

# City considers leasing to replace aging vehicle fleet

By JACK FICHTER  
Cape May Star and Wave

CAPE MAY — Enterprise Leasing offered a proposal to City Council, claiming it could save the city more than \$500,000 over the next 10 years by the city leasing its vehicles and returning them for resale every five years.

At a March 21 meeting, Seth Frankel, a fleet management account executive of Enterprise Leasing, said the city has a fleet of 77 vehicles

with an average age of 8.7 years old.

City vehicles drive an average of 6,000 miles per year, according to Frankel. He said the city buys an average of five new vehicles per year with its current average model year from 2014.

Frankel said the city tended to keep its vehicles for 20 years. Cape May County and the county Municipal Utilities Authority lease vehicles from Enterprise, he said.

“My goal coming into the meeting with the city

was to lower the average age of your fleet, reduce your operating expenses, and that includes maintenance and fuel, and maintain a manageable vehicle budget which is lower than what you do now,” Frankel said.

He said Enterprise is a full-service fleet management company handling acquisition, funding, fuel, maintenance, resale, licensing, titles, driver safety and accident management. Enterprise would partner with the city’s existing maintenance facility, he said.

“We’re going to let you know the optimal time to hold your vehicles, which vehicles get the lowest total cost of ownership and then make recommendations year over year,” Frankel said.

The city could lower its vehicle budget by replacing cars every five years, he said. Cape May’s vehicles are older, not losing a lot of value, running well, but have higher fuel and maintenance costs, Frankel said. He said the city has vehicles that delivered 13 miles per gallon that now get 9 MPG. “The city buys their ve-

hicles under government contracts,” Frankel said. “You buy the vehicles lower than the general public, now you’re going to sell them in five years when the values are high. We like to call it ‘buy low, sell high.’”

Mayor Zack Mullock said the city has moved toward hybrid and electric vehicles.

Frankel said 33 of the city’s 77 vehicles are over 10 years old.

“Can you imagine if we got rid of every one of those over a year?” he asked.

The city spends an average of \$290,000 per year on new vehicle purchases based on a 10-year history, Frankel said. He said the city spends \$138,000 on vehicle maintenance and \$115,000 on fuel annually.

Cape May’s total annual vehicle budget is \$544,000, he said. If the city leased 33 vehicles from Enterprise, the purchasing budget would cease. The lease expense would total \$318,000 but the city would get back about \$99,000 from resale of vehicles, about \$3,000 per car from Enterprise, Frankel said.

He said maintenance costs would be reduced from \$138,000 to \$98,000 with fuel dropping from \$115,000 to \$102,000.

“By replacing 33 vehicles, you can save \$124,000 in year one,” he said. “Fast forward over 10 years, that’s where we got our \$515,000.”

Frankel acknowledged it was currently difficult to purchase new vehicles due to computer chip shortages and supply chain issues. He said Enterprise has contracts with new car dealers all over the state.

Enterprise could not order 33 vehicles on day one but it would supply that number of vehicles over the course of a year, Frankel said.

He said Enterprise does not lease street sweepers or fire trucks but can lease police vehicles and would handle outfitting vehicles with communications equipment, lights and sirens.

The city has the option of purchasing the lease vehicles in the future, if it wanted to end its contract with Enterprise, Frankel said.

Deputy Mayor Lorraine Baldwin said the analysis

of the city’s vehicle fleet offered by Enterprise included 12 Polaris all-terrain vehicles which would be at a much lower rate.

Police Chief Dekon Fashaw said it was a good time for the city to consider leasing. He said the Department of Public Works had to replace floors in some of its pickup trucks.

Fashaw questioned if airbags still worked in 10- to 15-year-old vehicles, which also lack backup cameras. He said the safety of city employees was a priority.

During public comment, former councilwoman Stacy Sheehan said the city would save only \$50,000 per year by leasing vehicles. She noted Frankel said the average city vehicle was driven 6,000 miles per year. She said many city vehicles are driven only during the summer season.

“Maybe they should be over 10 years old if they are only driven three months out of the year,” Sheehan said.

Councilman Mike Yeager said maximizing the number of miles driven was not part of the process, minimizing the cost was the key issue.

## NOTICE TO WEST CAPE MAY WATER CUSTOMERS 2023 WATER MAIN FLUSHING SCHEDULE

Water mains in the Borough of West Cape May will be “flushed” to remove the build-up of rust and sediment. This procedure will help improve the quality of drinking water. While flushing does not “cut off” the supply of water, it will “stir up” the rust and sediments in the water lines.

Customers should **REFRAIN** from doing laundry.

Flushing dates are as follows:

**May 8, 2022**

**MYRTLE AVENUE-CENTRAL AVENUE**

**(EAST OF BROADWAY)**

**May 9, 10, 11, 12 2023**

**(WEST OF BROADWAY)**

Flushing will occur between 7 am & 3 pm.

Any questions, please call the Borough of West Cape May Water Department

609-884-1005 ext. #108

## Ready for action

Continued from Page A1

shed management plan, funding from the Federal Emergency Management Agency included installation of pre-storm pumping capacity to lower Lake Lily’s surface elevation by as much as 2.5 feet across the 16-acre

surface to be ready to accept the expected influx of stormwater from the street drainage.

As of Feb. 25, 2020, 419 National Flood Insurance Program policies have been in effect in Cape May Point with coverage of \$121.4 million in force, yielding \$334,873 in annual premiums.

The plan states Borough Commission needs to consider a line item in the municipal budget as a dedicated funding source for stormwater or flood-control purposes. The implementation of a stormwater utility is probably the most common local funding source seen since the funds must come from a dedicated source, not part of the general fund.

The borough faces significant effects within the easterly third of the community with any rise in sea level above 5 feet higher than in 2021 greatly expanding both the impacts and the costs of dealing with those impacts.

While the community is prepared to defend against severe oceanic storms in the future, the two primary stormwater drainage pathways pose a dilemma that will require considerable engineering expertise and have a high cost of implementation, states the plan.

On the topic of sea level rise, the plan states the potential for flooding between 2021 and 2050 is quite minimal due to the existing barriers to such

inundation.

Any sea level rise would produce some static surface groundwater rise in the permeable soils underlying Cape May Point, but with the average depth to the water table currently between 5 and 7 feet below the surface, the conditions are suitable for continued safe operations within the borough.

With a sea level rise of 5 feet by 2100, the conditions would require both reinforcement of the oceanfront dune and barrier protection and the likelihood of raising a target area that covers 50 acres by a minimum of 3 feet. In comparison to this outcome at other Cape May County coastal communities, this compensation for sea level rise is economically feasible and practical, the plan states.

The plan notes Cape May Point infiltrates about 50 percent of all rainfall within the borough limits. This reduces the flow discharged into Delaware Bay significantly, which is further enhanced by the absence of concrete curbing along the roadways allowing impervious surface flows to infiltrate into the sandy soils as the water flows toward the stormwater vaults.

The Watershed Management Plan is available at capemaypoint.org.

Get ready to experience  
World-Class Live Theater in the heart of historic downtown Cape May, NJ

Recognized Playwrights • World Premiere Plays  
Tony Award Winning Actors • Talented Broadway Singers  
New Play Readings • Classic Movies • Holiday Entertainment

# CAPE MAY STAGE



Scan the QR Code for information or visit capemaystage.org  
Call the Box office @ 609-770-8311



2022 WINNER

**FLIGHT DECK DINER** Fly on in

OPEN DAILY • 7:30am – 2:00pm  
Frequent Flyer? Join our BREAKFAST CLUB

Cape May Airport off Breakwater Road  
609-886-1105 • Flightdeckdiner.com

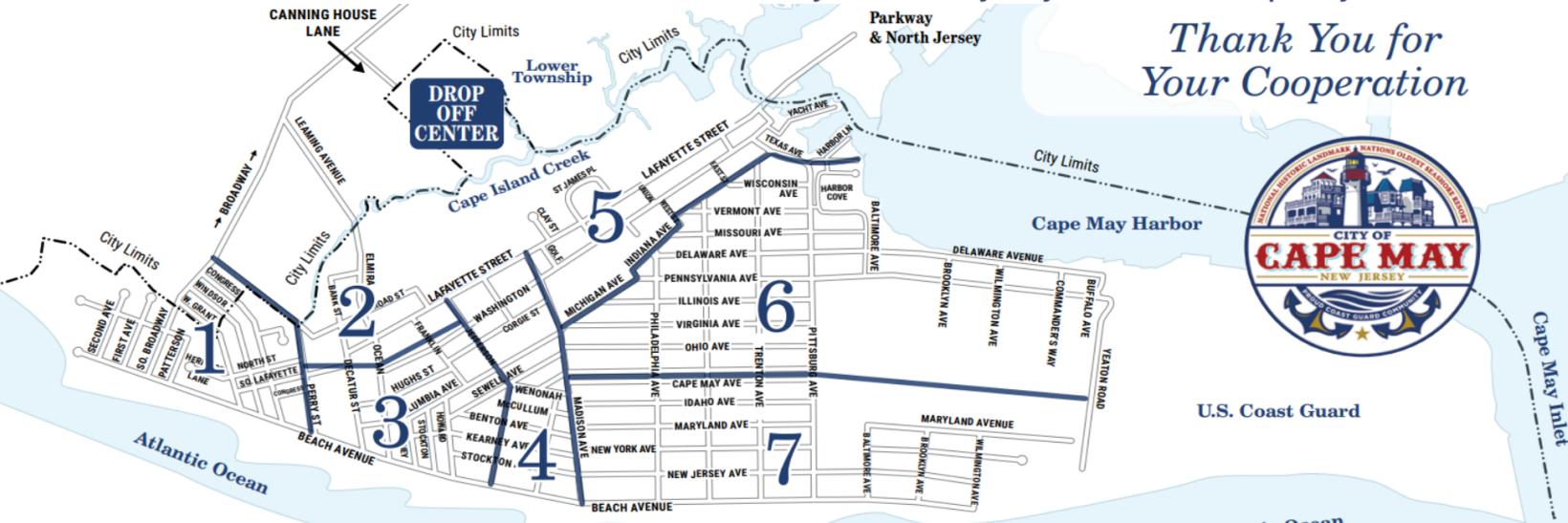
**CUP OF SOUP & HALF SANDWICH \$6.99**  
MON. - FRI. LUNCH COMBO

# 2023 Spring Water Main Flushing Schedule April 17 - May 3

## Notice to City of Cape May Water Customers

While flushing does not cut off the supply of water, it does “stir up” sediment. If discolored water occurs, run the **cold water** for a few minutes until it clears so the sediment can work its way through the pipes. The discoloration does not affect the water quality. Please check for discolored water before doing laundry. Wait until the water runs clear at the tap first. If water pressure seems low after flushing in your area, check the faucet screens for trapped particles.

1. Monday & Tuesday, April 17 & 18: West of Perry St.
2. Wednesday, April 19: North of Mall: Perry to Jefferson
3. Thursday & Friday, April 20 & 21: South of Mall, Perry to Jefferson
4. Monday & Tuesday, April 24 & 25: Jefferson to Madison
5. Wednesday & Thursday, April 26 & 27: North of Michigan, Indiana & Massachusetts Aves.
6. Friday & Monday, April 28 & May 1: North of Cape May Avenue
7. Tuesday & Wednesday, May 2 & 3: South of Cape May Avenue



Thank You for Your Cooperation



U.S. Coast Guard

City of Cape May Water/Sewer Department 609-884-9575