

Comparison of Town Fleet Cost by Strategy - Existing Belleair vs. Enterprise

Existing Belleair Strategy	Ford Explorer	Ford Escape	Ford F150	Total Cost	Total Annualized Cost
Fees by type					
Disposal Charge at time of vehicle sale	\$ 1,012.50	\$ 705.00	\$ 1,095.00	\$ 2,812.50	\$ 562.50
Maintenance Costs*	\$ 1,685.00	\$ 1,685.00	\$ 1,685.00	\$ 5,055.00	\$ 1,011.00
Monthly Management Fee (0.10% of vehicle cost/mo)	NA	NA	NA		
Purchase Price	\$ 28,178.50	\$ 19,662.00	\$ 22,106.00	\$ 69,946.50	\$ 13,989.30
Extended Warranty	\$ 1,990.00	\$ 1,725.00	\$ 1,900.00	\$ 5,615.00	\$ 1,123.00
Estimated staff time handling purchase and sale	\$ 105.00	\$ 105.00	\$ 105.00	\$ 315.00	\$ 63.00
Salvage Value	\$ (13,500.00)	\$ (9,600.00)	\$ (14,600.00)	\$ (37,700.00)	\$ (7,540.00)
Total over Five Years	\$ 19,471.00	\$ 14,282.00	\$ 12,291.00	\$ 46,044.00	\$ 9,208.80
Total Amortized per Year without Financing	\$ 3,894.20	\$ 2,856.40	\$ 2,458.20	\$ 9,208.80	

Proposed Enterprise Strategy	Ford F150 Crew	Chevrolet Silverado, 1 Yr. Hold	Ford F150 Regular	Total Cost	Total Annualized Cost
Fees by type					
Disposal Charge at time of vehicle sale	\$ 400.00	\$ 2,000.00	\$ 400.00	\$ 2,800.00	\$ 560.00
Maintenance Costs*	\$ 1,150.20	\$ 1,120.20	\$ 1,150.20	\$ 3,420.60	\$ 684.12
Monthly Management Fee (0.10% of vehicle cost/mo)	\$ 1,503.00	\$ 1,311.00	\$ 1,326.60	\$ 4,140.60	\$ 828.12
Purchase Price	\$ 25,050.00	\$ 109,275.00	\$ 22,106.00	\$ 156,431.00	\$ 31,286.20
Extended Warranty	NA	NA	NA	NA	NA
Estimated staff time handling purchase and sale	NA	NA	NA	NA	NA
Salvage Value	\$ (18,600.00)	\$ (115,500.00)	\$ (14,600.00)	\$ (148,700.00)	\$ (29,740.00)
Total over Five Years	\$ 9,503.20	\$ (1,793.80)	\$ 10,382.80	\$ 18,092.20	\$ 3,618.44
Total Amortized per Year without Financing	\$ 1,900.64	\$ (358.76)	\$ 2,076.56	\$ 3,618.44	

Total Add'l Cost (savings) of Enterprise without Financing (5 yrs)	\$ (9,967.80)	\$ (16,075.80)	\$ (1,908.20)	\$ (27,951.80)	\$ (5,590.36)
Total Add'l Cost (savings) of Enterprise without Financing per year	\$ (1,993.56)	\$ (3,215.16)	\$ (381.64)	\$ (5,590.36)	
Interest rate over Five Years (optional) Tbill + 325 basis points	\$ 2,885.05	\$ 2,517.07	\$ 2,545.98	\$ 7,948.11	\$ 1,589.62
Total Cost with Financing (5 years)	\$ 12,388.25	\$ 723.27	\$ 12,928.78	\$ 26,040.31	\$ 5,208.06
Total Amortized Cost with Financing per year	\$ 2,477.65	\$ 144.65	\$ 2,585.76	\$ 5,208.06	
Total Add'l Cost (savings) of Enterprise with Financing (5 years)	\$ (7,082.75)	\$ (13,558.73)	\$ 637.78	\$ (20,003.69)	\$ (4,000.74)
Total Add'l Cost (savings) of Enterprise with Financing per year	\$ (1,416.55)	\$ (2,711.75)	\$ 127.56	\$ (4,000.74)	

*Assumption for Town Maintenance Costs is based on an average of all vehicle maintenance, and data is not currently tracked on a per vehicle basis