



WINNIPEG FLEET MANAGEMENT

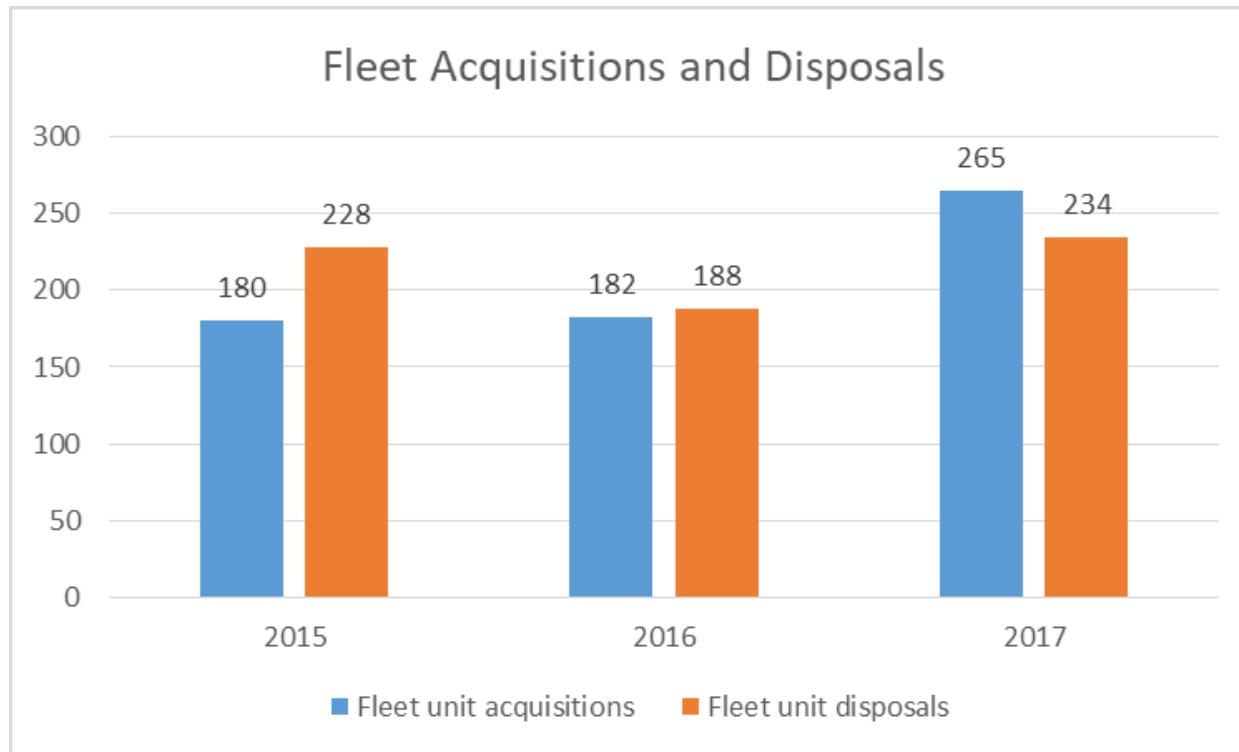
PRELIMINARY 2019 OPERATING AND CAPITAL BUDGETS



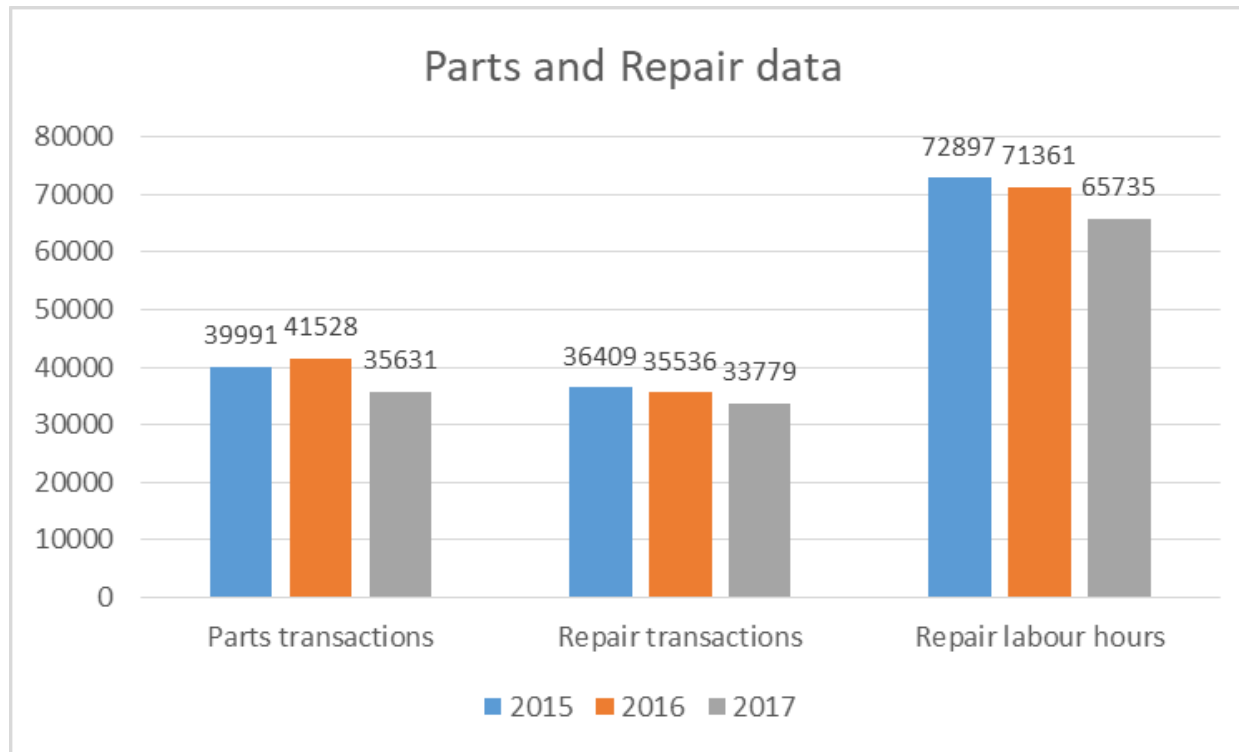
1. Fleet Fast Facts
2. Service Level Statistics
3. Operating Budget Submission
4. Salary & Benefits and Full Time Equivalents
5. Capital Budget Submission
6. Business Plan Service Goals



- Special Operating Agency since 2003 with own Operating Charter
- Mission is to provide quality, economical, safe and eco-friendly fleet vehicles and equipment for the City of Winnipeg
- Vision is to be the most efficient fleet service provider with a focus on innovation, safety and customer service
- Operates four fleet service centers located across the City to provide repair and maintenance and manufacturing and fabrication services
- Provides comprehensive fleet management services including specification, inspection & procurement, insurance, rentals, fueling, lifecycle management and disposals

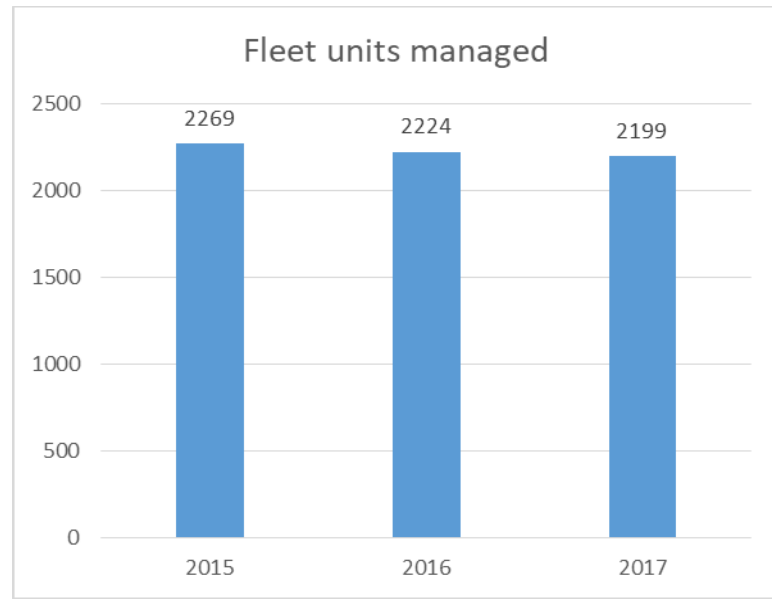
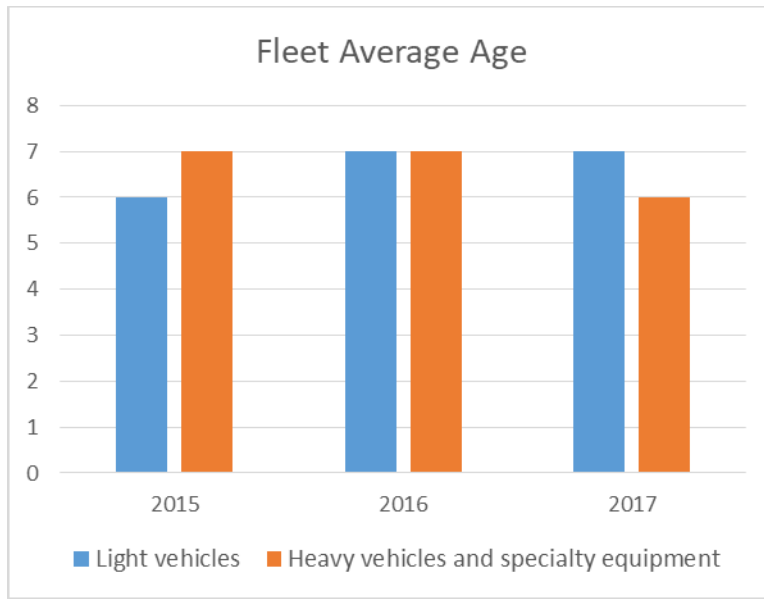


Fleet units acquired and disposed have increased in recent years partially due to changes in fleet asset disposal methods and improved life cycle analysis.



Parts and Repair transactions and labour hours have decreased primarily due to procurement of new vehicles and equipment.

Statistics— Fleet Average Age and Units Managed



The average age of the fleet and the number of units managed have remained relatively steady.

Comparison of 2018 Adopted Budget to 2019 Submission (in millions)

	2018 Adopted Budget	2019 Submission	2019 Increase / (Decrease)			2020 Projection	2021 Projection
			\$	%	Notes		
Revenue	\$ 49.0	\$ 48.9	\$ (0.1)	-0.2%	1	\$ 49.6	\$ 50.0
Expenditure	49.0	48.8	(0.2)	-0.4%	2	49.1	49.7
Surplus/Deficit	\$ -	\$ 0.1	\$ 0.1			\$ 0.5	\$ 0.3

Notes:

1) Revenue change due to the following:

- Increase in fuel sales	\$ 0.1
- Decrease in services and parts revenue	(0.2)
Net Revenue Change	(0.1)

2) Expenditure change due to the following:

- Increase in debt and finance charges	\$ 0.6
- Increase in fuel	0.1
- Decrease in parts	(0.5)
- Decrease in services	(0.2)
- Decrease in other supplies	(0.2)
- Decrease in salaries and benefits	(0.1)
- Miscellaneous adjustments.	0.1
Net Expenditure Change	(0.2)
Increase / (Decrease)	\$ 0.1

Salary & Benefits and Full Time Equivalents (FTEs) 2019 Operating Budget Submission

	2018 Adopted		2019		Change	
	Budget		Submission			
	FTEs	\$ millions	FTEs	\$ millions	FTEs	\$ millions
Salary & Benefits	131.11	11.165	129.14	11.043	(1.97)	(0.122)

FTE's by division:

Operations - Repair & Manufacturing facilities	103
Procurement, insurance, rentals, fuel, disposal	12
COO, IT, Finance, Safety	14
	<hr/> 129

List of Capital Projects:

Capital Budget Submission (in thousands)								
	2018 Adopted	2019 Submission	Forecast					6-Year Total
			2020	2021	2022	2023	2024	
1 Shop Tools & Equipment Upgrades	\$ 737	\$ 627	\$ 701	\$ 664	\$ 664	\$ 664	\$ 664	\$ 3,984
2 Power Tools	180	150	150	150	150	150	150	900
3 Fuel Site Upgrades and Improvements	540	200	410	305	305	305	305	1,830
4 Fleet Asset Acquisitions	21,224	22,336	15,178	15,670	15,670	15,670	15,670	100,194
TOTAL CAPITAL PROJECTS	\$ 22,681	\$ 23,313	\$ 16,439	\$ 16,789	\$ 16,789	\$ 16,789	\$ 16,789	\$ 106,908

2019 Fleet Asset Acquisitions estimates by category (in thousands):

Specialty and fire equipment	\$ 6,488
Industrial equipment	4,534
Light duty trucks	3,617
Medium duty trucks	3,113
Sedans	1,699
Attachments	1,433
SUV, Agricultural & Other	1,452
	\$ 22,336



- Expand upon the Agency's comprehensive Fleet Management Solution system with the addition of a customer information portal for increased transparency and efficiencies.
- Implement regular reporting to civic departments on AVL idling trends for action on reduction measures.
- Assess implementation of the agency's Operational Review identified recommendations that would innovate or enhance future service delivery.
- Optimize lifecycle management by improving use of both vehicle utilization data and repair and maintenance data for vehicle replacement planning and to reduce the overall cost and size of the fleet.
- Enhance repair service for customers through the implementation of improved shift schedules for increased shop productivity and enhanced maintenance services.

QUESTIONS?

