

FLEET ANALYSIS

Assumptions

Fleet Analyzed	97	Fleet Growth	0.00%
Current Cycle	13.86	Annual KM	9,100
Current Maintenance	\$193.92	Current L/100KM	15.5
Maint. Cents Per KM	\$0.26	Price/Liter	\$1.50

Proposals

Proposed Fleet	97
Proposed Cycle	5.00
Proposed Maintenance	\$53.00

Fiscal Year	Fleet Mix				Fleet Cost						Annual	
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	97	7.0	97	0	350,000	0	-10,718	0	225,723	205,228	770,232	0
Year 1 ('26)	97	20	77	20	0	148,152	-75,125	0	191,902	196,765	461,694	308,538
Year 2 ('27)	97	18	59	38	0	279,456	-202,600	0	161,463	189,148	427,467	342,765
Year 3 ('28)	97	18	41	56	0	542,624	-312,496	0	131,025	181,531	542,684	227,549
Year 4 ('29)	97	20	21	76	0	725,753	-267,329	0	97,204	173,068	728,696	41,536
Year 5 ('30)	97	21	0	97	0	918,908	-192,092	-208,932	61,692	164,182	743,758	26,474
Year 6 ('31)	97	20	0	97	0	918,908	0	-192,513	61,692	164,182	952,269	-182,037
Year 7 ('32)	97	18	0	97	0	918,908	0	-402,351	61,692	164,182	742,431	27,801
Year 8 ('33)	97	24	0	97	0	918,908	0	-303,362	61,692	164,182	841,421	-71,189
Year 9 ('34)	97	20	0	97	0	918,908	0	-356,488	61,692	164,182	788,294	-18,063
Year 10 ('35)	97	22	0	97	0	918,908	0	-208,932	61,692	164,182	935,850	-165,619

Projected Fleet Equity Analysis

YEAR	2026	2027	2028	2029	2030	Under-Utilized
QTY	20	18	18	20	21	0
Est \$	\$3,756	\$11,256	\$17,361	\$13,366	\$9,147	\$0
TOTAL	\$75,125	\$202,600	\$312,496	\$267,329	\$192,092	\$0
\$1,049,641						
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.

ANALYSIS BASED ON ORIGINAL RECOMMENDATIONS FOR CONCEPTUAL SAVINGS AND MAY CHANGE BASED ON FINAL PROPOSAL, CHANGES TO THE MARKET AND OTHER FACTORS

Prepared on 7/30/2025

SAVINGS

10 Year Savings*

\$1,125,820

*includes total unrealized equity of \$588,064

Key Objectives

Lower average age of the fleet

48% 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 and underfunded yearly budgets