

Schedule A - Mileage Details

Five Year Annual Average by Department								
Year	Unit #	Description	2022 Mileage	2021 Mileage	2020 Mileage	2019 Mileage	2018 Mileage	Average Annual Mileage
WORKS								
2009	AR1	GMC 1/2 TON 4X4	14945	29570	27526	29147	18810	23999.6
2002	CH1	CHEV 1/2 TON	9475	257	2714	1507	2364	3263.4
2009	PA09	CHEV 1 TON DUMP	16034	16426	13399	12604	8512	13395
1993	CH3	GMC DUMP 1 TON	3796	5396	5684	5434	5593	5180.6
2013	CH013	CHEV 1/2 TON 4X4	25038	18031	38903	46618	42713	34260.6
2018	TA18	CHEV 1 TON	19025	13601	12759	13633	8429	13489.4
2018	AE18	CHEV SILVERADO	15713	9977	10140	11865	11760	11891
2020	AR20	CHEV SILVERADO	23497	22426	9100	0	0	11004.6
2022	AE22	CHEV SILVERADO 1500	6620	0				6620
2022	CH22	CHEV SILVERADO 3500 2WD	8170	0				8170
Departmental Five Year Annual Average						131274.2		
WATER								
2018	W8	GMC 4X4 1/2 TON EXT CAB	17605	22173	21238	16984	0	19500
2013	W7	GMC 4X4 1/2 TON PICKUP EXT	12830	17732	16804	23219	15546	17226.2
2009	W5	GMC 4X4 1/2 TON PICKUP	14691	18127	16868	24512	17543	18348.2
2011	W6	GMC 4X4 1/2 TON PICKUP EXT	19509	19314	23713	18598	16792	19585.2
2021	W9	CHEV SILVERADO 1500	14001	0				2800.2
2022	W10	CHEV SILVERADO 1500 4WD						
Departmental Five Year Annual Average						77459.8		
RECREATION								
2006	AE06	CHEV 1/2 TON 4X4 -PATROL	5892	6579	7256	4506	5047	5856
2007	W4	GMC 4X4 1/2 TON PICKUP EXT	0	6851	4115	5000	22059	7605
2005	AE3	CHEV 1/2 TON 4X4	17	8837	13958	26279	12916	12401.4
Departmental Five Year Annual Average						25862.4		
BUILDING/PS/ADMIN								
2010	CBO	PONTIAC VIBE	1561	2162	2821	4300	11980	4564.8
2019	CBO19	DOGE RAM 1500 4X4	14552	12782	11148	11448	0	12482.5
Departmental Five Year Annual Average						17047.3		
5 Year Annual Average - Full Fleet						251643.7		
5 Year Annual Average per Fleet Vehicle						11983.03		

Schedule B - Whole Fleet Details

Municipal Fleet Details										
Unit #	Description	Year	Age	Department	Purchase Cost	Mileage as of December 2022	Mileage as of December 2021	Annual KMS Travelled	Maintenance Costs since 2016	Maintenance Cost Annual Average since 2016
CH03	GMC Dump 1 Ton	1993	30	WORKS	\$ 22,812.00	164682	160886	3796	\$ 12,000.47	\$ 1,714.35
CH01	Chev ½ Ton	2002	21	WORKS	\$ 25,467.00	392801	338326	54475	\$ 4,123.39	\$ 589.06
AE03	Chev ½ ton 4 x 4	2005	18	WORKS	\$ 27,985.31	264195	264178	17	\$ 13,195.59	\$ 1,885.08
AE06	Chev 1/2 ton 4x4 (Rec)	2006	17	REC	\$ 24,522.24	267475	261583	5892	\$ 3,961.64	\$ 565.95
W04	GMC 4x4 ½ ton pickup	2007	16	REC	\$ 30,112.97	252577	252577	0	\$ 4,443.72	\$ 634.82
PA09	Chev 1 ton dump	2009	14	WORKS	\$ 27,403.00	228859	212825	16034	\$ 5,399.73	\$ 771.39
AR01	GMC ½ ton 4 x 4	2009	14	WORKS	\$ 25,818.69	331188	316243	14945	\$ 7,712.46	\$ 1,101.78
W05	GMC 4x4 ½ ton pickup	2009	14	WATER	\$ 28,254.83	259801	245110	14691	\$ 10,708.89	\$ 1,529.84
CBO	Pontiac Vibe	2010	13	BUILDING/PS/ADMIN	\$ 23,936.17	136994	135433	1561	\$ 4,170.07	\$ 595.72
W06	GMC Sierra 4 x 4 ½ ton	2011	12	WATER	\$ 26,207.19	217500	197991	19509	\$ 14,708.02	\$ 2,101.15
CH013	Chev 4x4 1/2 ton	2013	10	WORKS	\$ 26,185.92	318960	293922	25038	\$ 11,326.52	\$ 1,618.07
W07	GMC 4x4 ½ ton pickup	2013	10	WATER	\$ 26,087.92	150225	137395	12830	\$ 10,736.98	\$ 1,533.85
AE18	Silverado 1500 LS 4x4	2018	5	WORKS	\$ 36,554.59	59455	43742	15713	\$ 4,520.33	\$ 645.76
TA18	Chev 3500 HD 1 ton	2018	5	WORKS	\$ 29,667.47	67447	48422	19025	\$ 1,264.09	\$ 180.58
W08	GMC 4X4 ½ ton ext cab	2018	5	WATER	\$ 36,825.35	78000	60395	17605	\$ 4,531.89	\$ 647.41
CBO19	Dodge Ram 1500 4x4	2019	4	BUILDING/PS/ADMIN	\$ 36,486.07	49930	35378	14552	\$ 859.65	\$ 122.81
AR20	2020 Chev Silverado Ext-cab	2020	3	WORKS	\$ 33,246.35	55023	31526	23497	\$ 119.79	\$ 17.11
W9	Chevrolet Silverado 1500	2021	2	WATER	\$ 53,879.76	14001	0	14001	\$ 334.80	\$ 47.83
AE22	Chevrolet Silverado 1500	2022	1	WORKS	\$ 41,539.82	6620	0	6620	\$ 2,435.01	\$ 347.86
CH22	Chev Silv 3500 2WD Reg	2022	1	WORKS	\$ 41,102.32	8170	0	8170	\$ 1,380.27	\$ 197.18
W10	Chevrolet Silverado 1500 4WD	2022	1	WATER	\$ 54,031.90		0	0	\$ 348.72	\$ 49.82
TOTALS					\$ 678,126.87	3323903		287971	\$ 118,282.03	\$ 16,897.43
COST per KM					\$	0.20		Maintenance Cost per KM		\$ 0.06

Schedule C - 3 Year Comparison

3 Year Purchase vs Lease Cost Comparison

Current Fleet - Purchased outright

				Cost to Purchase	3 Year KMS
AE22	Chevrolet Silverado 1500	2022	Works	\$ 41,539.82	35949.09
CH22	Chev Silv 3500 2WD Reg	2022	Works	\$ 41,102.32	35949.09
W10	Chevrolet Silverado 1500 4WD	2022	Water	\$ 54,031.90	35949.09
TOTALS				\$ 136,674.04	107847.27
COST PER KM				\$	1.27

36 month Lease (Assumes costs as provided by Enterprise - breakdown provided below)

				Cost to Lease	KMS since Purchase
	Chevrolet Silverado 1500 2.7L	2022	Works	\$ 49,343.40	35949.09
	Chevrolet Silverado 1500 2.7L	2022	Works	\$ 49,343.40	35949.09
	Chevrolet Silverado 1500 2.7L	2022	Works	\$ 49,343.40	35949.09
TOTALS				\$ 148,030.20	107847.27
COST PER KM				\$	1.37

Lease payment Breakdown	Monthly	Annual	36 Month Term
Monthly Depreciation	\$ 1,099.02	\$ 13,188.24	\$ 39,564.72
Monthly Management Fee	\$ 54.95	\$ 659.40	\$ 1,978.20
Monthly Interest	\$ 216.68	\$ 2,600.16	\$ 7,800.48
Totals	\$ 1,370.65	\$ 16,447.80	\$ 49,343.40

Schedule D - Annual costs of proposed replacement schedule

Annual Costs based on Fleet Replacement Schedule Provided by Enterprise						
Average Annual Lease Cost Used First year total lease cost of \$118,861 provided by Enterprise and 12 vehicles				\$9,905.08		
	2022	2023	2024	2025	2026	2027
New Leases	12	1	0	3	3	0
Ongoing Leases		12	13	13	16	0
Total Leases	12	13	13	16	19	19
Year 1	\$118,861.00					
Year 2		\$128,766.08				
Year 3			\$ 128,766.08			
Year 4				\$ 158,481.33		
Year 5					\$188,196.58	
Year 6						\$ 188,196.58
Total Six Year Lease Cost					\$	911,267.67
Average Annually					\$	151,877.94
Current Fleet Cost Comparison						
Cost to purchase total current fleet					\$	678,126.87
Average annual cost since incorporation in 1999					\$	29,483.78
Average cost of current fleet purchased over 6 years					\$	113,021.15



FLEET MANAGEMENT

Fleet Analysis Meeting

*Municipality of Arran-
Elderslie*

Government References



Enterprise Fleet Management is partnered with over 1,700 government organizations across North America

DELIVERING SOLUTIONS. DRIVING RESULTS.

TELEMATICS

ACQUISITION



ACCIDENT/
RISK MANAGEMENT

FUNDING

DRIVER
SAFETY



VEHICLE
RESALE



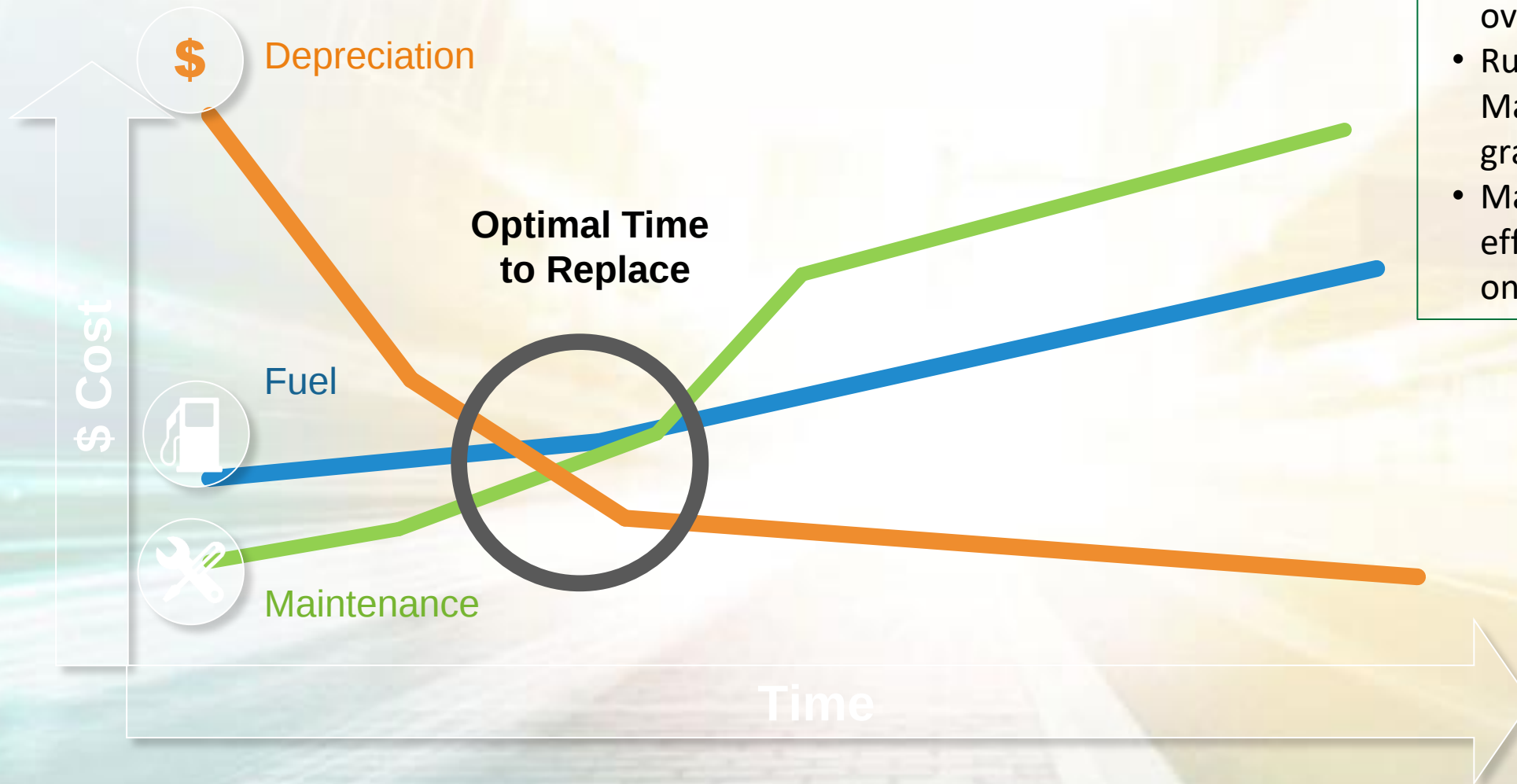
LICENSE, TITLE
AND REGISTRATION

MAINTENANCE
PROGRAMS

AFTERMARKET VEHICLE
CUSTOMIZATION

FUEL PROGRAMS

EFFECTIVE VEHICLE LIFECYCLE



Key Observations

- Depreciation/year declines over time
- Running costs of Fuel and Maintenance increase gradually over time
- Mandated MPG efficiencies reward staying on technology wave

Your Current Fleet Synopsis

Customer Name	Vehicle Class	Current Odometer	Current Odometer Date	User Entered Expected Annual Mileage	Vehicle Type	Model Year	Make Description	Model Description	Expected Odometer in 12 months
The Municipality Arran-Elderslie	Unknown	5,000	12-9-2021	5,000	1/2 Ton Pickup Quad 4x4	2021	Chevrolet	Silverado 1500	10,000
The Municipality Arran-Elderslie	Unknown	5,000	12-9-2021	15,000	Unknown	2022	Chevrolet	Silverado 1500 LTD	20,000
The Municipality Arran-Elderslie	Unknown	35,378	12-9-2021	11,792	1/2 Ton Pickup Reg 4x4	2019	RAM	1500 Classic	47,170
The Municipality Arran-Elderslie	Unknown	43,742	12-9-2021	10,935	1/2 Ton Pickup Quad 4x4	2018	Chevrolet	Silverado 1500	54,677
The Municipality Arran-Elderslie	Unknown	48,422	12-9-2021	12,105	1 Ton Cab Chassis	2018	Chevrolet	Silverado 3500HD Chassis	60,527
The Municipality Arran-Elderslie	Unknown	60,395	12-9-2021	15,098	1/2 Ton Pickup Quad 4x4	2018	GMC	Sierra 1500	75,493
The Municipality Arran-Elderslie	Unknown	135,433	12-9-2021	11,286	Compact Wagon	2010	Pontiac	Vibe	146,719
The Municipality Arran-Elderslie	Unknown	137,395	12-9-2021	15,266	1/2 Ton Pickup Ext 4x4	2013	Chevrolet	Silverado 1500	152,661
The Municipality Arran-Elderslie	Unknown	150,000	12-9-2021	8,823	Med Duty Cab Chassis	2005	*Chevrolet	*C5C042	158,823
The Municipality Arran-Elderslie	Unknown	160,886	12-9-2021	5,547	3/4 Ton Pickup Reg 4x2	1993	*Chevrolet	*C2500	166,433
The Municipality Arran-Elderslie	Unknown	197,991	12-9-2021	17,999	1/2 Ton Pickup Ext 4x4	2011	GMC	Sierra 1500	215,990
The Municipality Arran-Elderslie	Unknown	212,825	12-9-2021	16,371	1 Ton Cab Chassis	2009	GMC	Sierra 3500HD Chassis	229,196
The Municipality Arran-Elderslie	Unknown	245,110	12-9-2021	18,854	1/2 Ton Pickup Reg 4x4	2009	GMC	Sierra 1500	263,964
The Municipality Arran-Elderslie	Unknown	252,577	12-9-2021	16,838	1/2 Ton Pickup Reg 4x4	2007	GMC	Sierra 1500 Classic	269,415
The Municipality Arran-Elderslie	Unknown	261,583	12-9-2021	16,348	1/2 Ton Pickup Reg 4x4	2006	GMC	Sierra 1500	277,931
The Municipality Arran-Elderslie	Unknown	264,195	12-9-2021	15,540	1/2 Ton Pickup Reg 4x4	2005	Chevrolet	Silverado 1500	279,735
The Municipality Arran-Elderslie	Unknown	293,922	12-9-2021	32,658	1/2 Ton Pickup Ext 4x4	2013	Chevrolet	Silverado 1500	326,580
The Municipality Arran-Elderslie	Unknown	316,243	12-9-2021	24,326	1/2 Ton Pickup Reg 4x4	2009	GMC	Sierra 1500	340,569
The Municipality Arran-Elderslie	Unknown	388,686	12-9-2021	19,434	1/2 Ton Pickup Reg 4x2	2002	Chevrolet	Silverado 1500	408,120

Avg Current Model Year: 2011

Average Current Odometer: 169K

10 Vehicles over 160K currently

What Should We Factory Order

Vehicle Comparison



Vehicle Type	1/2 Ton Pickup	1/2 Ton Pickup	1/2 Ton Pickup	1/2 Ton Pickup
Engine	5.0L V8	2.7L Turbo High-Output	2.7L Turbo High-Output	3.6L Pentastar VVT V6 w/eTorque
L/100 km City	15	14	14	12
L/100 km Highway	11	12	12	10
Acquisition Cost	\$55,407	\$54,951	\$56,344	\$56,460
Total Actual Depreciation	\$16,497	\$16,368	\$16,760	\$22,226
Total Fuel Cost	\$22,540	\$22,714	\$22,714	\$19,190
Total Maintenance Cost	\$3,557	\$3,557	\$3,557	\$3,557
Monthly Depreciation	\$1,108.14	\$1,099.02	\$1,126.87	\$1,129.20
Monthly Management Fee	\$55.41	\$54.95	\$56.34	\$56.46
Monthly Interest	\$218.45	\$216.68	\$222.09	\$222.54
Monthly GST/HST Tax	\$0.00	\$0.00	\$0.00	\$0.00
Monthly PST Tax	\$0.00	\$0.00	\$0.00	\$0.00
Monthly Payment with Tax	\$1,382.00	\$1,370.65	\$1,405.30	\$1,408.20
Lease Term	36 Months	36 Months	36 Months	36 Months
Holding Period	3 Years	3 Years	3 Years	3 Years
Annual Kilometers	30,000	30,000	30,000	30,000
Cost per km	\$0.61	\$0.61	\$0.62	\$0.64
RBV at Term	\$15,514	\$15,386	\$15,776	\$15,809
Expected Sales Price at Holding End	\$38,911	\$38,583	\$39,583	\$34,234
Estimated Equity at Term	\$23,397	\$23,197	\$23,807	\$18,425

Fleet Profile

Fleet Replacement Schedule

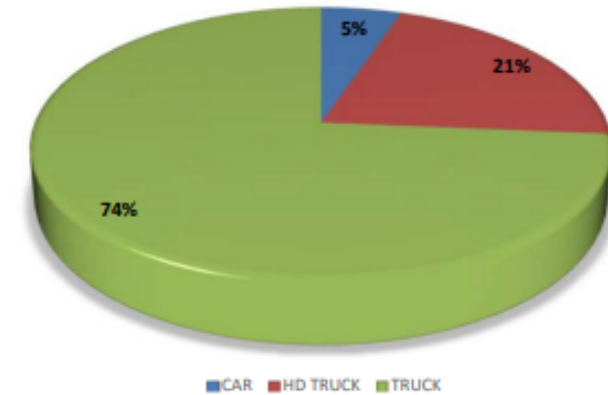
Replacement Criteria

Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage
Compact Sedan	1	11.6	10,800
1/2 Ton Pickup Reg 4x2	1	19.7	18,700
1/2 Ton Pickup Reg 4x4	6	12.4	16,400
1/2 Ton Pickup Ext 4x4	3	9.2	20,700
1/2 Ton Pickup Quad 4x4	4	2.3	13,300
3/4 Ton Pickup Reg 4x2	1	28.8	5,400
1 Ton Cab Chassis	2	8.0	13,200
Med Duty Cab Chassis	1	16.7	8,500
Totals/Averages	19	10.7	14,900

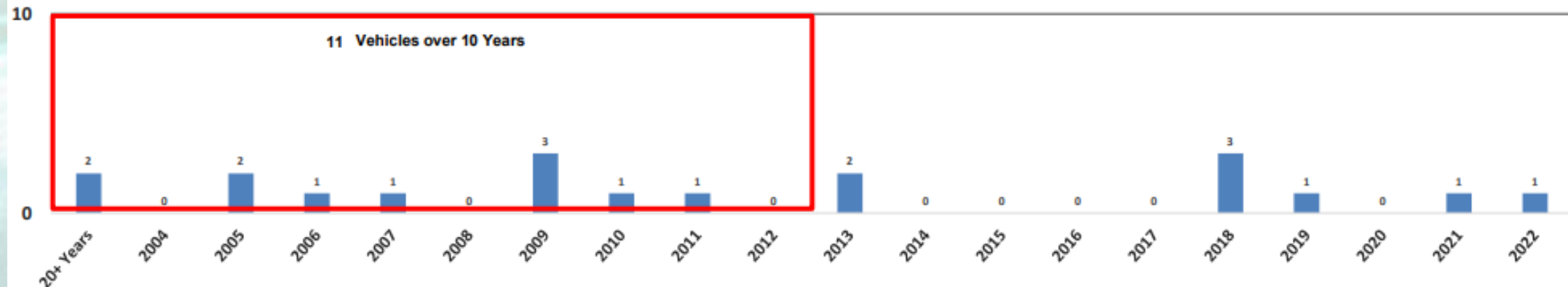
2022	2023	2024	2025	2026	Under-Utilized
1	0	0	0	0	0
1	0	0	0	0	0
5	0	0	0	1	0
2	1	0	0	0	0
0	0	0	2	2	0
1	0	0	0	0	0
1	0	0	1	0	0
1	0	0	0	0	0
12	1	0	3	3	0

- * Fiscal Year 2022 = 10 years old and older, or odometer over 160,000
- * Fiscal Year 2023 = 8 years old and older, or odometer over 130,000
- * Fiscal Year 2024 = 6 years old and older, or odometer over 100,000
- * Fiscal Year 2025 = 4 years old and older, or odometer over 70,000
- * Fiscal Year 2026 = Remaining Vehicles
- * Underutilized = Annual Mileage less than 4,000

Vehicle Types



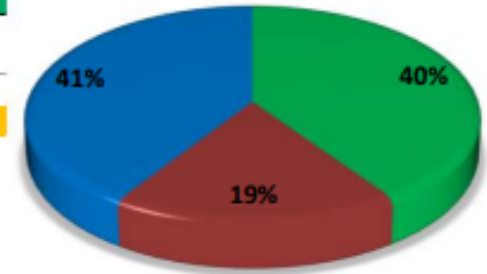
Model Year Analysis



Current Fleet	19	Fleet Growth	0.00%	Proposed Fleet	19
Current Cycle	9.50	Annual KM	14,900	Proposed Cycle	5.00
Current Maint.	\$173.83			Proposed Maint.	\$86.51
Maint. Cents Per KM	\$0.14	Current L/100KM	15	Price/Liter	\$2.00

Fleet Costs Analysis

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	19	2.0	19	0	85,919	0			39,634	84,930	210,483	0
'22	19	12	7	12	0	118,861	-36,000		27,059	72,552	182,472	28,011
'23	19	1	6	13	0	127,900	-5,000		26,012	71,520	220,432	-9,949
'24	19	0	6	13	0	127,900	0		26,012	71,520	225,432	-14,949
'25	19	3	3	16	0	161,615	-21,000		22,868	68,425	231,909	-21,426
'26	19	3	0	19	0	189,260	-27,000	-232,701	19,724	65,331	14,614	195,869
'27	19	12	0	19	0	189,260		-19,013	19,724	65,331	255,302	-44,819
'28	19	1	0	19	0	189,260		0	19,724	65,331	274,315	-63,832
'29	19	0	0	19	0	189,260		-68,770	19,724	65,331	205,545	4,938
'30	19	3	0	19	0	189,260		-59,486	19,724	65,331	214,829	-4,346
'31	19	3	0	19	0	189,260		-232,701	19,724	65,331	41,614	168,869



Fuel Maintenance Purchase

10 Year Savings

\$238,366

Avg. Sustainable Savings

\$12,162

Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	12	1	0	3	3	0
Est \$	\$3,000	\$5,000	\$0	\$7,000	\$9,000	\$0
TOTAL	\$36,000	\$5,000	\$0	\$21,000	\$27,000	\$0
Estimated Current Fleet Equity**					\$89,000	

* Lease Rates are conservative estimates

**Estimated Current Fleet Equity is based on the current fleet "sight unseen"

and can be adjusted after physical inspection

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

KEY OBJECTIVES

Lower average age of the fleet

58% 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

RESOURCES

Case Analysis---Recommendation---Fleet Technology

Customer Website

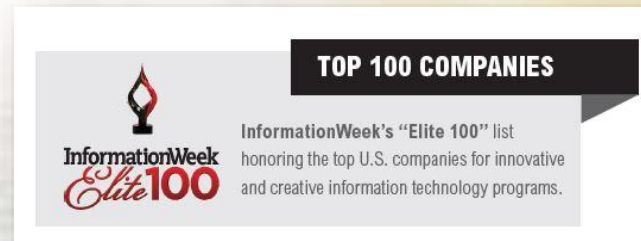
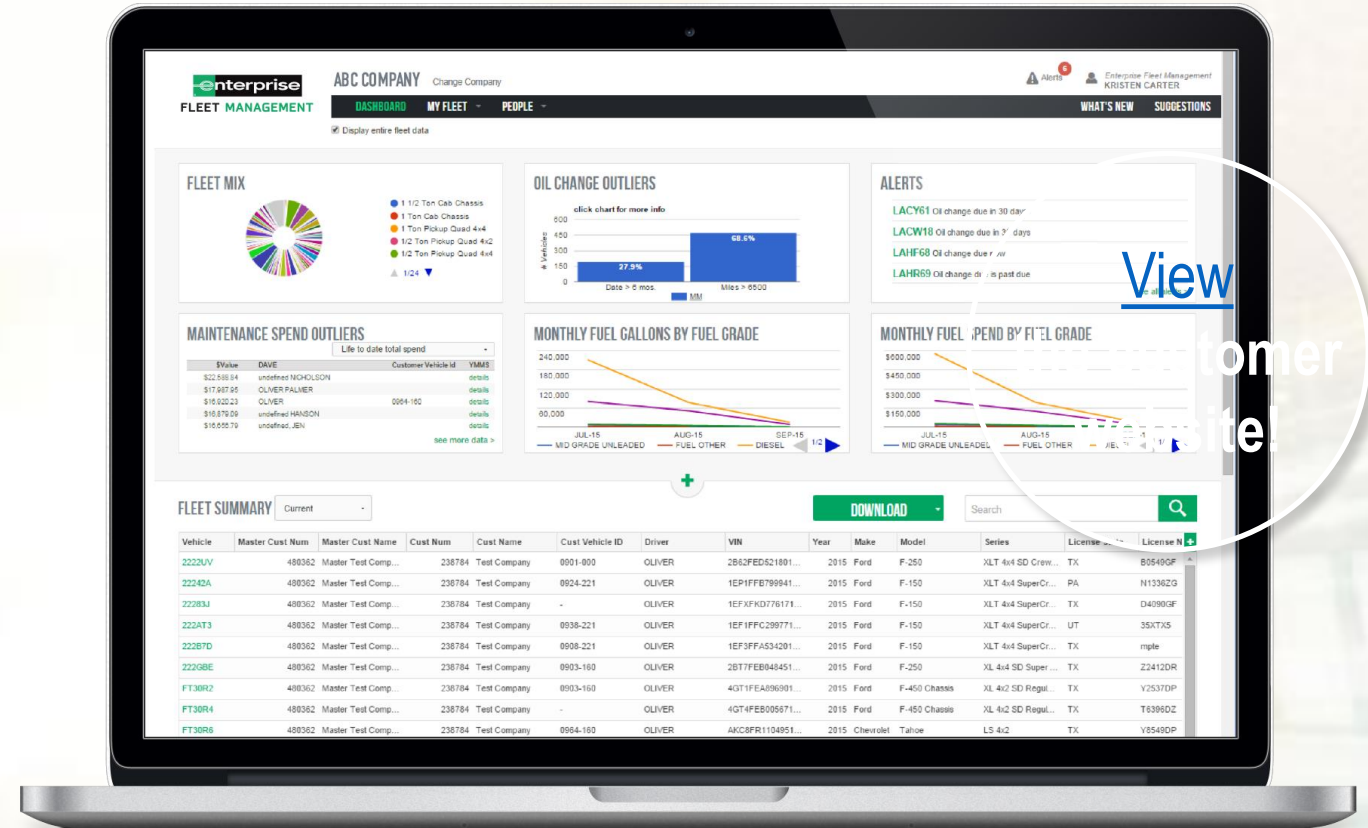
- Visibility and tracking of vehicle data
- Customized dashboards with reporting
- Real-time alerts
- Simplify accounting processes with vehicle descriptors

Fleet Planning Tool Kit

- EFM compares vehicles side-by-side
- Purchase the right vehicle at the right price
- Total cost analysis

Annual Client Review

- Web based solution to evaluate the prior year's performance
- Analyze all fleet costs
- Develop future strategies





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