



AGENDA
OZAUKEE COUNTY BOARD
MID-MONTH REGULAR MEETING
WEDNESDAY, JUNE 16, 2021 – 9:00 AM
ADMINISTRATION CENTER - ROOM A-204
121 W. MAIN STREET, PORT WASHINGTON, WI 53074

THE FOLLOWING BUSINESS WILL BE BEFORE THE COUNTY BOARD FOR INITIATION, DISCUSSION, CONSIDERATION, DELIBERATION AND POSSIBLE FORMAL ACTION:

The public can access the meeting by viewing the live stream at the link which will be opened five minutes before the call to order:

[County Board Live Stream](#)

*The public can submit comments here: [Public Comment Form](#)
[Public Comment Policy](#) & [Instructions for Submitting Public Comments Online](#)*

1. CALL TO ORDER

Roll Call

2. PLEDGE OF ALLEGIANCE TO THE FLAG

3. PUBLIC COMMENT

Legislative Update

Chairperson's Proclamation

4. COMMUNICATIONS

5. CLAIMS

6. PRESENTATIONS:

- a. Enterprise Vehicle Fleet Management - *Ben Walljasper, Senior Account Executive*
- b. Project Fund Update – *County Administrator Jason Dzwinel*

7. COMMITTEE APPOINTMENTS / REAPPOINTMENTS

8. COMMITTEE REPORTS AND SUPERVISOR ANNOUNCEMENTS

9. ADJOURNMENT

Ozaukee County Board**AGENDA INFORMATION SHEET**

AGENDA DATE:	June 16, 2021
DEPARTMENT:	Administrator
DIRECTOR:	Jason Dzwinel
PREPARER:	Jason Dzwinel

Agenda Summary Enterprise Vehicle Fleet Management - Ben Walljasper, Senior Account Executive

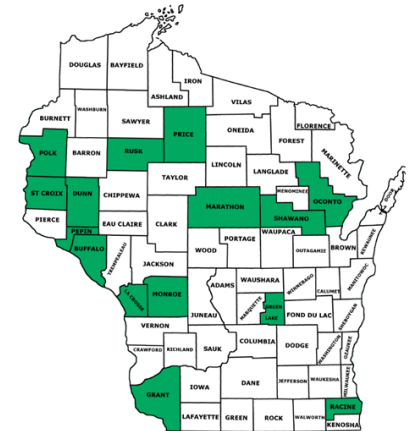
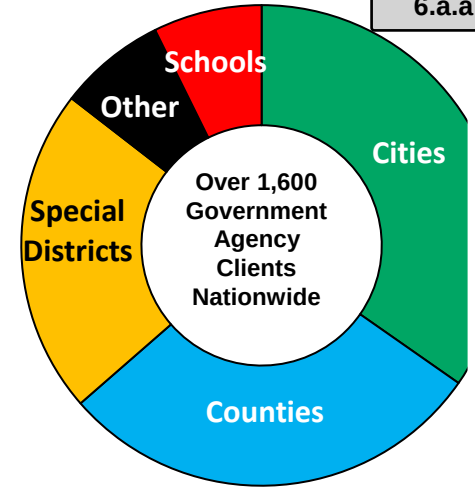
ATTACHMENTS:

- Ozaukee County Enterprise Fleet Management (PDF)
- Enterprise Fleet Synopsis - Ozaukee County (PDF)



Ozaukee County

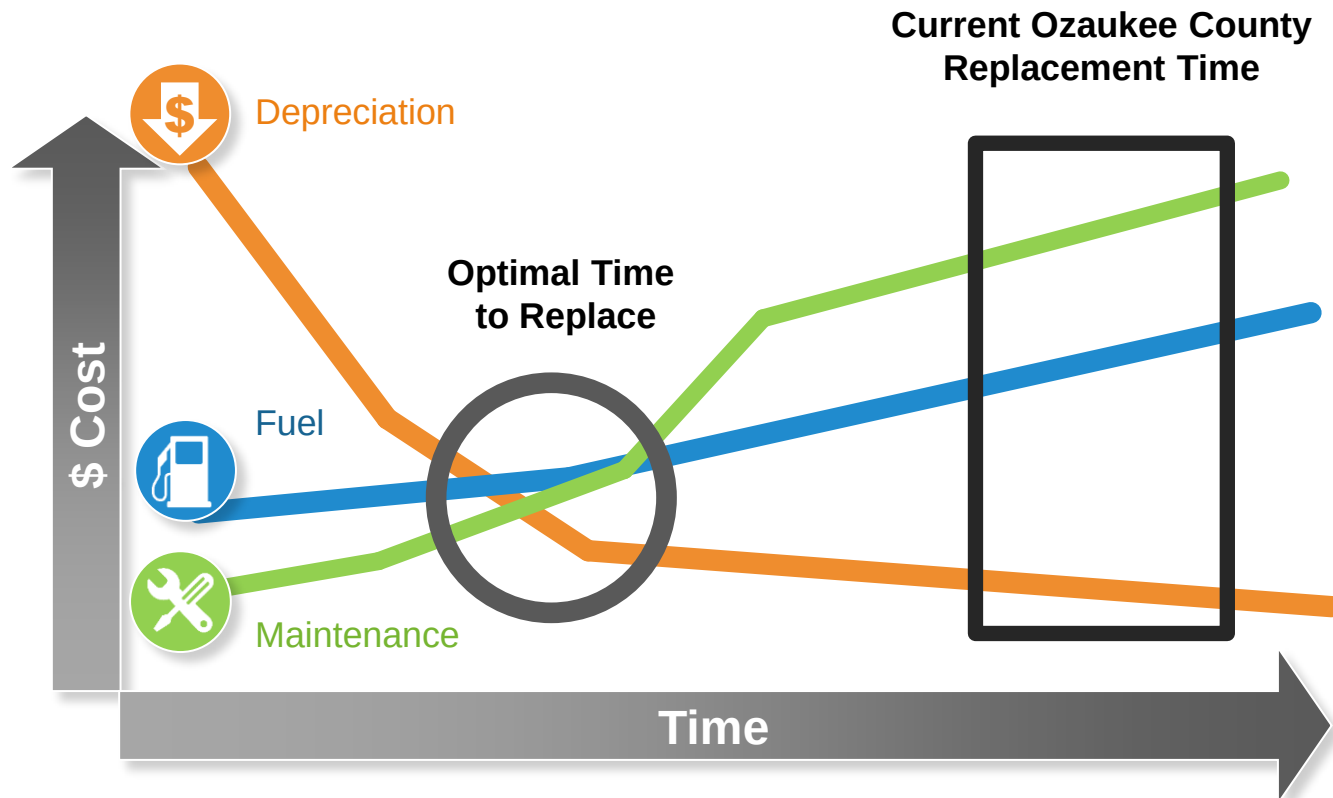
LOCAL GOVERNMENT PARTNERS



Attachment: Ozaukee County Enterprise Fleet Management

IDEAL REPLACEMENT STRATEGY

6.a.a



Key Observations

- Maintenance costs in your current replacement window can be double the cost 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.

Attachment: Ozaukee County Enterprise Fleet Management

- **BUDGET SAVINGS – CAPITAL & OPERATING**
 - *Projected Savings of \$460,000+ (21% Sustainable Fully Implemented)*
 - *Light Duty Fleet Segment of 31 Vehicles – 8.13 Year Average Age*
- **BUYING POWER + RESALE STRATEGY**
 - *Government/State Pricing with Ideal Resale Timing & Outlets*
- **SAFETY & RISK**
 - *Ensure Reliable Vehicles with Updated Safety Technology*
- **ENTERPRISE RESOURCES**
 - *Decisions and Recommendations (New Vehicles to Market, Best Fit, etc..)*



GOVERNMENT EQUITY LEASE

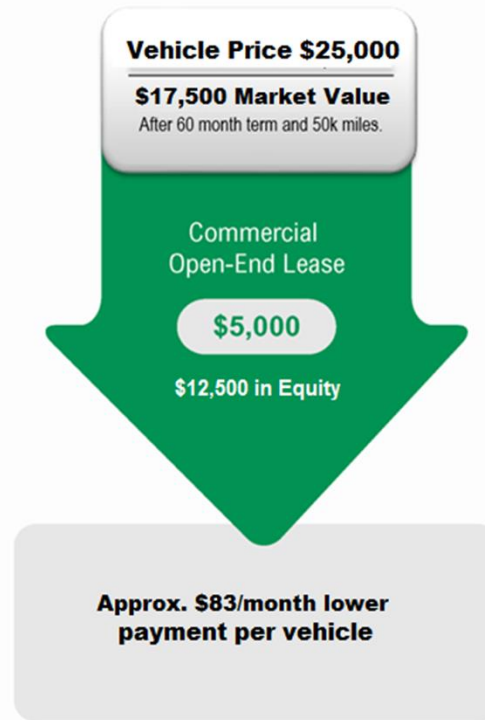
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Flexibility - Ownership

Traditional Financing



Enterprise Solution



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

Attachment: Ozaukee County Enterprise Fleet Management

GOVERNMENT CYCLE EXAMPLE

6.a.a

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)	\$11,638.49
		Sales Tax	0.0000% \$0.00
		Total Sales Fees/Charges	\$400.00
Settlement Date	05/28/2019	Net Settlement Amount Gain / (Loss)	\$11,238.49
		Settlement Method :	Roll Gain



➤ Initial Truck – 2016 Ford

- Delivered Cost - \$29,527.50
- Monthly Payment - \$468.91
- Annual Payments - \$5,626.92
- Sold – 35 Months in Service
- Gross Sales Price - \$30,000

➤ 2nd Truck – 2019 RAM

- Delivered Cost - \$14,884.51
- Monthly Payment - \$219.12
- Annual Payments - \$2,629.44
- New Term – 36 Months

Attachment: Ozaukee County Enterprise Fleet Management

FUEL SAVINGS – HEALTHIER LIFE CYCLE

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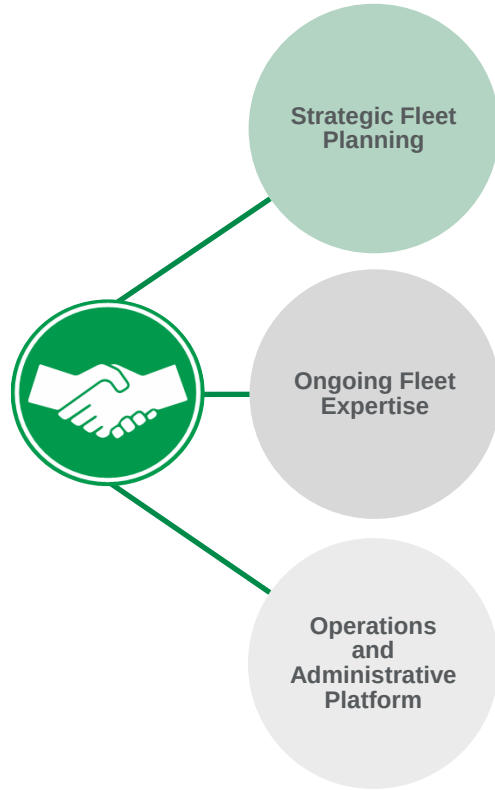
	Improved Engine	Improved Performance	Higher MPG
F150 Regular Cab Long bed	Engine	Output HP/ Torque	Combined MPG
2018	2.7L Eco boost V6	325HP/375	22
2012	3.7L V6	302HP/278	18
2007	4.6L V8	248HP/294	15
2002	4.2L V6	202HP/252	16
1997	5.4L V8	235HP/310	14



Improved
47%
in 10 years

Attachment: Ozaukee County Enterprise Fleet Management

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



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Attachment: Ozaukee County Enterprise Fleet Management

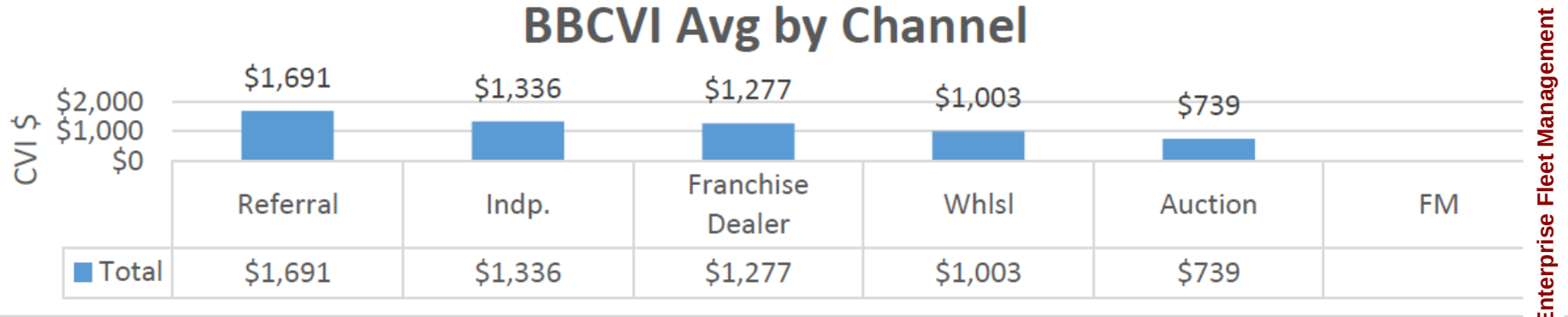
RECOMMENDATION EXAMPLE

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Pick-Up Truck Comparison

						
YMMS	2019 Ford Ranger XL 4x4 SuperCab 6 ft. box	2019 Chevrolet Colorado WT 4x4 Extended Cab 6 ft.	2019 Nissan Frontier SV (A5) 4x4 Crew Cab 6 ft.	2019 Toyota Tacoma SR (A6) 4x4 Access Cab	2019 Ford F-150 XL 4x4 SuperCab Styleside	2019 Chevrolet Silverado Work Truck 4x4 Double Cab
Vehicle Type	126.8 in. WB Compact Pickup	box 128.3 in. WB Compact Pickup	box 139.9 in. WB Compact Pickup	127.4 in. WB Compact Pickup	6.5 ft. box 145 in. WB 1/2 Ton Pickup	6.6 ft. box 147.4 in. 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

Attachment: Ozaukee County Enterprise Fleet Management



ACCOLADES

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

OZAUKEE COUNTY LIGHT DUTY FLEET BUDGET

6.a.a

Current Fleet	31	Fleet Growth	0.00%	Proposed Fleet	31
Current Cycle	10.33	Annual Miles	6,800	Proposed Cycle	3.81
Current Maint.	\$73.17			Proposed Maint.	\$24.46
Maint. Cents Per Mile	\$0.13	Current MPG	13	Price/Gallon	\$2.00

Fleet Mix							Fleet Cost						
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Total Capital Outlay	Maintenance	Fuel	Fleet Budget	Ne
Average	31	3.0	31	0	83,857	0				27,219	32,431	143,507	

Attachment: Ozaukee County Enterprise Fleet Management

ENTERPRISE FLEET SAVINGS ANALYSIS

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Fleet Mix							Fleet Cost				Annual		
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Total Capital Outlay	Maintenance	Fuel	Fleet Budget	Net Cost
Average	31	3.0	31	0	83,857	0				27,219	32,431	143,507	0
'21	31	17	14	17	0	102,664	(117,400)		-14,736	17,283	28,874	31,420	112,000
'22	31	2	12	19	0	115,697	(21,150)	(32,613)	61,934	16,114	28,455	106,503	37,000
'23	31	6	10	21	0	126,684	(9,200)	(100,588)	16,896	14,945	28,037	59,877	83,000
'24	31	14	5	26	0	163,987	(42,000)	(40,817)	81,170	12,022	26,991	120,183	23,000
'25	31	10	0	31	0	182,366	(86,700)	(42,789)	52,877	9,100	25,945	87,922	55,000
'26	31	4	0	31	0	182,366		(164,281)	18,086	9,100	25,945	53,130	90,000
'27	31	16	0	31	0	182,366		(31,528)	150,838	9,100	25,945	185,882	-42,000
'28	31	3	0	31	0	182,366		(84,675)	97,691	9,100	25,945	132,736	10,000
'29	31	10	0	31	0	182,366		(133,078)	49,288	9,100	25,945	84,333	59,000
'30	31	12	0	31	0	182,366		(108,140)	74,226	9,100	25,945	109,270	34,000
Average Annual Cap Budget: \$58,827										10 Year Savings		\$463,000	

City of Ozauskee County Enterprise Fleet Manager

Attachment: Ozaukee County Enterprise Fleet Management



Ben Walljasper
Senior Account Executive

262-446-0501



FLEET MANAGEMENT

PREPARED FOR:



Ben Walljasper
FLEET CONSULTANT

(262) 446-0501
PHONE

benjamin.a.walljasper@efleets.com
EMAIL



Attachment: Enterprise Fleet Synopsis - Ozaukee County (7058 : Enterprise Vehicle Fleet Management - Ben Walljasper)

FLEET SYNOPSIS | OZAUKEE COUNTY

THE SITUATION

Current light duty fleet age is negatively impacting the overall budget and fleet operations

- 39% of the light duty fleet is currently 10 years or older
- 58% of the light duty fleet is currently 6 years or older
- 8.4 years is the current average age of the fleet
- 10 years – time it would take to cycle this entire segment of the County's fleet at current acquisition rates
- Older vehicles have higher fuel costs, maintenance costs and tend to be unreliable, causing increased downtime and loss of productivity.

THE OBJECTIVES

Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$300,000 in first 5 years

- Shorten the current average vehicle life cycle from 10 years closer to 4 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Once fully implemented with all 31 vehicles on lease/finance – 21% sustainable savings
- Significantly reduce Maintenance by up to an estimated 66%
- Reduce the overall fuel spend through more fuel-efficient vehicles by an estimated 20%
- Leverage an open-ended lease to maximize cash flow opportunities and recognize equity owned by County
- Review program on an annual basis

Additional Benefits

- Improved Safety and Risk with newer vehicles and up to date safety technology
- Less downtime and more time for County mechanics to focus on larger, more expensive vehicles/equipment
- Replacing vehicles more frequently offers the best vehicles for the job and most cost effective options consistently

Piggyback The Sourcewell awarded RFP #060618-EFM that addresses the following:

- Access to all fleet management services as applicable to the needs of the County
- Supports the County's need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices

THE RESULTS

By partnering with Enterprise Fleet Management, Ozaukee County 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. Leveraging an open-ended lease maximizes cash flow and recognizes equity from vehicles sold creating an internal replacement fund. Furthermore, Ozaukee County will leverage Enterprise Fleet Management's ability to sell vehicles at an average of 114% above Black Book value. By shifting from reactively replacing inoperable vehicles to proactively planning vehicle purchases, Ozaukee County will have a much more sustainable and predictable budget moving forward.

FLEET PROFILE | OZAUKEE COUNTY

Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage
Full-size Sedan	5	5.4	6,500
Minivan-Passenger	6	6.2	4,700
3/4 Ton Van Cargo	1	1.1	14,600
Compact SUV 4x4	1	7.2	7,900
Mid Size SUV 4x2	1	18.3	6,300
Full Size SUV 4x2	1	15.3	12,000
Full Size SUV 4x4	1	13.3	8,300
1/2 Ton Pickup Ext 4x4	1	2.1	5,600
3/4 Ton Pickup Reg 4x4	6	8.3	3,600
3/4 Ton Pickup Ext 4x4	3	11.6	10,700
1 Ton Pickup Reg 4x4	2	16.3	3,300
1 Ton Cab Chassis	3	7.2	11,200
Totals/Averages	31	8.4	6,800

Attachment: Enterprise Fleet Synopsis - Ozaukee County (7058 : Enterprise Vehicle Fleet Management - Ben Walljasper)

CASE STUDY | OZAUKEE COUNTY

CASE STUDY | CITY OF WAUSAU



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%



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ACCOUNT MANAGEMENT

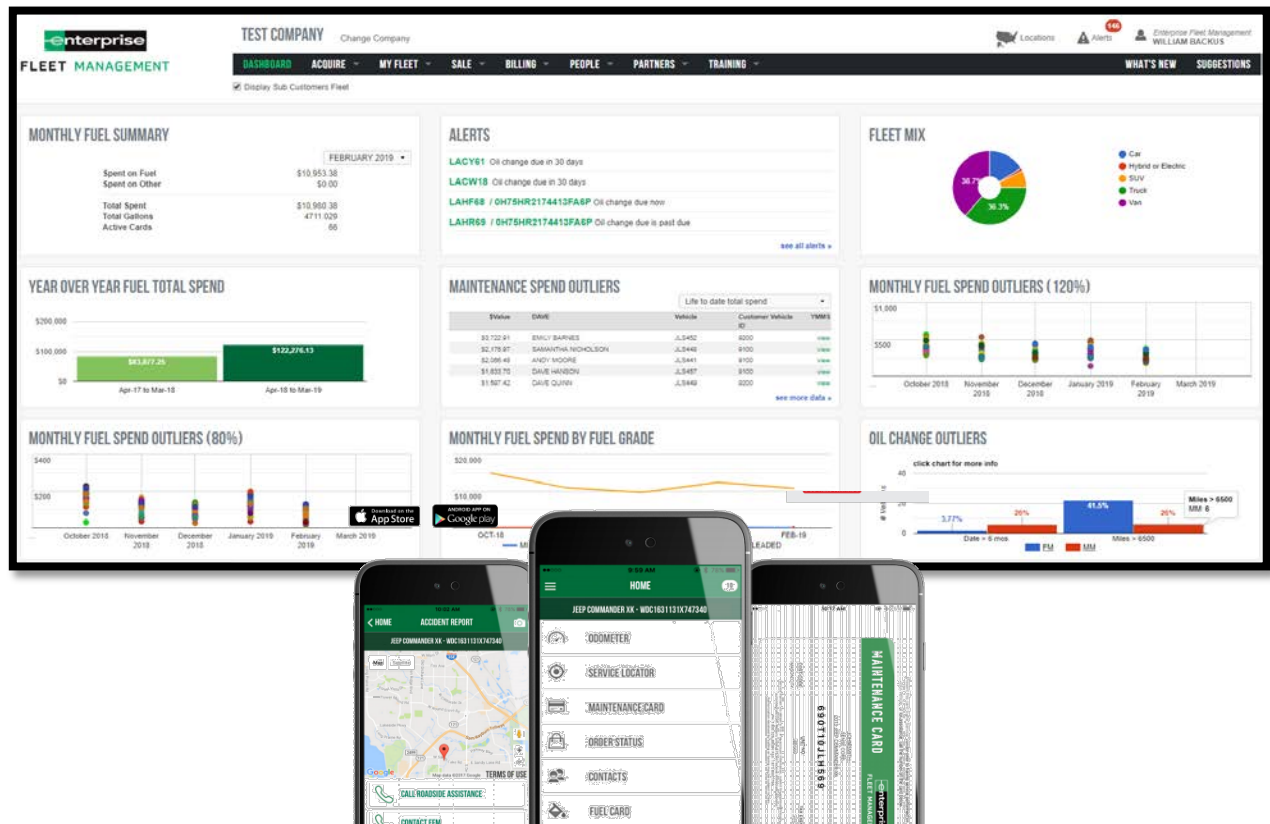
Ozaukee County will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.

- Your dedicated Account Manager meets with you 2-3 times a year for both financial and strategic planning.
- Your Account Manager 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 any specific lease or transaction



REFERENCES | OZAUKEE COUNTY

CURRENT PARTNERS:

- City of La Crosse
- Marathon County
- City of Manitowoc
- City of Wausau
- Shawano County
- City of Oak Creek
- Green Lake County
- City of Ashland
- Dunn County
- Buffalo County
- City of West Bend
- Polk County
- La Crosse County
- Oconto County

REFERENCE:

Below is a list of at least two (2) client references including company name, contact person, and telephone number.

1. City: City of West Bend
Business Phone #: (262) 335-5171
Contact Person: Jay Shambeau, City Administrator
2. City: City of La Crosse
Business Phone #: (608) 789-7578
Contact Person: Valerie Fenske, Finance Director

COOPERATIVES/PARTNERS:

- Wisconsin Counties Association
- SOURCEWELL

Ozaukee County Board

AGENDA INFORMATION SHEET

AGENDA DATE: June 16, 2021
DEPARTMENT: Administrator
DIRECTOR: Jason Dzwiniel
PREPARER: Jason Dzwiniel

Agenda Summary Project Fund Update

List of Project Fund Projects

Project Description	Expenses	Budget	\$ +/-
Dispatch Center Improvements	\$59,815	\$60,000	\$185
Secure Digital Evidence Storage	\$30,689	\$31,000	\$311
Chiller Replacement	\$45,185	\$43,000	(\$2,185)
Exterior Lighting	\$101,421	\$77,000	(\$24,421)
Nutrition Program Van & Salad Bar Kiosks	\$40,538	\$55,000	\$14,463
Countywide Telephone System Upgrade	\$301,679	\$346,000	\$44,321
County Board Technology Update	\$121,900	\$168,000	\$46,100
Public Safety Security & Event Management	\$29,579	\$31,000	\$1,521
Register of Deeds Records Indexing	\$48,383	\$110,000	\$61,617
War Memorial	\$89,740	\$90,000	\$260
Justice Center - Roof	\$566,217	\$625,000	\$58,783
Justice Center Workout Room	\$54,125	\$46,000	(\$8,125)
Courtroom Technology Upgrades	\$300,338	\$400,000	\$99,662
Septic Systems Replacement at Pioneer Village	\$16,400	\$22,000	\$5,600
Mee-Kwon Park Golf Course & Caretaker Roof Replacement	\$42,825	\$50,000	\$7,175
Parks 60" Mower & 4 Wheel Drive Utility Vehicle	\$29,431	\$33,000	\$3,569
Boiler Study (Administration Center)	\$3,348	\$26,000	\$22,652
Jury Room Remodel	\$0	\$45,000	\$45,000
Covered Bridge Bathrooms	\$0	\$185,000	\$185,000
Vesta 911 System Hardware Refresh	\$0	\$220,000	\$220,000
Justice Center 1st Floor Uninterrupted Power Supply	\$0	\$85,000	\$85,000
Network Switch Upgrade	\$0	\$175,000	\$175,000
Pinnacle Site Communications Tower	\$0	\$150,000	\$150,000
Audio-Video Equipment	\$0	\$40,000	\$40,000
Lion's Den Gorge Nature Preserve Boardwalk	\$0	\$40,000	\$40,000
Shady Lane Caretakers House Roof Repair	\$0	\$47,000	\$47,000
Lion's Den Gorge Nature Preserve Paved Parking	\$0	\$160,000	\$160,000