



**BALDWIN COUNTY  
WORK SESSION**  
November 15, 2022  
1601 N Columbia St, Suite 220  
4:30 PM

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**MINUTES**

**MEMBERS PRESENT**

Henry Craig  
John Westmoreland  
Sammy Hall  
Kendrick Butts  
Emily Davis

**ALSO PRESENT**

Carlos Tobar  
David McRee  
Dawn Hudson  
Cindy Cunningham

**CALL TO ORDER**

Chairman Craig called the Work Session to order at 4:30 p.m.

**AMENDMENT TO AGENDA**

Commissioner Sammy Hall made a motion to move the Fleet Management Program agenda item to the first item for discussion. Vice Chairman John Westmoreland seconded the motion and it passed unanimously.

**ADMINISTRATIVE/FISCAL MATTERS**

**Fleet Management Program**

Major Scott Deason reported the Sheriff's Department has spent \$1 over last 4 years for vehicles. He stated maintenance on vehicles with high mileage continues to increase and by the time replacement vehicles are purchased these cars have little to no value. He reported approximately \$1 could be saved over the next ten (10) years through the enterprise lease program. The program would lease vehicles to the County; and once a vehicle reaches a certain mileage Enterprise will take the cars back from the County and sell them. Major Deason recommended the program be utilized by the Sheriff's Department as well as all County fleets.

Major Deason introduced Ms. Rachel McGirr, Enterprise Fleet Consultant to explain the program. Ms. McGirr discussed the current County fleet saying that the older vehicles have higher fuel costs, more maintenance costs and tend to be unreliable causing increased downtime and loss of productivity. She stated the objective of the program is to identify an

effective vehicle life cycle that maximizes potential equity at the time of resale thereby creating a substantial savings to the County. She discussed advantages of the program such as shortening the life cycle of vehicles by approximately six years; significantly reducing maintenance costs; reducing overall fuel costs spent through fuel inefficient vehicles and increasing employee safety with newer vehicles. The County will also have a dedicated, local account team to proactively manage and develop the fleet. Ms. McGirr stated that by partnering with Enterprise Fleet Management, Baldwin County will be better able to leverage its buying power, implement a tighter controlled resale program to lower total cost of ownership and in turn minimize operational expenses. She reported Baldwin County could reduce fuel costs by 25% and reduce maintenance costs by about \$165 per unit. Utilizing an open-end lease would maximize cash flow and recognize equity from vehicles sold creating an internal replacement fund. Also, Enterprise Fleet Management Program has the ability to sell vehicles at an average of 110% of Black Book value. By taking a proactive stance regarding vehicle replacement, the County will be able to replace all of its vehicles over the course of five years creating an annual savings of \$16,055.

Assistant County Manager Dawn Hudson requested the Board place this matter on the next Agenda for the Board's consideration.

#### Update on Airport

Mr. Jim Wolfgang presented an update on the airport. He stated the airport has obtained a regional designation which is very beneficial; and in order to stay regional, certain things have to be done.

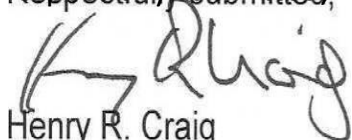
He reported Mr. Bruce Hood, the Airport Fixed Base Operator, is very active at the airport and makes things happen. He said Mr. Hood has reached out to Economic Development entities to make them aware of what airport offers. He has developed partners in areas of tourism,

business and real estate agencies. There has been a huge increase in traffic at the airport. He reported the airport provides maintenance for aircraft, fueling 24/7, personal service, availability of its conference room for meetings, FBO provided courtesy cars for corporate and business visitors and even arranging light catering for meetings. Mr. Wolfgang stated the number of based aircraft is very important to funding implications, and year to date there are thirty-one aircraft on the field. Mr. Wolfgang reported there are a lot of students interested in flying, and the Committee is strongly encouraging education through a flight school, EAA chapter, field trips, BHS & GMC Associate Degree. He reported on other completed activities and discussed future projects. He discussed the 2024-2028 Capital Improvement Plan which includes design of Phase 1 of the lower west ramp area and design of the east apron development; construction of the east apron development; design and construction of the parallel taxiway rehabilitation; and design and construction of edge lighting and approach lighting rehabilitation and beacon relocation. He discussed the need for more parking and more hangar space to house planes.

#### ADJOURNMENT


Commissioner Emily Dais made a motion to adjourn the Work Session at 5:55 p.m  
Commissioner Sammy Hall seconded the motion and it passed unanimously.

Respectfully submitted,



Henry R. Craig

Chairman



Cynthia K. Cunningham

County Clerk