

Leasing Patrol Vehicles Research  
January 2008

Agency	Have Leased	Comments
East Palo Alto, Steve Belcher, 831- 359-0911	Yes	Seemed to work out fine, Finance Department felt down side was that the vehicles are not owned by city.
Brentwood, Larry Shaw, retired	Yes	Cars got "miled out" prior to the end of lease, had to buy out lease, purchase now. Livermore had a great program.
Fairfax, Sgt. Christopher Morin, 415-453-5330	Yes	Second round of leasing vehicles, through Ford, very helpful, had vehicle equipped and rolled into lease, very happy
Claremont, Paul Cooper, 909-399- 5401	Yes	Started 6 years ago, basically pay for vehicles in three installments and then a \$1 at end and car is yours. Only downside is the interest that is generated by the lease option.
Delano, Dale Mendenhall, 209- 736-2567	Yes	Leased 22 vehicles, starting "take home" program. Worked out well
Twin Cities, Capt. Mike McDuffee, 415-927-5158	Yes	Leased 5 vehicles through Ford and was very satisfied. No mileage problems and make sure the drive train warranty covers the lease period.
Millbrae, Marc Farber, 650-259- 2472	Yes	Leased in 2007, 4 year lease, \$6500 per car, did not get equipped, and after 4 years get vehicles for \$1. Leased through Wondries in S. Cal.
Sand City, Michael Klein	Yes	Has been leasing police and public works vehicles for years. Wrapped extended warranty and at the end of 3 years still under warranty. Been working with Texoma Ford and they have the best deal. Had one experience where car did not meet Sgt. satisfaction. Texoma flew out installers and fixed the issues.
Isleton, R. Jole	Yes	Leased 3 Dodge Chargers (5 years) Working pretty good. One bulk payment per year and then final \$1 payment. All equipment rolled into lease.
Imperial, Miguel Colon, 760-355- 3330	Yes	Just started leasing program and very happy. Leased 4 patrol cars, 1 detective car, and one suv for supervisors for a year with what in the past would buy one car. 3 year lease, get car for \$1 at end and plan on reselling for more. Rotating half the fleet every 18 months allows the officers drive fairly new vehicles year round. If one year can't budget does not allow you to get more, then you can carry the vehicles and not have them get over miles, less expensive if you can tap into state or major city lease agreement.

<p>Lakeport, Kevin Yes Burke, 707-263-5491</p>	<p>We have a four year lease and it has worked well as a way to spread the cost of a new fleet over a 4 year period. We had no problems with the arrangement and plan on doing it again with our new fleet.</p>
<p>Calexico, Jim Yes Neujahr, 760-768-2146</p>	<p>I would have to say it saves us. We are not on our third three year cycle. The previous two cycles we leased just the cars. We were allowed to differ the first payment into the next fiscal year when needed, which really helped. This time we included all of the equipment on the car as well. Ford Motor Credit worked with each vendor and made arrangement to pay them directly, combining all costs into one annual lease payment. After 3 years, a \$1 payment and the car is yours. It has been a real good deal for us and we will continue to do the same in the future.</p>
<p>Hermosa Beach, Yes Greg Savelli, 310-318-0300</p>	<p>I have leased vehicles from Ford in the past and the program was successful. What I thought was very valuable was the fact that Ford will include all the equipment that needs to go into the vehicle in the lease, so everything from a flashlight to an MDC and Shotgun can be included. At the time we utilized this we were transitioning to an assigned vehicle program and the lease allowed us to obtain more cars for the same amount we had budgeted for the year for vehicle purchases. The cost to the city and benefit to Ford is the interest they earn on the lease. At the end of the lease, Ford sells the car to you for \$1. My contact was Melinda at Pasadena Ford.</p>
<p>San Francisco, No Rich Lee, 415-553-1221</p>	<p>The SFPD utilize funds from the Mayor's Office of Lease Finance. What this means is that we use money from bonds sold in a particular year for equipment which goes through a third party bank which holds the pink slips. The city ordinances does not allow us to go with other leasing party to do what your dealer is trying to accomplish. The main problem we are faced with our arrangements is that if the vehicle is wrecked beyond repair and before the lease contract expires it will sit and payments continue because we don't hold the pink slips.</p>
<p>Los Angeles, No Sandra Lefler</p>	<p>There are some exceptions, but historically the City of Los Angeles does not lease vehicles.</p>