



CITY COUNCIL FINANCE COMMITTEE MEETING

Monday, May 02, 2022 at 5:00 PM

1 Benjamin Franklin Way Franklin, Ohio 45005

www.FranklinOhio.org

AGENDA

1. CALL TO ORDER
2. ROLL CALL
3. APPROVE THE CLERK'S JOURNAL AND ACCEPT THE TAPES AS THE OFFICIAL MINUTES
 - A. [March 21, 2022](#)
4. NEW BUSINESS
 - A. Finance Director Position Description
 - B. Patrol Officer
 - C. Police Fleet Management
 - D. Property Inspection & Homeowners Association
5. ADJOURNMENT



🏠 Location: 1 Benjamin Franklin Way
📅 Date: Monday, March 21, 2022
🕒 Time: 5:00 PM

FINANCE COMMITTEE CLERK’S JOURNAL

FINANCE COMMITTEE

Denny Centers, Chairman
Michael Aldridge
Matt Wilcher

CITY STAFF

Jonathan Westendorf, City Manager
Karisa Steed, Assistant to the City Manager
Cindy Ryan, Finance Director
Andy Riddiough, Chief of Fire & EMS
Adam Colon, Chief of Police
Steve Inman, Public Works Director
Barry Conway, City Engineer

Members of the Franklin City Council Finance Committee met in regular session on Monday, March 21, 2022, at 5:00 PM at the City Building located at 1 Benjamin Franklin Way, Franklin, Ohio 45005.

1. **Call to Order.** Chairman Centers called the meeting to order at 4:59 PM
2. **Roll Call.** Chairman Centers, Mr. Aldridge and Mr. Wilcher were in attendance as well as Mr. Westendorf, Ms. Steed, Ms. Ryan, Mr. Conway, Mr. Inman, Chief Riddiough, Chief Colon and Ms. Dunn.
3. **Approve the Clerk’s Journal and Accept the Tapes as the Official Minutes of the February 1, 2022 Meeting.** Mr. Aldridge made the motion approve the Clerk’s Journal and accept the tapes as the official minutes of the February 1, 2022 meeting, seconded by Mr. Wilcher. The motion was approved 3-0.
4. **Debt Re-financing.** Ms. Ryan reported that the debt refinancing closed on March 17. Eight banks bid on the loan. The rates varied from 1.72% to 2.25%. Staff chose Huntington Bank’s bid at 1.72%. Huntington waived the purchaser fee. Closing costs were \$31,500, which is less than the \$40,000 that was budgeted. Interest savings alone are over \$100,000. Bond Council advised Ms. Ryan the rates offered were a result of the City’s improved credit rating.
5. **2022 Budget.** The 2022 Permanent Budget is inflated from the previous year, but after net zero transactions and project decisions, the budget will be comparable to the previous year. The Capital Improvement long-term plan shows the funding source for each project, including grants, state-funding, and loans. Some projects costs are unknown, but the projects are included in the plan. There are several projects in the coming years that are a net zero for the City but must be on the budget for auditing purposes. Inflation and increasing fuel costs have been considered and budgeted for. Mr. Westendorf reported that the City and Schools will be kicking off a Parks Master Plan in April. Mr. Wilcher and Mr. Ruppert will be involved as members of the Parks and Recreation Committee.

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Mr. Westendorf asked the Committee if they wanted to reconsider the motor vehicle license tax pursuant to ORC 4504.173. Council decided against this tax previously. Inflation has decreased the amount of roads that the City is able to pave each year. Mr. Westendorf read an article where a neighboring community has chosen to increase their tax and had originally also chosen not to do so. If the city does not enact this tax, another overlapping jurisdiction could claim the fee and tax Franklin residents without the funds being used in Franklin. If enacted, the fee would generate \$55,000 - \$60,000 per year and be used for City of Franklin street improvements. The Committee was in favor of moving forward with legislation to implement this tax.

Mr. Aldridge asked for an update on the Clear Creek Bike Path cost. Mr. Westendorf reported that immediate crisis has been averted. The cost of the steel alone increased by \$700,000 in a 7-day period. MVRPC raised the cap by 10% bringing additional federal dollars to the project. Additionally, the City is being allowed to split the cost over two years. Mr. Westendorf has asked Senator Wilson to use returned or unused State Capital improvement dollars. He will keep the committee updated on that decision.

6. Pay-Rates. A raise in pool personnel rates was proposed to be meet minimum wage and be competitive with existing job market. The Pool Manager position had not received an increase in over 4 years. There are additional duties being added to the manager this year as well, increasing the need for an increase to this position.

A pay rate was proposed for the new, part-time School Resource Officer position. This rate is less than a full-time patrol officer, but still competitive for the position.

7. Adjournment. Mr. Wilcher made the motion to adjourn, seconded by Mr. Aldridge. The motion passed 3-0. The meeting adjourned at 5:55 PM.

Denny Centers, Chairman



LEGISLATIVE COVER MEMO

- Introduction:** May 2, 2022
- Agenda Item:** **Resolution 2022-36**
AMENDING THE POSITION DESCRIPTION FOR FINANCE DIRECTOR
- Submitted by:** Cindi Chibis, Human Resource
- Scope/Description:** As we prepare to recruit and hire new a new Finance Director, we updated the position description to reflect the duties of the positions more accurately.
- Budget Impact:** None.
- Exhibits:** Exhibit A: Finance Director Position Description
- Recommendation:** Approval

CITY OF FRANKLIN, OHIO
RESOLUTION 2022-36

AMENDING THE POSITION DESCRIPTION FOR FINANCE DIRECTOR

WHEREAS, Section 8.08 of the Franklin City Charter requires this Council to adopt a Position Classification Plan containing position descriptions for all City positions, considering the duties, authority and responsibility of each position;

WHEREAS, this Council adopted a Position Classification Plan and position descriptions on August 18, 2003; and

WHEREAS, upon the request and recommendation of the City Manager/Safety Director, this Council now finds it desirable to update the position descriptions for the Finance Director;

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Franklin, Ohio, a majority of members of Council present concurring, that:

Section 1. The position description for Finance Director is hereby amended as shown in the attached Exhibit A.

Section 2. It is found that all formal actions of this Council concerning and relating to the adoption of this Resolution were adopted in an open meeting of this council, and that all deliberations of this Council that resulted in this formal action were in meetings open to the public in compliance with all legal requirements, including Section 121.22 of the Ohio Revised Code, and the Rules of Council.

Section 3. That this resolution shall become effective immediately upon its passage.

ADOPTED: May 2, 2022

ATTEST: _____
Khristi Dunn, Clerk of Council

APPROVED: _____
Brent Centers, Mayor

CERTIFICATE

I, the undersigned Clerk of Council for the Franklin City Council, do hereby certify that the foregoing is a true and correct copy of a resolution passed by that body on May 2, 2022.

Khristi Dunn, Clerk of Council



CITY OF FRANKLIN

POSITION DESCRIPTION

Employee Name:		Department:	Finance
Civil Service Status:	Unclassified	Position Title:	Finance Director
Employment:	Full-time	Reports To:	City Council
FLSA Status:	Exempt	Supervises:	Income Tax Administrator, Chief Utility Clerk, Utility Billing Administrator, Secretary to Finance Director, Payroll Clerk, Finance Clerk

GENERAL DESCRIPTION: Under direction of City Manager, the Finance Director shall keep the financial records of the City, exhibiting accurate statements of all moneys received and expended, of all property owned by the City, and of all taxes and assessments. Advises City Council and the City Manager concerning the City's finances. Supervises Finance Department staff. Oversees billing and collections for Franklin Utility Billing services. Creates and maintains the City's financial data and produces financial reports. Enforces account oversight and compliance. Understands and supports the City's vision. Sets and models high performance standards characterized by integrity. Earns the trust and respect of others and effectively leads achieve strategic objectives.

ESSENTIAL FUNCTIONS OF THE POSITION: For purposes of 42 USC 12101.

1. Supervises and directs financial operations of the City; advises City Council and the City Manager concerning the City's finances; supervises the billing and collection of the water and sewer department; assists the City Manager with the preparation of the annual budget; directs the approval, audit, and certification of all claims against the City for payroll, goods, and services; prepares financial reports for City Council and state and federal agencies as required; attends City Council meetings as required; invests idle funds. Establishes objectives for the Finance Department which support the City's short-term and long-term financial goals. Advises City Council and the City Manager concerning the City's finances. Exercises integrity, discretion, and independent judgment with respect to financial matters.
2. Meets all job safety requirements and all applicable OSHA safety standards that pertain to essential functions. Oversees and directs all department services such as budgeting, payroll, account receivables, account payables, general accounting, purchasing, forecasting, risk management, and property and liability insurance activities. Supervises the billing and collection of the water and sewer department. Demonstrates in-depth knowledge of daily operations of all areas of responsibility and daily activities of direct reports.
3. Demonstrates regular and predictable attendance. Collects all money due and payable to the City and serves as the custodian of all public money of the City and disburses funds as required by law, ordinance or resolution.
4. Examines and audits the account of all City officers, employees, departments, boards and commissions, and assists the City Manager in the appropriation and submission of appropriation measures, estimates, budgets and other financial matters.
5. Oversees the hiring, training, and evaluation of direct reports. Attracts, retains, and motivates staff to work toward shared objectives. Effectively manages the performance of staff to achieve annual goals.
6. Responsible for the annual audit performed by the Auditor of State's Office or designated independent public auditors. Oversees audit and tax functions, coordinate activities with outside audit firms.
7. Responsible for portfolio and funds investment management within the guidelines of City Policy. Provides oversight of cash management and controls. Oversees and coordinates annual and long-range fiscal planning efforts and develops forecasts and trends analysis for revenue and expenditures and establishes internal controls. Reviews financial operations on an ongoing basis.
8. Assists the City Manager with the preparation of the annual budget. Develops and manages the budget request cycle. Controls



CITY OF FRANKLIN POSITION DESCRIPTION

appropriation, expenditure, and receipts process.

OTHER DUTIES AND RESPONSIBILITIES:

1. Performs other duties as required.

QUALIFICATIONS: *(* indicates developed after employment)*

Bachelor's degree in accounting, business, public administration, or related field or equivalent combination of experience and training; considerable experience in public finance administration, including experience in local government, in a responsible professional or supervisory capacity.

Communication Skills: *Ability to make clear and effective presentations to City Council and other stakeholders. Ability to maintain effective relationships with City Council members, community officials, leaders, organizations, the public, and staff. Ability to read, analyze, and interpret general business periodicals, professional journals, policy and procedure manuals, and governmental regulations. Ability to write reports and business correspondence clearly and informatively. Ability to effectively present financial information and respond to questions from staff, patrons, and members of the community. Ability to deal effectively with confrontational individuals and/or challenging situations.*; Compile and prepare reports; maintain records according to established procedures; develop and maintain effective working relationships; prepare accurate documentation; complete routine forms;

Education and Experience: Generally accepted accounting principles; budgeting; government structure and process; department goals and objectives; department policies and procedures; public relations; Ohio Revised Code as it relates to financial practices and procedures; office practices and procedures; supervisory principles and practices. *Bachelor's Degree in accounting, business, public administration, or related field required. Minimum of three years' experience in public finance administration and supervisory experience preferred. Thorough knowledge of administrative policies governing public sector financial practices and procedures. Ability to be bonded. Knowledge of government standards and accounting protocol as well as Generally Accepted Accounting Principles (GAAP).*

Equipment, Tools and Materials: Computer, copier, calculator, fax machine. *Ability to use computer equipment, modern fiscal software and equipment, and standard office equipment. Ability to periodically drive vehicle.*

Licensure or Certification Requirements: ~~None.~~ *Valid Ohio driver's license, acceptable motor vehicle record, and continuous insurability required. Certification by the Ohio Treasurer's Office' Center for Public Investment Management as required by Ohio Revised Code Sections 135.22 and 321.46. Must be bonded.*

Math skills: *Read, copy, and record figures accurately; add, subtract, multiply, and divide whole numbers; Advanced mathematical, fiscal, and statistical skills. Ability to effectively present complex data to the City Council, staff, and the general public. Ability to create and adhere to annual budgets. Ability to effectively negotiate contracts. Ability to develop and implement cost saving measures.*

Physical Requirements: (with or without accommodation): *Ability to occasionally operate a motor vehicle, hold, lift, reach, stoop and turn. Ability to frequently, grasp, sit, stand, walk, and use keyboard. Specific vision abilities required for this job include close and distance vision. Ability to speak English and hear required. Duties are primarily performed in an office environment.*

Reasoning Skills: *deal with many variables and determine specific action; define problems, collect data, establish facts, and draw valid conclusions; exercise independent judgment and discretion; understand, interpret, and apply laws, rules, or regulations to specific situations;*

Technical Skills: *Ability to use accounting system, payroll software, e-mail, spreadsheet, and office software. Ability to maintain complex financial records and prepare reports from the records. Ability to learn automated system functions used in carrying out job duties.*



CITY OF FRANKLIN

POSITION DESCRIPTION

INHERENTLY HAZARDOUS OR PHYSICALLY DEMANDING WORKING CONDITIONS: (For purposes of O.R.C. 4167)

Employee has exposure to chemical compounds found in an office environment (e.g., toner, correction fluid, etc.). Employee is occasionally exposed to outdoor weather conditions, May be exposed to hazardous driving conditions, verbal abuse by the public, or to human blood or other body substances.

- 1. Emergency plans and fire plans.
- 2. Compressed gases.
- 3. Portable fire extinguishers.
- 4. Handling of material and supplies. (Includes mechanical handling equipment, the manner in which things are stored, and housekeeping.)
- 5. Hazardous chemicals.

The employee:

- 1. Works in or around crowds.
- 2. Has contact with potentially violent or emotionally distraught persons.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily, and must demonstrate the necessary skills, knowledge, and abilities required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The above reflects general information considered necessary to describe the essential functions of the job and shall not be construed as an exhaustive statement of duties, responsibilities or requirements that may be inherent in the job. It is not intended to limit the right of any supervisor to assign, direct, or control the work of employees under his/her supervision. The use of a particular expression to describe duties shall not be held to exclude other duties not mentioned that are of similar kind or level of difficulty.

This position description in no manner states or implies that these are the only duties and responsibilities to be performed by the position incumbent. My (employee) signature below signifies that I have reviewed and understand the contents of my position description.

(Signature of Appointing Authority/Designee)

(Date)

(Signature of Employee)

(Date)



enterprise
FLEET MANAGEMENT

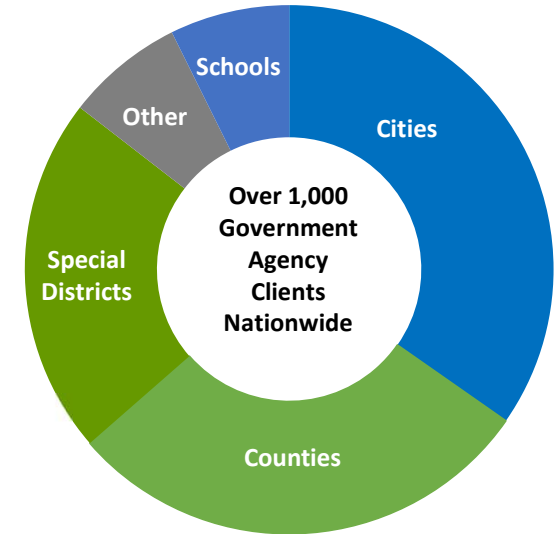


City of Franklin

CONFIDENTIAL AND PROPRIETARY

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REFERENCES



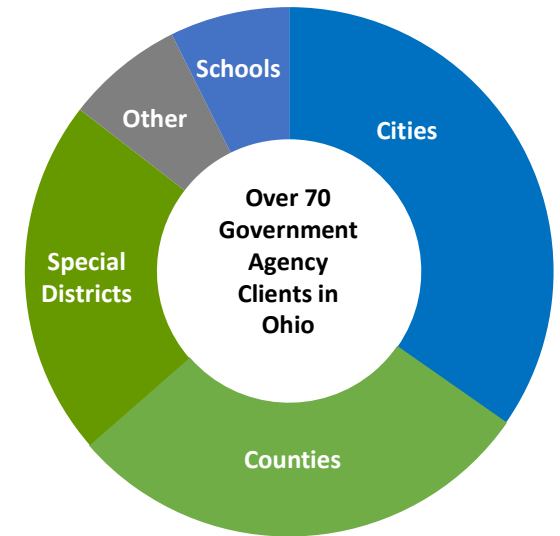
Due Diligence

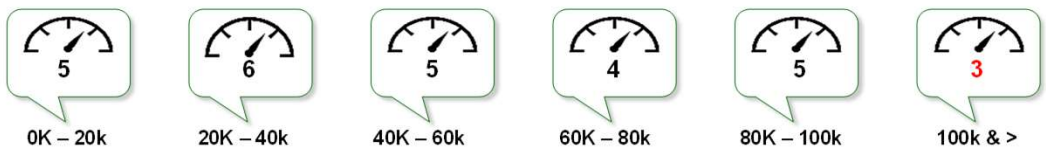


Cooperative Purchasing ▾ Services & Programs ▾ News 🔍

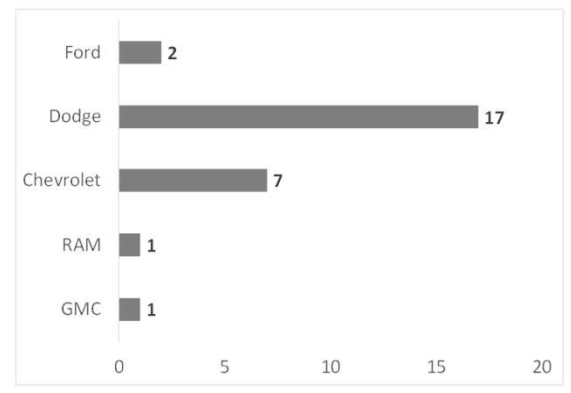
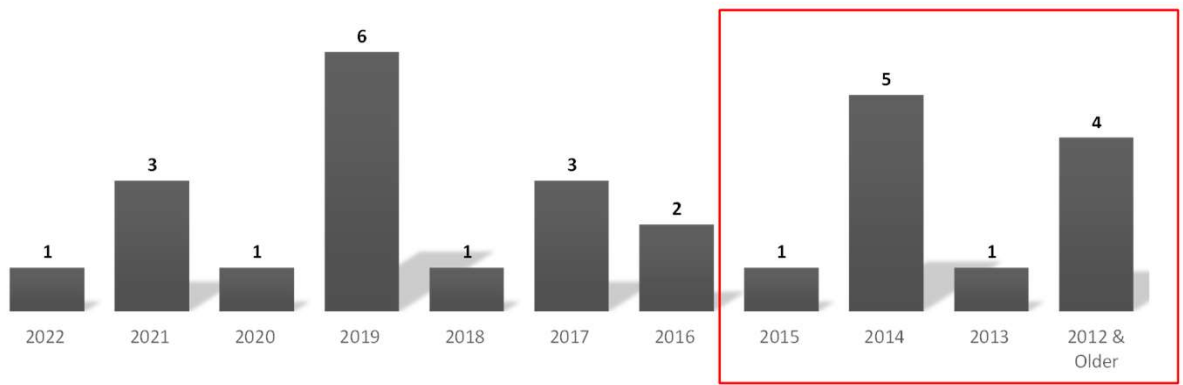
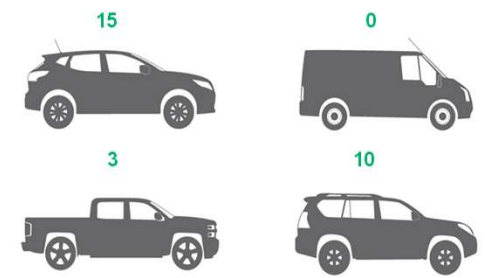
City of Franklin
1 Benjamin Franklin Way
Franklin, OH 45005-2478

ID# 2228

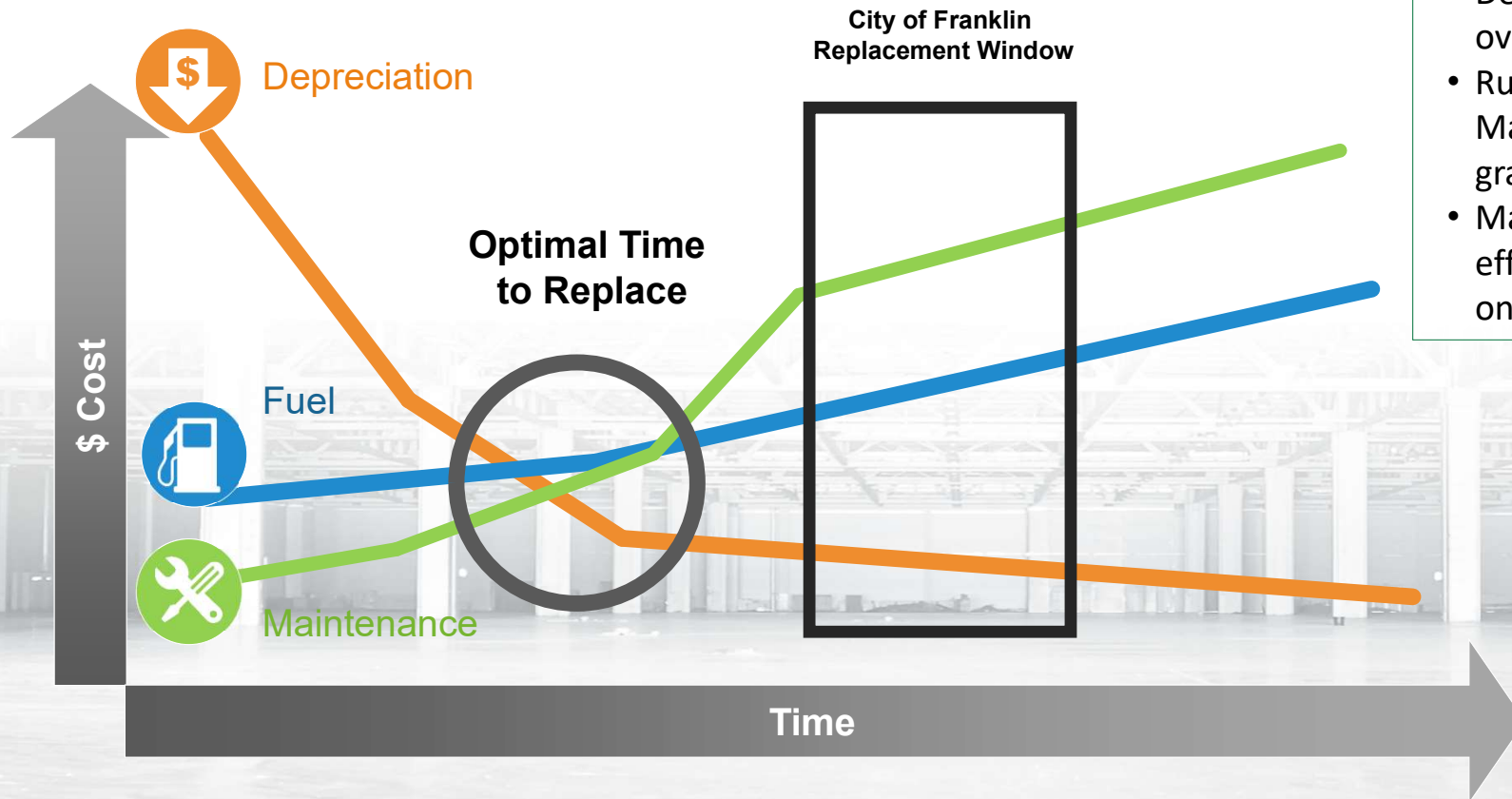




Vehicle Class



EFFECTIVE VEHICLE LIFECYCLE



Key Observations

- Depreciation/year declines over time
- Running costs of Fuel and Maintenance increase gradually over time
- Mandated MPG efficiencies reward staying on technology wave

GOVERNMENT BUYING POWER



2021 Ford HD
Ex-cab 4x4
F-250 XL

MSRP: \$44,276 ← FORD'S WEBSITE
Invoice: \$38,375

State Contract Price **\$29,769**

MANHEIM AUCTION RESULTS

VEHICLE	Odometer	Sale Price	Capital Outlay
2020 Ford F-250 XL ExCab 4x4	4,146	\$31,500	-\$1,731
2019 Ford F-250 XL ExCab 4x4	10,282	\$29,800	- \$31
2016 Ford F-250 XL ExCab 4x4	57,636	\$20,200	\$9,569
2011 Ford F-250 XL ExCab 4x4	98,436	\$6,000	\$23,769

VEHICLE DISPOSAL

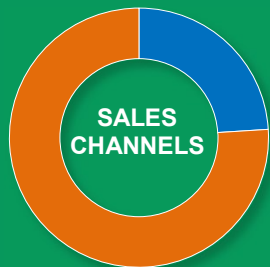


700 DEDICATED
REMARKETING EMPLOYEES



150 REMARKETING
LOTS IN NORTH AMERICA

IN 2019, EFM SOLD
OVER
1,100,000
CUSTOMER VEHICLES
AT AN AVERAGE OF
109.8%
OVER BLACK BOOK
COMMERCIAL
VALUE INDEX



■ AUCTION 14%
■ DIRECT DEALER 86%

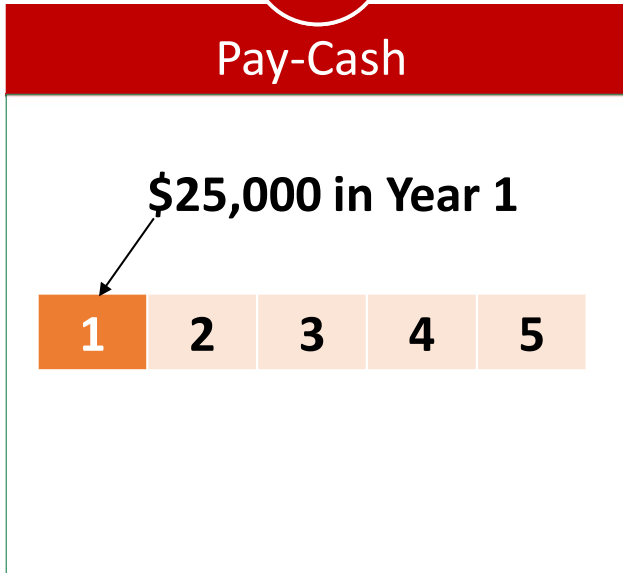
19,000+
UNIQUE BUYERS



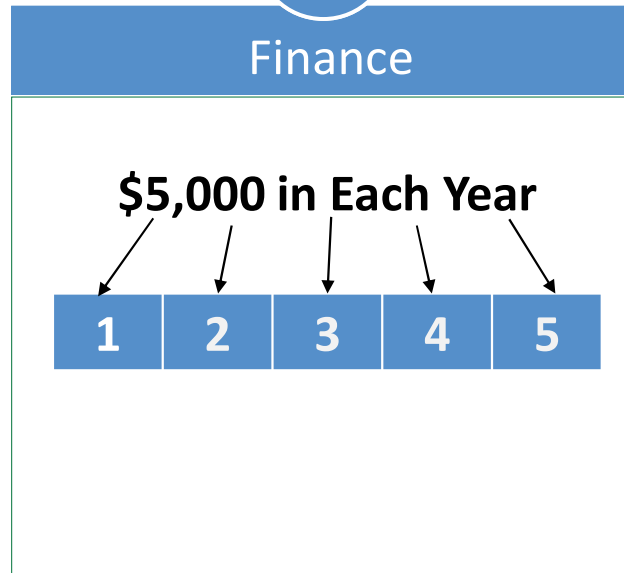
FUNDING OPTIONS

\$25,000 Vehicle

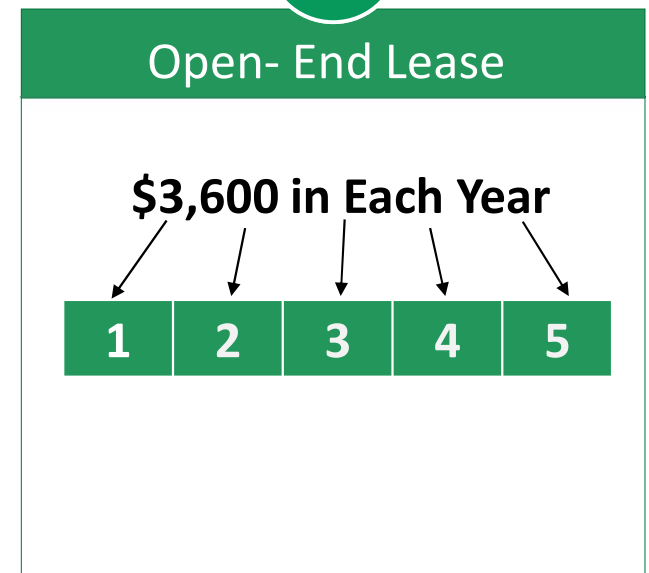
1
Option



2
Option



3
Option



OPEN END LEASE- NOT your Dealer Style Lease



Proactive Replacement Strategy



Appropriate Vehicle Selection



Appropriate Funding Structure



Annual Budget Planning

Open-End Lease Benefits

- Optimize cash flow with flexible funding options
- Customizable solutions based on operating needs
- Unlimited mileage
- No abnormal wear & tear clauses
- Greater flexibility if requirements change
- Flexibility of term
- All Gain on Resale is yours
- You own 100% utilization as if it was yours- customize the vehicle to your needs

City of Franklin Police Dept - Fleet Profile

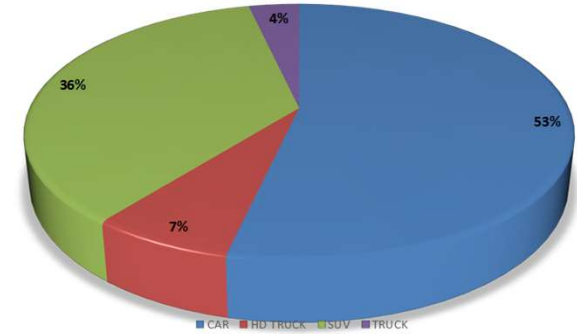
Fleet Profile
Fleet Replacement Schedule
Replacement Criteria

Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage
Full-size Sedan-ERV	15	6.0	10,700
Mid Size SUV 4x2	1	5.3	6,900
Mid Size SUV 4x4-ERV	2	3.8	7,900
Full Size SUV 4x4	2	1.1	23,100
Full Size SUV 4x4-ERV	5	5.3	13,400
1/2 Ton Pickup Quad 4x4	1	10.4	5,100
3/4 Ton Pickup Quad 4x4	1	15.5	8,200
1 Ton Pickup Quad 4x4	1	7.3	4,200
Totals/Averages			
	28	5.9	11,200

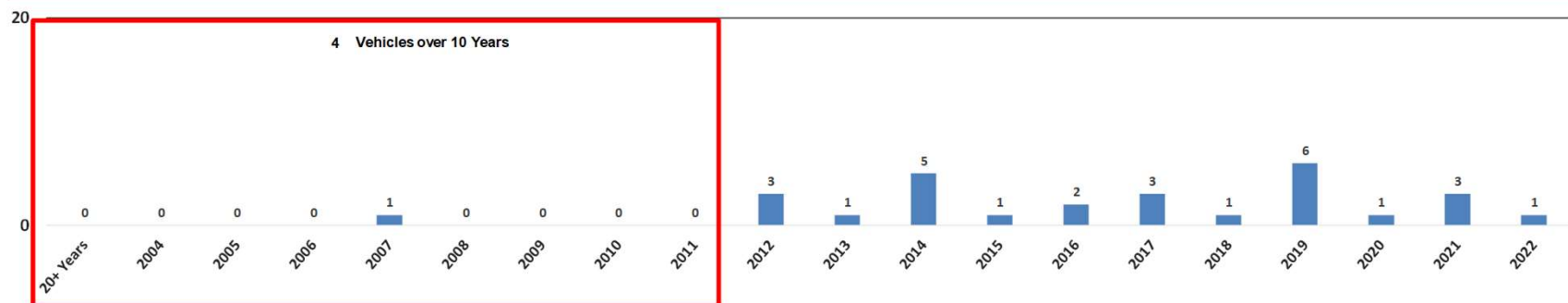
2022	2023	2024	2025	2026	Under-Utilized
9	2	4	0	0	0
0	1	0	0	0	0
0	1	0	1	0	0
0	0	1	0	1	0
3	0	0	0	2	0
1	0	0	0	0	0
1	0	0	0	0	0
1	0	0	0	0	0
Totals/Averages					
15	4	5	1	3	0

- * Fiscal Year 2022 = 6 years old and older, or odometer over 60,000
- * Fiscal Year 2023 = 4 years old and older, or odometer over 40,000
- * Fiscal Year 2024 = 3 years old and older, or odometer over 30,000
- * Fiscal Year 2025 = 2 years old and older, or odometer over 20,000
- * Fiscal Year 2026 = Remaining Vehicles
- * Underutilized = Annual Mileage less than 1,000

Vehicle Types



Model Year Analysis



Confidential

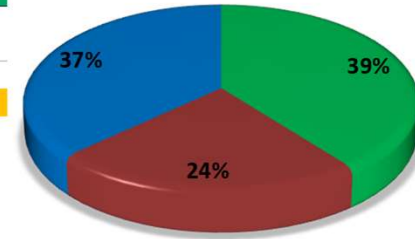
4/8/2022



City of Franklin Police Dept - Fleet Planning Analysis

Fleet Costs Analysis

Current Fleet	28	Fleet Growth	0.00%	Proposed Fleet	28
Current Cycle	9.33	Annual Miles	11,200	Proposed Cycle	4.43
Current Maint.	\$225.00			Proposed Maint.	\$89.40
Maint. Cents Per Mile	\$0.24	Current MPG	10	Price/Gallon	\$4.00



Fiscal Year	Fleet Mix			Fleet Cost						Annual		
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	28	3.0	28	0	117,292	0			75,600	125,440	318,332	0
'22	28	15	13	15	0	132,726	-15,000	-9,519	51,192	112,000	271,399	46,932
'23	28	5	9	19	0	166,738	-8,000	-9,519	44,683	108,416	302,319	16,013
'24	28	6	4	24	0	209,993	-17,500	-38,911	36,547	103,936	294,065	24,266
'25	28	4	3	25	0	221,155	-6,500	-38,631	34,920	103,040	313,984	4,347
'26	28	6	0	28	0	254,933	-25,500	-120,426	30,039	100,352	239,397	78,934
'27	28	14	0	28	0	254,933		-76,557	30,039	100,352	308,766	9,566
'28	28	7	0	28	0	254,933		-47,799	30,039	100,352	337,524	-19,193
'29	28	6	0	28	0	254,933		-62,120	30,039	100,352	323,203	-4,872
'30	28	5	0	28	0	254,933		-65,043	30,039	100,352	320,281	-1,949
'31	28	5	0	28	0	254,933		-133,535	30,039	100,352	251,789	66,543

10 Year Savings	\$220,589	Avg. Sustainable Savings	\$10,019
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Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	15	4	5	1	3	0
Est \$	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500	\$0
TOTAL	\$15,000	\$8,000	\$17,500	\$6,500	\$25,500	\$0
	Estimated Current Fleet Equity**				\$72,500	

* Lease Rates are conservative estimates

**Estimated Current Fleet Equity is based on the current fleet "sight unseen" and can be adjusted after physical inspection

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

KEY OBJECTIVES

Lower average age of the fleet

14% 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 yearly budgets
Currently vehicle budget is underfunded



FLEET MANAGEMENT

OPERATING EXPENSES

Maintenance



Auto Integrate

- Free Program
- Use for Us and Other Agencies

Maintenance Management

- Pay as you go program for fleet vehicles
- Seamless experience for field drivers

Enterprise National Service Department

- 200 Employees with over 1,100 total ASE certifications
- 400,000 vehicles under management on this program
- \$40.8 million in customer savings in 2020
- \$3.5 million in post warranty/goodwill refunded to our customers in 2020
- 100,000+ Repair shops on network

ALERTS

LACY61 Oil change due in 30 days

LACW18 Oil change due in 30 days

LAHF68 / 0H75HR2174413FA6P Oil change due now

LAHR69 / 0H75HR2174413FA6P Oil change due is past due

[see all alerts >](#)

MAINTENANCE SPEND OUTLIERS

Life to date total spend

\$Value	NAME	Vehicle	Customer Vehicle ID	YMMIS
\$3,164.74	EMILY BARNES	JLS462	9000	view
\$2,180.97	SAMANTHA NICHOLSON	JLS448	9100	view
\$1,630.83	ANDY MOORE	JLS441	9100	view
\$1,818.70	DAVE HANSON	JLS457	9100	view
\$1,882.42	DAVE QUINN	JLS449	9200	view

[see more data >](#)

OPERATING EXPENSES

Fuel



EFM Fuel Card

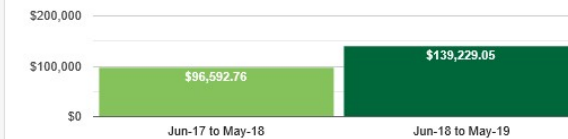
- Syncs with EFM website
- Track and enforce fleet policy
- Control abuse/unauthorized purchases
- Fuel Rebates Still Available



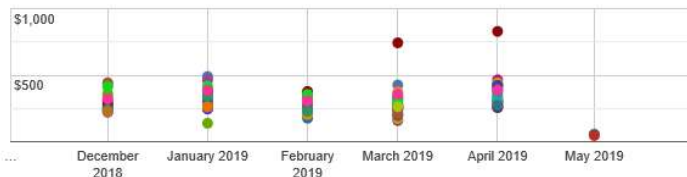
Key Payoffs

- MPG tracking by vehicle
- Manage fuel type purchased
- Proactive “exception” reporting

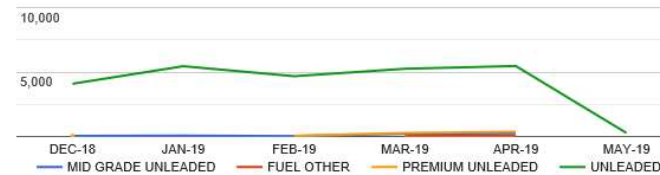
YEAR OVER YEAR FUEL TOTAL SPEND



MONTHLY FUEL SPEND OUTLIERS (120%)



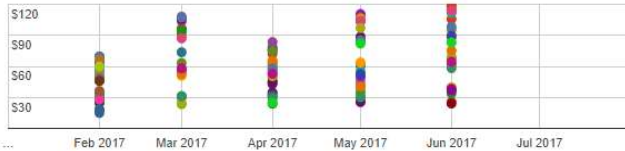
MONTHLY FUEL GALLONS BY FUEL GRADE



New Fleet Tracking- Website Dashboard

Customizable

MONTHLY FUEL SPEND OUTLIERS (80%)



MONTHLY FUEL SPEND OUTLIERS (120%)



ALERTS

- LACY61 Oil change due in 30 days
- LACW18 Oil change due in 30 days
- LAHF68 Oil change due now
- LAHR69 Oil change due is past due

[see all alerts >](#)

MONTHLY FUEL SUMMARY

JULY 2017

Spent on Fuel	\$4,459.67
Spent on Other	\$0.00
Total Spent	\$4,459.67
Total Gallons	1898.757
Active Cards	56

MONTHLY FUEL SUMMARY BY GRADE

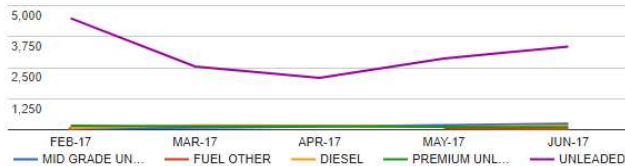
JULY 2017

Grade	Avg Price/Gal.	Spent	Gallons Purchased
DIESEL	\$2.40	\$81.48	33.994
FUEL OTHER	\$3.24	\$43.72	13.513
MID GRADE UNLEADED	\$2.51	\$246.37	98.093
PREMIUM UNLEADED	\$2.98	\$136.88	45.927
UNLEADED	\$2.31	\$3,951.22	1707.27

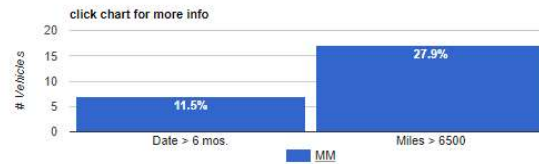
YEAR OVER YEAR FUEL TOTAL SPEND



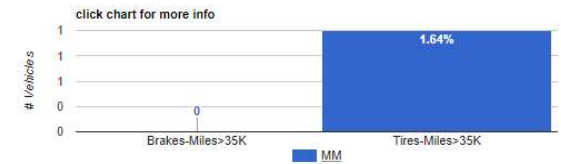
MONTHLY FUEL GALLONS BY FUEL GRADE



OIL CHANGE OUTLIERS



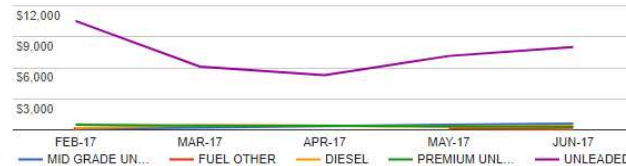
BRAKES & TIRES OUTLIERS



FLEET MIX



MONTHLY FUEL SPEND BY FUEL GRADE

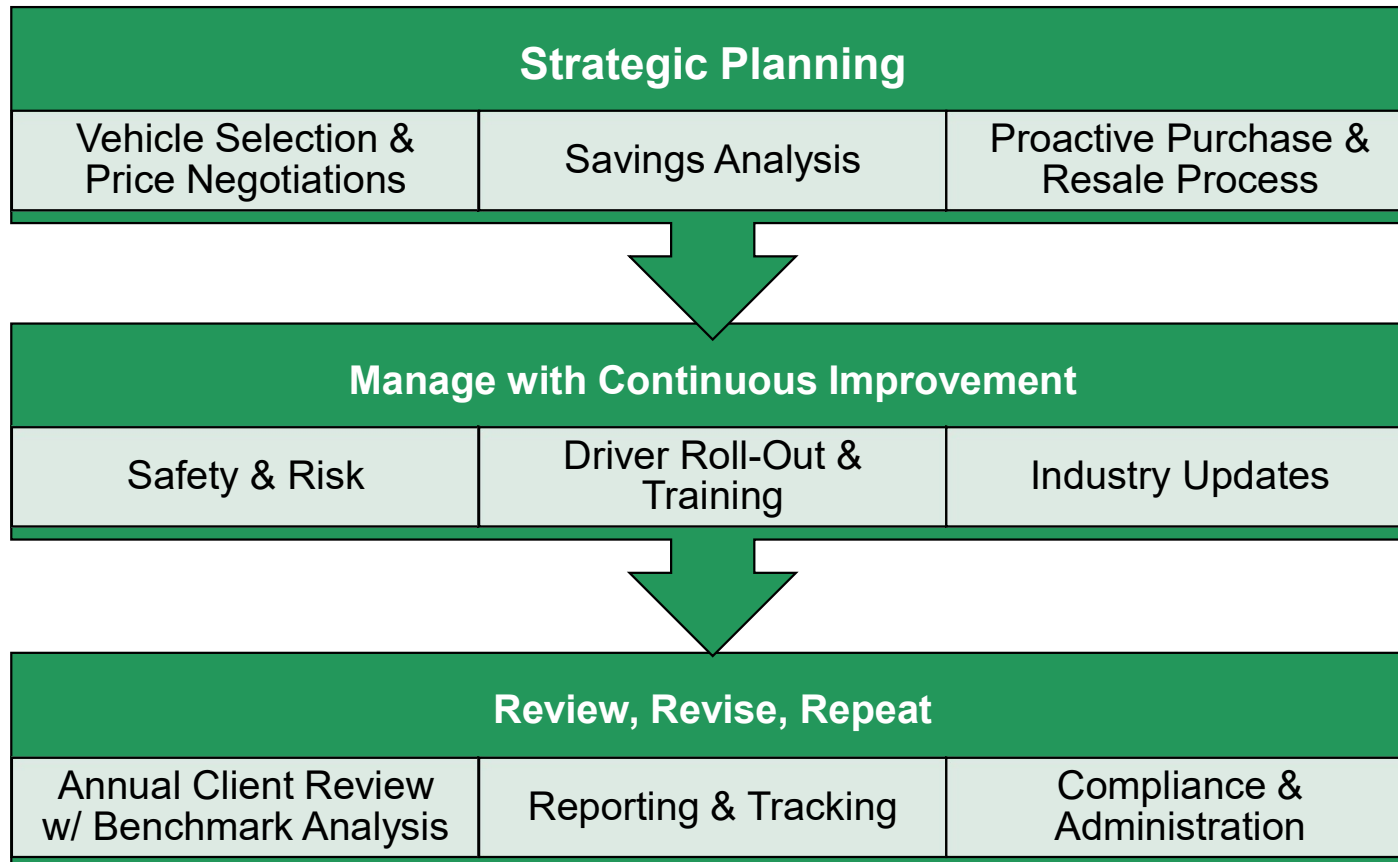


CITATIONS - TOTAL COUNT



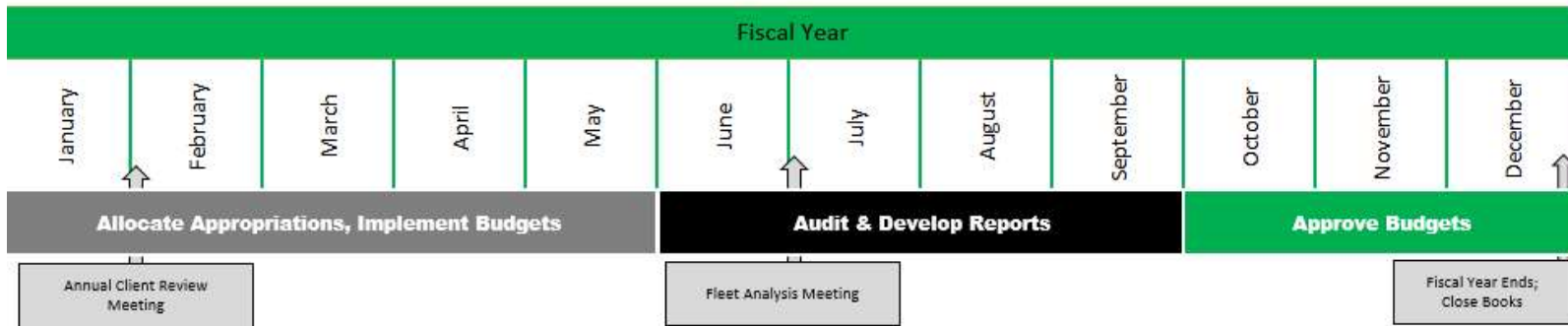
[show/hide Charts <](#)

WHAT TO EXPECT – ACCOUNT TEAM



Government Budget Review

Budget Year Starts: 1/1/2020



3 ANNUAL MEETINGS

Fleet Analysis Meeting



Annual Client Review



Community Involvement

