

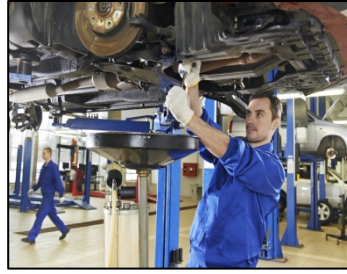
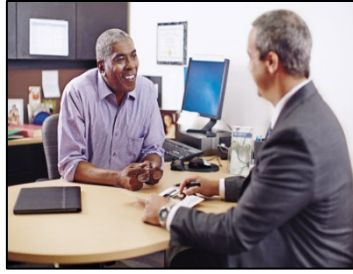
**BEACHWOOD CITY COUNCIL
FINANCE AND INSURANCE COMMITTEE MEETING AGENDA
MONDAY, FEBRUARY 10, 2020, 6:00 PM
at BEACHWOOD CITY HALL, CONFERENCE ROOM A,
25325 Fairmount Boulevard, Beachwood, Ohio 44122**

Eric Synenberg
Barbara Bellin Janovitz
June E. Taylor

Agenda Items

1. Mayor's Report
2. Discussion regarding Enterprise Fleet Management
3. Discussion regarding an Ordinance adopting a new BCO Chapter 136 titled "Payments by Financial Transaction Device"
4. Any other matters coming before the Finance and Insurance Committee

#



FLEET MANAGEMENT

FLEET SYNOPSIS | CITY OF BEACHWOOD

CITY OF
Beachwood

City of Beachwood
25325 Fairmount Blvd
Beachwood, OH 44122

Enterprise Fleet Management, Inc.

600 Corporate Park Drive
St. Louis, MO 63105
314-512-5000 Main
314-518-5583 Fax

Carl Cultrona

8249 Mohawk Dr.
Strongsville, OH 44136
440.973.8131 Office



FLEET MANAGEMENT

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FLEET SYNOPSIS | CITY OF BEACHWOOD

Impact of Partnership

BACKGROUND

Location: Beachwood, OH

Industry: City/Government

Total Vehicles: 53

THE SITUATION

The City of Beachwood is looking for a solution to better manage its aging fleet.

- 57% of the current light and medium duty fleet is over 10 years old.
- Older vehicles have higher fuel costs, maintenance costs, and tend to be unreliable.
- It would take 13 years to cycle out the entire fleet at current acquisition rates.

THE OBJECTIVES

Enterprise Fleet Management's proposal is to save city resources and budget dollars through a managed vehicle program.

- Replace aged vehicles with newer models to increase fuel efficiency and reduce maintenance expense. Maintenance and repairs will be tracked internally and the integration of more fuel efficient vehicles will reduce carbon footprint.
- Establish a proactive replacement plan that maximizes potential equity at time of resale, reduces operational expenses, and increases safety.
- Your dedicated account team will meet with you regularly to review fleet data and current market conditions to help make recommendations on which vehicles should be replaced or held on to

THE RESULTS

By partnering with Enterprise Fleet Management, it is estimated that the City of Beachwood will reduce maintenance costs by 71%. By replacing an aged fleet with newer more fuel efficient vehicles, the City of Beachwood will also reduce fuel costs by 38%. Furthermore, the City will leverage Enterprises Fleet Management's ability to sell vehicles at an average of 112.5% above Black Book values.



SAVE
\$300,000
IN 10 YEARS



REDUCE
MAINTENANCE
COSTS BY 71%



**INCREASED VISIBILITY
& TRACKING**



Carl Cultrona | 440.973.8131 | Carl.J.Cultrona@efleets.com



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SUPPORTING EVIDENCE | CITY OF BEACHWOOD

Form G FLEET MANAGEMENT SERVICES



Possible Points	Acme Auto Leasing	AutoFlex AFV, Inc. DBA Clean Cities Leasing	Automotive Rentals, Inc. (ARI)	Commercial Vehicle Leasing, LP DBA D&M Leasing	Enterprise Fleet Management	Merchants Fleet Management
Conformance to Terms/ Conditions to Include Documentation	50	34	33	43	36	43
Pricing	400	247	206	319	327	353
Financial, Industry and Marketplace Successes	75	62	58	62	68	58
Bidder's Ability to Sell/ Service Contract Nationally	100	71	73	85	94	80
Bidder's Marketing Plan	80	38	37	45	44	41
Value Added Attributes	75	61	61	67	67	57
Warranty Coverages and Information	50	41	36	42	44	42
Selection and Variety of Products and Services Offered	200	151	133	172	174	169
Total Points	1000	705	727	835	854	843
Rank Order		6	5	3	4	2

Declassified by:
Chris Robinson, Sourcewell
7/25/2018 | 3:44 PM CDT

Declassified by:
James Voelker, Sourcewell
7/25/2018 | 3:45 PM CDT

Declassified by:
Michael Munoz, Sourcewell
7/26/2018 | 8:02 AM CDT

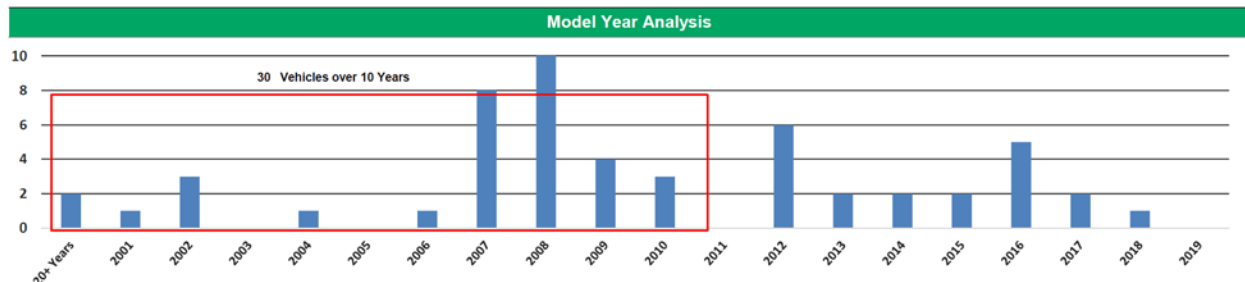
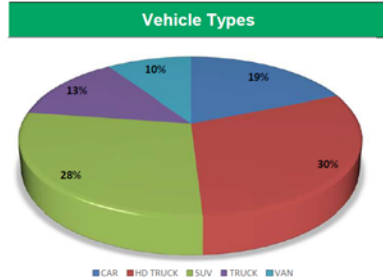
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Heather C Pickett, Sourcewell
7/26/2018 | 8:10 AM CDT

City of Beachwood - Fleet Profile

Fleet Profile				Fleet Replacement Schedule						Replacement Criteria
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2019	2020	2021	2022	2023	Under-Utilized	
Mid-size Sedan	2	8.8	7,500	1	0	1	0	0	0	* Fiscal Year 2019 = 12 years old and older, or odometer over 120,000
Full-size Sedan	6	9.5	6,400	2	2	0	2	0	0	* Fiscal Year 2020 = 8 years old and older, or odometer over 80,000
Hybrid Sedan	2	1.7	7,500	0	0	0	0	2	0	* Fiscal Year 2021 = 8 years old and older, or odometer over 60,000
Minivan-Passenger	1	11.7	3,300	1	0	0	0	0	0	* Fiscal Year 2022 = 4 years old and older, or odometer over 40,000
Full-size Van-Passenger	3	6.3	7,500	1	0	0	1	1	0	* Fiscal Year 2023 = Remaining Vehicles
3/4 Ton Van Cargo	1	5.6	4,300	0	0	1	0	0	0	* Underutilized = Annual Mileage less than 2,500
Mid Size SUV 4x4	6	9.3	7,900	2	0	3	1	0	0	
Full Size SUV 4x4	9	10.3	9,700	4	4	1	0	0	0	
Compact Pickup Ext 4x4	7	10.9	6,900	3	4	0	0	0	0	
3/4 Ton Pickup Reg 4x4	7	8.6	6,300	0	5	0	0	2	0	
3/4 Ton Pickup Ext 4x4	4	11.4	4,900	1	1	0	0	0	2	
3/4 Ton Pickup Quad 4x4	3	9.3	9,400	1	1	1	0	0	0	
1 Ton Pickup Reg 4x2	1	19.8	2,700	1	0	0	0	0	0	
1 Ton Pickup Reg 4x4	1	1.0	4,400	0	0	0	0	1	0	
Totals/Averages	53	9.3	7,200	17	17	7	4	6	2	

Vehicle Types

Vehicle Type	Percentage
CAR	30%
HD TRUCK	28%
SUV	19%
TRUCK	13%
VAN	10%



Confidential

12/12/2018

Enterprise
FLEET MANAGEMENT

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According to the American Business Awards, Enterprise Fleet Management is the **MOST INNOVATIVE COMPANY OF THE YEAR!**

You didn't get into your business to track vehicles and manage fleets, but we did! In conjunction with our local account managers, Enterprise Fleet Management offers state-of-the-art fleet technology so you can find the information you need, when you need it.

Data Warehouse

The foundation of it all

The data warehouse pulls from millions of data records to give our clients access to important vehicle information. This information is organized and consolidated to provide you with custom reporting, alerts and the analytic tools you need to effectively manage your fleet.

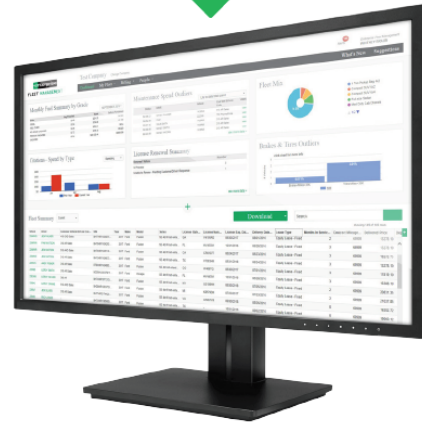
Client Website

The visibility of data

- Review detailed information about recent maintenance activities
- View status of vehicle's license renewals
- Access to all risk management claims
- Analyze fuel breakdown with WEX data integration

Customized, self service reporting

- Develop custom reports: display, sort and filter information that is most beneficial to you and your company
- Simplify complex processes with powerful vehicle descriptors by allocating internal costs, tracking costs by project codes, understanding costs by region and vehicle type
- Perform online searches across all data fields
- Sort data by "Driver" or by "Vehicle" to view the history and assignment of all assets
- Ability to export all information in multiple formats
- Self-service features including driver changes, vehicle descriptors, mileage information and more
- Assign unlimited unique identifiers to each vehicle to simplify routine tasks and vehicle categorization
- Utilize your internal accounting and business terms to fully describe each vehicle so reporting can easily blend into your existing structures
- Develop customized alerts: maintenance, billing, registrations, lease renewals, manufacturer recalls, etc.



Annual Client Review

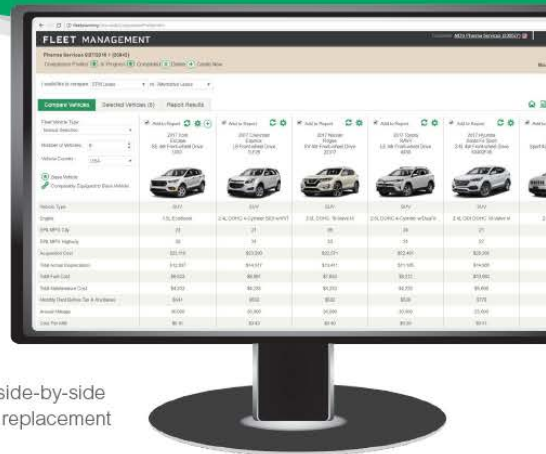
If you don't measure it, you can't improve it

- Web based solution for the EFM team to evaluate the prior year's fleet performance
- Analyze all fleet costs including maintenance, fuel, insurance, depreciation, etc.
- Document future goals to develop the best possible fleet cycling plan for the future of the fleet

Fleet Planning Toolkit

Purchase the right vehicle at the right cost

- Vehicle selector allowing Enterprise to compare up to 6 vehicles side-by-side
- Integrate all costs for a total cost analysis: monthly vehicle costs, replacement schedules, maintenance, taxes, fuel, etc.
- Determine the best time to replace your vehicles



Auto Integrate

Minimize downtime

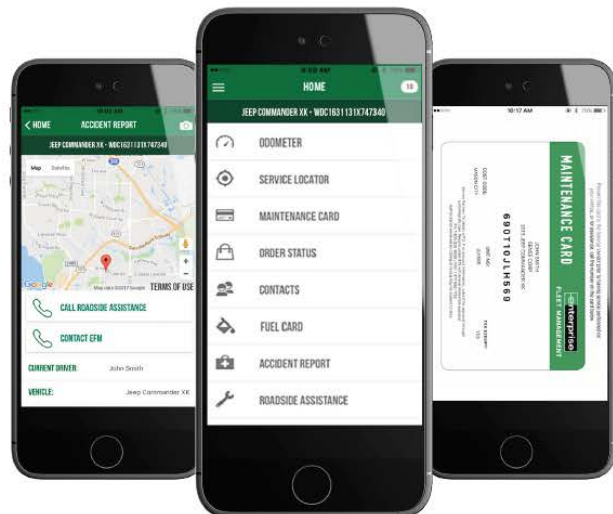
- Integration with most national account partners for faster approvals
- Web-based repair and maintenance authorization platform to reduce downtime
- Partnered with 30,000+ auto maintenance and repair shops to eliminate billing issues
- Real-time maintenance updates
- Access to over 100 ASE certified technicians to ensure you are getting the right work at the right price



Mobile App

Making it easy for the driver

- View maintenance cards
- Edit incorrect mileage entries
- Fuel station locator
- Maintenance shop locator
- Click to call roadside assistance
- Accident reporting (report an accident and take photos)
- Receive alerts
- Enter and track mileage
- View order status of purchased vehicle



Most Innovative Company of the Year

1-877-23-FLEET | efleets.com

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CASE STUDY | KENOSHA UNIFIED SCHOOL DISTRICT



Kenosha School District Saves over \$110K Annually in Maintenance Costs with New Fleet.

BACKGROUND

Location: Kenosha, WI
Industry: Government, Public School District
Total vehicles: 41 vehicles

THE CHALLENGE

The Kenosha Unified School District (KUSD) owns over 40 vehicles that service 35 school buildings across Kenosha. Vehicles are used for a variety of tasks including winter snow removal. KUSD used to purchase vehicles and keep them until they were inoperable, which led to an aging fleet. The older vehicles were unreliable and were incurring expensive maintenance costs. As with many school districts, KUSD faced budget constraints which made it difficult to invest in new vehicles.

THE SOLUTION

Enterprise Fleet Management presented KUSD with a plan that would allow the district to stay under budget while replacing all of its vehicles in a 5-year period. The proactive fleet plan helped the district acquire new, reliable vehicles while reducing maintenance costs and fuel efficiency.

“Once Enterprise started selling the first batch of leased vehicles, the entire plan came full circle. With the high resale results we are seeing, and the minimal amount of vehicle depreciation, it is allowing the district to continue to get newer, more efficient vehicles, all while maintaining my overall budget. I highly recommend the Enterprise partnership.”

— Kevin Christoun, Maintenance, Environmental and Safety Manager

THE RESULTS

In less than 5 years, the Kenosha Unified School District has updated its entire fleet with new, safer, more reliable vehicles. The district has been able to drive down the average age of the fleet from 12 years to 3 years. Because of the newer, fleet, the District has reduced its maintenance expenditure from \$289 per unit per month to only \$36 per unit per month, an 87% drop in per unit maintenance expenses.

To learn more, visit efleets.com or call 877-23-FLEET.

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Key Results

\$110,324
ANNUAL MAINTENANCE SAVINGS



**INCREASED FUEL EFFICIENCY
PER VEHICLE
2-3MPG**



**VEHICLES RECOUPED
76%
OF THE ORIGINAL
PURCHASE PRICE**



REFERENCES | CITY OF BEACHWOOD

CURRENT PARTNERS

- City of Bowling Green
- Summit County
- Portage County
- City of North Ridgeville
- Bowling Green State University
- Clermont County
- City of Monroe
- City of Toledo
- City of Defiance

REFERENCES

Below is a list of at least four (4) client/customer references including company name, contact person, and telephone number.

Company Name: **City of Bowling Green**

Business Phone #: 419-354-6208

Contact Person: Brian Bushong, Finance Director

Company Name: **Summit County**

Business Phone #: 330-926-2407

Contact Person: Mike Weant, Director

Company Name: **Portage County**

Business Phone #: 330-298-3034

Contact Person: Todd Bragg, Director of Finance

Company Name: **City of Defiance**

Business Phone #: 419-782-3193

Contact Person: John Lehner, Director of Finance

INTRODUCED BY:

ORDINANCE NO. 2020-26

AN ORDINANCE ADOPTING NEW BCO CHAPTER 136 TITLED "PAYMENTS BY FINANCIAL TRANSACTION DEVICE"

WHEREAS, it is necessary for the City to establish uniform provisions governing the use of financial transaction devices by City entities for the payment of City expenses.

NOW, THEREFORE, BE IT ORDAINED by the Council of the City of Beachwood, County of Cuyahoga, and State of Ohio, that:

Section 1: New BCO Chapter 136, titled "Payments by Financial Transaction Device", is hereby enacted to read and provide, in its entirety, as indicated in Exhibit "A" which is attached hereto and incorporated herein by reference.

Section 2: Any other Ordinances or parts thereof in conflict herewith be, and the same hereby are, repealed to the extent of the conflict and all Ordinances not amended by this Ordinance shall remain in full force and effect.

Section 3: It is found and determined that all formal actions and deliberations of Council and its committees, relating to the passage of this legislation that resulted in formal action were in meetings open to the public where required by Chapter 105, Codified Ordinances of the City.

WHEREFORE, this Ordinance shall take effect and be in force from and after the earliest date permitted by law.

Attest: I hereby certify this legislation was duly adopted on the 3rd day of February, 2020, and presented to the Mayor for approval or rejection in accordance with Article III, Section 8 of the Charter on the 4th day of February, 2020.

Clerk

Approval: I have approved this legislation this 4th day of February, 2020, and filed it with the Clerk.

Mayor

Exhibit A
CHAPTER 136
Payments by Financial Transaction Device

136.01 DEFINITIONS

As used in this section:

(A) “City Entity” or “City entity” includes the City and any officers, officials, departments, agencies, courts, boards, commissions, committees, organizations, corporations, or any other City Entity established by or pursuant to the Charter of the City of Beachwood, Ohio or Ohio law.

(B) “City Expense” or “City expense” shall be interpreted broadly, and it shall include, without limitation, any and all fees, costs, taxes, assessments, fines, penalties, payments, or any other expense owed to or collected by any City Entity.

(C) “Financial Transaction Device” or “Financial transaction device” or “financial transaction device” includes credit card, debit card, charge card, prepaid or stored value cards, automated clearinghouse network card, debit, or e-check entry that includes, but is not limited to, accounts receivable and internet-initiated point of purchase, and telephone-initiated applications or any other device or method for making an electronic payment or transfer of funds.

(D) “Financial Transaction Provider” or “Financial transaction provider” or “financial transaction provider” includes a financial institution, issuer of financial transaction devices, or processor of financial transaction devices to accept, take, and/or process a financial transaction device.

(E) “Associated Fee” or “associated fee” includes, without limitation, any nonrefundable surcharge, nonrefundable convenience fee or other fee, or any other refundable or nonrefundable fee that is assessed by a City entity or a financial transaction provider in connection with the processing of a City fee by financial transaction device.

136.02 PAYMENT OF EXPENSES BY FINANCIAL TRANSACTION DEVICES

(A) City entities are authorized to accept and require payment for City expenses by financial transaction devices and may impose associated fees to be paid either directly to the City entity or the financial transaction provider. City entities shall, as practicable, obtain approval from and coordinate their use of financial transaction devices with the Finance Director to ensure all protocol is followed and to avoid the duplication of services.

(B) A non-refundable associated fee of Four Dollars and No/Cents (\$4.00) or Four Percent (4%), whichever is more, will be imposed on all financial transaction devices.

(C) City entities shall notify all customers that the associated fee is being imposed and allow an “opt out” for the transaction if they choose not to pay the fee.

(D) Every City entity accepting or otherwise mandating payments by a financial transaction device shall clearly post a schedule of its fees, including any associated fees, in the City entity’s office and on its website. If the fee is non-refundable, the posting shall include a notice that the associated fees are non-refundable.

136.03 DISHONORED OR RETURNED PAYMENTS

(A) In the event that a payment is made by a financial transaction device and the payment is returned or dishonored for any reason, the payer shall be liable to the City entity for banking charges, legal fees, or other expenses incurred by the City entity in collecting the returned or dishonored payment.

(B) No person making any payment by financial transaction device to a City entity shall be relieved from liability for the underlying obligation except to the extent that the City entity realizes final payment of the underlying obligation in cash or its equivalent. If final payment is not made by the

financial transaction device issuer or other guarantor of payment in the transaction, the underlying obligation shall survive and the City entity shall retain all remedies for enforcement that would have applied if the transaction had not occurred.

(C) The remedies and procedures provided in this section are in addition to any other available civil or criminal remedies provided by law.

136.04 CONTRACT WITH FINANCIAL TRANSACTION PROVIDERS

All contracts or agreements with financial transaction providers pursuant to this Chapter shall be reviewed and approved by the appropriate approval authority depending on the monetary threshold of each contract or agreement in accordance with Beachwood Codified Ordinances. This section may not be interpreted to require additional approval of any existing contracts or agreements for the payment of City expenses by financial transaction devices, including any associated fees thereunder, which are hereby retroactively ratified.

136.05 IMMUNITY OF CITY OFFICIALS AND EMPLOYEES

A City official or employee who accepts a financial transaction device payment in accordance with this Chapter, court order, or Ohio law shall be immune from persona liability for the final collection of such payments.