



JACKSON PARISH POLICE JURY
Jackson Parish Police Jury Administrative Building
160 Industrial Drive
Jonesboro, Louisiana 71251-3446
Phone: (318) 259-2361
www.jacksonparishpolicejury.org

March 19, 2021 Finance Committee Meeting

MEMBERS

District 1
TODD CULPEPPER
P. O. Box 323
Quitman, LA. 71268
(318) 259-4184 (Work)
(318) 243-1084

District 2
LEWIS CHATHAM
1575 Mariah Road
Chatham, LA. 71226
(318) 235-0254

District 3
AMY C. MAGEE
2332 Walker Road
Jonesboro, LA. 71251
(318) 235-0002

District 4
JOHN W MCCARTY
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(318) 259-9694

District 5
TARNESHALA COWANS
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(318) 475-0893

District 6
REGINA H. ROWE
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Jonesboro, LA 71251
(318) 259-7923

District 7
LYNN TREADWAY
505 Fifth Street
Jonesboro, LA 71251
(318) 259-7673
(318) 680-8510

DATE: Friday, March 19, 2021
TIME: 12:00 PM
LOCATION: Jackson Parish Police Jury Administrative Building
The Sunshine Room
160 Industrial Drive
Jonesboro, LA 71251

AGENDA:

Call to Order
Invocation & Pledge of Allegiance
Public Comments

Agenda Items

- 1.** Presentation from Enterprise Fleet Management: cost savings for leasing and maintenance program
2. Review month-to-date budget vs. actual, POs, budget amendments, and fund reviews
3. Discuss and recommend, if necessary, on letter of request from the Jackson Parish Library
- 4.** Discuss and recommend action on plans and strategies for the Solid Waste Department

Set Date & Time of Next Meeting

Adjourn

Committee: Ms. Tarneshala Cowans, **Chairman**
Ms. Amy Magee
Mr. John McCarty

In accordance with the Americans with Disabilities Act, if you need special assistance, please contact Gina Thomas at (318) 259-2361, extension 3 describing the assistance that is necessary.

It is possible that a quorum of the Police Jury may be in attendance at the meeting, but no action of the Police Jury as a whole will be taken.

Prepared For:



Mike Duffy
FLEET CONSULTANT

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PHONE

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EMAIL



FLEET SYNOPSIS | JACKSON PARISH POLICE JURY

THE SITUATION

Current fleet age is negatively impacting the overall budget and fleet operations

- 52% of the light duty fleet is currently 8 years or older, or over 100,000 miles.
- 10.3 years is the current average age of the fleet
- Older vehicles have higher fuel costs, maintenance costs and tend to be unreliable, causing increased downtime and loss of productivity.

THE OBJECTIVES

Identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a savings of over \$274,131 in 8 years

- Shorten the current vehicle life cycle from 11.5 years to 4 years
- Provide a lower sustainable fleet cost that is predictable year over year
- Free up more than \$18,000 in capital from the salvage of 12 vehicles in the first year
- Significantly reduce Maintenance in the first year by replacing the biggest cost offenders
- Reduce the overall fuel spend through more fuel efficient vehicles
- Leverage an open-ended lease to maximize cash flow opportunities and recognize equity.

Increase employee safety with newer vehicles

- Currently:
 - 8 vehicles predate Anti-Lock Brake standardization (2007)
 - 13 vehicles predate Electronic Stability Control standardization (2012)
 - *ESC is the most significant safety invention since the seatbelt*

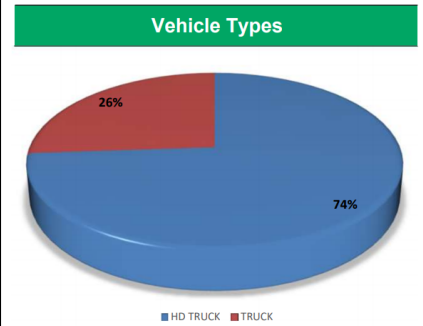
THE RESULTS

By partnering with Enterprise Fleet Management, it is estimated that the Parish will reduce their fuel costs, and also reduce maintenance cost in the first year on fleet vehicles. Leveraging an open-end lease maximizes cash flow and recognizes equity from vehicles sold. Furthermore, the Parish will leverage Enterprises Fleet Management's ability to sell vehicles at an average of 113% above Commercial Value Index. By shifting from reactively replacing inoperable vehicles to planning vehicle purchases, the Jackson Parish Police Jury will be able replace 12 of its oldest vehicles within a year, turning 50% of their vehicles into newer, safer, more efficient models.

FLEET PLANNING ANALYSIS | JACKSON PARISH POLICE JURY

Jackson Parish - Fleet Profile

Fleet Profile				Fleet Replacement Schedule					Replacement Criteria
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2021	2022	2023	2024	Under-Utilized	
Compact Pickup Ext 4x2	1	10.3	5,900	1	0	0	0	0	* Fiscal Year 2021 = 8 years old and older, or odometer over 100,000
1/2 Ton Pickup Ext 4x2	2	13.3	8,800	2	0	0	0	0	* Fiscal Year 2022 = 6 years old and older, or odometer over 93,300
1/2 Ton Pickup Ext 4x4	1	16.3	17,800	1	0	0	0	0	* Fiscal Year 2023 = 4 years old and older, or odometer over 86,600
1/2 Ton Pickup Quad 4x2	2	3.7	17,200	0	1	1	0	0	* Fiscal Year 2024 = Remaining Vehicles
3/4 Ton Pickup Ext 4x2	3	7.9	12,400	2	0	1	0	0	* Underutilized = Annual Mileage less than 2,500
3/4 Ton Pickup Quad 4x2	1	6.2	26,600	1	0	0	0	0	
1 Ton Pickup Reg 4x2	1	18.3	7,000	1	0	0	0	0	
1 Ton Pickup Quad 4x2	3	15.0	6,600	3	0	0	0	0	
1 Ton Cab Chassis	4	12.8	9,300	1	1	0	2	0	
1 1/2 Ton Cab Chassis	2	5.2	10,300	0	0	0	2	0	
Med Duty Cab Chassis	3	7.5	18,100	0	0	0	3	0	
Totals/Averages	23	10.3	12,100	12	2	2	7	0	



Jackson Parish - Fleet Planning Analysis

Current Fleet	23	Fleet Growth	0.00%	Proposed Fleet	23
Current Cycle	11.50	Annual Miles	12,100	Proposed Cycle	4.00
Current Maint.	\$110.92	Current MPG	10	Proposed Maint.	\$53.30
Maint. Cents Per Mile	\$0.11			Price/Gallon	\$2.00

Fiscal Year	Fleet Mix				Fleet Cost						Annual	
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	23	2.0	23	0	71,005	0			30,613	55,660	157,278	0
'21	23	12	11	12	0	86,203	-18,000		22,316	45,980	136,499	20,779
'22	23	2	9	14	0	102,274	-5,500		20,933	44,367	162,074	-4,796
'23	23	2	7	16	0	114,416	-7,800		19,550	42,753	168,920	-11,642
'24	23	7	0	23	0	191,745	-45,500	-209,856	14,710	37,107	-11,795	169,073
'25	23	12	0	23	0	191,745	0	-36,842	14,710	37,107	206,719	-49,441
'26	23	2	0	23	0	191,745		-29,148	14,710	37,107	214,413	-57,135
'27	23	2	0	23	0	191,745		-170,003	14,710	37,107	73,558	83,720
'28	23	7	0	23	0	191,745		-209,856	14,710	37,107	33,705	123,573
8 Year Savings											\$274,131	

Columbia County expects to save over \$320,000 with Enterprise's Program.

BACKGROUND

Location: Hudson, NY
Industry: Government
Total vehicles: 124 vehicles

THE PROBLEM

Columbia County's budget was being negatively impacted by an aging fleet. Almost half of the county's fleet was 10 years or older. The county would only purchase new vehicles when broken-down vehicles were inoperable, creating unpredictable capital expenses.

THE SOLUTION

Columbia County partnered with Enterprise Fleet Management to reduce the average age of the fleet. Enterprise proposed a plan that would allow the county to replace vehicles every five years. In addition, the county would be able to gain over \$200,000 in capital from the resale of the existing vehicles, over a five-year span.

"The biggest benefit for Columbia County is that our relationship with Enterprise has given us the ability to provide more efficient, safer vehicles to our Departments and the citizens that they serve, while keeping capital spending to a minimum."

– Matt Murell, Chairman

"Columbia County supervisors approved a contract with Enterprise Fleet Management to shift [their non-first responder vehicles] to a leased vehicle fleet to reduce maintenance costs and reduce capital outlay."

– GovernmentFleet.com,
N.Y. County's Fleet Leasing Plan Reduces Costs, August 19, 2015

THE RESULTS

The county's new vehicles have driven down fuel expenses with increased fuel efficiency – reducing overall maintenance expenses and decreasing vehicle downtime. All of this, coupled with an annual fleet evaluation to continually assess the county's costs has simplified operations and improved the county image.

To learn more, visit efleets.com or call 877-23-FLEET.



Key Results

**ESTIMATED
\$320,000
SAVINGS OVER
THE NEXT 10 YEARS**



**SAFER VEHICLES
WITH IMPROVED IMAGE**



**INCREASED FUEL
EFFICIENCY BY
20-25%**

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Enterprise helps Caddo Parish replace mandated vehicles while staying under budget.

BACKGROUND

Location: Shreveport, LA
 Industry: Government/School Board
 Total vehicles: 80 vehicles

THE PROBLEM

Education systems and school boards are always tasked with optimizing school programs under a strict budget. In 2014, The Caddo Parish was faced with the difficult task of purchasing necessary school vehicles, without allocated funds. The school needed multiple vehicles, but could only afford to purchase one vehicle.

THE SOLUTION

After a competitive RFP process, Caddo Parish realized that it could partner with Enterprise Fleet Management and utilize Enterprise's financing options to lease five vehicles for the price of purchasing one. Soon after partnering with Enterprise, the state mandated that all driver education vehicles had to be under ten years old. Caddo Parish was grateful for the existing relationship with Enterprise, because it was able to update all 12 of its aging vehicles without an issue.

“I can always depend on Enterprise to help strategize our fleet needs and offer options to provide safe, reliable vehicles for our employees and students.”

– Lisa Lloyd, CPPB Director of Purchasing

THE RESULTS

In less than three years, Caddo Parish has been able to update 35 of its school vehicles to newer, safer models. Caddo Parish has even reduced fuel expenses due to a more fuel efficient fleet. The School Board values its partnership with Enterprise Fleet Management and continues to depend on the partnership for its expanding fleet needs.

To learn more, visit efleets.com or call 877-23-FLEET.



Key Results

REPLACED

45%

OF THE FLEET WITH NEWER, SAFER VEHICLES



REDUCED

FUEL & MAINTENANCE COSTS



STAYED UNDER BUDGET

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PROGRAM RESOURCES | JACKSON PARISH POLICE JURY

SAFETY

- 56% of all vehicles are older than 8 years of age and do not contain the most up to date safety features, such as electronic stability control and airbag standardization and anti-lock brake control.

ACCOUNT MANAGEMENT

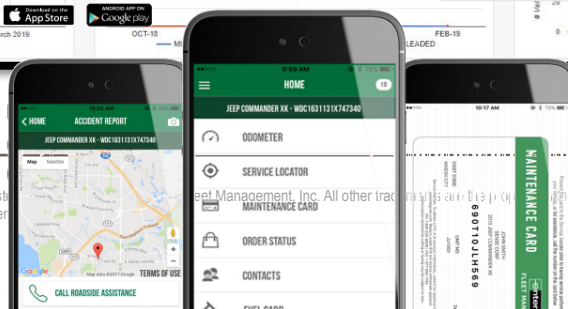
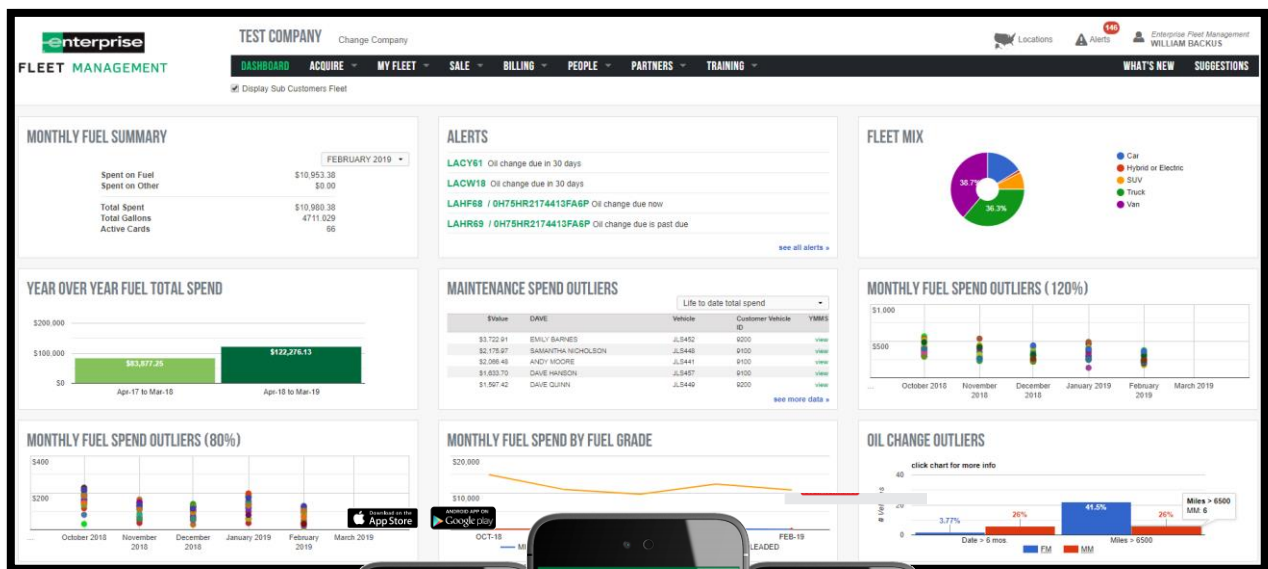
The Jackson Parish Police Jury will have a dedicated, local account team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.

- Your dedicated Account Manager meets with you 3-4 times a year for both financial and strategic planning.
- Your Account Manager will provide on-going analysis – this will include most cost-effective vehicle makes/models, cents per mile, total cost of ownership, and replacement analysis.

TECHNOLOGY

Enterprise Fleet Management's website provides vehicle tracking, reporting, and metrics. Our website can be customized to view a wide range of data so that you may have a comprehensive and detailed look at all aspects of your fleet and the services provided. Our Mobile App gives drivers all of the convenience and functionality they need.

- **Consolidated Invoices** - Includes lease, maintenance, and any additional ancillaries
- **Maintenance Utilization** - Review the life-to-date maintenance per vehicle
- **Recall Information** - See which units have open recalls
- **License & Registration** - See which plate renewals are being processed by Enterprise and view status
- **Alerts** - Set customizable alerts for oil changes, lease renewals, license renewals, and billing data
- **Lifecycle Analysis** - See data regarding all transactions for the lifecycle of the entire fleet, with drill-down capability to any specific lease or transaction



REFERENCES | JACKSON PARISH POLICE JURY

CURRENT PARTNERS

- Lincoln Parish Police Jury
- Desoto Parish Police Jury
- Rapides Parish Police Jury
- Vermilion Parish Police Jury
- St. Charles Parish
- St. John the Baptist Parish
- Acadia Parish Police Jury
- St. Martin Parish
- St. Mary Parish
- Tangipahoa Parish
- West Feliciana Parish
- Livingston Parish
- City of Ruston
- City of Minden
- City of Opelousas
- City of Morgan City
- City of Eunice
- City of Thibodaux
- City of Gretna
- City of Baker
- City of Walker
- City of Zachary
- City of Thibodaux
- Lincoln Parish Sheriff
- Lafayette Parish Sheriff Office
- Caddo Parish School Board
- Union Parish Sheriff
- Vernon Parish Sheriff
- Bienville Parish Sheriff
- Tensas Parish Sheriff
- Richland Parish Sheriff
- Catahoula Parish Sheriff
- East Carroll Parish Sheriff
- 50+ Government Entities in Louisiana
- 1000+ Government Entities across the United States

Recommendations from Operations Committee 3/11/2021:

- If the sales tax election passes:
 - Do not renew the existing 0.6% sales tax once it expires. Use the surplus funds to complete the capital projects and immediate needs of the department and then continue operations using only the new 1.0% sales tax.

- If the sales tax election fails:
 - Consolidate all road-side sites to single locations, utilize the land purchased for the future model bin sites.

 - Modify the dumping permit so that only homeowners that are bringing items out themselves will receive a free permit. Contractors will pay a disposal cost per ton.

 - Notify the municipalities that their contracted waste management companies will no longer be able to bring municipal garbage to the transfer site free of charge. They will be charged the disposal cost per ton, the same as the contractors.

 - Request proposals from waste management companies to assess the parish and provide proposals for taking over the parish waste management.

Jackson Parish Solid Waste
302 Landfield Rd – Quitman LA 71268

December 22, 2020

To: Jackson Parish Police Jurors and Gina Thomas/Secretary Treasurer
From: Robin Sessions

Subject: Sales Tax passes or fails

Part I: If the sales tax does not pass I recommend maintaining the use of the C & D Landfield. The Landfield will accept only the following Materials: brush, lumber, shingles, metal, white goods, waste tires, batteries and oil. This is required by our permit for a C & D Landfield. We need to have 150 cubic yards of dirt hauled in every month to use as cover.

If we continue to allow Towns, Contractors and Businesses to use the Landfield we need to charge \$45.00 per ton.

This will be done with 6 employees.

Part II: I recommend continuing the operation of the Transfer Station so JP Residents could continue to use the Transfer Station for household garbage. If we allow contractors, towns or businesses to continue using the Transfer Station we need to charge \$45.00 per ton to cover the Union Parish Fees and labor cost.

We will need to keep 3 more employees to operate the Transfer Station.

Part III: If the tax passes we need to move forward with the Landfield land purchases and Model Bin sites (1) per year.

I would recommend we move forward with the \$45.00 per ton for contractors, towns and businesses that use the Landfield and the Transfer Station.

Jackson Parish Solid Waste
302 Landfield Rd – Quitman LA 71268

December 22, 2020

To: Jackson Parish Police Jurors and Gina Thomas/Secretary Treasurer
From: Robin Sessions

Subject: Sales Tax passes or fails

Part I: If the proposed sales tax fails, we will need to close all bin sites through-out the Parish.

Part II: I recommend continuing the operation of the Transfer Station so JP Residents could continue to use the Transfer Station for household garbage. If we allow contractors, towns or businesses to continue using the Transfer Station we need to charge \$45.00 per ton to cover the Union Parish Fees and labor cost.

We will need to keep 3 more employees to operate the Transfer Station.

Part III: I recommend that we keep the Commercial Garbage bins (Businesses), they generate revenue.

We will need one compact truck operator to do this job.

Part IV: If the sales tax does not pass, I recommend maintaining the use of the C & D Landfield. The Landfield will accept only the following Materials: brush, lumber, shingles, metal, white goods, waste tires, batteries and oil. This is required by our permit for a C & D Landfield. We will need to have 150 cubic yards of dirt hauled in every month to use as cover.

If we continue to allow Towns, Contractors and Businesses to use the Landfield we need to charge \$45.00 per ton.

This will be done with 8 employees. (parts I-IV)

Part V: If the tax passes, we need to move forward with the Landfield land purchases and Model Bin sites, (1) per year.

I would recommend we move forward with the \$45.00 per ton for contractors, towns and businesses that use the Landfield and the Transfer Station.

C & D Landfield

Superintendent

Scales

Landfield-Operator

Operator-Truck Driver-Scales

Operator – Truck Driver

Mechanic-Labor

The landfield will accept the following:

Lumber	Tires
Shingles	Metal
Batteries	Brush
Oil	

We will need to have 150 cubic yards of dirt hauled in to cover shingles, ground, lumber and wood waste each month

Employees would need to do multiple jobs.

Transfer Station

*Superintendent

Wall Operator

Operator & Truck Driver

Operator & Truck Driver

*Scales

*Mechanic

To operate the Transfer Station you will need to change fees that will cover labor and disposal fees/trucking cost.

Employees will need to do multiple jobs.

Note: The three that are marked will need salaries to be split between the landfill and the transfer station

2019 totals for the towns in Jackson Parish and public that we do not charge dumping fees.

Contractors dumping in landfill:

108.14 tons \$3,784.90

Public dumping in landfill

185.51 tons \$6,492.85

Solid Waste hauled by Waste Connections and put in garbage trailer to be transported

1,206.22 tons \$42,217.70

Solid Waste hauled by Town of Jonesboro and put in garbage trailer to be transported

191.72 tons \$6,710.20

Solid Waste hauled by Town of Jonesboro and put in landfill

541.46 tons \$18,951.10

Solid Waste hauled by Town of Chatham and put in garbage trailer to be transported

106.85 tons \$3,739.75

Solid Waste hauled by Town of Hodge and put in garbage trailer to be transported

224.36 tons \$ 7,852.60

Solid Waste hauled by Town of Hodge and put in landfill

165.88 tons \$5,805.80

Total tonnage

2,730.14

Total Cost

\$95,554.90



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Jackson Parish Solid Waste Department

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- The Solid Waste Department started over 30 years ago with only four employees. It has now grown to 16 as of 2021.
- The Solid Waste Department services over 125 businesses and 25 bin sites throughout the Parish.
 - These sites contain over 400 8-yard bins
 - 10 of the bin sites are “model” sites that are used by parishes throughout the state as the model design for waste management.
 - We have long-term plans to construct 4 additional model sites. After this, our parish will be at 100% model sites.
 - We have 13 remaining road-side sites.
- We have long-term plans to purchase the adjacent land sound of the landfill for future capacity needs. We are nearing the end of the 40 acres we have now and will need expansion in the future.
- The Solid Waste Department is operated by parish employees living in Jackson Parish. If an outside company were to take over the operation, it is likely that they would employ their own staff from outside the parish.
- The wood waste that comes to the landfill is ground up on-site and hauled to the Hodge papermill to be used for boiler fuel. This is an additional revenue stream for the department and uses our local business partners.
- Metal, white goods, batteries, and oil are also recycled.
- Used tires that come to the landfill are picked up from our site. The Parish pays 100% of the cost to dispose of them at the cost of about \$3,000 per year.



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Sales Tax vs. Ad Valorem Tax

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Sales Tax: tax levied on retail sales of goods sold.

Ad Valorem Tax: tax based on the assess value of an item, such as real estate or personal property. These taxes are levied annually and vary based on the value of property.

The tax proposed by the Jackson Parish Police Jury is a 1% sales tax that would be added to the final sales tax price you pay for taxable items in Jackson Parish. Unlike ad valorem tax that is paid only by property owners, a sales tax is shared by all, including out-of-parish customers.

Similarly, when Jackson Parish residents shop in neighboring parishes, you are paying their sales tax at the register.

How does Jackson Parish compare in sales tax rates?

	Parish	School Board	Police Jury	Town	Other Local	State	Total Rate
Jackson Parish Region	Jackson	2.00%	1.00%	2.00%	0.00%	4.45%	9.45%
	Caldwell	2.00%	1.00%	1.00%	1.00%	4.45%	9.45%
	Bienville	2.00%	1.00%	2.50%	0.00%	4.45%	9.95%
	Winn	2.00%	1.50%	1.50%	0.50%	4.45%	9.95%
	Ouachita	2.00%	0.00%	2.50%	1.49%	4.45%	10.44%
	Lincoln	2.50%	0.75%	2.50%	0.25%	4.45%	10.45%
	Union	3.00%	1.00%	2.00%	1.00%	4.45%	11.45%
Similar Population to Jackson Parish	Jackson	2.00%	1.00%	2.00%	0.00%	4.45%	9.45%
	Concordia	2.00%	0.00%	2.50%	0.25%	4.45%	9.20%
	East Feliciana	2.00%	3.00%	0.00%	0.00%	4.45%	9.45%
	West Feliciana	3.00%	2.00%	0.00%	0.00%	4.45%	9.45%
	LaSalle	3.00%	0.50%	1.00%	0.50%	4.45%	9.45%
	Claiborne	2.00%	0.00%	3.38%	0.63%	4.45%	10.45%

Rates vary by town, only the Parish Seats are provided for this analysis



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Why is the proposition worded the way it is?

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The following proposition will appear on the April 24th ballot:

Shall the Parish of Jackson, State of Louisiana (the "Parish"), be authorized to levy and collect and adopt an ordinance providing for such levy and collection, a tax of one percent (1%) (the "Tax") (an estimated \$1,850,000 reasonably expected at this time to be collected from the levy of the tax for an entire year) upon the sale at retail, the use, the lease or rental, the consumption, and the storage for use or consumption, of tangible personal property and on sales of services in the Parish, all as defined by law, for a period of ten (10) years from July 1, 2021, with the proceeds of the Tax (after paying the reasonable and necessary expenses of collecting and administering the Tax), **to be dedicated and used for the purpose of waste management, jail and courthouse expansion, road construction and maintenance, and to pay any debt service requirements on bonds issued for such purpose, or any part thereof?**

This language comes directly from the Louisiana Revised Statute 47:338-173 giving the authority to the Jackson Parish Police Jury to levy a sales tax for the defined uses.

While the Police Jury does not control the language of the statute, they do control the direction of the funds within these parameters.



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What are the plans for the Solid Waste Department?

MEMBERS

Should the sales tax proposition pass, there are several things for the Police Jury to consider:

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District 6

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- The primary driver for the sales tax is to first and foremost balance our Solid Waste Fund. The cost of the operation has well exceeded the revenues received from the existing sales tax and we cannot continue to provide all services at the current rate of deficiency. For years the historical balance of the fund was able to carry the annual losses, but as the fund is depleted, our time is running out and we must take action. Without an additional revenue stream, the Police Jury will need to review and consider the services provided (commercial garbage collection for businesses, parish-wide model bin sites, transfer station provided to haul parish garbage to the Union Parish landfill, co-op agreements with the parish municipalities).
- The construction of (4) model bin sites throughout the parish
 - Approximate cost of \$300k - \$400k each
- The purchase of a desperately needed compact truck for garbage collection
 - Approximate cost of \$350k+
- Purchase of land for landfill capacity
 - Approximate cost unknow