Debt To General Fund

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Debt (Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>$31.4</td>
</tr>
<tr>
<td>2017</td>
<td>$27.6</td>
</tr>
<tr>
<td>2018</td>
<td>$21.7</td>
</tr>
<tr>
<td>2019</td>
<td>$18.4</td>
</tr>
<tr>
<td>2020 Projected</td>
<td>$18.9</td>
</tr>
<tr>
<td>2021 Projected</td>
<td>$18.9</td>
</tr>
</tbody>
</table>
Retained Earnings

Million

2016: $8.1
2017: $11.3
2018: $13.4
2019: $10.7
2020 Projected: $9.3
2021 Projected: $7.6

Fiscal Year
Funds Management

• Rate Change Trend: Decreasing each year
• Rate Impacts: Giving back to the agencies, by lowering rates
• Reduction of the debt to the general fund while lowering customer rates
• No rate change in fy20
<table>
<thead>
<tr>
<th>FY19</th>
<th>FY20 (PROJECTED)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leased:</td>
<td>1,100</td>
</tr>
<tr>
<td>Purchased:</td>
<td>3,700</td>
</tr>
<tr>
<td>Leased:</td>
<td>1,213</td>
</tr>
<tr>
<td>Purchased:</td>
<td>3,827</td>
</tr>
</tbody>
</table>
AS OF JULY 1, 2019

Motor Pool Monthly Lease Rate

\[
\text{Monthly Lease Rate} = \frac{\text{Contract Price} - \text{Salvage Lifecycle}}{\text{Salvage Value}} + \text{Fees}
\]

- **Contract Price**: Model year contract
- **Salvage Value**: Light trucks, Select sedans, Select SUVs, All others
  - Light trucks: 25%
  - Select sedans: 25%
  - Select SUVs: 25%
  - All others: 25%
- **Salvage Value**: Current lifecycle (in months) based on actual miles
- **Fees**: Admin fee & Management Information System (MIS)

In the process of retroactively applying to all vehicle leases
VEHICLE USE CLASSIFICATION

- Heavy Duty On-Road
- Heavy Duty Off-Road
- Motorcycle
- Police Pursuit

- Bus
- Light Duty On-Road
- Light Duty Off-Road
- Begin Charging a Mileage Rate for AR Vehicles
TAKE HOME & COMMUTE USE TRAINING
-2020-
State Agencies Will Receive Data In the Next Day or Two

Non-State Departments Will Be Receiving Information Soon
Commute Use
Take Home
On Call
Virtual Office
More Practical
Commute Use is a TAXABLE FRINGE BENEFIT
Take Home
is TAX EXEMPT

Qualifying State Reason + IRS Specific Justification
Take the Take Home/Commute Use Training
Protect your department and your employees
Understand the Unique Risk Implications
Encourage employees in your department to take the training.
FEEDBACK

contact me at atracy@utah.gov
TELEMATICS UTILIZATION

17 Departments

Geotab

1,548 Vehicles
OPTIMIZATION

- Help departments
  - Work closely with their drivers’ behaviors
  - Better use the dashboard reports
  - Share success stories
  - Stay informed of add on options

- Few add on options
  - Iridium Satellite Driver panic button
  - IOX-aux
  - Driver ID reader
  - FOBs
CLEAN AIR ALLOCATIONS
One Time Allocation of $4,000,000 (SB3)

- 2M to UDOT for Snowplows and 2M to DAS (Fleet)
- Replaced 238 pre-2007 vehicles overly polluting state vehicles with newer and cleaner models.
- The last of the pre-2007 State vehicles managed by the Division of Fleet Operations, are slated to be replaced within a year in the standard rotation so all funds went to snowplows
- UDOT replaced 45 in their rotation, and funds purchased 20
- All 65 snowplows have been received and are being upfitted
- One time allocation of $2,000,000 (SB2)
- Electric vehicle chargers
  - Three phase project estimated to be completed end of FY20.
  - Purchased 121 dual-port level 2 chargers for state-owned facilities
  - Estimated 11 tons of emissions saved each year which is equivalent to taking 528 cars off the road for a year.
- Chargers being installed at 21 different state-owned locations across Utah.
ELECTRIC VEHICLES
• We received the report from Sawatch Labs based on the Geotab data which gives vehicle by vehicle analysis on electric vehicle suitability.

• Fleet is assessing the data and considering vehicle usage.
NEW MOBILE APP

Can be found on Google Play and iTunes under “Utah DFO”
Design Updates

- Maintenance Vendor Rating System
  - Price, customer experience, rework, billing
- Trip Cost Estimator
- Mobility Options
MOBILE APP

Utah Division of Fleet Operations

Home

In case of breakdown, call
1-855-358-8824

Fuel

- Unleaded
- E85 (Flex Fuel)
- Diesel
- Natural Gas

Unleaded

DNR MOTOR POOL
1636 NORTH TEMPLE ST
SALT LAKE CITY, UT 84116

Maverik Store #327
206 N NORTH TEMPLE ST
SALT LAKE CITY, UT 84103

Blue Star 1, Inc.
610 W 300 W
SALT LAKE CITY, UT 84103

Transportation

Service / Repair

Settings
MOBILITY OPTIONS

AND DEVELOPMENT
MOBILITY OPTIONS

Current Options
- E-Bike
- UTA
- Mileage Reimbursement
- On Demand Motor Pool
- Enterprise Vehicles
- Fleet Provided Vehicles

Developing
- Ride Hailing Contract
- Key Kiosk

Researching
- Scooters
- New Motor Pools
Looking into the App giving best option:

- Fleet Vehicle
- Personal Vehicle
- Lyft Ride Hailing
NEW GAS CARD PROVIDED BY EKOS/WEX WILL OFFER A LARGER SELECTION TO RETAIL GAS STATIONS REDUCING FUEL REIMBURSEMENTS.

EKOS DASHBOARD WILL PROVIDE REAL TIME DATA ON FUEL PURCHASES WITH AN INTERACTIVE MAP TO SHOW PRICE COMPARISON TO HELP REDUCE FUEL COST.

STATE OWNED AND OPERATED FUEL SITES WILL BE PRIVATIZED, PROVIDING A DIRECT PASS THROUGH PLUS RATES, WITH NO CARD FEES.

EKOS FUEL SITE MANAGEMENT SOFTWARE WILL REVOLUTIONIZE THE WAY THE STATE FUEL NETWORK PURCHASES FUEL. CREATING A ONE STOP SHOP FOR FUEL SITE MONITORING, ORDERING, AND RECONCILIATION.

NEW FUEL CARDS WILL BEGIN TO BE DELIVERED TO STATE FUEL CUSTOMERS BY THE MIDDLE TO END OF NOVEMBER 2019.

BY THE END OF JANUARY 2020 FULL IMPLEMENTATION OF WEX GAS CARDS AND EKOS PLATFORM AND TERMINATION OF FLEETCOR GAS CARDS.
QUESTIONS?