



Brownsville Independent School District

Agenda Category: General Function Board of Education Meeting: 05/05/2026

Item Title: D&M Commercial Leasing for BISD X Action
Police & Security Dept. Information
Discussion

BACKGROUND:

The Brownsville Independent School District Police & Security Department fleet is currently in deteriorating condition, with many vehicles exceeding their recommended service life. This has resulted in increased maintenance costs, increased downtime, and reduced reliability.

Reliable vehicles are essential for emergency response, daily patrol operations, and officer safety. The current condition of the fleet presents operational challenges that may impact the Department’s ability to effectively serve the District.

To present and seek approval for the implementation of a structured 6-year fleet replacement and rotation plan to maintain a safe, reliable, and efficient fleet.

FISCAL IMPLICATIONS:

Unassigned Fund Balance - 199 Local Funds:

The total estimated cost for a 50-unit fleet lease is \$3,046,710.00 for Years 1–6 and \$4,309,700.00 for Years 6–12. The total estimated cost for a 30-unit fleet lease is \$1,861,680.00 for Years 1–6 and \$2,292,980.00 for Years 6–12.

RECOMMENDATION:

Recommend to approve the lease-purchase of a 6-year fleet replacement and rotation plan with D&M Commercial Leasing, an approved vendor.

The total estimated cost for a 50-unit fleet lease is \$3,046,710.00 for Years 1–6 and \$4,309,700.00 for Years 6–12, for a combined total of \$7,356,410.00 over 12 years.

The total estimated cost for a 30-unit fleet lease is \$1,861,680.00 for Years 1–6 and \$2,292,980.00 for Years 6–12, for a combined total of \$4,154,660.00 over 12 years. To be funded from 199 - Local Funds. (Unassigned Fund Balance)

Anna B. Gaucin *AB Gaucin*
Submitted by: Principal/Program Director

Anna B. Gaucin *AB Gaucin*
Recommended by: Asst. Supt./Exec. Dir.

Dr. Alda T. Benavides *Alda Benavides*
Approved by: Interim Superintendent

Approved for Submission to Board of Education:

Alda Benavides
Dr. Alda T. Benavides, Interim Superintendent

When Necessary, Additional Background May Follow This.

Fleet Modernization Proposal



Brownsville ISD Police & Security Services

Shaping our future-one heart, one mind at a time.



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Purpose of Proposal

- Transition to a fleet leasing program
- Maintain reliable patrol vehicles
- Improve safety
- Provide predictable budgeting

59 Vehicles	Mileage Range	Condition	Operational Impact
3	0-25k miles	Excellent	Minimal maintenance
11	25k-60k miles	Very Good	Routine maintenance only
12	60k-85k miles	Good	Wear begins on suspension, brakes
13	85k-110k miles	Declining	Increased repairs and downtime
20	110k+ miles	Poor	Major mechanical failures likely



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2005 Chevy Tahoe 223,161

2009 Chevy Impala 121,624

2005 Chevy Tahoe 166,446

2011 Crown Victoria
Last known 135,656

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Current Fleet Challenges

- Aging vehicles
- Rising maintenance costs=.24 center per mile
- Operational downtime
- Irregular capital replacement

Year	Parts & Labor= \$715,100	Vehicle Purchase		Total=1,388,710
		\$673,610	9 New 9 Used	
2019-2020	68,000	2 Tahoes=\$80,370		\$148,370
2020-2021	81,600	2 Tahoes=\$78,380		\$159,980
2021-2022	74,500	0		\$74,500
2022-2023	157,000	6 Tahoes=\$341,860		\$498,860
2023-2024	71,500	2 Tahoes=\$114,000		\$185,500
2024-2025	148,500	0		\$148,500
2025-2026	114,000	9 Used Vehicles=\$59,000		\$173,000

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Proposed Leasing Model

50 Units/72-month lease cycle

Year 1 15 Units	Year 2 10 Units	Year 3 8 Units	Year 4 7 Units	Year 5 6 Units	Year 6 4 Units	Total
\$211,050.00	\$355,950.00	\$475,230.00	\$582,960.00	\$678,180.00	\$743,340.00	\$3,046,710.00
Year 7 15 Units	Year 8 10 Units	Year 9 8 Units	Year 10 7 Units	Year 11 6 Units	Year 12 4 Units	Total
\$731,340.00	\$723,940.00	\$718,980.00	\$714,640.00	\$711,280.00	\$709,520.00	\$4,309,700.00

30 Units/72-month lease cycle

Year 1 10 Units	Year 2 6 Units	Year 3 4 Units	Year 4 4 Units	Year 5 4 Units	Year 6 2 Units	Total
\$140,700.00	\$227,640.00	\$287,280.00	\$348,840.00	\$412,320.00	\$444,900.00	\$1,861,680.00
Year 7 10 Units	Year 8 6 Units	Year 9 4 Units	Year 10 4 Units	Year 11 4 Units	Year 12 2 Units	Total
\$419,400.00	\$400,960.00	\$384,480.00	\$371,500.00	\$362,260.00	\$354,380.00	\$2,292,980.00

Maintenance cost goal=.07 cents per mile

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Ownership vs Leasing

Ownership: Higher upfront cost, rising maintenance

**TOTAL COST TO BUY AND HOLD
2026 DODGE DURANGO
6 YEARS**

\$109,470 TCO
\$18,245 per year
\$.91 per mile



Assumes 6-year Buy and Hold at 20,000 miles per year

Source: Internal data. Total amount is determined without consideration for income tax, time value of money (present value) concepts, or inflation. Assumes a holding period of 6 years at 20,000 per year.

Leasing: Predictable cost, newer vehicles

**TOTAL COST OF A 6-YEAR LEASE
DODGE DURANGO**

\$104,538 TCO
\$17,423 PER YEAR
\$0.87 per mile



Assumes 6-YEAR Lease Term at 20,000 miles per year

Source: Internal data. Total amount is determined without consideration for income tax, time value of money (present value) concepts, or inflation. Assumes a holding period of 6 years at 20,000 per year.

Total savings over 6 years= \$1,360,200



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Industry Best Practice

- Many agencies utilize fleet leasing
- Maintains newer vehicles
- Reduces repair costs
- Ensures consistent replacement cycles



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Board Action Requested

- Authorize fleet leasing program
- Use cooperative purchasing contracts
- Implement phased fleet transition



Thank you!



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BISD POLICE UNITS



UNIT #32
2006 Ford F150
Mileage 126644



UNIT #33
2005 Ford F150
Mileage 109355



Unit #35
2007 Chevy Impala
Mileage 133,353



Unit #36
2007 Chevy Impala
Mileage 157,539



Unit #39
2007 Chevy Impala
Mileage 134559



Unit #40
2007 Chevy Impala
Mileage 125,250



Unit# 45
2005 Tahoe
Mileage 223,161



Unit # 46
2006 Crown Victoria
Mileage 149,526



Unit # 48
2009 Chevy Impala
Mileage 121624



Unit #49
2005 Chevy Tahoe
Mileage 166,446



Unit # 50
2005 Chevy Tahoe
Mileage 175023



Unit # 51
2011 Ford Crown Victoria
Mileage Last known 135,656
Dashboard not working



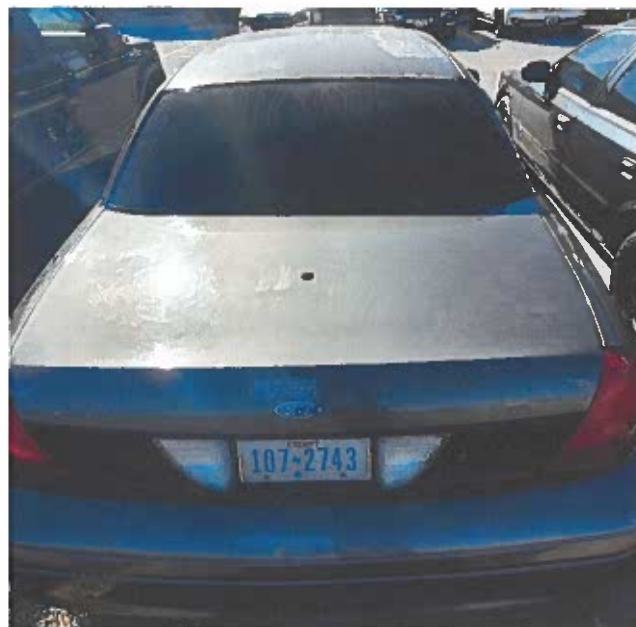
Unit # 52
2011 Ford Crown Victoria
Mileage 123,889



Unit # 53
2011 Ford Crown Victoria
Mileage 116,626



Unit # 54
2008 Ford Crown Victoria
Mileage 123788



Unit # 56
2009 Crown Victoria
Mileage 140,493



Unit # 57
2013 Dodge Charger
Mileage 121,488



Unit #63
2014 Dodge Charger
Mileage 159,908



Unit # 64
2014 Dodge Charger
Mileage 135685



Unit # 65
2016 Dodge Charger
Mileage 98,971



Unit # 66
2016 Dodge Charger
Mileage 113,750

