

**NEW WHITELAND TOWN COUNCIL**  
**JULY 27, 2022**  
**MEETING MINUTES**

Town Council President John Perrin opened the special meeting at 5:00 p.m. with the pledge to the American flag. Council members present were John Perrin, John Schilawski, John Purdie, Dennis Combs and Chad Waltz. Also present was Administrator Maribeth Alspach. Clerk-Treasurer DeVoss and Attorney Robbins were absent. Councilman Perrin opened the meeting with prayer.

**MINUTES**

Councilman Purdie moves to approve the minutes of the July 6<sup>th</sup> and 13<sup>th</sup> meetings and is seconded by Councilman Waltz. **Vote 5 affirmative.**

**OLD BUSINESS**

**Enterprise Lease Proposal**

The purpose of tonight's meeting is to discuss options to the proposed lease agreement.

- Councilman Purdie states that he believes the proposed rotation schedule may need to be tweaked. He would want justification for why a vehicle needs to be replaced before agreeing to do so.
- Councilman Combs asks the price of a new police car. Current estimate with police package is \$43,000 – \$45,000. Asks about the maintenance cost savings in the Enterprise proposal. Ms. Jones states the estimated decrease is due to the vehicles being newer and not requiring as much maintenance and the discounted pricing Enterprise makes available through their fleet maintenance program. The \$6 per month per vehicle fee is included in the \$50.33 estimate. Councilman Combs would like to see cost without all the extras like data tracking, fleet maintenance, GPS.
- Administrator Alspach notes we would be paying the monthly fee per vehicle for fleet maintenance and then be billed monthly by Enterprise for the actual maintenance costs. They are merely our “middle man” with certified vendors and discounted pricing.
- Councilman Schilawski asks about administrative costs. Ms. Jones states 0.10% of vehicle purchase price monthly for the term of the lease, current interest rate and a \$400 service fee if they sell the vehicle for us at the end of the lease along with any hold back fee from the manufacturer. All of these fees are included in the lease payment.
- Utility Supt. Gillock states he contacted Ray Skillman to get the cost of a truck for his 2023 budget. He was told that today's price is not guaranteed. If it takes a few months to acquire the vehicle we would be charged the cost at the time of delivery not the price that was quoted when the vehicle was ordered. They do not offer a price guarantee. Ms. Jones says that the price quoted when a vehicle is ordered through Enterprise is guaranteed.
- PW Supt. McCauslin shares a 10-year analysis he has prepared if the town did a 5-year rotation on all of the vehicles in the Enterprise proposal and purchased them outright as discussed and endorsed in our recent department head meeting.
- Ms. Jones states if we choose to go with Enterprise, we would be required to purchase our vehicles through them but could have the option to pay for them rather than lease. We would also not have to use the maintenance or resell program if we chose not to.
- Councilman Combs asks if we purchased a police car on a 5-year rotation at the end of the lease if we wanted to purchase the car what would the payoff be. Ms. Jones states the reduced book value would be \$8,041.79.

1. If they sold the vehicle for \$8,041.79, we would just owe Enterprise the \$400 service fee.
  2. If they sold the car for \$8,000.00 we would owe Enterprise \$441.79.
  3. If they sold the car for \$15,000.00 Enterprise would keep \$8,441.79 and the balance would be equity that would go in New Whiteland's account to help reduce future lease payments. Equity amounts could also be paid to New Whiteland via check if requested.
- Utility Supt. Gillock asks if the council would consider having Enterprise resubmit a proposal on a 5-year rotation for all vehicles with a full purchase option.
  - Administrator Alspach asks about the projected lease payment estimate. At year 5 we would be at \$217,000.00+. Would that number remain constant as all 21 vehicles would now be leased? Ms. Jones states the number could decrease slightly due to the equity from reselling newer vehicles. Councilman Purdie notes that would seem improbable as the cost of vehicles will continue to increase.
  - Ms. Jones states there will be Annual Client Review meetings with our designated fleet management representative. They will review the previous year's maintenance and mileage on each vehicle and make their recommendation on which vehicles need to be replaced. The representative would meet with department heads in early Spring and then prepare the fleet analysis recommendation to be presented to the council in early summer. The council does not have to follow the recommendation, they can reduce or increase the number of vehicles as they see fit. Ms. Jones adds that 9-12 months of training is provided by Enterprise for all of the employees on how to use the data tracking equipment, also for billing, etc.
  - Question is raised about GAP insurance requirement on leased vehicles. Ms. Jones says insurance costs are the town's responsibility. Administrator Alspach will check with our carrier to see if this is necessary and, if so, what the estimated cost would be.
  - Ms. Jones shares the allocation process and estimated weeks from order to delivery. Various vehicles range from 20-40 weeks.
  - Councilman Purdie asks if we are seeking additional bids. PW Supt. McCauslin is working on an RFP (Request for Proposals). Councilman Purdie would like a copy when it is ready to provide to a leasing company he has worked with.

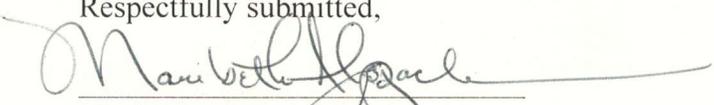
Council asks Ms. Jones to prepare the revised proposal and present it at the August 3<sup>rd</sup> meeting. She agrees and will forward it when it is ready for distribution prior to the meeting for council review.

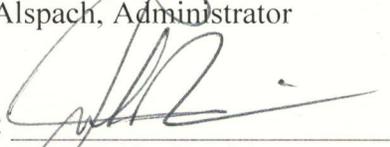
#### Monitoring Phone Lines

Council President Perrin suggests recording the town hall phone lines as protection to our employees against customer complaints. Council directs Supt. Gillock to get pricing from MetroNet. Councilman Perrin will discuss legality issues with Attorney Robbins.

Being no further business, the meeting was adjourned at 6:40 p.m.

Respectfully submitted,

  
Maribeth Alspach, Administrator

Approved:   
John Perrin, President