

CALAVERAS COUNTY WATER DISTRICT

Status of the District's Open-Ended Vehicle Lease Program

74

District
Vehicles

46

Enterprise
Vehicles

Damon Wyckoff - Director of Operations

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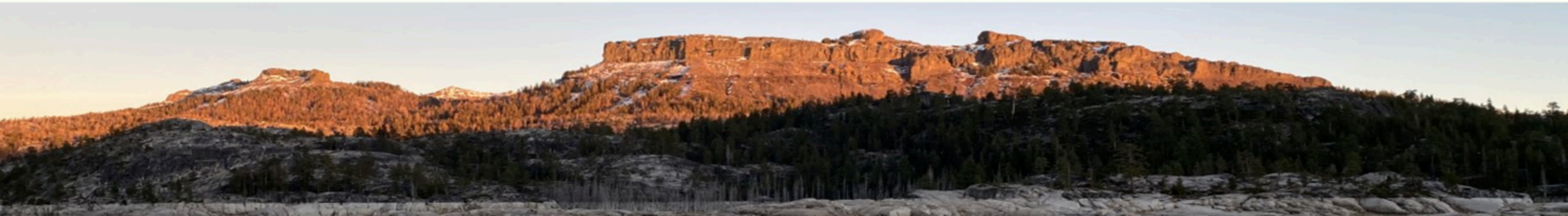
**ENTERPRISE FLEET
MANAGEMENT**



Our Mission



Protect, enhance, and develop Calaveras County's water resources and watersheds to provide safe, reliable, and cost-effective services to our communities.





Calaveras County Water District

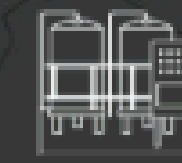
INFRASTRUCTURE

3
Watersheds



Mokelumne
Calaveras
Stanislaus

6



Water
Treatment Facilities

13



Wastewater Treatment
Facilities

3



Reclaim Facilities

2



Hydropower
Projects

9



Dams

27



Water
Storage Tanks

18



Water
Pump Stations

45

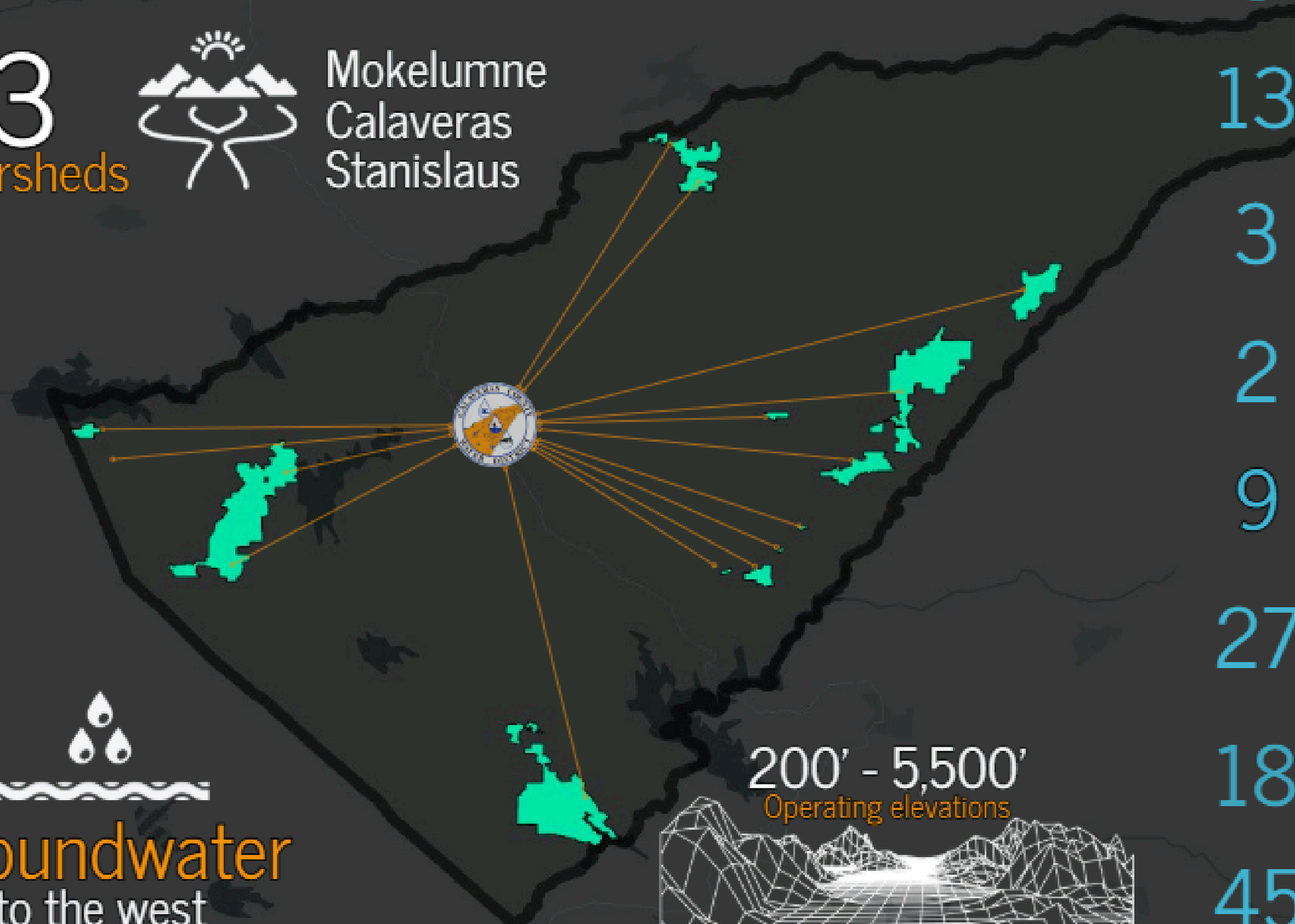
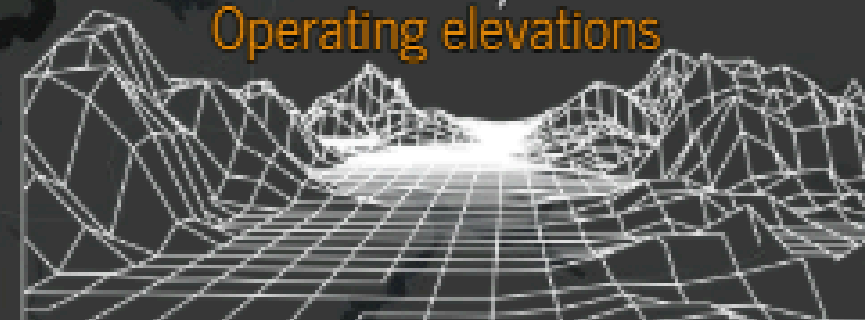


Sewer
Lift Stations



Groundwater
to the west

200' - 5,500'
Operating elevations





FLEET SYNOPSIS

Fleet age significantly impacts Operations



The 2019 Situation

- 65% of the Fleet was 10 years or older
- 88% of the light & Medium Duty Fleet was 6 years or older
- 11 years - the average age of the light, medium, & heavy-duty fleet
- 21 years - the time it would take to cycle the entire fleet at the 2018 acquisition rates

Older Vehicles have higher fuel and maintenance costs and increased downtime which can reduce productivity.

Older Vehicles aren't as safe as newer vehicles



FLEET SYNOPSIS

Fleet age significantly impacts operations



The Objectives

- Shorten the current vehicle life cycle from 11 years
- Provide lower sustainable fleet + Budget costs to help reduce year over year variability
- Capitalize on Vehicles that are at an optimal time for replacement
- Leverage the Program to maximize cash flow and recognize equity
- Added Goal
Ensure our Fleet is poised to ensure system reliability with the Implementation of the CARBs Clean Fleets Rule



FLEET SYNOPSIS

Fleet age significantly impacts operations

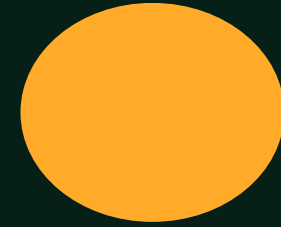


Safety - EMPLOYEE SAFETY INCREASES WITH NEWER VEHICLES

- 22 Vehicles predated anti-lock brake standardization (2007)**
- 41 Vehicles predated Electronic Stability Control (2012) *ESC is the most significant safety invention since the seatbelt***
- 61 Vehicles predated standardization of back up cameras (2018)**



FLEET UPGRADES



- **Purchase History**

FY 19/20

- **3 Ford Rangers**
- **7 Ford F350's**

FY 20/21

- **3 Ford Rangers**
- **2 Ford F550 w/ Dump Beds**
- **3 Ford F350's**

FY21/22

- **1 Dodge Ram 5500 Mech's Truck**
- **1 Dodge 3500**

FY 22/23

- **1 Dodge 5500 Mech's Truck**
- **1 Ford F350**
- **7 Ford F150's**

FY 23/24

- **5 Ford F150's**
- **3 Ford F350's**

FY24/25

- **1 Ford F350**
- **5 Dodge 1500's**
- **11 Chevy Silverado's**
- **3 Ford F550's w/ Dump Beds**



ALWAYS OPTIMIZING



• Recent Developments

FY 24/25

Sold 21 Vehicles

Sold all 10 of the 2019s (3 Rangers, 7 F350s)

**1 2022 F150 - Collision -
Sold:**

- 1 2001 Ranger**
- 2 2008 Rangers**
- 1 2010 F150**
- 2 2007 F150s**
- Took the proceeds from the sale of the 2019's (\$225,838.15) and paid down the program**

FY 2025/26

Did not enter into any new lease agreements

FY 2026/27

budget request will include fleet replacement vehicles

RESALE OVERVIEW

	1 Ton Pick Up	Compact Pick Up
Number of Vehicles Sold	7	3
Average Months in Service	64.3	63.0
Average Ending Odometer	60,048	51,400
Average Days to Sell	9	14
Average Sale Price	\$33,857.14	\$17,600.00
Total Gain/Loss	\$192,345.25	\$38,197.90
Average Gain/Loss	\$27,477.89	\$12,732.63
% of Industry Benchmark	167.55%	107.15%
Average Condition Impact	\$4,857.14	\$4,083.33
Average Effective Depreciation	\$12,551.70	\$15,941.26

Industry Benchmark

- Industry benchmark expectation is 100%
- Selling 49.43% above the industry benchmark translates into over **\$14,000** more than you would expect at auction

Use Tax Credit: \$18,631.55
(not included in total gain)

Current Month Charges (FBN5399434)	\$51,710.29 +
Equity on Vehicle Sales (FBN5399434)	(\$225,838.15) -
New balance as of 2025-08-05	(\$174,127.86)

OBSERVATIONS :

- Days to sell expectation: 14-21 business days – **10.50**
- Average effective depreciation of \$13,568.57 over 63.91 months = **\$212**
- Equity put back into your fleet and your District

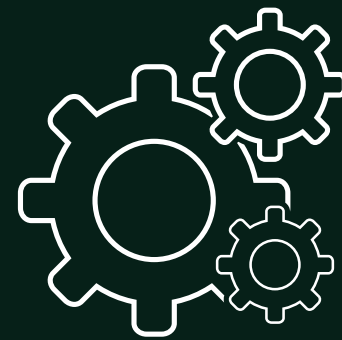


PROGRAM THUS FAR



Fuel Budget

Minimize the impact of ever increasing fuel costs.



Repair & Parts Budget

Reduce the amount of vehicle failures.

- Improve operational efficiency & reliability
- Improve safety



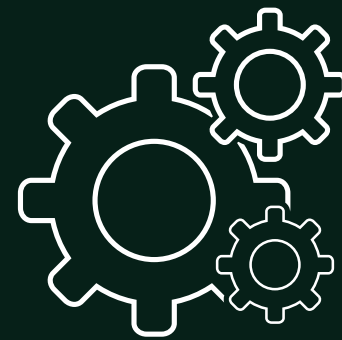


PROGRAM THUS

FAR



The total Enterprise spend for the last 6 years not including Fuel =
\$1,977,319.55



The projected cost equivalent for direct vehicle purchase of the District's current Enterprise Fleet =
\$3,423,947.45





PROGRAM THUS

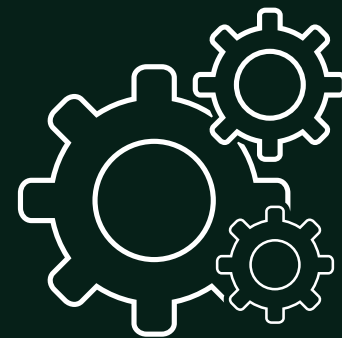
FAR



The total Enterprise spend for the last 6 years

Including

Fleet+Fuel+Maintenance =
\$2,459,000.79



The projected cost equivalent for direct vehicle purchase of the District's current Enterprise Fleet + Fuel Expenditure + Maintenance =
\$3,905,629.69



FLEET SYNOPSIS

Fleet age significantly impacts Operations



The 2026 Situation

- 25% of the Fleet is 10 years or older
- 47% of the light & Medium Duty Fleet is 6 years or older
- 7.9 years - the average age of the light, medium, & heavy-duty fleet
- 8 years - the time it would take to cycle the entire fleet at current acquisition rates

IN 2025, CCWD SOLD THE 2019 VEHICLES FOR \$225,838.15 AND USED THE MONEY TO PAY THE MONTHLY LEASE EXPENSE FOR ALMOST 5 MONTHS

Calaveras County Water District | Partnership Overview

Dana Camille, Client Strategy Manager | Alex Cyphers-Schipper, Account Fleet Coordinator



CLIENT EXPERIENCE

Partners Since: June 2019
FYE: 6/30
Contract Type: Sourcewell



PROACTIVE COMMUNICATION



RESPONSIVENESS



EASE OF PROCESS



FLEET SUMMARY:

Total Vehicles:	74
EFM Leased:	46
Average Miles Per Year:	6,907
Average Odometer:	49,729



ORDER AND DELIVERY STATUS

Currently on order:	0
Order Received	0
Scheduled for Production	0
At AME Vendor	0
Last 12 Month Deliveries:	12



VEHICLE SALE INFO

12 Month Vehicle Sales:	\$225,838 10 Vehicle(s)
Net LTD Gain/Loss:	\$232,041 17 Vehicle(s)



SAFETY – KEY OBSERVATIONS

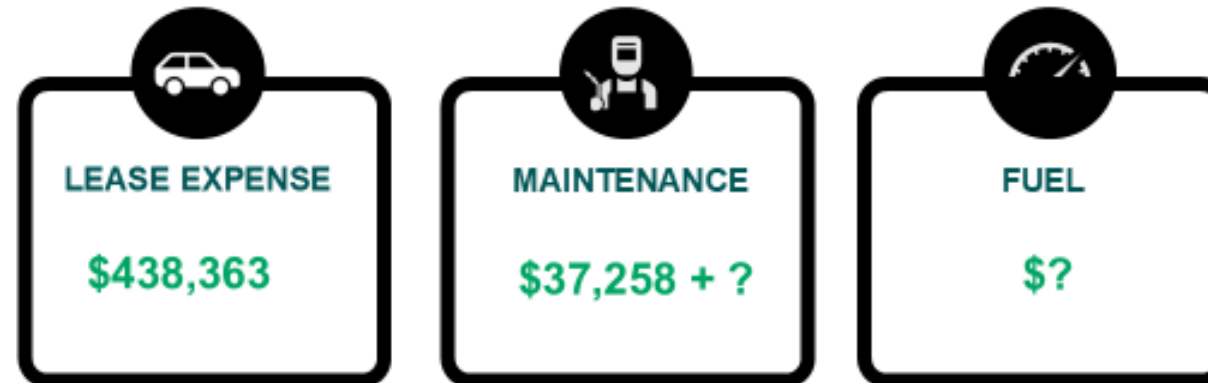
4 vehicles predate Anti-Lock Brake standardization (2007)
5% of Total Fleet

12 vehicles predate ESC Standardization (2012)
16% of Total Fleet

16 vehicles predate Rear Automatic Braking (2016)
22% of Total Fleet

23 vehicles predate standardization of back up camera (2018)
31% of total fleet

12 Month Expense Summary (2/2025 – 1/2026)



Total 12 Mo. Spend:	\$475,897
Current Equity Position:	(\$75,974)



PRODUCT SUMMARY:

Full Maintenance Unit Count:	45
Maintenance Management Unit Count:	0
WEX Fuel Cards:	0
Telematics Unit Count:	0



CONTACT INFORMATION:

Primary Fleet Contact
Mike Crank | michaelc@ccwd.org

Customer Service
Damon Wyckoff | damonw@ccwd.org

SACRAMENTO METROPOLITAN



AIR QUALITY
MANAGEMENT DISTRICT



UNIVERSITY OF CALIFORNIA
Agriculture and Natural Resources



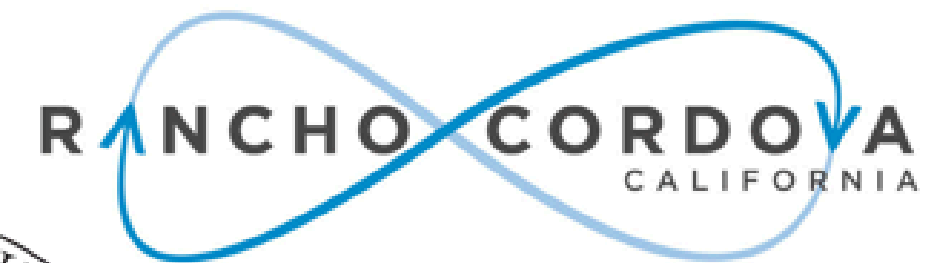
CITY OF
REDDING
CALIFORNIA

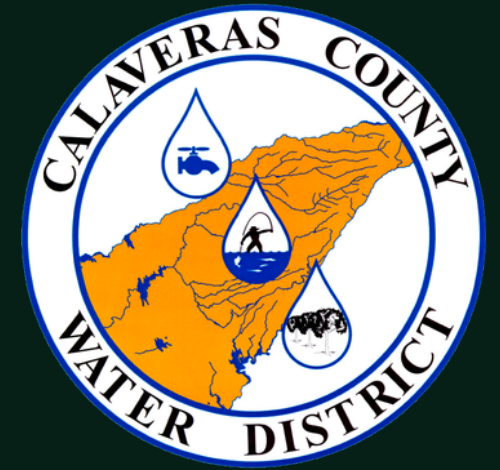


CITY OF
Riverbank
CALIFORNIA



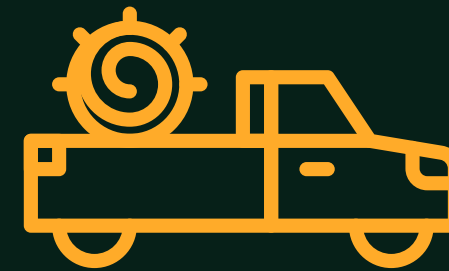
CITY OF
EUREKA
CALIFORNIA







**ENTERPRISE LEASE
PROGRAM**

THANK YOU!



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