMENT

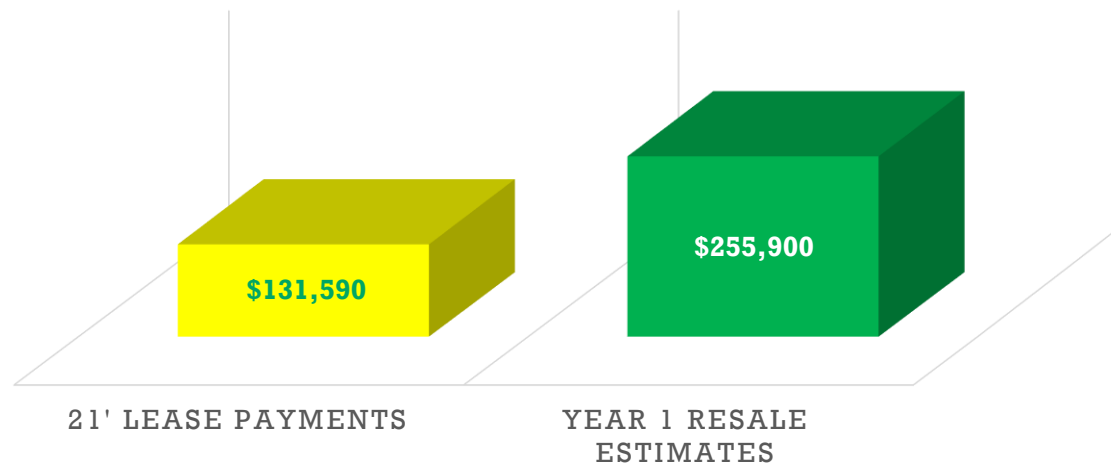
CASH FLOW ANALYSIS – 45 VEHICLES

■ 21' Lease Payments ■ Year 1 Resale Estimates



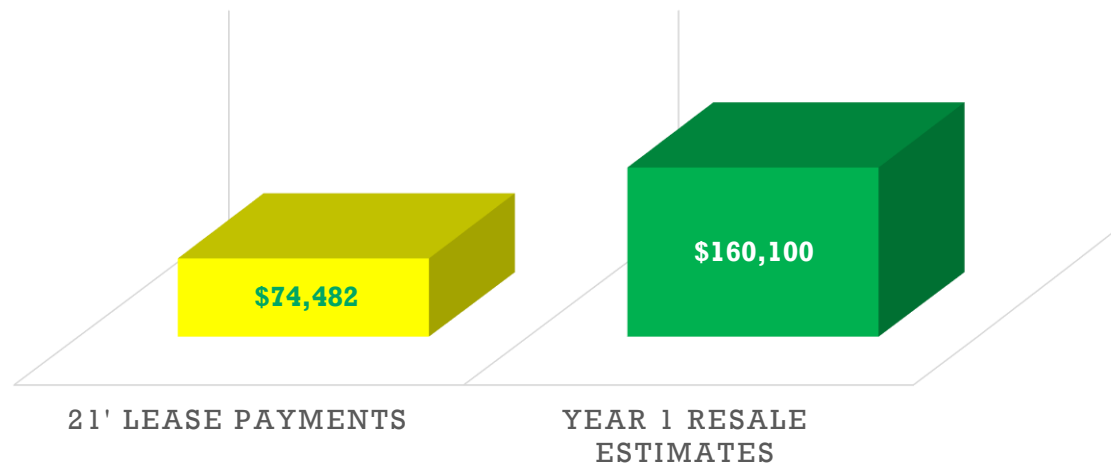
CASH FLOW ANALYSIS – 35 VEHICLES

■ 21' Lease Payments ■ Year 1 Resale Estimates



CASH FLOW ANALYSIS – 20 VEHICLES

■ 21' Lease Payments ■ Year 1 Resale Estimates



RESALE EQUITY IMPROVEMENT

- **PLAN A – 45 Vehicles**
 - *Estimated \$362,500 Currently to \$527,740 at Lease Terms*
- **PLAN B – 35 Vehicles**
 - *Estimated \$255,900 Currently to \$393,494 at Lease Terms*
- **PLAN C – 20 Vehicles**
 - *Estimated \$160,100 Currently to \$218,205 at Lease Terms*
- **OPPORTUNITY TO CAPTURE EQUITY SOONER**
 - *Enterprise Evaluates Equity by Vehicle Each Year*



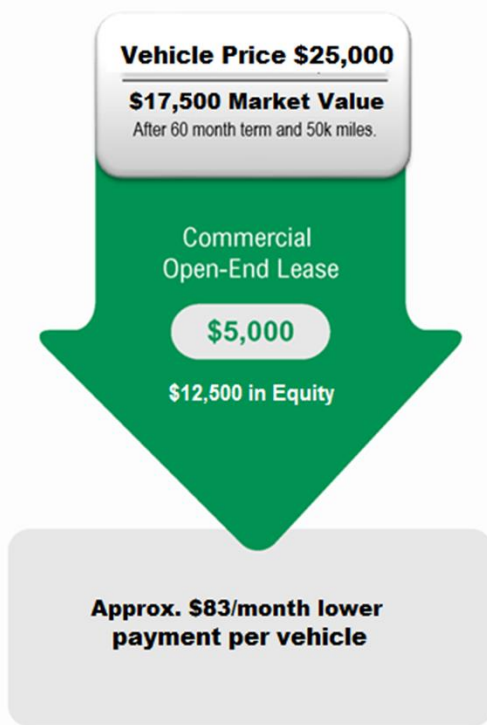
FLEET MANAGEMENT

GOVERNMENT EQUITY LEASE

Traditional Financing



Enterprise Solution



Flexibility - Ownership

- **Cash Flow**
 - **Less Budget Required**
 - **More Sustainable**
- **No Restrictions**
 - **Mileage**
 - **Condition**
 - **Early Termination**
- **Paying Closer to Usage**
 - **Life of Vehicle Being Used**

GOVERNMENT CYCLE EXAMPLE

Vehicle Information

Unit Number	225TZS	VIN	1FTFW1EF6GKE48964	Cust Vehicle ID	Public Works
Year	2016	Make	Ford	Model	F-150
Series	XL 4x4 SuperCrew Cab Styleside 6.5 ft. box 157 in. WB				

Lease Term	60	Allowable Maint. Miles	14583	In Service Date	05/20/2016
Months in service	35	Maint. Overmileage	0	Billing End Date	04/18/2019
Lease Ending Miles	6,529	Maint. Overmileage Rate	\$0.0450		
Maint. Program Miles	6,529	Maint. Overmileage Charge	\$0.00		

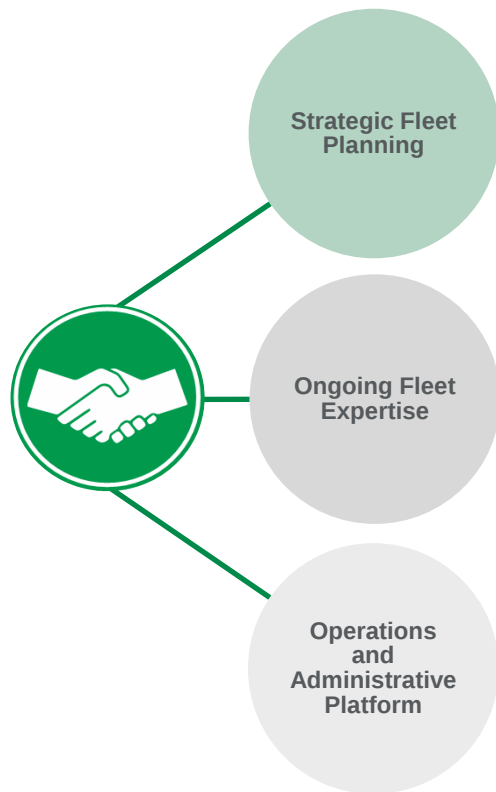
\$29,527.20 **Total Capitalized Amount (Delivered Price)**



Vehicle Sale Date	05/21/2019	Gross Vehicle Sale Price	\$30,000.00
		Reduced Book Value	\$(18,361.51)
		Gross Gain / (Loss)	<u>\$11,638.49</u>
		Sales Tax	0.0000% \$0.00
		Total Sales Fees/Charges	<u>\$400.00</u>
Settlement Date	05/28/2019	<u>Net Settlement Amount Gain / (Loss)</u>	\$11,238.49
		Settlement Method :	Roll Gain

Original Lease Term: 60 Mo.
Total Months in Service: 35
Purchase Price: \$29,527
Vehicle Sale Price: \$30,000
Depreciation Expense: (\$473)
Mileage at Sale: 6,529

LOCAL ACCOUNT TEAM



- **Vehicle Type Selection**
- **Savings Analysis**
- **Annual Review**
- **Safety & Risk**
- **Changing Markets**
- **Optimal Replacement Strategy**
- **Reduce Maintenance & Fuel Costs**
- **Tracking & Administration**
- **Maximize Mechanic's Time**



RECOMMENDATION EXAMPLE

Pick-Up Truck Comparison



YMMS	2019 Ford Ranger XL 4x4 SuperCab 6 ft. box 126.8 in. WB Compact Pickup	2019 Chevrolet Colorado WT 4x4 Extended Cab 6 ft. box 128.3 in. WB Compact Pickup	2019 Nissan Frontier SV (A5) 4x4 Crew Cab 6 ft. box 139.9 in. WB Compact Pickup	2019 Toyota Tacoma SR (A6) 4x4 Access Cab 127.4 in. WB Compact Pickup	2019 Ford F-150 XL 4x4 SuperCab Styleside 6.5 ft. box 145 in. WB 1/2 Ton Pickup	2019 Chevrolet Silverado1500 Work Truck 4x4 Double Cab 6.6 ft. box 147.4 in. WB 1/2 Ton Pickup
Vehicle Type	Compact Pickup	Compact Pickup	Compact Pickup	Compact Pickup	1/2 Ton Pickup	1/2 Ton Pickup
Holding Period	5 Years	5 Years	5 Years	5 Years	2 Years	2 Years
Annual Mileage	5,000	5,000	5,000	5,000	5,000	5,000
Acquisition Cost	\$25,602	\$26,904	\$25,029	\$27,273	\$26,460	\$25,569
Expected Sales Price	\$15,000	\$15,000	\$16,500	\$17,000	\$24,000	\$25,500
Total Actual Depreciation	\$10,602	\$11,904	\$8,529	\$10,273	\$2,460	\$69
Total Fuel Cost	\$3,445	\$3,526	\$4,221	\$3,700	\$1,467	\$1,719
Total Maintenance Cost	\$852	\$852	\$852	\$852	\$355	\$355
Total Cost	\$14,899	\$16,282	\$13,602	\$14,825	\$4,282	\$2,143
Annual Cost	\$2,979.78	\$3,256.46	\$2,720.32	\$2,964.98	\$856.40	\$428.54
Cost Per Mile	\$0.60	\$0.65	\$0.54	\$0.59	\$0.17	\$0.09

SAFETY REQUIREMENTS BY MODEL YEAR

2007

- Front/Side Crash Test
- Anti-lock Brakes
- Airbags

2012

- **Electronic Stability Control**
- Rear Video
- Lane Departure Warning

2017

- Blind-spot Warning
- Forward Collision Warning
- Offset-Crash Test



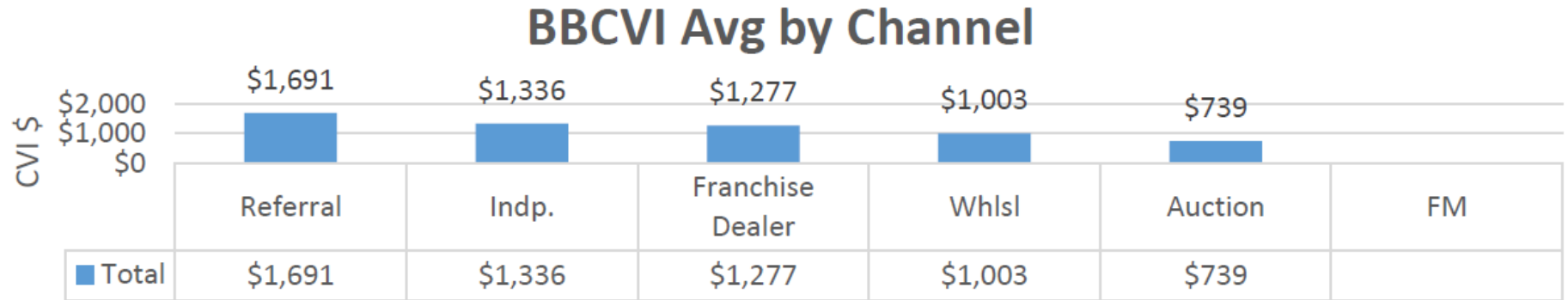
FUEL SAVINGS – HEALTHIER LIFE CYCLE

	Improved Engine	Improved Performance	Higher MPG
F150 Regular Cab Long bed	Engine	Output HP/ Torque	Combined MPG
2018	2.7L Eco boost V6	325HP/375	22
2012	3.7L V6	302HP/278	18
2007	4.6L V8	248HP/294	15
2002	4.2L V6	202HP/252	16
1997	5.4L V8	235HP/310	14



Improved
47%
in 10 years

ENTERPRISE RESALE ADVANTAGE



ACCOLADES

- Currently Ranked #1 (BBCVI Sales Price Comparison)
- Top 3 – Remarketing Group Performance Ranking (2013-Present)
- EAA – 2014, 2015, 2017, 2018, 2019

GOVERNMENT HOLDING COST RESULTS

Plow Trucks

Vehicle	Year	Make	Model	Months In Service	Sale Price	Lease Ending Miles	Capitalized Amount (Purchase)	Sale Date	Per Month Depreciation
BWQ617	2012	Chevrolet	Silverado 2500HD	52	24,800	28,608	\$29,604	2/15/2016	\$92
BWP706	2011	Chevrolet	Silverado 2500HD	63	17,400	14,960	\$25,932	2/17/2016	\$135
BWP707	2011	Chevrolet	Silverado 2500HD	63	17,200	19,065	\$25,932	3/2/2016	\$139
BWQ612	2012	Chevrolet	Silverado 2500HD	53	23,000	29,501	\$30,272	4/5/2016	\$137

Cargo Vans

Vehicle	Year	Make	Model	Months In Service	Sale Price	Lease Ending Miles	Capitalized Amount (Purchase)	Sale Date	Per Month Depreciation
BWP713	2011	Chevrolet	Express 2500	60	16,000	39,141	\$19,763	11/9/2015	\$63
BWP714	2011	Chevrolet	Express 2500	60	18,000	12,502	\$19,763	11/13/2015	\$29
BWR626	2013	Chevrolet	Express 2500	39	19,000	14,015	\$21,235	2/9/2016	\$57
BWR627	2013	Chevrolet	Express 2500	39	18,000	17,549	\$21,235	2/9/2016	\$83

1 Ton Flat Bed Trucks (\$9,000 Platform Included)

Vehicle	Year	Make	Model	Months In Service	Sale Price	Lease Ending Miles	Capitalized Amount (Purchase)	Sale Date	Per Month Depreciation
BWQ614	2012	Chevrolet	Silverado 3500HD Chassis	70	28,000	24,266	\$35,447	8/29/2017	\$106
BWQ615	2012	Chevrolet	Silverado 3500HD Chassis	70	28,500	18,906	\$35,447	8/29/2017	\$99
BWQ616	2012	Chevrolet	Silverado 3500HD Chassis	70	27,000	34,167	\$35,447	8/29/2017	\$121

AVERAGE GOVERNMENT FLEET EXPENSES



ABOUT THE DATA

Data on this and the following page is derived from 31 of Utilimarc's municipal benchmarking clients (cities, states, and counties) providing 44,000 data points. Each of the numbers presented is an average over the years 2015-2017.

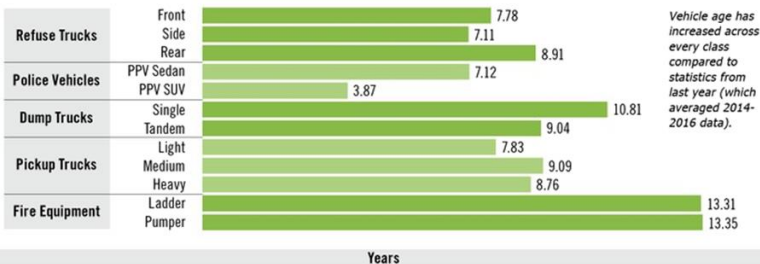
*For these charts, light truck is defined as 1/2-ton, medium truck as 3/4-ton, and heavy is a full ton or more.



GOVERNMENT FLEET

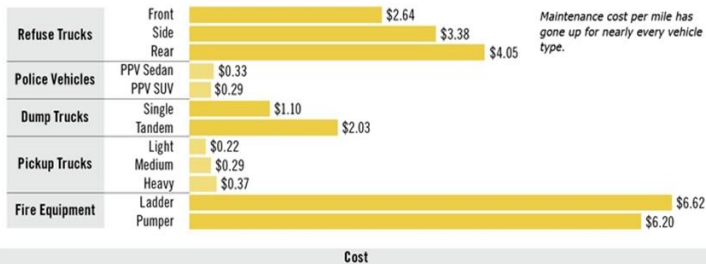
MANAGING PUBLIC SECTOR VEHICLES & EQUIPMENT

VEHICLE AGE



SOURCE: UTILIMARC

MAINTENANCE COST PER MILE



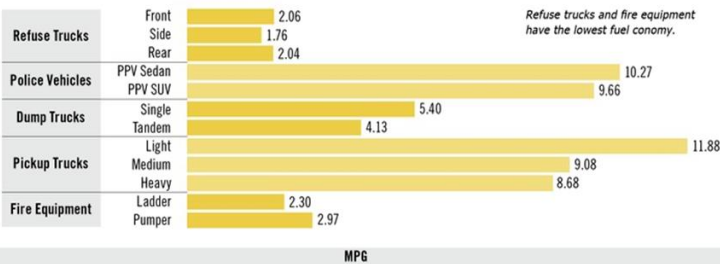
SOURCE: UTILIMARC

ANNUAL MILEAGE



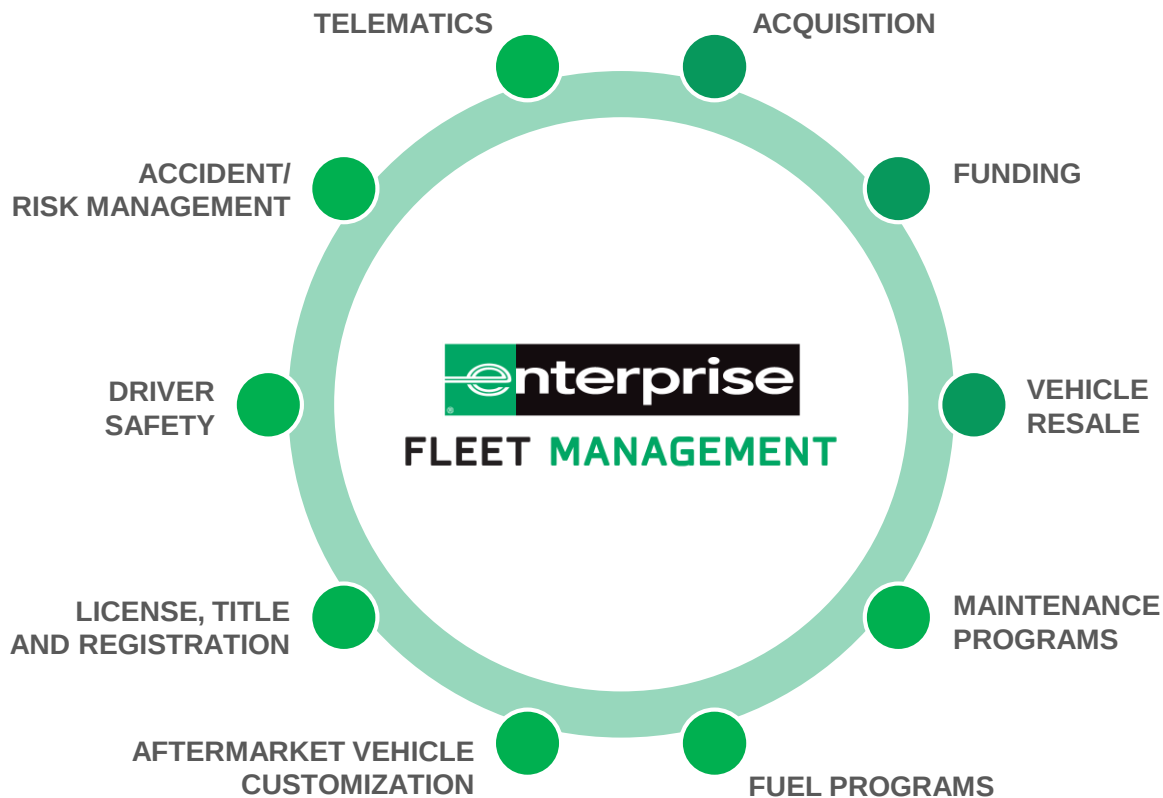
SOURCE: UTILIMARC

MILES PER GALLON



SOURCE: UTILIMARC

RESOURCES & NEXT STEPS



Enterprise can complete a no-cost fleet analysis presentation to determine your total cost of ownership.

ITEMS NEEDED:

- Year, Make, Model, VIN
- Current Mileage
- Annual Mileage
- Assigned Department
- **Previous 12-24 Month's Maintenance Costs***

For maintenance costs, please include the following: **parts, labor, and administrative / facility overhead. If additional information is also included in the maintenance expense(i.e. fuel, tires, repair costs associated with accidents, accident reserve) please indicate the amount allocated for these factors.*

Additional information such as: **fuel monthly/annual costs**, would be helpful.



Ben Walljasper
Senior Account Executive

262-446-0501

City of Green Bay - 2021 Fleet Budget Proposal - Plan A

Equity Lease Rates

Year	Make	Model	Trim Level	Term (Years)	Estimated Annual Mileage	Monthly Cost (Lease Rate)	Annual Lease Cost	Annual Maintenance Program	Total Annual Cost	Estimated Equity @ Lease Term	Quantity	Lease Budget By Quantity	Lease Budget By Quantity (With Mx)	Estimated Lease Equity at Term By Quantity
2021	Chevy	1500	Reg Cab 4x4 WT	5	8,000	\$448.86	\$5,386.32	\$254.76	\$5,641.08	\$11,739.00	3	\$16,158.96	\$16,923.24	\$35,217.00
2021	Chevy	1500	Double Cab 4x4 WT	5	8,000	\$452.06	\$5,424.72	\$254.76	\$5,679.48	\$15,709.00	13	\$70,521.36	\$73,833.24	\$204,217.00
2021	Chevy	2500	Reg Cab 4x2 WT	5	8,000	\$440.06	\$5,280.72	\$242.16	\$5,522.88	\$12,877.00	4	\$21,122.88	\$22,091.52	\$51,508.00
2021	Chevy	2500	Reg Cab 4x4 WT	5	8,000	\$471.67	\$5,660.04	\$260.52	\$5,920.56	\$14,364.00	6	\$33,960.24	\$35,523.36	\$86,184.00
2021	Chevy	2500	Double Cab 4x4 WT	5	8,000	\$484.36	\$5,812.32	\$260.52	\$6,072.84	\$16,170.00	2	\$11,624.64	\$12,145.68	\$32,340.00
2021	Chevy	Equinox	LS AWD	5	8,000	\$372.27	\$4,467.24	\$245.52	\$4,712.76	\$6,750.00	13	\$58,074.12	\$61,265.88	\$87,750.00
2021	Chevy	Express	2500 RWD WV	5	8,000	\$386.29	\$4,635.48	\$242.16	\$4,877.64	\$7,631.00	4	\$18,541.92	\$19,510.56	\$30,524.00
											45	\$230,004.12	\$241,293.48	\$527,740.00

**All Vehicles Equipped With Power Windows/Locks & Cruise Control*

Pro-Rated 21' Actual Charges	\$172,503.09	\$180,970.11
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FLEET MANAGEMENT

City of Green Bay - 2021 Fleet Budget Proposal - Plan B

Equity Lease Rates

Year	Make	Model	Trim Level	Term (Years)	Estimated Annual Mileage	Monthly Cost (Lease Rate)	Annual Lease Cost	Annual Maintenance Program	Total Annual Cost	Estimated Equity @ Lease Term	Quantity	Lease Budget By Quantity	Lease Budget By Quantity (With Mx)	Estimated Lease Equity at Term By Quantity
2021	Chevy	1500	Reg Cab 4x4 WT	5	8,000	\$448.86	\$5,386.32	\$254.76	\$5,641.08	\$11,739.00	1	\$5,386.32	\$5,641.08	\$11,739.00
2021	Chevy	1500	Double Cab 4x4 WT	5	8,000	\$452.06	\$5,424.72	\$254.76	\$5,679.48	\$15,709.00	12	\$65,096.64	\$68,153.76	\$188,508.00
2021	Chevy	2500	Reg Cab 4x2 WT	5	8,000	\$440.06	\$5,280.72	\$242.16	\$5,522.88	\$12,877.00	3	\$15,842.16	\$16,568.64	\$38,631.00
2021	Chevy	2500	Reg Cab 4x4 WT	5	8,000	\$471.67	\$5,660.04	\$260.52	\$5,920.56	\$14,364.00	3	\$16,980.12	\$17,761.68	\$43,092.00
2021	Chevy	2500	Double Cab 4x4 WT	5	8,000	\$484.36	\$5,812.32	\$260.52	\$6,072.84	\$16,170.00	0	\$0.00	\$0.00	\$0.00
2021	Chevy	Equinox	LS AWD	5	8,000	\$372.27	\$4,467.24	\$245.52	\$4,712.76	\$6,750.00	12	\$53,606.88	\$56,553.12	\$81,000.00
2021	Chevy	Express	2500 RWD WV	5	8,000	\$386.29	\$4,635.48	\$242.16	\$4,877.64	\$7,631.00	4	\$18,541.92	\$19,510.56	\$30,524.00
											35	\$175,454.04	\$184,188.84	\$393,494.00

*All Vehicles Equipped With Power Windows/Locks & Cruise Control

Pro-Rated 21' Actual Charges	\$131,590.53	\$138,141.63
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FLEET MANAGEMENT

City of Green Bay - 2021 Fleet Budget Proposal - Plan C

Equity Lease Rates

Year	Make	Model	Trim Level	Term (Years)	Estimated Annual Mileage	Monthly Cost (Lease Rate)	Annual Lease Cost	Annual Maintenance Program	Total Annual Cost	Estimated Equity @ Lease Term	Quantity	Lease Budget By Quantity	Lease Budget By Quantity (With Mx)	Estimated Lease Equity at Term By Quantity
2021	Chevy	1500	Reg Cab 4x4 WT	5	8,000	\$448.86	\$5,386.32	\$254.76	\$5,641.08	\$11,739.00	1	\$5,386.32	\$5,641.08	\$11,739.00
2021	Chevy	1500	Double Cab 4x4 WT	5	8,000	\$452.06	\$5,424.72	\$254.76	\$5,679.48	\$15,709.00	7	\$37,973.04	\$39,756.36	\$109,963.00
2021	Chevy	2500	Reg Cab 4x2 WT	5	8,000	\$440.06	\$5,280.72	\$242.16	\$5,522.88	\$12,877.00	1	\$5,280.72	\$5,522.88	\$12,877.00
2021	Chevy	2500	Reg Cab 4x4 WT	5	8,000	\$471.67	\$5,660.04	\$260.52	\$5,920.56	\$14,364.00	1	\$5,660.04	\$5,920.56	\$14,364.00
2021	Chevy	2500	Double Cab 4x4 WT	5	8,000	\$484.36	\$5,812.32	\$260.52	\$6,072.84	\$16,170.00	0	\$0.00	\$0.00	\$0.00
2021	Chevy	Equinox	LS AWD	5	8,000	\$372.27	\$4,467.24	\$245.52	\$4,712.76	\$6,750.00	8	\$35,737.92	\$37,702.08	\$54,000.00
2021	Chevy	Express	2500 RWD WV	5	8,000	\$386.29	\$4,635.48	\$242.16	\$4,877.64	\$7,631.00	2	\$9,270.96	\$9,755.28	\$15,262.00
											20	\$99,309.00	\$104,298.24	\$218,205.00

*All Vehicles Equipped With Power Windows/Locks & Cruise Control

Pro-Rated 21' Actual Charges	\$74,481.75	\$78,223.68
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City of Green Bay Proposed Replacement Worksheet

Priority	VIN	Department	Year	Make	Model	Current Odometer	Estimated Value from FSM	Assigned Category	Recommended Replacement Year	New Replacement Category	Notes
1	1FTEX1EF6GKD02945	DPW	2016	Ford	F-150	110,893	\$ 12,000.00	1/2 Ton Pickup Ext 4x4		2020 1/2 Ton Pickup Ext 4x4	1/2 Ton Ext. Cab 4x4 Short Bed
1	1C4NJRBB7CD648289	DPW	2012	Jeep	Patriot	32,336	\$ 4,000.00	Compact SUV 4x4		2021 Compact SUV 4x4	Equinox
1	1C4NJRBB3CD648290	DPW	2012	Jeep	Patriot	50,253	\$ 4,000.00	Compact SUV 4x4		2021 Compact SUV 4x4	Equinox
1	1C4NJRBB5CD648291	DPW	2012	Jeep	Patriot	57,340	\$ 4,000.00	Compact SUV 4x4		2021 Compact SUV 4x4	Equinox
1	2GNFLEEK5F6290798	DPW	2015	Chevrolet	Equinox	14,372	\$ 11,500.00	Compact SUV 4x4		2023 Compact SUV 4x4	Equinox
1	1FTEW1C89GKF56835	DPW	2016	Ford	F-150	13,063	\$ 20,500.00	1/2 Ton Pickup Quad 4x2		2023 1/2 Ton Pickup Quad 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
1	2GNALBEK8H1569879	DPW	2017	Chevrolet	Equinox	5,794	\$ 13,500.00	Compact SUV 4x4		2024 Compact SUV 4x4	Equinox
1	2GNALBEK4H1570639	DPW	2017	Chevrolet	Equinox	7,259	\$ 13,500.00	Compact SUV 4x4		2024 Compact SUV 4x4	Equinox
1	2GNALBEK2H1571126	DPW	2017	Chevrolet	Equinox	15,165	\$ 13,200.00	Compact SUV 4x4		2024 Compact SUV 4x4	Equinox
1	2GNFLEEK9H6303278	DPW	2017	Chevrolet	Equinox	22,570	\$ 14,000.00	Compact SUV 4x4		2024 Compact SUV 4x4	Equinox
1	1FTEX1EFXHKD01511	DPW	2017	Ford	F-150	34,992	\$ 19,000.00	1/2 Ton Pickup Ext 4x4		2024 1/2 Ton Pickup Ext 4x4	
1	1FM5K8B80JGC44169	DPW	2018	Ford	Explorer	10,285	\$ 20,400.00	Compact SUV 4x4		2024 Compact SUV 4x4	
2	1FTRX18W41NB86390	DPW	2001	Ford	F-150	98,406	\$ 500.00	3/4 Ton Pickup Reg 4x2		2020 3/4 Ton Pickup Reg 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
2	1FTRX18W61NB86391	DPW	2001	Ford	F-150	120,438	\$ 500.00	3/4 Ton Pickup Reg 4x2		2020 3/4 Ton Pickup Reg 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
2	1GTFG25WX11135223	DPW	2001	GMC	Savana	121,183	\$ 500.00	1/2 Ton Van Cargo		2020 1/2 Ton Van Cargo	2500 Chevy Express
2	1FAFP52U13G255101	DPW	2003	Ford	Taurus	87,107	\$ 500.00	Full-size Sedan		2020 Full-size Sedan	Equinox
2	1C6RR7KT0ES395829	DPW	2014	RAM	1500	57,308	\$ 14,500.00	1/2 Ton Pickup Quad 4x2		2022 1/2 Ton Pickup Quad 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
3	1FT7X2B64FED18528	DPW	2015	Ford	F-250	29,765	\$ 15,500.00	3/4 Ton Pickup Ext 4x4		2023 3/4 Ton Pickup Ext 4x4	3/4 Ton Ext. Cab 4x4 8' Box
3	1FT7X2B66FED18529	DPW	2015	Ford	F-250	38,241	\$ 15,000.00	3/4 Ton Pickup Ext 4x4		2023 3/4 Ton Pickup Ext 4x4	3/4 Ton Ext. Cab 4x4 8' Box
3	1FTEX1E8XFKD12331	DPW	2015	Ford	F-150	50,115	\$ 14,500.00	1/2 Ton Pickup Ext 4x4		2023 1/2 Ton Pickup Ext 4x4	1/2 Ton Ext. Cab 4x4 Short Bed
2	1FADP3E29EL288444	Inspections	2014	Ford	Focus	27,871	\$ 3,500.00	Compact Sedan		2022 Compact Sedan	Equinox
2	1FADP3E20EL288445	Inspections	2014	Ford	Focus	28,152	\$ 3,500.00	Compact Sedan		2022 Compact Sedan	Equinox
3	3C4PDCBG0FT680542	Inspections	2015	Dodge	Journey	18,397	\$ 9,000.00	Full-size Sedan		2023 Full-size Sedan	Equinox
2	1FTRF3B66EEA80228	Parking	2014	Ford	F-350	18,358	\$ 16,800.00	1 Ton Pickup Reg 4x4		2022 1 Ton Pickup Reg 4x4	3/4 Ton Reg Cab 4x4 8' Box
2	1C4BJWKG7EL238002	Parking	2014	Jeep	Wrangler Unlimited	72,107	\$ 15,500.00	Compact SUV 4x4		2022 Compact SUV 4x4	Equinox
3	1FTRF3B68FEC90539	Parking	2015	Ford	F-350	13,188	\$ 18,800.00	1 Ton Pickup Reg 4x4		2023 1 Ton Pickup Reg 4x4	3/4 Ton Reg Cab 4x4 8' Box
1	1GCGK24K4PE244702	Parks	1994	*Chevrolet	*C25	130,000	\$ 500.00	3/4 Ton Pickup Reg 4x2		2020 3/4 Ton Pickup Reg 4x2	3/4 Ton Reg Cab 4x4 8' Box
1	1GCGC24R8WE236739	Parks	1998	*Chevrolet	*C25	176,000	\$ 500.00	3/4 Ton Pickup Reg 4x2		2020 3/4 Ton Pickup Reg 4x2	3/4 Ton Reg Cab 4x2 8' Box
1	2FTRF17274CA93746	Parks	2004	Ford	F-150 Heritage	64,000	\$ 500.00	1/2 Ton Pickup Reg 4x2		2020 1/2 Ton Pickup Reg 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
1	2FTRF17254CA93745	Parks	2004	Ford	F-150 Heritage	160,000	\$ 500.00	1/2 Ton Pickup Reg 4x2		2020 1/2 Ton Pickup Reg 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
1	2FTRF17294CA93747	Parks	2004	Ford	F-150 Heritage	160,000	\$ 500.00	1/2 Ton Pickup Reg 4x2		2020 1/2 Ton Pickup Reg 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
1	1FTRE14W36DB30871	Parks	2006	Ford	E-150	84,000	\$ 1,000.00	1/2 Ton Van Cargo		2020 1/2 Ton Van Cargo	2500 Chevy Express
1	1GTEC14X67Z156592	Parks	2007	GMC	Sierra 1500	52,000	\$ 500.00	1/2 Ton Pickup Reg 4x2		2020 1/2 Ton Pickup Reg 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
1	1GCGWFGCA5B1164600	Parks	2011	Chevrolet	Express 2500	63,000	\$ 5,500.00	3/4 Ton Van Cargo		2021 3/4 Ton Van Cargo	2500 Express Cargo Van
2	1FTNF20L03EA38183	Parks	2003	Ford	F-250	85,000	\$ 500.00	3/4 Ton Pickup Reg 4x2		2020 3/4 Ton Pickup Reg 4x2	3/4 Ton Reg Cab 4x2 8' Box
2	2FTRF17234CA93744	Parks	2004	Ford	F-150 Heritage	48,000	\$ 500.00	1/2 Ton Pickup Reg 4x2		2020 1/2 Ton Pickup Reg 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
2	1FTNE1EW1EDA81911	Parks	2014	Ford	E-150	36,000	\$ 10,000.00	1/2 Ton Van Cargo		2022 1/2 Ton Van Cargo	2500 Express Cargo Van
2	1FTBF2A68EEB67299	Parks	2014	Ford	F-250	48,000	\$ 10,000.00	3/4 Ton Pickup Reg 4x2		2022 3/4 Ton Pickup Reg 4x2	3/4 Ton Reg Cab 4x2 8' Box
2	1FTBF2B61EEB67577	Parks	2014	Ford	F-250	72,000	\$ 11,000.00	3/4 Ton Pickup Reg 4x4		2022 3/4 Ton Pickup Reg 4x4	3/4 Ton Reg Cab 4x4 8' Box
2	1FTEX1CM4EFB11063	Parks	2014	Ford	F-150	72,000	\$ 8,000.00	1/2 Ton Pickup Ext 4x4		2022 1/2 Ton Pickup Ext 4x4	1/2 Ton Ext. Cab 4x4 Short Bed
3	1GDHK24UX4E149168	Parks	2004	GMC	Sierra 2500 HD	96,000	\$ 1,000.00	3/4 Ton Pickup Reg 4x4		2020 3/4 Ton Pickup Reg 4x4	3/4 Ton Reg Cab 4x4 8' Box
3	1GCNCPEH2FZ272591	Parks	2015	Chevrolet	Silverado 1500	20,000	\$ 12,000.00	1/2 Ton Pickup Reg 4x2		2023 1/2 Ton Pickup Reg 4x2	1/2 Ton Reg Cab 4x4 Long Bed
3	1FTBF2A65FEA16535	Parks	2015	Ford	F-250	45,000	\$ 11,000.00	3/4 Ton Pickup Reg 4x2		2023 3/4 Ton Pickup Reg 4x2	3/4 Ton Reg Cab 4x2 8' Box
3	1GCNCPEH6FZ272190	Parks	2015	Chevrolet	Silverado 1500	50,000	\$ 8,800.00	1/2 Ton Pickup Reg 4x2		2023 1/2 Ton Pickup Reg 4x2	1/2 Ton Reg Cab 4x4 Long Bed
1	2FTRF18W94CA93748	Parks/Forestry	2004	Ford	F-150 Heritage	160,000	\$ 500.00	1/2 Ton Pickup Reg 4x2		2020 1/2 Ton Pickup Reg 4x2	1/2 Ton Reg Cab 4x4 Long Bed
1	1GCEC14X66Z259624	Parks/Forestry	2006	Chevrolet	Silverado 1500	56,000	\$ 500.00	1/2 Ton Pickup Reg 4x2		2020 1/2 Ton Pickup Reg 4x2	1/2 Ton Ext. Cab 4x4 Short Bed
3	1GTHK24U24E128125	Parks/Forestry	2004	GMC	Sierra 2500 HD	96,000	\$ 1,000.00	3/4 Ton Pickup Reg 4x4		2020 3/4 Ton Pickup Reg 4x4	3/4 Ton Reg Cab 4x4 8' Box
							\$ 362,500.00				

City of Wausau Improves Light-Duty Fleet and Saves More Than \$482K Over 4-Years.

BACKGROUND

Location: Wausau, WI
Industry: Government
Total vehicles: 64 vehicles

THE PROBLEM

The City of Wausau's light-duty fleet had an average age of 9 years. City mechanics were spending time reactively handling maintenance and repairs to keep the aging vehicles on the road. Maintenance and fuel expenses continually increased for the city as aged vehicles lost efficiency over time. The city's budget for the fleet dictated when vehicles could be replaced. Once vehicles qualified for replacement by the city's standards, they had very little resale value and were only being sold through public auction.

THE SOLUTION

Enterprise Fleet Management proposed a 4-year replacement strategy to help refresh the City's Light-Duty Fleet. By leveraging a Government Equity Lease funding platform, they were able to replace vehicles each year to fit within their purchase budget. With a replacement strategy that had them cycling vehicles faster, the City has seen an increase in resale returns.

"The decision to work with Enterprise Fleet Management to improve our light-duty fleet has been one of the best we've made. Not only are we seeing the financial savings, but our mechanics have been able to focus more of their time on more expensive, specialized equipment and machinery. Our employees also appreciate driving newer, safer vehicles with better features to make doing their job easier."

– Mark Hansen, Fleet and Facilities Manager

THE SOLUTION

Additional benefits to the replacement strategy include a 35% improvement in fuel economy, and an average of \$30,000 in annual maintenance costs.

THE RESULTS

The City of Wausau has experienced a \$482,697 net budget savings over the past 4 years compared to the average budget prior to partnering with Enterprise Fleet Management. These savings were realized even as the total miles traveled by the City increased from 118,000 in 2015 to roughly 328,000 total annual miles in 2019 (177% increase). The partnership has also allowed the City of Wausau to reduce the average age of their vehicles down to 4 years, and presents creative opportunities, as in 2019, when the City was able to turn in 4 leases early for net cash return of \$33,961.

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



Key Results

\$482,697
NET BUDGET SAVINGS
OVER 4 YEARS



35%
IMPROVEMENT
AVERAGE MPG
OVER 4 YEARS

177%
INCREASE IN ANNUAL MILEAGE
WITH AVERAGE ANNUAL FLEET
SAVINGS OF 38%





Report to the
Finance Committee
of the City of Green Bay

MEETING DATE

September 8, 2020

PREPARED BY

AGENDA ITEM # E.2

Update with possible action on the status of the 2020 City of Green Bay budget, including impacts and changes caused by the COVID-19 pandemic.

BACKGROUND

RECOMMENDATION

FISCAL IMPACT

ATTACHMENTS

- I. 2020 Projection - 8-27-20 Summary

CITY OF GREEN BAY - 2020 PROJECTION

SUMMARY - GENERAL FUND

General fund will experience about \$1.6M shortfall in revenue, off set by expense reductions of about \$1M remainder is will be made up from other sources.

REVENUES	REVISED BUDGET	PROJECTED	SHORTFALL	DRIVEN BY
PROPERTY TAXES	42,500,589	42,500,589	-	
OTHER TAXES	3,016,106	2,776,106	(240,000)	Hotel room tax/Packers season
INTERGOVERNMENTAL	26,676,757	26,676,757	-	
LICENSES & PERMITS	2,236,356	2,141,356	(95,000)	Liquor lic \$50K, operators \$15K, alarms \$30K
FINES & PENTALTIES	1,377,861	1,122,861	(255,000)	Citations
PUBLIC CHARGES FOR SERVICE	7,664,333	6,890,333	(774,000)	Park rental and admission
INTEREST AND MISC	2,791,392	2,541,392	(250,000)	Investment interest
REVENUE SHORTFALL	86,263,394	84,649,394	(1,614,000)	
EXPENSES	REVISED BUDGET	PROJECTED	OVERAGE	DRIVEN BY
SALARIES	51,899,863	51,099,863	(800,000)	Savings due to Park programs
FRINGE BENEFITS	22,381,614	22,297,614	(84,000)	Savings due to Park programs
EMPLOYEE RELATED BENE	404,979	314,979	(90,000)	Training 50% & travel/frozen
SERVICES	3,437,189	3,437,189	-	
MATERIAL & SUPPLIES	3,196,687	3,106,687	(90,000)	Reduction 10%
BUILDING & EQUIPMENT	2,501,760	2,501,760	-	
UTILITIES	2,988,214	2,988,214	-	
INSURANCE	(862,232)	(862,232)	-	
MISC	315,320	315,320	-	
	86,263,394	85,199,394	(1,064,000)	
		Shortfall	(550,000)	
<u>PROPOSED PLAN TO COVER SHORT SHORTFALL:</u>		Makes us whole		
CARES HHS GRANT - EMS		60,425		Received shortfall EMS Revenues
DOJ GRANT allocation		151,000		Offset COVID-19 expenses
Packer overtime		500,000		
Transit Operational levy			200,000	Transit CARES grant reduces City expense
Review hiring/delays			35,000	Review by management team
Contingency account			70,000	Not spend all contingency
GERP approved			75,000	2020/approve at council 6-29
Fire contract settled			170,000	2020 savings
Overtime reduction			50,000	Police, Fire, DPW, and general
CARES - Route to Recovery allocation		1,700,000		Offset COVID-19 expenses
FEMA reimbursement		200,000		COVID exp FED 75%, State 12.5%
Total proposed adjustments			600,000	
		2020 PROJECTION	50,000	

PARKING DIVISION

Projected 80% of projected revenues or a shortfall of \$700K, will struggle to come in at or below budget, have trimmed every unneeded expense, and gone as bare bones as can to make the division.

SANITARY / STORM

Not much impact, Sanitary is a function of water use, so if Water Utility is down, so is Sanitary. Storm is a fixed fee per year.

BAY BEACH

Bay Beach will be down approx. \$3M in revenues, open later than anticipated, reduced hours each day, reduced capacity, and may close the Park earlier for the season. Total revenues and expenses for the year, estimated budget shortfall \$1,554,000.

GREEN BAY WATER UTILITY

Water Utility projecting loss of revenue of about \$700,000 from delaying rate increase \$135K, lost of late fees due to PSC ruling \$50K, and businesses closing down and reduction in usage \$500K, plus an increase in COVID related expenses of \$300K.

TRANSIT

Transit at 35% pre-COVID ridership, service hours reduced, microtransit services launched, but with CARES money expect to come within budget. To continue the same service, more funding is needed for 2021.