

Pricing



Marshall County

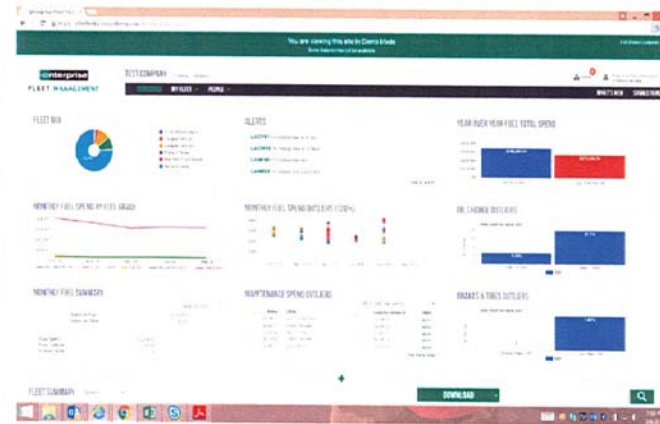
Fleet Vehicles

	2017 Ford F-250 Ext Cab 8ft Bed 4x4	2017 Ford Explorer 4x4
Base Lease Payment (Open-Ended Lease Depreciation @ 1.25)	\$ 439.65	\$ 416.90
Budgeted Maintenance	\$ 45.32	\$ 41.29
Monthly Cost	\$ 484.97	\$ 458.19
Cost Per Mile	\$ 0.23	\$ 0.22
Reduced Book value 60 Mo	\$ 6,907.40	\$ 7,880.40
Est. Resale Value 60 Mo	\$ 17,500.00	\$ 15,400.00
Potential Gain on Sale	\$ 10,592.60	\$ 7,519.60
Est. Equity per Mile	\$ 0.11	\$ 0.08
Est. Effective Cost per Mile	\$ 0.13	\$ 0.14

Summary of Services

Our lease includes a fleet manager to help with the everything listed below on the entire fleet.

- Procurement
- Financing Options to fit each vehicle pattern
- Maintenance and Fuel tracking to allow use at any fuel station or maintenance shop
- Remarketing to dispose of vehicles for maximum value at any time needed
- Simplicity of everything above being managed so the county can focus on more important items



A photograph showing a row of cars parked in a lot. The scene is bathed in a warm, golden light, likely from a low sun, creating a strong lens flare effect. The cars are mostly white and silver, and their forms are slightly blurred, suggesting a shallow depth of field. The background is a bright, hazy sky.

Marshall County Fiscal Court

References



Financing

Dealer Net Lease	Municipal Equity Lease
Your payment is made like a long term rental. The entire amount would be an expense.	Monthly payment consists of principal and interest. So, you are paying down a balance every month, just like a finance.
Leasing company owns equity in the vehicle (basically a long rental)	You own the equity in the vehicle. Just like finance, you can buy it at any time for the balance owed.
Closed Ended- you must turn in or purchase at fair market value	Open Ended- you can turn in, or purchase at current balance, or extend the payments until paid off
Mileage penalties- \$.xx amount per mile over agreed limit.	No mileage penalty. Mileage is used as a guide to determine resale value.
Wear and tear penalties	No wear and tear penalty. A \$200 dent means it's worth less at resale, just like if you owned it.
Cannot be treated as an asset, only as an operating expense.	Can be treated as an asset and depreciate or as an operating expense.