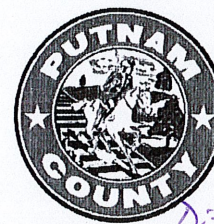




KEVIN J. MCCONVILLE
SHERIFF

PUTNAM COUNTY
OFFICE OF THE SHERIFF
AND
CORRECTIONAL FACILITY
THREE COUNTY CENTER
CARMEL, NEW YORK 10512
845-225-4300



THOMAS H. LINDERT
UNDERSHERIFF

cc: All
Protective

add'l

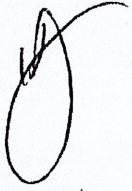
#6

Discard

APPROX

MEMORANDUM

TO: Ginny Nacerino, Chairwoman
Protective Service Committee

FROM: Kevin McConville 
Sheriff

RE: Fleet Leasing Agreement

DATE: March 20, 2023

2023 MAR 20 AM 11:22
LEGISLATURE
PUTNAM COUNTY
CARMEL, NY

Please consider the attached power point presentation for the March 21st.
Protective meeting as additional, in reference to the Fleet Leasing Agreement.

Thank you for your consideration.

The page features a decorative background with four large, overlapping geometric shapes in the corners. The top-left and bottom-right shapes are light blue, while the top-right and bottom-left shapes are light yellow. Each of these large shapes contains a smaller, overlapping diamond shape in a darker shade of the same color (medium blue or medium yellow).

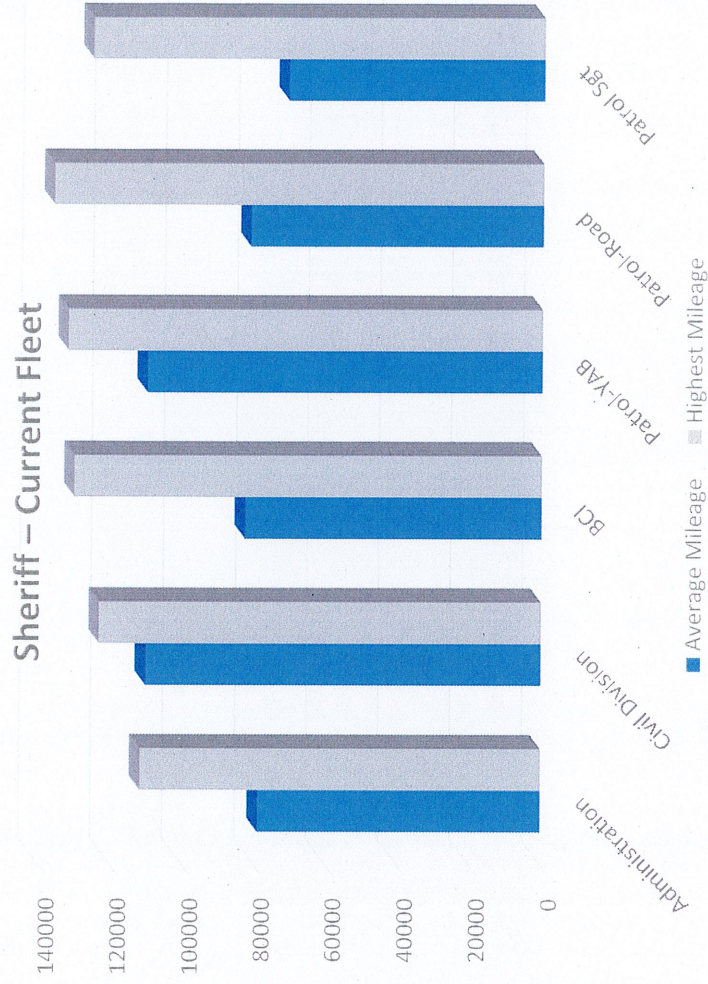
Enterprise Equity Leasing

Sheriff's Office Vehicle Fleet

Sheriff's Office Held Fleet Status

*Excluding Narcotics, Corrections, & Special Service Vehicles

- Administration – 10 Vehicles
 - Average Mileage – 78,822
 - 5 Vehicles > 100,000 miles
- Civil Division – 2 Vehicles
 - Average Mileage – 110,112
- Bureau Criminal Investigation - 16
 - Average Mileage - 82,728
 - 7 Vehicles > 100,000 miles
- Patrol Division/Youth Aid Bureau – 10 Vehicles
 - Average Mileage – 109,980
 - 8 Vehicles > 100,000 miles
- Patrol Division/Road Patrol – 19 Vehicles
 - Average Mileage – 81,554
 - 8 Vehicles > 100,000
- Patrol Division Sergeants – 8 Vehicles
 - Average Mileage – 71,215
 - 3 Vehicles > 100,000



Owned Fleet Status – Maintenance Costs

- **\$194,713.65 in Automotive Chargebacks in 2022**

- Late model and high mileage vehicles costing more to maintain

- Unit 220, 2018 Ford Interceptor 107,932 miles - \$9,167.88
- Unit 226, 2019 Dodge Charger 99,201 miles - \$12,243.84
- Unit 219, 2014 Dodge Durango 125,671 miles - \$7,779.61
- Unit 281, 2019 Dodge Charger 119,361 miles - \$8,255.39

- Compared to newer models with lower mileage

- Unit 210, 2021 Ford Interceptor 28,196 miles - \$1,639.95
- Unit 290, 2021 Ford Interceptor 24,454 miles - \$759.87
- Unit 228, 2019 Dodge Charger 33,258 miles - \$2,154.90
- Unit 214, 2019 Dodge Charger 51,732 miles - \$3,085.08

Unit 228 & 214 purchased in 2020

Maintenance Costs



Fleet Status – Current Equity Leasing Contracts

- Narcotics Unit
 - (3) 2023 Model Year Vehicle Ordered in 2022 - \$25,234.68
 - Unknown production date scheduled
 - (2) 2023 Model Year Vehicles Ordered in 2023 - \$21,830.28
 - ETA March 2023 Delivery
- Bureau of Criminal Investigation
 - (2) 2023 Model Year Vehicles Ordered in 2023 - \$28,264.92
 - No ETA
- Civil Division
 - (1) 2022 Model Year Vehicle Ordered in 2023 - \$10,581.84
 - No ETA

Fleet Status (cont.)

- 10 Vehicles Decommissioned since January 2022 due to excessive wear & tear
 - 2 – Narcotics
 - 3 – YAB
 - 3 – Patrol
 - 1 – Admin
 - 1 – Jail
- No vehicles received in 2022 due to COVID delays and manufacturer cancellations
 - 2022 Orders ETA April-May 2023 Delivery
 - 5 Patrol Vehicles
 - 1 Civil Vehicle
 - 1 BCI Vehicle
 - 2 Jail Vehicles

Proposal for Equity Leasing of 2023 Motor Vehicles

Administrative Division

- Sheriff - \$1208.85/mo 2023 Chevrolet Tahoe SSV
- Undersheriff - \$947.39/mo 2022 Ford Explorer XLT
 - Requires upfitting of siren/emergency lighting (52650 already funded)
- 2023 Lease Cost: (Assuming May Delivery)
 - \$8,461.95 – Sheriff
 - \$6,631.73 – Undersheriff

Annual Leasing Costs: \$25,874.88

1st year savings = \$84,406.32

Total Cost through April 2028: \$129,374.40

Proposal for Equity Leasing of 2023 Motor Vehicles

Bureau of Criminal Investigation – Crime Scene Unit

- \$1208.85/mo 2023 Chevrolet Tahoe SSV
- \$1208.85/mo 2023 Chevrolet Tahoe SSV
- 2023 Lease Cost: \$16,923.90

Annual Leasing Costs: \$29,012.40

1st year savings: \$68,576.10 (Motor Vehicles)

Total Cost through April 2028: \$145,062.00

Proposal for Equity Leasing of 2023 Motor Vehicles

Patrol Division

- (6) \$1608.17/mo 2023 Chevrolet Tahoe SSV
- 2023 Lease Cost: \$67,543.14

Annual Leasing Costs: \$115,788.24

1st year savings = \$297,757.86

Total Cost through April 2028: \$578,941.20

Orange County, N.Y. Example

Orange County - Sheriff - Fleet Profile

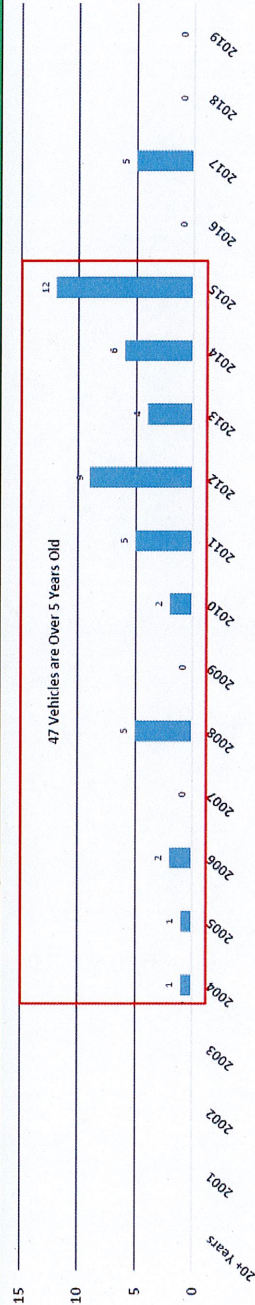
Fleet Profile

Vehicle Type	# of Type	Average Annual Mileage	Average Age (Years)	2019	2020	2021	2022	Under-Utilized
Compact SUV 4x4- Admin	3	9,100	9.1	1	1	0	1	0
Full Size SUV 4x4- Admin	2	7,800	7.6	0	0	1	1	0
Full-size Sedan- Admin	5	10,200	4.0	0	0	2	3	0
Full-size Sedan- Investigations	9	13,600	9.1	4	2	3	0	0
1/2 Ton Van Cargo- Investigations	1	8,400	13.2	0	1	0	0	0
Full Size SUV 4x4- Investigations	2	12,800	5.1	0	0	1	1	0
Full-size Sedan- K-9	1	13,600	8.1	0	1	0	0	0
Full-size SUV 4x4- K-9	3	13,900	4.7	0	0	2	1	0
1/2 Ton Van Cargo- Road	1	8,300	13.2	0	1	0	0	0
Full-size Sedan- Road	19	24,700	5.5	11	4	2	2	0
Full Size SUV 4x4- Road	4	15,300	6.6	2	0	1	1	0
1 Ton Van Cargo- Road	2	10,700	6.6	0	0	1	1	0
Totals/Averages	52	16,700	6.7	18	11	12	11	0

* Fiscal Year 2019 = 14 years old and older, or odometer over 100,000
 * Fiscal Year 2020 = 10 years old and older, or odometer over 130,000
 * Fiscal Year 2021 = 6 years old and older, or odometer over 100,000
 * Fiscal Year 2022 = Remaining Vehicles
 * Underutilized = Annual Mileage less than 1,200

Replacement Criteria

Model Year Analysis

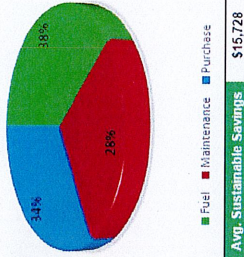


Orange County, N.Y. Example

Orange County - Sheriff - Fleet Planning Analysis

Current Fleet	52	Fleet Growth	0.00%	Proposed Fleet	52
Current Cycle	10/30	Annual Miles	16,700	Proposed Cycle	4.00
Current Maint.	\$200.00	Insurance	\$0.00	Proposed Maint.	\$55.29
Fuel Info		MPG	12	Price/Gallon	\$2.40

Fleet Costs Analysis



Fiscal Year	Fleet Size	Owned	Leased	Purchase	Lease*	Maintenance	Insurance	Fuel	Fleet Budget	Annual Net Cash
Average	52	52	0	151,422	0	124,800	0	173,880	449,902	0
'19	52	34	18	0	157,176	93,542	0	153,640	404,358	45,544
'20	52	11	23	0	243,489	74,440	0	141,393	459,322	-9,420
'21	52	12	11	41	343,342	53,601	0	128,033	524,976	-75,074
'22	52	11	0	52	307,626	34,499	0	115,787	457,911	-8,009
'23	52	18	0	52	294,038	34,499	0	115,787	444,324	5,578
'24	52	11	0	52	280,712	34,499	0	115,787	430,997	18,905
'25	52	12	0	52	287,561	34,499	0	115,787	437,846	12,056
'26	52	11	0	52	251,935	34,499	0	115,787	402,221	47,681
8 Year Savings										\$37,260
Avg. Sustainable Savings										\$15,728

Current Fleet Equity Analysis

YEAR	2019	2020	2021	2022
QTY	18	11	12	11
RESALE	\$2,000	\$4,000	\$6,500	\$8,500
TOTAL	\$36,000	\$44,000	\$78,000	\$93,500
Estimated Current Fleet Equity**				\$251,500

Summary

8 Year Savings	\$37,260
Estimated Fleet Equity	\$251,500
Net Cash***	\$288,760

Key Objectives

- Lower the Average Age of The Fleet
 - 50% of the fleet is over 5 years old
 - Goal is to reduce Total Cost of Ownership by reducing the average age.
 - Current Cycle is 10.5 years based on purchasing trends, which we would reduce to a 4 year cycle
- Reduce Operating Cost
 - Newer vehicles have a significantly lower maintenance expense
 - Goal is to reduce the overall maintenance budget.
 - New vehicles have increased fuel efficiency with new technology implemented. Analysis assumes 12 MPG today vs 18 MPG on average with a new fleet on a 4 year cycle
- Maintain a Manageable Vehicle Budget
 - Goal is a sustainable replacement plan that drives down Total Cost of Ownership
 - The Goal is to bridge any gaps between capital and operating budgets and annual replacement needs.

* Lease Rates are conservative estimates

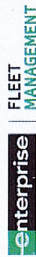
** Estimated Current Fleet Equity is based on the current fleet "eight unseens" and can be adjusted after physical inspection

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

**** In Years 5-8 Enterprise has included only half of the aftermarket cost assuming half of the equipment can be transferred to the new vehicle

***** Enterprise is unable to fix and guarantee maintenance on ERV units - Proposed maintenance rate is an Estimated Cost

Lease Rate Quote



Open-End (Equity) Lease Rate Quote

Quote No: 7086206

Date 03/10/2023
AE/AM MW7/AR0

Prepared For: Putnam County
Pinto, Michele

Unit #
Year 2023 Make Chevrolet Model Tahoe
Series Special Service Vehicle 4x4

Vehicle Order Type Ordered Term 60 State NY Customer# 553139

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name

Exterior Color (O.P.) Summit White
Interior Color (O.I.) Jet Black w/Cloth Seat Trim
Lic. Plate Type Government
GWWR 0

Capitalized Price of Vehicle 1
Sales Tax @ 8.1250% State NY
Initial License Fee
Registration Fee
Other/Courtesy Delivery Fee
Capitalized Price Reduction
Tax on Capitalized Price Reduction
Gain Applied From Prior Unit
Tax on Gain On Prior
Security Deposit
Tax on Incentive (Taxable Incentive Total : \$0.00)

Total Capitalized Amount (Delivered Price)
Depreciation Reserve @ 1.6666%
Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)²
Total Monthly Rental Excluding Additional Services

Additional Fleet Management
Master Policy Enrollment Fees
Commercial Automobile Liability Enrollment
Liability Limit \$0.00

Physical Damage Management
Full Maintenance Program³ Contract Miles 0
Incl: # Brake Sets (1 set = 1 Axle) 0

Additional Services SubTotal
Sales Tax @ 8.1250%

Total Monthly Rental Including Additional Services
Reduced Book Value at 60 Months
Service Charge Due at Lease Termination

Comp/Coil Deductible 0 / 0
Over/Mileage Charge \$ 0.0700 Per Mile
Tires 0
Loaner Vehicle Not Included

State NY

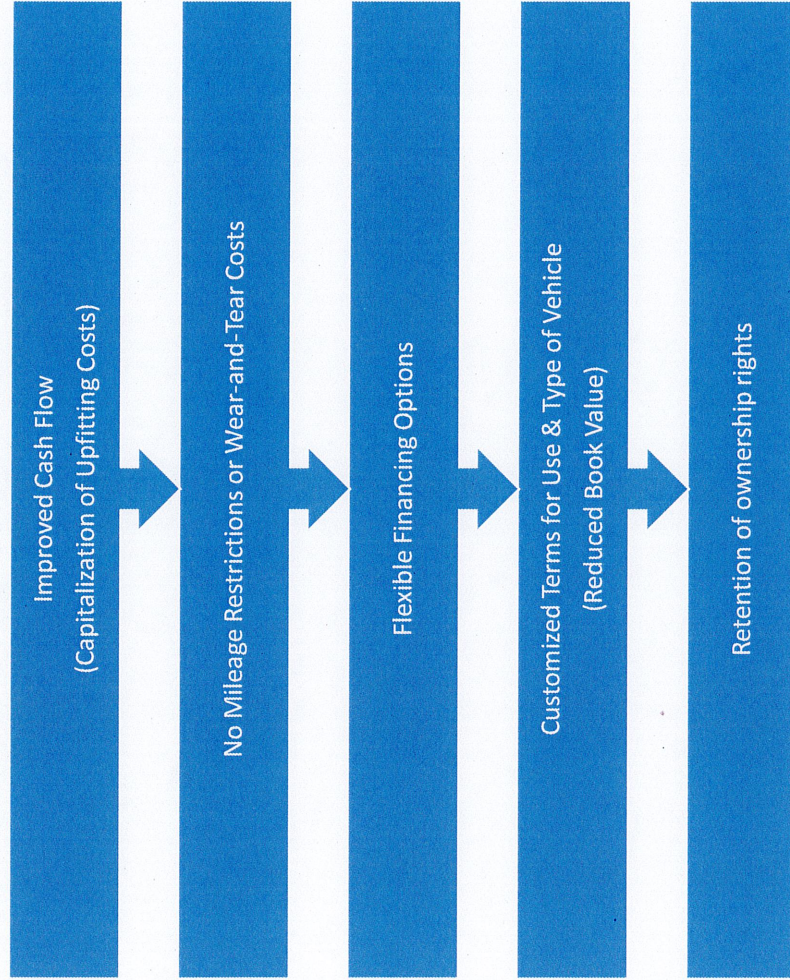
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\$ 1,246.07
\$ 362.10
\$ 1,608.17

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\$ 0.00
\$ 0.00
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\$ 1,608.17
\$ 2.89
\$ 400.00

Benefits of Equity Leasing

Feature	Benefit
No fixed term or mileage restrictions	Most flexibility available
No early term penalties	Allows for options as business changes
Equity gained belongs to customer	Allows for greater credit line and lowers delivered cost of future vehicles
No chargeable damage	There are no turn in "penalties"
More options at term end	Can extend, reprogram, renew, or turn in vehicle, maximizing flexibility

Benefits of Equity Leasing



Enterprise Fleet Management Accounts in NY

Suffolk County District Attorney's Office	Suffolk County	County of Erie, New York	County of Otsego, NY
County of Ontario, New York	County of Chemung, NY	County of Delaware, New York	County of Allegany, NY
County of Columbia	Orange County New York	County of Sullivan	County of Oneida, NY

QUESTIONS?

