



Minidoka School District





TODAY'S AGENDA

- **RECAP**

- **FLEET PROFILE**

- **TOTAL COST OF OWNERSHIP**

- **REPLACEMENT PLANS**

- **PROGRAM OVERVIEW & NEXT STEPS**



COOPERATIVE PURCHASING PARTNERSHIPS



CONTRACT NUMBER
030122

SOURCEWELL/TIPS MEMBERSHIP ID

ACCOUNT NAME

Minidoka County School
District

ACCOUNT NUMBER

5508



CONTRACT NUMBER
240502



CONTRACT NUMBER
CNR01399

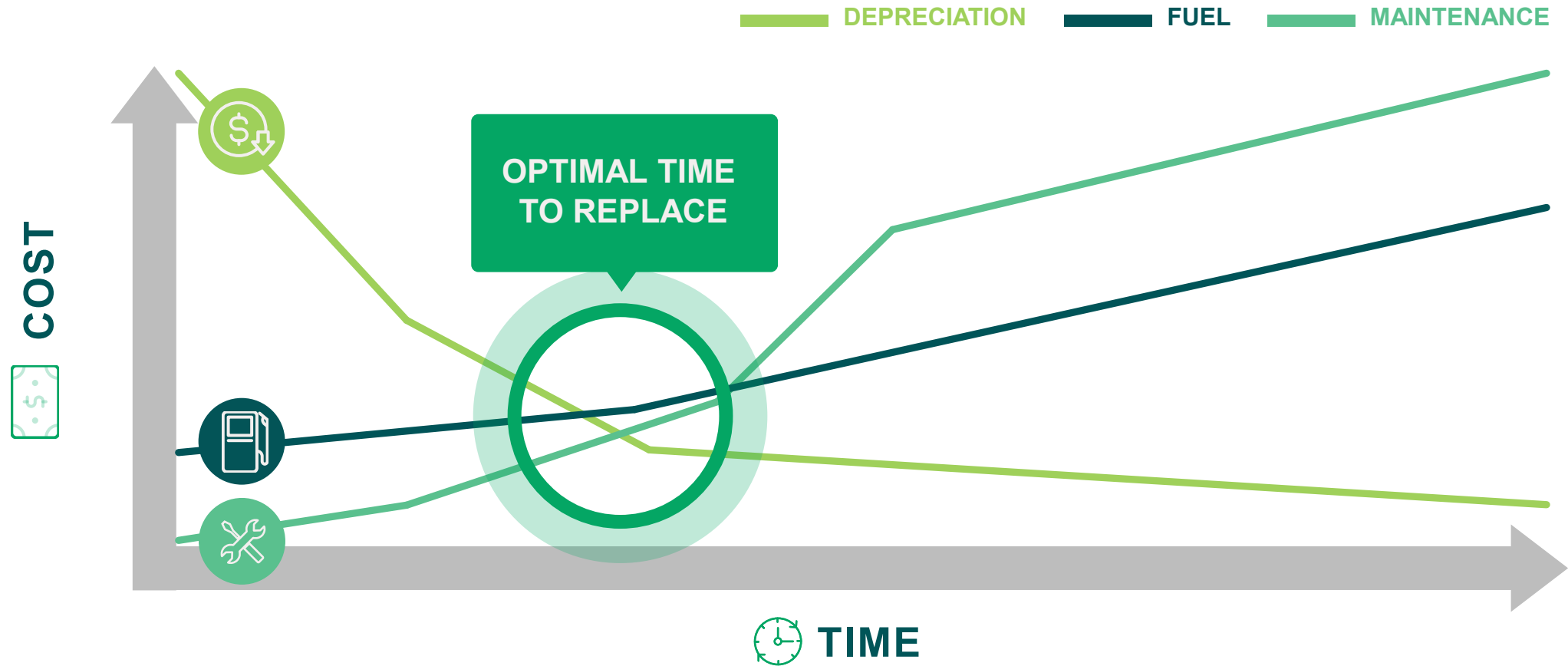
COMPREHENSIVE OFFERING, SO YOU CAN FOCUS ON YOUR OBJECTIVES

Customized to best fit the
needs of your business.



EFFECTIVE VEHICLE LIFECYCLE

Determining the right time to replace vehicles



Fleet Profile and Analysis

Minidoka County School District

FLEET PROFILE

FLEET SIZE

25

Mileage Intervals

0K – 20k

AVG AGE

20.2

20K – 40k

AVG ANNUAL MILEAGE

4,800

40K – 60k

AVG ANNUAL ACQUISITIONS

2

60K – 80k

AVG MODEL YEAR

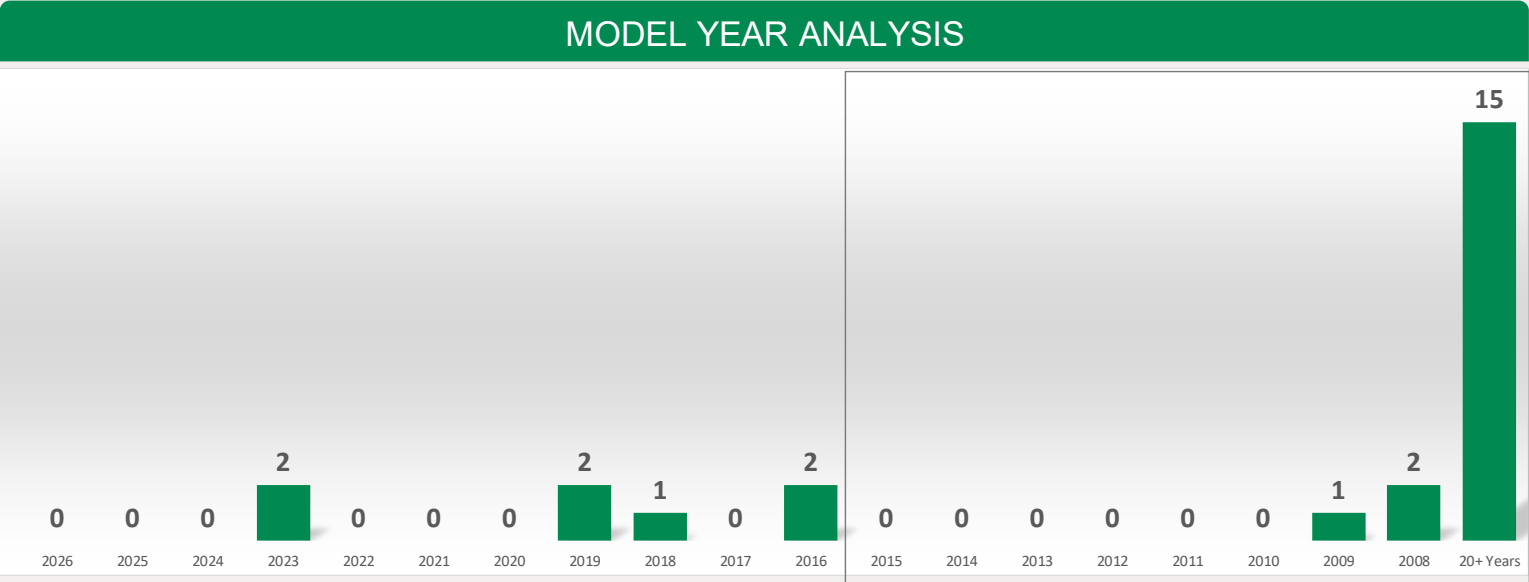
2006

80K – 100k

HOLDING PERIOD

10.0

100k & >



Vehicle Type	Quantity	Avg Age	Avg Annual
TRUCK	16	19.1	5,312
VAN	5	19.3	3,570
CAR	4	25.9	4,382
Totals/Averages:		25	20.2 4,815

Vehicle Classes

Average Odometer

Proposals

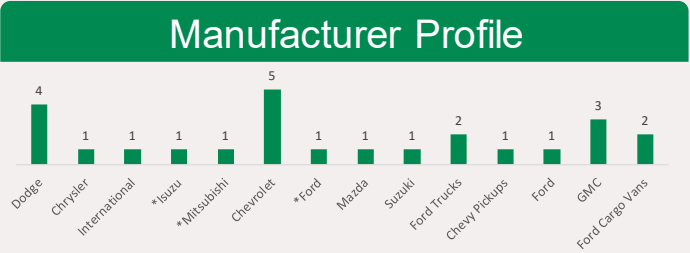
Proposed Fleet 20

Proposed Cycle 5.00

Proposed Maintenance \$59.69

Estimated Current Fleet Equity** \$96,609

10 Year Savings* \$199,194



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

SAFETY

Benefits and effects of crash avoidance technologies

Forward Collision Warning plus Autobrake - 2018

- ▼ 50% Front-to-rear crashes
- ▼ 56% Front-to-rear crashes with injuries
- ▼ 24% Claim rates for injuries to other people in vehicles
- ▼ 14% Claim rates for damage to other vehicles

Blind Spot Detection - 2018

- ▼ 14% Lane-change crashes
- ▼ 23% Lane-change crashes with injuries

Rear Automatic Braking - 2016

- ▼ 78% Backing crashes (when combined with rearview camera and parking sensors)
- ▼ 29% Claim rates for damage to other vehicles

Lane Departure Warning - 2012

- ▼ 11% Single-vehicle, sideswipe and head-on crashes
- ▼ 21% Injury crashes of the same type

Source: Insurance Institute for Highway Safety, Highway Loss Data Institute

KEY OBSERVATIONS

21 vehicles predate standardization of back up camera (2018) 84% of Total Fleet

18 vehicles predate Rear Automatic Braking (2016) 72% of Total Fleet

18 vehicles predate Electronic Stability Control standardization (2012) 72% of Total Fleet

15 vehicles predate Anti-Lock Brake standardization (2007) 60% of Total Fleet

FLEET PROFILE

[illegible]

Fleet Replacement Schedule

Replacement Criteria

* Fiscal Year 2026 = 30 years old and older, or odometer over 100,000

* Fiscal Year 2027 = 28 years old and older, or odometer over 80,000

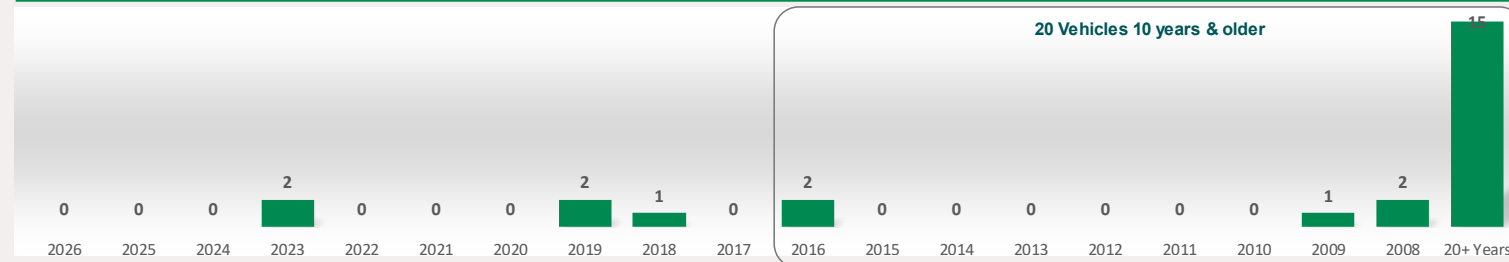
* Fiscal Year 2028 = 26 years old and older, or odometer over 60,000

* Fiscal Year 2029 = 24 years old and older, or odometer over 40,000

* Underutilized = Annual Mileage less than

Vehicle Type	Quantity	Avg Age	Avg Annual Mileage	Vehicle Classes
TRUCK	16	19.1	5,312	
VAN	5	19.3	3,570	
CAR	4	25.9	4,382	
Totals/Averages:				Average Odometer
	25	20.2	4,815	

MODEL YEAR ANALYSIS



FLEET ANALYSIS

Assumptions	Fleet Analyzed	20	Fleet Growth	0.00%
	Current Cycle	10.00	Annual Miles	5,300
	Current Maintenance	\$154.58	Current MPG	13
	Maint. Cents Per Mile	\$0.35	Price/Gallon	\$3.20
Proposals	Proposed Fleet	20		
	Proposed Cycle	5.00		
	Proposed Maintenance	\$59.69		

Fiscal Year	Fleet Size	Fleet Mix Annual Needs	Fleet Mix		Fleet Cost						Annual	
			Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	20	2.0	20	0	84,152	0	-2,083	0	37,100	26,092	145,261	0
Year 1 ('26)	20	7	13	7	0	53,808	-6,350	0	29,129	23,556	100,143	45,118
Year 2 ('27)	20	3	10	10	0	77,905	-4,749	0	25,713	22,468	121,337	23,924
Year 3 ('28)	20	2	8	12	0	99,060	-7,731	0	23,436	21,744	136,509	8,753
Year 4 ('29)	20	8	0	20	0	174,366	-77,779	0	14,327	18,844	129,759	15,503
Year 5 ('30)	20	0	0	20	0	174,366	0	-87,881	14,327	18,844	119,657	25,605
Year 6 ('31)	20	7	0	20	0	174,366	0	-33,053	14,327	18,844	174,484	-29,223
Year 7 ('32)	20	3	0	20	0	174,366	0	-38,463	14,327	18,844	169,075	-23,813
Year 8 ('33)	20	2	0	20	0	174,366	0	-130,540	14,327	18,844	76,998	68,264
Year 9 ('34)	20	8	0	20	0	174,366	0	0	14,327	18,844	207,538	-62,276
Year 10 ('35)	20	0	0	20	0	174,366	0	-87,881	14,327	18,844	119,657	25,604

Projected Fleet Equity Analysis						
YEAR	2026	2027	2028	2029	2030	Under-Utilized
QTY	7	3	2	8	0	0
Est \$	\$907	\$1,583	\$3,865	\$9,722	\$0	\$0
TOTAL	\$6,350	\$4,749	\$7,731	\$77,779	\$0	\$0
\$96,609						
Estimated Current Fleet Equity**						

* Lease Rates are conservative estimates

**Estimated Projected Fleet Equity is based on the current fleet "sight unseen" based on replacement year

and can be adjusted after physical inspection and may change based on market factors, these are not guaranteed values

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

ANALYSIS BASED ON ORIGINAL RECOMMENDATIONS FOR CONCEPTUAL SAVINGS AND MAY CHANGE BASED ON FINAL PROPOSAL, CHANGES TO THE MARKET AND OTHER FACTORS

Prepared on 2/13/2026

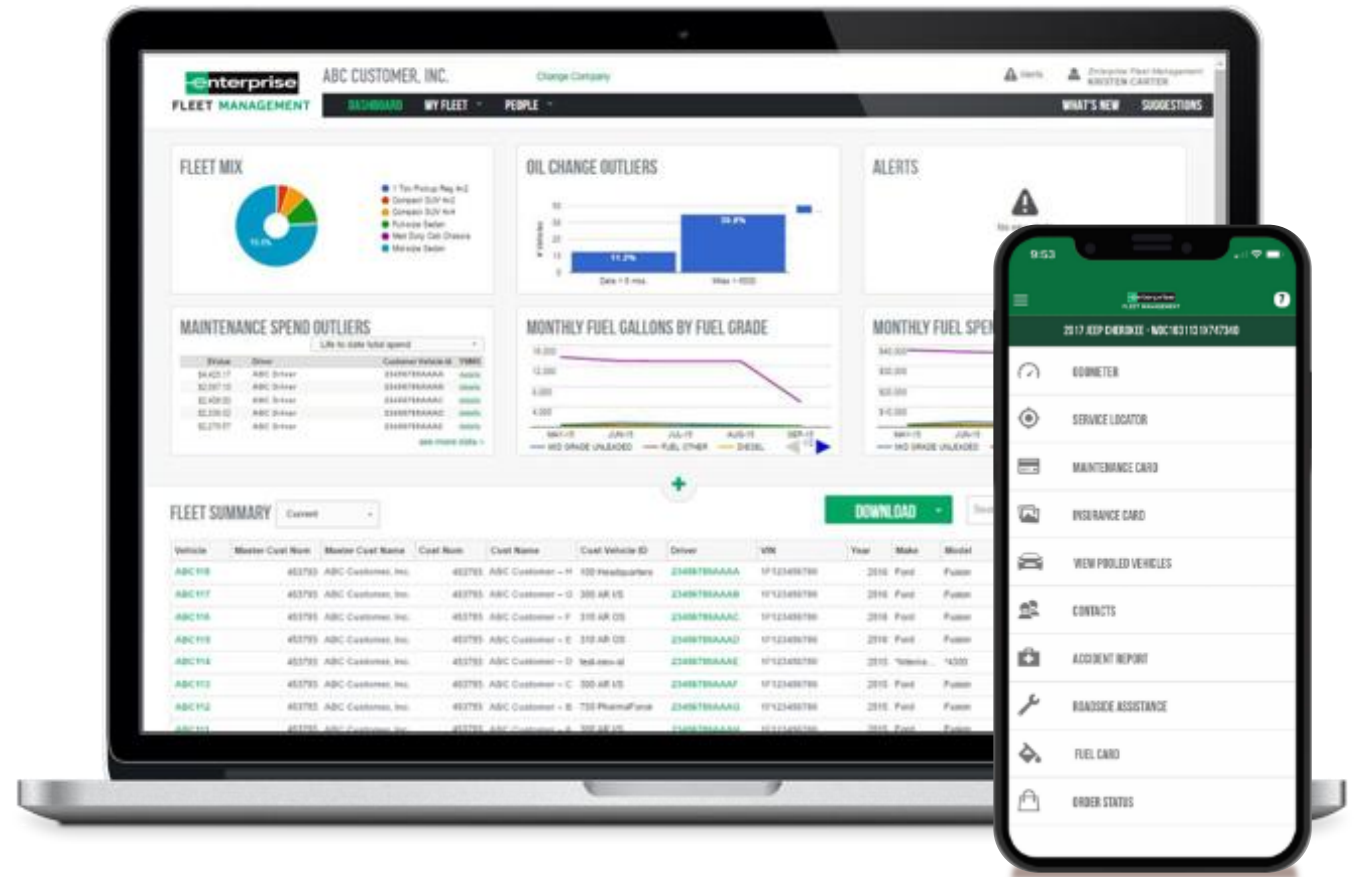
Fleet Budget Impact*	\$199,194
Annual Sustainable Impact*	\$6,231
*includes total unrealized equity of \$101,736	

Key Objectives	
Lower average age of the fleet	
80% 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 and underfunded yearly budgets	

EMPOWERING CLIENTS THROUGH ACTIONABLE DATA

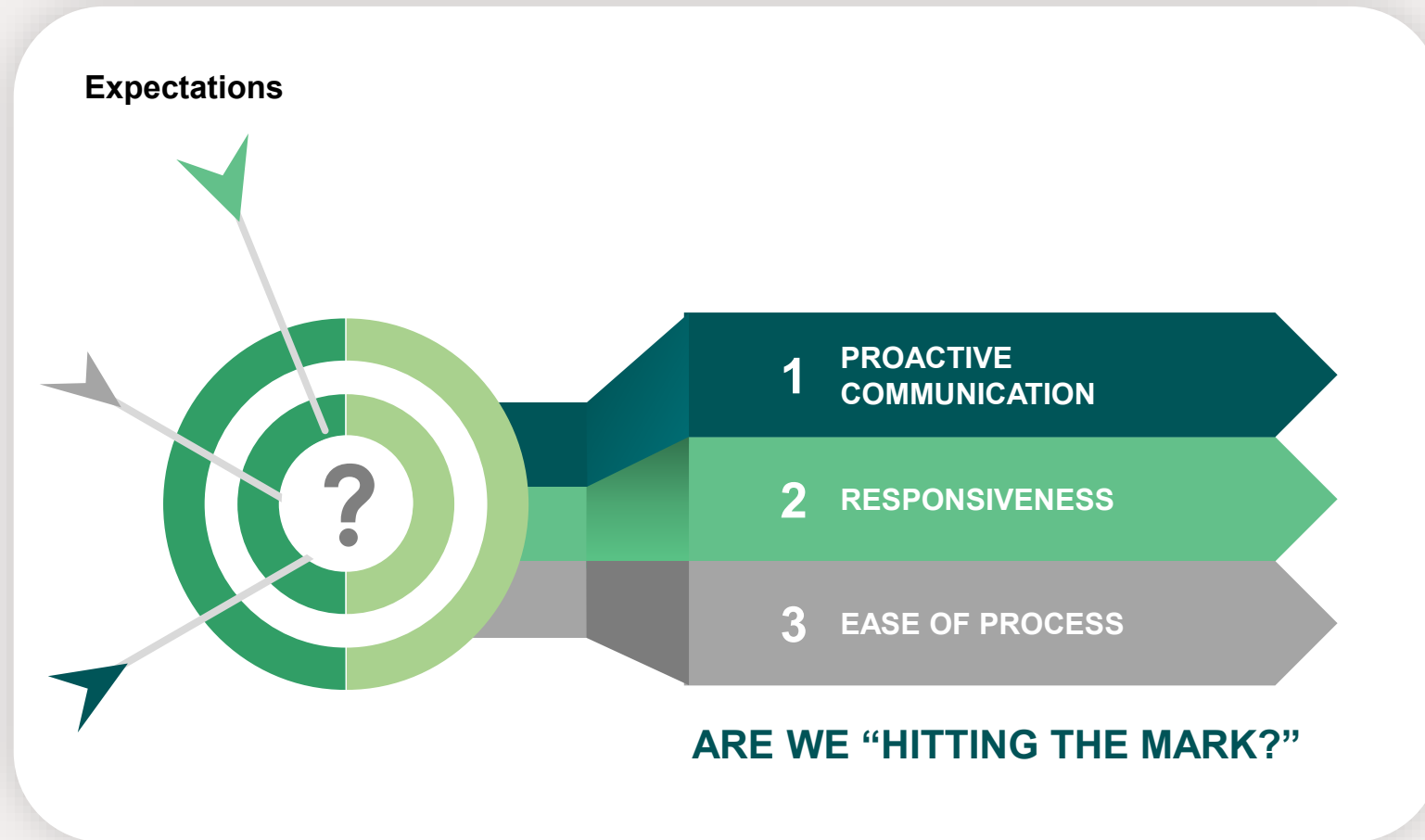
Fleet Management Platform and Mobile App

- ✓ **COMPREHENSIVE FLEET LIST**
- ✓ **ORDER STATUS UPDATES**
- ✓ **MAINTENANCE INSIGHTS**
- ✓ **OPERATOR INSIGHTS**
- ✓ **FUEL SPEND**



THE CLIENT EXPERIENCE

- “Customer service is our way of life” — Jack Taylor



ACCOUNT TEAM



ALEAH SCHOTSAL
CLIENT STRATEGY MANAGER



RITA DELATORRE-MEANS
ACCOUNT FLEET COORDINATOR



EFM IMPACT SUMMARY

- **IMPROVED SAFETY**

- **LOWER BUDGET AND SUSTAINABLE CASHFLOW**

- **10 YEARS SAVINGS: \$199,194**

- **STRATEGIC REPLACEMENT PLANS**

- **DEDICATED LOCAL ACCOUNT TEAM**

An aerial photograph of a multi-lane highway interchange with several cars and a truck. The image is overlaid with a semi-transparent green filter. The text 'THANK YOU' is centered in white, bold, sans-serif font.

THANK YOU

The logo for Enterprise Fleet Management, featuring a green square with a white stylized 'e' icon, followed by the word 'enterprise' in white lowercase letters inside a black rectangular box.

enterprise

FLEET MANAGEMENT