THE MINUTES OF THE WORKSHOP MEETING ARE AS FOLLOWS:

THE STATE OF TEXAS ~ COUNTY OF GRIMES ~ BE IT REMEMBERED, that on this the 29th day of July 2020 at 9:00 a.m., a Workshop Meeting of the Commissioners Court of Grimes County, Texas was held with the following members present:

- County Judge, Joe Fauth III: Present
- Commissioner, Pct. #1, Chad Mallett: Present
- Commissioner, Pct. #2, David E. Dobyanski: Absent
- Commissioner, Pct. #3, Barbara Walker: Present
- Commissioner, Pct. #4, Phillip Cox: Present

COUNTY JUDGE

1. Call to Order.

Judge Fauth called the Meeting to order at 9:00 a.m.

2. Discuss and review Enterprise Fleet proposal (See Attachment #2).

Todd Greene introduced Jeff Koerner from Enterprise who presented a proposal for leasing vehicles for the Grimes County Sheriff’s office. Also present via telephone was Account Executive Kamil Koscik also with Enterprise. Judge Joe Fauth commented that he had held several meetings via zoom with Enterprise and the Sheriff’s office concerning this proposal prior to this meeting. Several questions were asked by the commissioners about the specific details of the contract. Todd Greene indicated that the sheriff’s office already had 3 new vehicles on order but have not received them yet. Todd Green stated that the sheriff’s department currently owns 14 non-emergency vehicles and 24 emergency patrol vehicles.
The proposal presented by Enterprise was for the lease-purchase of 4 patrol vehicles and 4 non-emergency vehicles at a cost of $139,435.20 over a period of 3 years. Mr. Koerner explained that the non-emergency vehicles will usually be leased on a 12-month cycle, and that the emergency patrol vehicles will usually be leased on a 36-month cycle. Mr. Koerner indicated that after reviewing the inventory of vehicles at the Sheriff’s office it was determined that 64 percent of the vehicles are over 7 years old. Mr. Koerner also explained that there was a maintenance plan available for the emergency patrol vehicles at a cost of $7.00 per month per vehicle. Mr. Koerner also explained that the county could replace all of the sheriff’s department’s vehicles within 4 years and save the county over $417,000. Mr. Koerner also explained that once the vehicles are turned back over to Enterprise, Enterprise will sell them and the amount received from the sales of the vehicles would go back to Grimes County to be used to purchase additional vehicles if needed.

County Attorney Jon C. Fultz questioned Mr. Koerner about the contract, specifically Paragraph 3(c). Mr. Fultz’s question was concerning what the county would owe Enterprise at the end of the term of the contract? Mr. Fultz encouraged the commissioners to read the contract and let him know if they had any questions. The commissioners did not have a copy of the contract so Mr. Fultz indicated he would provide the commissioners with a copy of the contract for their review.

Phillip Cox asked the County Auditor Mary Nichols about competitive bidding. Mary Nichols indicated that she had spoken with several other counties about doing business with Enterprise and they all seemed to be pleased with their services.

County Judge Joe Fauth also commented that he has spoken with a few other counties that have done business with Enterprise and that the responses were quite favorable despite one county having issues with the frequent turn over of Account Managers. Judge Fauth also asked Todd Greene and Mary Nichols about what was allocated in the budget for this year for vehicles in the Sheriff’s office. Todd Greene indicated that it was around $180,000.

Assistant Auditor Mary Johnson asked Mr. Koerner if he could provide her with a list of actual sales data for vehicles sold within the last 3 years. Mr. Koerner indicated that he would get that information for her.

NO ACTION TAKEN

3. Adjourn.

Motioned by: Commissioner Walker to adjourn.  
Seconded by: Commissioner Cox  
Vote in Favor: 4  
Vote Opposed: 0

Judge Fauth adjourned the Meeting at 10:00 a.m.
## Grimes County
### Menu Pricing

#### Equity Lease Menu Pricing

<table>
<thead>
<tr>
<th>Vehicle Type</th>
<th>Year</th>
<th>Make</th>
<th>Model</th>
<th>Trim Level</th>
<th>Quantity</th>
<th>Estimated Annual Mileage</th>
<th>Monthly Cost (Lease Rate)</th>
<th>Full Maintenance**</th>
<th>Annual Cost Including Maintenance</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/2 Ton Pickup Crew Cab 4x2 (CAB, Access)</td>
<td>2021</td>
<td>Chevrolet</td>
<td>Silverado 1500 Crew Cab</td>
<td>LT 4x2 Crew Cab 5.75 ft. box 117.4 in. WB</td>
<td>4</td>
<td>12</td>
<td>12,000</td>
<td>$509.46</td>
<td>$33.30</td>
</tr>
<tr>
<td>Mid-Size SUV</td>
<td>2020</td>
<td>Ford</td>
<td>Police Interceptor Utility</td>
<td>Base All-Wheel-Drive</td>
<td>4</td>
<td>36</td>
<td>30,000</td>
<td>$920.29</td>
<td>$0.00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Annual Cost Including Maintenance by Quantity</th>
<th>One Time Aftermarket Cost (By Quantity)</th>
<th>Residual Book</th>
<th>Estimated Resale Value @ Term</th>
<th>Estimated Equity @ Term</th>
</tr>
</thead>
<tbody>
<tr>
<td>$26,081.28</td>
<td>$0.00</td>
<td>$24,065.37</td>
<td>$33,000.00</td>
<td>$8,934.63</td>
</tr>
<tr>
<td>$44,173.92</td>
<td>$69,180.00</td>
<td>$3,256.60</td>
<td>$9,000.00</td>
<td>$5,743.80</td>
</tr>
</tbody>
</table>

**Note:**
- Monthly Cost (Lease Rate)
- Full Maintenance** includes fuel, oil, maintenance, and insurance.

**Total Annual Cost:** $70,258.20
**Total Annual One Time Aftermarket Cost:** $69,180.00
**Est Equity Return at End of Term:** $88,713.72
**Total Year One Budget:** $139,455.20
**Total Year One Budget Savings:** $174,067.40