

**Analysis Assumptions**
**Vehicle Assumptions**

Chassis Type	TRUCK	Price Per Gallon Fuel	\$2.80
Gross Vehicle Weight	Greater than 6000 lbs	Fuel Inflation Rate	3.00%
		Purchase Mpg	21.50
Annual Rate of Inflation	2.00%	Lease Mpg	21.50

**General Assumptions**

			EFMLEASE	PURCHASE
Company's Income Tax Rate	21.00%	Annual Mileage	25,000	25,000
Company's Cost of Capital	4.75%	Sales Tax Rate	6.00%	6.00%
Daily Cost of Driver Downtime	\$100	Bonus Depreciation	\$0	\$0

**Vehicle Purchase**

	EFMLEASE	PURCHASE
Vehicle Invoice Cost	\$28,243	\$28,243
Invoice Incentives	(\$1,500)	\$0
Off-Invoice Incentives	\$0	\$0
Markup (Down)%	0.00%	0.00%
Aftermarket Equipment	\$2,000	\$2,000
Other Costs & Deductions	\$0	\$0
Sales Tax Capped in with Vehicle	\$0	\$0
<b>Vehicle Price</b>	<b>\$28,743</b>	<b>\$30,243</b>
Down Payment	\$0	\$0
Amount of Deposit	\$0	\$0
<b>Capitalized Price / Amount Financed</b>	<b>\$28,743</b>	<b>\$30,243</b>



## FLEET MANAGEMENT

Profile: 1B General Housing Account  
CPA Presentation 8 year 4/1/2019 COPY  
(199013)

## 2019 Ford F-150

XL 4x2 Regular Cab Styleside 6.5 ft. box  
122 in. WB

## Comparison Profile

Customer: 1B General Housing Account

### Cost Components

Lease & Finance Components	EFMLEASE	PURCHASE
Monthly Depreciation Rate	1.67%	1.67%
Interest Factor	5.44%	5.75%
Management Fee	0.0870%	0.0000%
Lease / Finance Term (Months)	60	60
Monthly Rent with Tax	\$572	\$0
<b>Taxes</b>		
Monthly Use Tax Amount	\$0	\$0
Up-front Sales Tax Amount	\$1,725	\$1,815
<b>Ancillaries</b>		
Oil Change Mileage Interval (Miles)	6,000	5,000
Full Maintenance Rate	\$0	\$0
Maintenance Management Rate	\$8	\$0
Monthly Physical Damage Rate	\$35	\$0
Monthly Liability Rate	\$100	\$0
Insurance Premium	\$0	\$135
% of Premium Paid Upfront	0.00%	0.00%

### Productivity Savings

	EFMLEASE	PURCHASE
Daily Cost of Driver Downtime	\$100	\$100
Annual Cost of Administrative Time	\$50	\$250

### Vehicle Resale

	EFMLEASE	PURCHASE
RBV at Term	\$0	\$0
Sale Of Vehicle	\$2,584	\$2,084
Service Charge	\$300	\$0
Amount of Deposit	\$0	\$0
<b>Estimated Net Gain (Loss) on Vehicle</b>	<b>\$2,284</b>	<b>\$2,084</b>
	8 Years Old	8 Years Old



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year 4/1/2019 COPY (199013)

## 2019 Ford F-150

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## Comparison Profile

Customer: 1B General Housing Account

### Present Value Analysis

	Vehicle #1								
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Totals
Enterprise Fleet Management Lease									
Payment Depreciation	\$5,749	\$5,749	\$5,749	\$5,749	\$5,749	\$0	\$0	\$0	\$28,743
Payment Management Fee	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$2,400
Payment Interest	\$811	\$811	\$811	\$811	\$811	\$0	\$0	\$0	\$4,056
Sales Tax	\$1,725	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,725
Maintenance Fee	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$720
Preventative Maintenance	\$240	\$1,946	\$1,881	\$414	\$2,006	\$2,200	\$270	\$2,249	\$11,207
Non-Preventative Maintenance	\$154	\$618	\$1,152	\$1,614	\$2,080	\$2,738	\$3,142	\$2,444	\$13,941
Downtime from Maintenance	\$75	\$486	\$574	\$384	\$774	\$935	\$646	\$889	\$4,763
Fuel	\$3,163	\$3,273	\$3,387	\$3,513	\$3,662	\$3,817	\$3,990	\$4,171	\$28,976
Annual Insurance Premium	\$1,620	\$1,652	\$1,685	\$1,719	\$1,754	\$1,325	\$1,351	\$1,378	\$12,485
Administrative Cost	\$50	\$51	\$52	\$53	\$54	\$55	\$56	\$57	\$429
Sale of Vehicle	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$2,584)	(\$2,584)
Service Charge at End of Lease	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$300	\$300
Sub-total of Cash Outlay	\$13,976	\$14,975	\$15,681	\$14,647	\$17,279	\$11,461	\$9,846	\$9,295	\$107,161
Cash Flow from Income Tax Deduction	(\$2,924)	(\$3,134)	(\$3,282)	(\$3,065)	(\$3,617)	(\$2,395)	(\$2,056)	(\$1,940)	(\$22,414)
Total Cash Outlay	\$11,051	\$11,841	\$12,399	\$11,582	\$13,662	\$9,066	\$7,791	\$7,355	\$84,747
Present Value of Annual Cash Outlay	\$10,834	\$11,029	\$11,013	\$9,811	\$11,038	\$6,985	\$5,723	\$5,191	\$71,624
Present Value of Total Payments	\$71,624								



## FLEET MANAGEMENT

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year 4/1/2019 COPY (199013)

## 2019 Ford F-150

XL 4x2 Regular Cab Styleside 6.5 ft. box 122 in. WB

## Comparison Profile

Customer: 1B General Housing Account

	Vehicle #1								
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Totals
Owning Vehicle									
Annual Loan Payment - Principal	\$5,375	\$5,693	\$6,029	\$6,385	\$6,762	\$0	\$0	\$0	\$30,243
Annual Loan Payment - Interest	\$1,599	\$1,281	\$945	\$589	\$212	\$0	\$0	\$0	\$4,627
Sales Tax	\$1,815	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,815
Preventative Maintenance	\$275	\$2,252	\$2,178	\$2,391	\$2,266	\$2,438	\$417	\$2,536	\$14,752
Non-Preventative Maintenance	\$154	\$618	\$1,152	\$1,614	\$2,080	\$2,738	\$3,142	\$2,444	\$13,941
Downtime from Maintenance	\$81	\$544	\$631	\$758	\$823	\$980	\$674	\$943	\$5,434
Fuel	\$3,256	\$3,369	\$3,487	\$3,617	\$3,770	\$3,930	\$4,107	\$4,294	\$29,829
Annual Insurance Premium	\$1,620	\$1,652	\$1,685	\$1,719	\$1,754	\$1,341	\$1,368	\$1,396	\$12,536
Administrative Cost	\$250	\$255	\$260	\$265	\$271	\$276	\$282	\$287	\$2,146
Sale of Vehicle	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$2,084)	(\$2,084)
Sub-total of Cash Outlay	\$14,424	\$15,664	\$16,366	\$17,338	\$17,937	\$11,703	\$9,990	\$9,816	\$113,238
Cash Flow from Income Tax Deduction	(\$3,118)	(\$4,073)	(\$3,336)	(\$2,976)	(\$3,022)	(\$2,765)	(\$2,405)	(\$1,635)	(\$23,329)
Total Cash Outlay	\$11,306	\$11,591	\$13,030	\$14,362	\$14,915	\$8,938	\$7,585	\$8,181	\$89,909
Present Value of Annual Cash Outlay	\$11,084	\$10,796	\$11,574	\$12,166	\$12,050	\$6,886	\$5,574	\$5,733	\$75,863
Present Value of Total Payments	\$75,863								