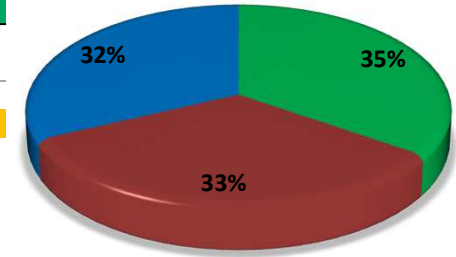


City of Rochelle - Fleet Planning Analysis

Current Fleet	32	Fleet Growth	0.00%	Proposed Fleet	32
Current Cycle	17.00	Annual Miles	6,900	Proposed Cycle	5.00
Current Maint.	\$125.00	Insurance	\$0.00	Proposed Maint.	\$24.05
Fuel Info		MPG	10	Price/Gallon	\$2.25

Fleet Costs Analysis



Fiscal Year	Fleet Mix			Fleet Cost						Annual		
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Maintenance	Insurance	Fuel	Fleet Budget	Net Cash	
Average	32	1.9	32	0	45,948	0	48,000	0	49,680	143,628	0	
'19	32	13	19	13	0	62,047	32,251	0	42,112	136,410	7,218	
'20	32	5	14	18	0	84,008	26,194	0	39,201	149,402	-5,774	
'21	32	5	9	23	0	111,407	20,137	0	36,290	167,833	-24,205	
'22	32	4	5	27	0	130,274	15,291	0	33,961	179,526	-35,898	
'23	32	5	0	32	0	30,162	9,234	0	31,050	70,446	73,182	
'24	32	13	0	32	0	112,601	9,234	0	31,050	152,885	-9,257	
'25	32	5	0	32	0	89,491	9,234	0	31,050	129,775	13,853	
'26	32	5	0	32	0	114,030	9,234	0	31,050	154,314	-10,686	
'27	32	4	0	32	0	93,809	9,234	0	31,050	134,093	9,535	
'28	32	5	0	32	0	30,162	9,234	0	31,050	70,446	73,182	
10 Year Savings										\$91,151	Avg. Sustainable Savings	\$15,325

Current Fleet Equity Analysis

YEAR	2019	2020	2021	2022	2023
QTY	13	5	5	4	5
RESALE	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500
TOTAL	\$13,000	\$10,000	\$17,500	\$26,000	\$42,500
Estimated Current Fleet Equity**					\$109,000

Key Objectives

- **Lower average age of the fleet**
 - 58% of the current light duty fleet is over 10 years old and the average age is 9 years. The goal is to reduce the average age to no more than 5 years to drive down Total Cost of Ownership. Current cycle of 18 years is based on last 5 Years of purchase history.
 - Resale of the aging fleet is significantly reduced -- goal is to maximize equity in each depreciating asset. Equity drives sustainability.
- **Reduce operating costs**
 - Newer vehicles have a significantly lower maintenance expense -- goal is a fixed maintenance cost and a fleet program that focuses on preventative maintenance only.
 - Newer vehicles have increased fuel efficiency with new technology implementations -- analysis assumes 10 MPG today vs. 16 MPG with a new vehicle on a 5 year cycle.
- **Maintain a manageable vehicle budget**
 - Goal is a sustainable replacement plan with fixed costs that drives down TCO
 - Goal is to bridge any gaps between capital and operating budgets and annual replacement needs

Summary

10 Year Savings	\$91,151
Estimated Fleet Equity	\$109,000
Net Cash***	\$200,151

* Lease Rates are conservative estimates

**Estimated Current Fleet Equity is based on the current fleet "sight unseen" and can be adjusted after physical inspection

***Net Cash is the sum of the 10 year savings from the Fleet Planning Analysis and the Estimated Current Fleet Equity