

ATTACHMENT A
2020-21 Proposed Rates
Fleet Management Department

The Fleet Management (Fleet) budget unit (791-4064) is an internal service fund (ISF) and all operational costs are financed through Board-approved rates. Fleet has two types of rates: Garage and Motor Pool. The Garage Division provides fuel, maintenance, repair, fabrication, generator, lock-up services, and emergency field services for the majority of the County's fleet of vehicles and heavy equipment. The Motor Pool Division provides vehicles/equipment to departments (essentially a car rental/lease operation).

Garage Division

For 2020-21, Fleet is proposing increases in Light Duty service rates from \$91/hour to \$105/hour and Heavy Duty service rates from \$111/hour to \$121/hour, and various Lock-up service rates primarily due to increases in Salaries and Benefits costs related to MOU increases as well as Services and Supplies costs for garage shop operations. The fuel markup rate for Disaster tanks is recommended to increase from \$0.44 to \$0.47 per gallon, Non-Disaster fuel tank rates from \$2.83 to \$4.69 per gallon, and charges to external entities from \$0.44 to \$0.47 per gallon. The markup rate increase for Non-Disaster fuel tanks is mainly due to an increase in fuel throughput and related direct labor costs.

Garage rates are projected to result in a net revenue increase of \$2.3 million primarily due to increased light and heavy duty shop rates, as well as a projected increase in fuel usage and its subsequent revenue collection.

Motor Pool Division

Fleet's Motor Pool Division has ownership and/or maintenance responsibility for approximately 2,100 automobiles, vans, pickup trucks and various specialty vehicles/equipment assigned to or used by County departments. The Motor Pool coordinates collection and distribution of vehicle replacement funds, fuel, maintenance, administrative and other operational costs.

Motor Pool rates are projected to result in a net revenue increase of \$1.9 million primarily due to changes in the variable rate resulting from the overall cost increases in Garage labor, parts, and higher fuel costs, and changes to fixed rate costs as a result of and vehicle replacements.

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Approval of the following Fleet Management Garage rates is projected to have the following impact:

2019-20 Estimated Rate Revenue*	2020-21 Estimated Rate Revenue*	Revenue Change*	Estimated Department Impact*	User Department	Total Net County Cost Impact*
\$13.0	\$15.3	\$2.3	\$0.13 \$0.16 \$0.25 \$1.76	County Fire – North County Fire – Valley Transportation All other	\$0.2

*In millions

GARAGE

		Current 2019-20	Proposed 2020-21	Variance
<u>Shop Rates</u>				
Light duty	per hour	\$ 91	\$ 105	\$ 14
Heavy duty	per hour	\$ 111	\$ 121	\$ 10
<u>Tire disposal fees</u>				
Passenger / Small Industrial / Light Truck	per tire	\$ 4.00	\$ 5.00	\$ 1
Medium Truck / Duplex (17" to 24.5")	per tire	\$ 13.00	\$ 13.00	\$ -
Earth-Moving Equip. (> 24.5")	per tire	\$ 62.00	\$ 62.00	\$ -
<u>Hazardous Materials Disposal Rate</u>				
	per work order	\$ 9.00	\$ 10.00	\$ 1
<u>Miscellaneous Materials Rate</u>				
	per work order	\$ 8.00	\$ 8.00	\$ -
<u>Sublet Processing</u>				
	per vendor/work order	\$ 45.5	\$ 52.5	\$ 7
<u>Fuel Rates</u>				
"Disaster" fuel tanks	per gallon	\$ 0.44	\$ 0.45	\$ 0.01
"Non-Disaster" fuel tanks	per gallon	\$ 2.83	\$ 4.69	\$ 1.86
External entities	per gallon	\$ 0.44	\$ 0.45	\$ 0.01
<u>Lock-up Rates</u>				
Lock-up, security, and related duties	per hour	\$ 53	\$ 60	\$ 7
Wet hose services	per hour	\$ 53	\$ 60	\$ 7
Fuel tank management	per hour	\$ 111	\$ 121	\$ 10
<u>Equipment Rate Master</u>				
	per vehicle or equipment	\$ 16	\$ 17	\$ 1
<u>Emissions Compliance</u>				
	per applicable piece of equipment or fuel tank	\$ 240	\$ 268	\$ 28
<u>Parts Markup</u>				
Part cost <= \$1,000	per part	35%	36%	1%
Part cost >=\$1,001	per part	\$ 350	\$ 360	\$ 10

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Approval of the following Fleet Management Motor Pool rates is projected to have the following impact:

2019-20 Est. Rate Revenue*	2020-21 Est. Rate Revenue*	Revenue Change*	Estimated Impact*	User Departments	Total Net County Cost Impact
\$19.5	\$21.4	\$ 1.9	\$ 0.08 \$ 0.2 \$ 0.6 \$ 1.02	Behavioral Health Probation HS/DPSS All Other	\$0

*In millions

MOTOR POOL RENTALS

Class		Current 2019-20	Proposed 2019-20	Variance
<u>Mid-size</u>				
Fixed cost	per month	\$ 301	\$ 324	\$ 23
Daily rental	per day	\$ 20	\$ 22	\$ 2
Variable cost	per mile	\$ 0.49	\$ 0.60	\$ 0.11
<u>Hybrid Sedan (ex: Prius)</u>				
Fixed cost	per month	\$ 290	\$ 322	\$ 32
Daily rental	per day	\$ 19	\$ 21	\$ 2
Variable cost	per mile	\$ 0.45	\$ 0.53	\$ 0.08
<u>Full-size</u>				
Fixed cost	per month	\$ 349	\$ 368	\$ 19
Daily rental	per day	\$ 23	\$ 25	\$ 2
Variable cost	per mile	\$ 0.60	\$ 0.65	\$ 0.05
<u>3/4 to 1 Ton</u>				
Fixed cost	per month	\$ 449	\$ 481	\$ 32
Daily rental	per day	\$ 30	\$ 32	\$ 2
Variable cost	per mile	\$ 0.74	\$ 0.80	\$ 0.06
<u>Other (LD Specialty)</u>				
Fixed cost	per month	\$ 704	\$ 736	\$ 32
Daily rental	per day	\$ 47	\$ 50	\$ 3
Variable cost	per mile	\$ 1.33	\$ 1.02	\$ (0.31)
<u>Animal Control Truck</u>				
Fixed cost	per month	\$ 652	\$ 684	\$ 32
Daily rental	per day	\$ 43	\$ 46	\$ 3
Variable cost	per mile	\$ 0.77	\$ 0.75	\$ (0.02)

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Minimum Mileage Charge

Vehicle class x 200 miles per vehicle per month 200 miles 200 miles 0

MOTOR POOL RENTALS
(EQUIPMENT/HEAVY EQUIPMENT)

Class		Current 2019-20	Proposed 2020-21	Variance
<u>Utility Carts</u>				
Fixed cost	per month	\$ 114	\$ 134	\$ 20
Fixed Daily Rate (new)	per day	\$ 8	\$ 9	\$ 1
Variable Cost	per hour	\$ 10	\$ 5	\$ (5)
<u>Forklifts</u>				
Fixed cost	per month	\$ 165	\$ 197	\$ 32
Fixed Daily Rate (new)	per day	\$ 11	\$ 13	\$ 2
Variable Cost	per hour	\$ 25	\$ 18	\$ (7)
<u>Generator (60-135 KW)</u>				
Fixed cost	per month	\$ 229	\$ 261	\$ 32
Daily Rate	per day	\$ 15	\$ 17	\$ 2
Variable cost	per hour	\$ 13	\$ 19	\$ 6
<u>Equipment or Trailer (<=\$15,000)</u>				
Fixed cost	per month	\$ 187	\$ 254	\$ 67
Daily Rate	per day	\$ 12	\$ 16	\$ 4
Variable cost	per hour	N/A	N/A	
<u>Equipment or Trailer (\$30,001 to \$45,000)</u>				
Fixed cost	per month	\$ 204	\$ 236	\$ 32
Daily Rate	per day	\$ 14	\$ 16	\$ 2
Variable cost	per hour	N/A	N/A	
<u>Equipment or Trailer (\$60,001 to \$75,000)</u>				
Fixed cost	per month	\$ 283	\$ 315	\$ 32
Daily Rate	per day	\$ 19	\$ 22	\$ 3
Variable cost	per hour	\$ 42	\$ 41	\$ (1)
<u>Heavy-Duty Specialty</u>				
Fixed cost	per month	\$ 768	\$ 800	\$ 32
Daily rental	per day	\$ 51	\$ 53	\$ 2
Variable cost	per mile	\$ 3.25	\$ 1.69	\$ (1.56)

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Capital/Low Usage Based Rates

Spray Rig - (new)

Fixed cost	per month	\$	1,190	\$	1,223	\$	33
Daily rental	per day	\$	79	\$	82	\$	3
Variable cost	per hour	\$	4.29	\$	4.73	\$	0.44

Note: The "Capital/Low Usage Based" rates are examples of a methodology that are used for new vehicles/equipment entering the Motor Pool that do not fit into an existing rate. This methodology is used to establish a temporary rate for the duration of the current fiscal year and a proposed new rate is then included in the next rate setting cycle.