

**Hallsville Independent School District**  
**For the Consideration of the Board of Trustees**

**Date of Board Meeting:** March 23, 2026

**Agenda Item#:** \_\_\_\_\_

**Topic:** Approval of over \$50,000 purchase of 5 currently leased Enterprise Fleet Ford Transit Vans

**Background and Rationale:**

As is explained in the accompanying email, Enterprise Fleet Management is no longer able to carry any passenger vans in their lease programs that have manufacturer specs for 12 or more passengers. While HISD has never operated any of these vehicles outfitted for more than 10 passengers, since we remove the back seats and cannot insure them otherwise, Enterprise cannot continue to carry them. They have provided us three options: 1. Enterprise can sell them (which removes them completely and leaves us with no options for those daily needs/routes); 2. Cash buyout from the lease program and HISD retains title; and 3. Buyout from the lease program but fund through refinancing and extended payments of other current lease vehicles. Since these vehicles are needed and used daily in the district, Administration proposes to buy these vehicles out and retain title, however it does not seem like their refinancing option would be a prudent financial option, since it would further extend leases on vehicles that are already paid down in the program.

**Relationship to Strategic Plan:**

**Personnel Affected:**

**Budget Implications:**

- Included in this year's budget
- Amendment of this year's budget required
- Increase in this year's budget required
- Expenditures required for next year's budget
- N/A

**Recommendation:**

The Administration recommends the approval of the buyout purchase of 5 Ford Transit vans from Enterprise Fleet Management, at a cost of \$167,850.08, as presented.



\_\_\_\_\_  
Signature  
(Person Bringing Information to the Board)



\_\_\_\_\_  
Superintendent's Signature



Brown, Mary &lt;mbrown@hisd.com&gt;

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**12 Passenger Vans**

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Villarreal, Kayla M <Kayla.M.Villarreal@efleets.com>  
To: "mbrown@hisd.com" <mbrown@hisd.com>

Mon, Mar 9, 2026 at 9:24 AM

Good Morning Mary,

I hope you had a great weekend! We heard back from our team and because the vehicles have the capability to seat 12, we cannot have these on lease.

We have a few options on how we can handle this.

- You all can buy out the five vehicles to hold title which would be right around \$168k
- We could sell the vehicles, which are all in a positive equity position
- See attached spreadsheet for this option
  - Refinance 8 other lease vehicles
  - Payoff the 5 vans with that money and you all will hold title to them
  - The monthly payment for each of those 8 will increase, but you will not have the payments for the 5 vans any longer, so your total monthly payment for the fleet will not change

Please review the options and let me know which route you all would like to go.

If you have additional questions and would like to set up a call with our Finance Director please let me know.

Thank you!



**Kayla M Villarreal**  
Senior Client Strategy Manager  
North Texas

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Enterprise Fleet Management, Inc  
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 **Hallsville Independent School District 3\_5\_2026 1.xls**  
40K

VIN	EFM Unit ID	Year	Make	buyout	Model	Last Known Odometer Date	comment	rent	Current Market Value	Current RBV	Current Equity Position	refinanced amount	rent payment change	amount to clear	167850.08
1FT8W3CTXLE49048	23M7FB	2020	Ford	#N/A	F-350	02/17/2026	refinance	232.38	\$28,000.00	\$1,683.90	\$26,316.10	\$21,000.00	\$574.000		
1FTBF4VG5LKB49825	23M9FF	2020	Ford	#N/A	Transit-350 Crew	02/17/2026	refinance	237.45	\$28,000.00	\$2,080.15	\$25,919.85	\$21,000.00	\$574.000		
1GC2WLE70MF111665	23M6JZ	2021	Chevrolet	#N/A	Silverado 2500HD	02/17/2026	refinance	173.27	\$26,000.00	\$1,607.03	\$24,392.97	\$21,000.00	\$574.000		
1GB2YLE72MF150188	23M6CS	2021	Chevrolet	#N/A	Silverado 2500HD	02/17/2026	refinance	248.66	\$27,000.00	\$2,729.44	\$24,270.56	\$21,000.00	\$574.000		
1GB2WLE7XMF150221	23M6KR	2021	Chevrolet	#N/A	Silverado 2500HD	02/17/2026	refinance	202.75	\$26,000.00	\$2,264.39	\$23,735.61	\$21,000.00	\$574.000		
1GB2WLE72MF150214	23M6KQ	2021	Chevrolet	#N/A	Silverado 2500HD	02/17/2026	refinance	202.75	\$25,000.00	\$2,264.39	\$22,735.61	\$21,000.00	\$574.000		
1GC4YSEY4NF203031	25487H	2022	Chevrolet	#N/A	Silverado 3500HD	02/17/2026	refinance	854.46	\$35,000.00	\$12,654.27	\$22,345.73	\$21,000.00	\$574.000		
1GB2WLE75MF150207	23M6KN	2021	Chevrolet	#N/A	Silverado 2500HD	02/17/2026	refinance	202.75	\$24,000.00	\$2,264.39	\$21,735.61	\$21,000.00	\$574.000		
1FBAX2Y84RKB07001	27F554	2024	Ford	Passenger	Transit-350 Passenger	02/17/2026	sell	911.89	\$36,000.00	\$32,939.01	\$3,060.99		0		
1FBAX2Y88RKB07079	27F55T	2024	Ford	Passenger	Transit-350 Passenger	02/17/2026	sell	911.89	\$36,000.00	\$32,939.01	\$3,060.99		0		
1FBAX2Y86RKB06979	27F55H	2024	Ford	Passenger	Transit-350 Passenger	02/17/2026	sell	923.02	\$36,000.00	\$33,845.67	\$2,154.33		0		
1FBAX2Y85RKB06973	27D7J3	2024	Ford	Passenger	Transit-350 Passenger	02/17/2026	sell	923.02	\$36,000.00	\$33,845.70	\$2,154.30		0		
1FBAX2Y86RKB07355	27F55K	2024	Ford	Passenger	Transit-350 Passenger	02/17/2026	sell	929.38	\$36,000.00	\$34,280.69	\$1,719.31		0		