Date: January 2025

Fleet Management, Fleet Services, and Automotive Services Summary:

Key Performance Indicators (KPIs)			
Area	FS 2019	2024	Improvement
# of Vehicles	904	839	7.19%
# of Vehicles on Lease	33	515	482
Note: Total Available to put on Lease	168		
PM Compliance	69%	95%-99%	26-30 Point
Age of the Fleet	2006	2021	15 Year
Green Vehicles	3	22	19
Parts Inventory	Max $109,000	33,260	$75,740
Repair Cost (Excludes PMs/Upfitting)	$940,170.98	$503,782.96	$436,388.02
Auction Sales	Non UA Auction Site	UA Auction Site	WoW! 2516%
	75 Vehicles (320,589.96)	704 Vehicles ($8,389,035.92)	
Auction Sales Additional Fees	$40,073.65	UA Site (No Fees)	Huge!
Auction Vehicles Age Model	N/A	2010	
Lifetime Maintenance Cost	N/A	$8,862,154.40 Note: data not available prior December 2007. Estimated to be $12 million.	Funds being used for a newer, reliable fleet

Auction Sites:

General Use Vehicle Auction Site: https://uafleetauction.ua.edu/

Police Vehicles Auction Site: https://uapdauction.ua.edu/

Vehicle Replacement Schedule:

- Light Trucks/Sedans every 3-4 Years (Complex Repairs under Manufacture Warranty)
- Program Sustainable: Example:
    - Auction Sale $ + cumulation of GAP money from monthly lease = New Vehicle Cost
    - Example (actual):

2024 Camry Cost $28,198
GAP from Monthly Lease $250 (36 months) = $9,000
<u>$19,198</u> is the breakeven amount needed for the auction sale
<u>Note: Our Replacement Calculator spreadsheet informs us of the best time to sell a
vehicle based on the accumulation of GAP funds and the current auction sale.</u>

Benefits of Leasing a Vehicle with UA:

- Department sales of a department-owned vehicle receive the auction funds minus ($300/$500 Administrative Fee)
  - Departments are encouraged to use these funds to pay for the monthly lease
- Monthly Lease includes PM services (oil/oil filter and labor of the PM and Physical Coverage Insurance Premium)
  - Note: This positively impacted the achievement of a 95% PM compliance rate (up from 69% in 2020), and vehicle damage repairs were performed in a timely manner.
- Faculty/Staff Morale positively impacted
- Selling 704 vehicles eliminated "Eyesore Vehicles" from campus
- Eliminating 65 vehicles improved our rightsizing, utilization, and improved our sustainability efforts with newer, more efficient vehicles
- Vehicles are designed to meet department needs and are purchased in advance by working with departments.

<u>Leasing Table Example:</u>

Vehicle Cost	Monthly Lease	GAP	Insurance	PM Fees
$25K<	$275	$171	$30.10	$33.10
$25K- $35K	$375	$250	$30.10	$33.10
$35K - $45K	$475	$295	$30.10	$39.10
$45k - $55K	$575	$375	$30.10	$39.10

- We intentionally keep our monthly lease at a desirable amount. This makes it easy for the department to plan annual budgets and helps with unexplainable expenses.

Note: Outside the University, a $45,000 Vehicle Loan for 60 months at 5% interest would be $849.21 monthly lease. Our method saves the department $374.21 a month or $4,490.52 annually. In addition, PM services are covered every 5 months or 4,000 miles, and the premium for physical coverage insurance is included in the monthly lease. These services and premiums are not covered by other outside loans. Departments also have their vehicle replaced every 3 to 4 years.

Automotive Service Staff has Access to the following Specialized Equipment and Software:

Our shop is 16,000 square feet with about 90 feet of drive-over oil pit. Some of our other shop equipment includes: EVAP smoke test machine, refrigerant recovery machines, battery tester, Hunter Extended Alignment Machine, 3 Post Lifts, 5 Cassette lifts, 6 Koni Column lifts (18,500 lbs. each), oil crushers, an outside conditioned flammable building, etc.

Our staff uses Asset Works software, CAM, BANNER, along with the following:

Our GM resources are very similar to those used at a dealership. We use the GDS2 application to diagnose modern vehicles and the Tech2Win application to diagnose older vehicles. The Service Programming System "SPS" gives us module programming capabilities that we utilize through the ACDELCOTDS website. We can view warranty coverage dates and warranty service history through our GM Fleet Tools. We have OEM service information manuals online.

We also have access to OEM Ford software as well. The Ford Diagnosis and Repair System application allows us to perform diagnostic procedures on modern vehicles. The Ford IDS application is for diagnostic purposes on older models.

There are two different laptops that we use for diagnosis of heavy-duty trucks. The generic JPRO software is our means of communication for various makes and models of garbage trucks, dump trucks, etc. Premium Tech Tool is our software application for Mack/Volvo vehicles.

For Toyota and Dodge vehicles, we utilize Autel scan tool. This allows us to perform bi-directional tests, retrieve diagnostic trouble codes, and view live data.

Awards:

2024 Fleet Innovation Award

- Recognized in publications from the UA President's Office, UA Strategic Communications, and the UA Alumni Association

Conferences Attended:

Asset Works Conference Kansas City, MO, March 2024
GM Summit Las Vagas, NV April 2024
Bridgestone Tires Plant Tour, Nashville, TN June 2024
NASUF Conference Virginia Beach, VA September

Staff Educational Achievements:

Mercury Associates Fleet Study in 2019 identified the lack of Staff Certifications. As of December 2024, our staff has the following list of educational achievements:

Master's degree in human resources
BS in Business Administration
BS in Biology
AS in Medical Records and Coding
AS in Billing & Insurance Coding with Business Operations
AS in Applied Science
FEME IS-00100.he Certificate
GM World Class Technician
Associate Degree in Electrical Technology
Welding Certificate

Diesel Tech certification
Mercury tech certificate
Mercury Large 4-stroke certification
Mercury 2-stroke certification
Mercury Verado certificate
Mercury EFI certification
Mercury Mercruiser certification
Yamaha tech certificate
Yamaha larger 4-stroke certification
Yamaha small 4-stroke certification
Yamaha HPDI certificate
Johnson outboard tech certification
Evinrude outboard tech certification
Ford certification technical training
Heil half/pack certificate
Class B CDL
Forklift Licenses
CPR certified
Bendix Air Systems Certified
Level II Hunter Alignment Intermediate Course
Automobile Advanced Level Specialist in Engine Performance
ASE Master Automobile Technician
ASE Medium/Heavy Truck Technician-Gasoline Engines
Ford Electrical Block Training
Hybrid and Electrical Vehicle Operation and Diagnosis
ASE Refrigerant Recovery and Recycling
MAC 609 Freon Recovery
Ford STARS (Numerous Certificates in Specialized Areas)
GM AC Delco (Numerous Certificates in Specialized Areas)
Hunter Alignment
Heil Half/Pack
Mack/Volvo Software
JPRO Software

During the **calendar year 2024**, the staff in Fleet Management, Fleet Services, and Automotive Services completed the following training:

   2024 Clery Act and Campus Safety
   2024 Conflicts of Interest Disclosure Review
   2024 Cybersecurity Awareness Review
   2024 Equal Opportunity, Sexual Misconduct, and Title IX
   2024 FERPA Review
   2024 GLBA Review
   2024 HIPAA Review
   2024 Office of Disability Services Annual Review
   2024 Protecting Privacy Review
   2024 Red Flags Refresher
   2024 Youth Program Staff Orientation

Accounting for non-accountants
Child Abuse Awareness, Prevention, and Reporting
Clery Act and Campus Safety
Crucial Conversations
Cybersecurity Awareness
Ein8 Celebration: Respect for Differences
Ein8 Celebration: Ethical Decision Making
Ein8 Celebration: Managing Compliance, Risk, and Safety
Ein8 Celebration: Welcome & Icebreaker
Equal Opportunity, Sexual Misconduct, and Title IX
Essentials of Team Collaboration
Ethics in Eight: 1 - Quality
Ethics in Eight: 2 - Respect for Differences
Ethics in Eight: 3 - Compliance
Ethics in Eight: 4 - Confidentiality
Ethics in Eight: 5 - Conflicts of Interest
Ethics in Eight: 6 - Stewardship
Ethics in Eight: 7 - Safety and Security
Ethics in Eight: 8 - Appropriate Billing
Ethics in the Age of Generative AI
Excel for Everyone - From Beginner to Intermediate
FERPA: Confidentiality of Student Records
Fighting Identity Theft: The Red Flags Rule
General Driver Safety Training
How to Have Fewer, Better Meetings
Hybrid New Employee Orientation
Introduction to Hazard Communication
Learning Excel Desktop (Office 365)
Leave and Accommodations Introduction
Management Foundations
Managing Conflicts of Interest Intro
Outlook: Tips and Tricks
Practical Ethics for Businesses and Individuals
Protecting Privacy
Run, Hide, Fight: Active Threat Overview
Suicide Prevention: Ask, Listen, Refer
The Surprising Power of Seeing People as People
UA Agility Series: Change Management
UA Agility Series: Process Improvement Overview
UA Agility Series: Psychological Safety
UA Procurement Concur Travel and Expense eLearning
Understanding Your UA Fiscal Responsibilities
Utility Cart and Golf Cart Safety
Van Safety