

**MEMORANDUM**

June 25, 2009

TO: Transportation, Infrastructure, Energy & Environment Committee  
FROM: Susan J. Farag, Legislative Analyst *SJF*  
SUBJECT: **Update: Fleet Management Services – Biodiesel Fuel and Rental Car Utilization**

*Those expected for this worksession:*

Millie Souders, Chief, Fleet Management Services (DFMS)  
Maggie Orsini, Administrative Services Manager, Fleet

The Division of Fleet Management Services is expected to update the Committee on several issues that came to light during FY10 budget worksessions, including:

- The suspension of biodiesel use in Fleet vehicles;
- The need to reduce spending on Enterprise rental cars by \$100,000;
- The underutilization of MC CarShare and reducing its fleet size by 10 vehicles.

Council staff requested updated information from DFMS on these issues, but has not received it at the time of packet publication. Staff will issue an addendum as soon as the information is made available.

**BIODIESEL FUEL**

As part of the CE Recommended FY10 budget, DFMS chose to discontinue the use of biodiesel and use ultra-low sulfur fuel instead, for a projected savings of about \$250,000. DFMS cited current fiscal constraints as one reason for making the switch back to regular diesel, but also advised it had encountered quality issues with the biodiesel fuel it had purchased, including algae growth in a storage tank. The Committee asked DFMS to work with suppliers and technical experts in the industry to rectify these problems and expedite the reimplementation of biodiesel fuels in the Fleet. **DFMS will update the Committee on its progress in doing so.**

## ENTERPRISE RENTAL CARS

During budget worksessions, the Committee also noted the high utilization of rental cars, and requested additional information be provided by DFMS. Enterprise rental invoices totaled \$328,521 in FY08 and \$295,937 in FY09 (©1-3). In FY09, about 60% of the rented vehicles were pick-up trucks and 10% were SUVs. DFMS stated that rental numbers in FY09 have decreased compared to the same period last year. From January to April 2009, County employees rented 76 vehicles, compared to 131 vehicles rented during the same period in 2008.

While considering the FY10 budget, the Council voted to reduce rental car spending by \$100,000. **DFMS will update the Committee on current rental statistics and what steps it has taken to reduce utilization.**

## MC CARSHARE

The MC CarShare program is a pilot project that officially started the first week of January 2009. At the time the budget was being considered, DFMS had 28 vehicles available, and 22 employees had registered for the service. Through April 14, CarShare had been used seven times for a total of 27.25 hours (©4-5). DFMS stated each vehicle costs the County \$1,100 per month, which is an all-inclusive charge to cover use, fuel, maintenance, and insurance.

DFMS has met resistance from employees who are accustomed to having their own County assigned vehicles at their disposal rather than shared vehicles. DFMS however, is confident that the program will be a success once employees become more accustomed to the shared vehicle idea. In addition, as DFMS reduces the size of the administrative fleet through the re-assignment of underutilized vehicles, the CarShare alternative will become a more attractive option for County employees.

Since the program was significantly underutilized, the Council voted to reduce the CarShare fleet from 28 vehicles to 18, with the knowledge that cars may be added back as more employees start using the program.

**DFMS will brief the Committee on its efforts to transition County employees from assigned administrative fleet vehicles to the MC CarShare program, as well as other efforts to increase CarShare utilization.**

**Committee members may also wish to ask DFMS to explain the contractual terms under which the County rents CarShare vehicles from Enterprise. While other municipalities have contracted with similar services on an hourly rental basis, overall costs to Montgomery County are \$1,100 a month per vehicle. Once MC CarShare becomes fully-utilized, will costs drop? Or will there be other savings associated with their use (i.e., fewer administrative fleet vehicles)?**

**This packet contains:**

Enterprise Rental Contract Expenditures  
MC CarShare Usage  
Electric Car Share Program in Baltimore  
Zipcar use by DC Government

©  
1- 3  
4- 6  
7- 8  
9-10

F:\John\Packets\T&E Committee\Fleet Update 06-29-09.doc

# ENTERPRISE INVOICES FY'08 ANALYSIS

|                    |                     |
|--------------------|---------------------|
| July Total         | \$30,772.85         |
| August Total       | \$ 30,748.52        |
| September Total    | \$ 12,852.88        |
| October Total      | \$ 14,072.48        |
| November Total     | \$ 34,808.96        |
| December Total     | \$ 36,916.33        |
| January Total      | \$ 47,333.68        |
| February Total     | \$ 9,765.93         |
| March Total        | \$ 46,268.11        |
| April Total        | \$ 20,641.40        |
| May Total          | \$ 8,177.68         |
| June Total         | \$ 36,162.81        |
| <b>TOTAL FY'08</b> | <b>\$328,521.63</b> |

## VEHICLE CLASS

|               |     |        |
|---------------|-----|--------|
| PICKUP        | 145 | 41.67% |
| 4X4/SUV       | 89  | 25.57% |
| PASSENGER VAN | 19  | 5.46%  |
| CARGO VAN     |     |        |
| FULL SIZE     | 32  | 9.20%  |
| MID SIZE      | 49  | 14.08% |
| INTERMEDIATE  |     |        |
| COMPACT       | 14  | 4.02%  |
| TOTAL RENTALS | 348 |        |

## DEPARTMENTAL USE

|                   |     |        |
|-------------------|-----|--------|
| DPWT CONSTRUCTION | 2   | 0.57%  |
| DPWT HIGHWAY      | 212 | 60.92% |
| DPWT OPERATIONS   | 11  | 3.16%  |
| DTS               | 1   | 0.29%  |
| FIRE/RESCUE       | 56  | 16.09% |
| HHS               | 14  | 4.02%  |
| OHR               | 1   | 0.29%  |

|                    |            |       |
|--------------------|------------|-------|
| PERMITTING         | 3          | 0.86% |
| PROCUREMENT        | 2          | 0.57% |
| PUBLIC INFORMATION | 9          | 2.59% |
| RECREATION         | 24         | 6.90% |
| SOLID WASTE        | 9          | 2.59% |
| STATES ATTY OFFICE | <u>1</u>   | 0.29% |
| TRANSIT SERVICES   | 3          | 0.86% |
|                    | <b>348</b> |       |

# ENTERPRISE INVOICES FY'09 ANALYSIS

|                    |           |                   |
|--------------------|-----------|-------------------|
| July Total         | \$        | 45,042.75         |
| August Total       | \$        | 48,767.81         |
| Sept Total         | \$        | 45,255.44         |
| Oct Total          | \$        | 41,497.40         |
| Nov Total          | \$        | 9,682.64          |
| Dec Total          | \$        | 40,321.92         |
| Jan Total          | \$        | 6,659.35          |
| Feb Total          | \$        | 21,627.21         |
| March Total        | \$        | 1,404.32          |
| April Total        | \$        | 35,678.91         |
| May Total          |           |                   |
| June Total         |           |                   |
| <b>TOTAL FY'09</b> | <b>\$</b> | <b>295,937.75</b> |

## VEHICLE CLASS

|                      |            |        |
|----------------------|------------|--------|
| PICKUP               | 192        | 59.26% |
| 4X4/SUV              | 35         | 10.80% |
| PASSENGER VAN        | 21         | 6.48%  |
| CARGO VAN            | 1          | 0.31%  |
| FULL SIZE            | 17         | 5.25%  |
| MID SIZE             | 27         | 8.33%  |
| INTERMEDIATE         | 2          | 0.62%  |
| COMPACT              | 29         | 8.95%  |
| <b>TOTAL RENTALS</b> | <b>324</b> |        |

## DEPARTMENTAL USE

|                   |    |       |
|-------------------|----|-------|
| CABLE OFFICE      | 1  | 0.31% |
| COUNTY COUNCIL    | 2  | 0.62% |
| DGS - CENTRAL DUP | 6  | 1.85% |
| DGS - FACILITIES  | 22 | 6.79% |
| DGS - MOVING      | 1  | 0.31% |
| DPWT CONSTRUCTION | 1  | 0.31% |

|                    |            |        |
|--------------------|------------|--------|
| DPWT HIGHWAY       | 221        | 68.21% |
| DPWT OPERATIONS    | 4          | 1.23%  |
| FIRE/RESCUE        | 26         | 8.02%  |
| HHS                | 4          | 1.23%  |
| OMB                | 2          | 0.62%  |
| PERMITTING         | 1          | 0.31%  |
| PRE-RELEASE        | 2          | 0.62%  |
| PROCUREMENT        | 2          | 0.62%  |
| PUBLIC INFORMATION | 4          | 1.23%  |
| RECREATION         | 13         | 4.01%  |
| SOLID WASTE        | 11         | 3.40%  |
| TRANSIT SERVICES   | <u>1</u>   | 0.31%  |
|                    | <b>324</b> |        |

## REGISTERED USERS

| Member ID | Building | Office Address  | Delivery  |           |
|-----------|----------|-----------------|---|-----------|
| 1         | 1718     | COB             | 100 Maryland Ave Rm 200                         | 1/26/2009 |
| 2         | 1719     | EOB             | 101 Monroe St. 6th Fl.                          | 1/26/2009 |
| 3         | 1720     | EOB             | 101 Monroe St Rockville MD 14th Fl              | 2/12/2009 |
| 4         | 1721     | EOB             | 14th Floor                                      | 1/28/2009 |
| 5         | 1722     | COB             | 100 Maryland Ave 4th Fl.                        | 1/26/2009 |
| 6         | 1723     | Crabbs Branch   | 16630 Crabbs Branch Way Rockville MD 20855      | 2/10/2009 |
| 7         | 1724     | Orchard Ridge   | 100 Orchard Ridge Dr.                           | 2/5/2009  |
| 8         | 1736     | COB             | 100 Maryland Ave Rm 200                         | 2/12/2009 |
| 9         | 1739     | COB             | 4th Floor                                       | 1/28/2009 |
| 10        | 1682     | SS/CrabbsBranch | delivering to EOB (Cafeteria)                   | 1/28/2009 |
| 11        | 50000    | Orchard Ridge   | 100 Orchard Ridge Dr.                           | 2/10/2009 |
| 12        | 50001    | EOB             | 101 Monroe 10th Fl                              | 2/12/2009 |
| 13        | 50016    | COB             | COB, 4th Fl ... Department is DHCA              | 2/19/2009 |
| 14        | 50032    | EOB             | DOT- 5th Floor                                  | 2/27/2009 |
| 15        | 1717     | 255             | 255 Rockville Pike Suite 180 Rockville MD 20850 | 2/27/2009 |
| 16        | 50049    | EOB             |   | 2/27/2009 |
| 17        | 50097    | COB             | Suite 210                                       | 3/13/2009 |
| 18        | 50114    | COB             | DTS- 3rd floor                                  | 3/23/2009 |
| 19        | 50137    |                 |   | 4/7/2009  |
| 20        | 50138    | COB             | DTS- 3rd floor                                  | 3/26/2009 |
| 21        | 50146    |                 | COB 100 Maryland Ave., Room 302 240-626-9659    | 3/30/2009 |
| 22        | 50162    | EOB             |   | 4/2/2009  |
| 23        | 50189    | Crabbs Branch   |   | 4/13/2009 |
| 24        | 50209    |                 |   |           |
| 25        | 50210    |                 |   |           |
| 26        | 50211    | COB             | DTS- 3rd floor                                  | 4/17/2009 |
| 27        | 50250    | Crabbs Branch   |   |           |
| 28        | 50253    | COB             | DTS- 3rd floor                                  | 4/23/2009 |
| 29        | 50254    | COB             | DTS- 3rd floor                                  | 4/23/2009 |
| 30        | 50255    | EOB             |   |           |

**MC CARSHARE USAGE**

**COUNTY BUSINESS USE**

| <u>DRIVER NAME</u> | <u>INDEX CODE</u> | <u>DEPARTMENT</u> | <u>WECAR LOCATION</u> | <u>DATE OF USE</u> | <u>USAGE TIME(HOURS)</u> |
|--------------------|-------------------|-------------------|-----------------------|--------------------|--------------------------|
|                    | 501001030         | DOT               | EOB                   | 2/19/2009          | 5.00                     |
|                    | 344002001         | DTS               | COB                   | 3/13/2009          | 2.00                     |
|                    | 501001030         | DOT               | EOB                   | 3/13/2009          | 2.50                     |
|                    | 344005001         | DTS               | COB                   | 4/1/2009           | 6.00                     |
|                    | 508002003         | DOT               | EOB                   | 4/2/2009           | 3.00                     |
|                    | 344005001         | DTS               | COB                   | 4/3/2009           | 4.75                     |
|                    | 344005001         | DTS               | COB                   | 4/6/2009           | 4.00                     |
|                    | 344005001         | DTS               | COB                   | 4/13/2009          | 7.50                     |
|                    | 344005001         | DTS               | COB                   | 4/14/2009          | 6.00                     |
|                    | 344005001         | DTS               | COB                   | 4/16/2009          | 11.00                    |
|                    |                   | DOT               | EOB                   | 4/21/2009          | 1.50                     |
|                    |                   | DOT               | EOB                   | 4/22/2009          | 2.50                     |
|                    |                   | DTS               | COB                   | 4/22/2009          | 8.00                     |
|                    | 344005001         | DTS               | COB                   | 4/22/2009          | 7.00                     |
|                    | 344005001         | DTS               | COB                   | 4/23/2009          | 7.75                     |
|                    |                   | DTS               | COB                   | 4/23/2009          | 5.00                     |

83.50

**PERSONAL USE**

| <u>DRIVER NAME</u> | <u>WECAR LOCATION</u> | <u>DATE OF USE</u> | <u>USAGE TIME(HOURS)</u> |
|--------------------|-----------------------|--------------------|--------------------------|
|                    | COB                   | 4/22/2009          | 7.25                     |

7.25

Autopia  
Planes, Trains, Automobiles and the Future of Transportation

## Car Sharing Goes Electric

By Chuck Squatriglia  June 24, 2009 | 7:09 pm | Categories: [EVs and Hybrids](#)



Baltimore has rolled out an electric car sharing program featuring 10 small city cars that deliver as much as 120 miles per charge, and the people behind the program hope to see it catch on in other cities.

Battery maker Electrovaya is providing its Maya 300 for rent through the Maryland Science Center in the city's Inner Harbor district. City residents and tourists can tool around in four-door hatchbacks available online at [AltCar.org](#) for as little as \$7.50 an hour. Although Electrovaya isn't trying to squeeze into ZipCar's market, the head of the science center said there's no reason the program couldn't be launched elsewhere.

"Baltimore is first, but this is a model other cities could copy," Vin Reiner, president and CEO of the science center, said Wednesday. "There are several cities that would benefit from an electric car share program."

The Maya 300 is powered by a lithium-ion polymer battery built by Electrovaya with help from a company that might surprise you.

ExxonMobil developed the battery separator film used in the battery pack. The company says the film increases the power, stability and safety of lithium ion batteries. ExxonMobil also contributed \$500,000 to launch the car share program.

The Maya 300 is a compact sedan with a range of 60 miles from the 12 kilowatt-hour battery. An optional 27 kilowatt-hour pack doubles the range. The battery recharges in 6 to 8 hours when plugged into a 110-volt line and needs half that time when plugged into a 220. Electrovaya says driving 50 miles will cost a dollar.

Sankar Das Gupta, CEO of Electrovaya, said the Maya 300 features the amenities you'd expect in a conventional car. It weighs about 2,000 pounds, has a 15 kilowatt (20 horsepower) permanent magnet motor and is limited to a top speed of 35 mph because it is classified as a neighborhood electric car. That isn't much, but Reiner said it's sufficient for city driving.

⑦

‘It’s not possible to go much more than 35 mph in Baltimore,’ he said.

Electrovaya and the science center announced the program Tuesday, but the cars won’t be available to the public until Aug. 1. [Signing up](#) requires a \$25 application fee to pay for the background check and a \$50 membership fee.

Gupta said the Maya 300 is perfect for city dwellers and the car share program is a great way to expose people to a ‘game-changer’ in urban transportation. Although most of the major [automakers are developing electric cars](#) using lithium-ion batteries, he said the Maya 300 “is a normal lithium-ion car you can buy today.”

Well, sort of. The car is available only to fleets. Gupta said fleet use is a great proving ground for the technology and can lead to further improvements, and selling to fleets provides the volume needed to bring costs down. Electrovaya is working on a vehicle capable of freeway speeds. Gupta said it will be based on the Maya 300 and “I would really like to have it out this calendar year.”

That car also will be available only to fleets, and there are no immediate plans to make any of the vehicles available to the public.

*Photo by Max Taylor / Electrovaya*

Tags: [Batteries](#), [Electric Vehicles](#)

[Post Comment](#) | [Permalink](#)

## Comments (0)





[Home Page](#) > [News](#) > [Local](#) > [D.C. News](#) > D.C. Stories

# Zipcar bringing car-sharing to public sector

April 27, 2009 - 4:33am

By BRIAN WESTLEY

Associated Press Writer

WASHINGTON (AP) - After nearly a decade of convincing city-dwellers to ditch their vehicles and sign up for its car-sharing service, Zipcar Inc. is hoping to broaden its customer base by offering the technology to the public sector.

The Cambridge, Mass.-based company plans to announce a new venture Monday that will allow municipalities to equip their vehicles with Zipcar's reservation and management systems. The company says having city employees share vehicles will allow governments to streamline their fleets, saving money and helping the environment.

The new program comes as cash-strapped local governments look for ways to trim costs amid a slumping national economy.

A pilot program under way for six months in Washington, D.C., has allowed the city to reduce the total number of passenger cars in its fleet by 360, or 17 percent. District of Columbia officials are projecting net savings of more than \$1 million after the first year and \$6.6 million after five years.

"You promote more sustainable transportation behavior and also save money \_ it's a huge win-win," said Zipcar chief executive Scott Griffith.

The FastFleet program works much like Zipcar's car-sharing service. Participants reserve a vehicle online or by phone, and then enter it by swiping an access card. Keys are stored inside the car, and when a driver is done, he or she returns the vehicle to the pickup site.

But there's a key difference from Zipcar's traditional service \_ FastFleet does not provide the vehicles. They are supplied by the city or business using the technology. The monthly cost for the equipment ranges from \$65 to \$90 per vehicle.

D.C. city administrator Dan Tangherlini said the city first began working with Zipcar several years ago when the company asked to use to public parking spaces for its car-sharing service.

After seeing strong demand from residents, Tangherlini said the district began to consider ways to use the technology to reduce its costs and pollution.

The city is using hybrid vehicles for the service and eventually hopes to have an all-electric fleet, he said.

Zipcar estimates there are more than 4 million passenger vehicles deployed across thousands of government fleets. Municipalities maintain large fleets to meet peak demand, but thousands of the cars typically sit idle.

"These things are sitting more often than they're out moving," Tangherlini said.

With FastFleet, cities are better able to monitor how frequently the cars are used and when, allowing

9

them to move vehicles to locations where they get frequent use and eliminate those that are underused. They also can save on fuel and parking costs.

Each car in Zipcar's traditional car-sharing fleet typically serves about 40 drivers, Griffith said. Under the FastFleet program in D.C., each vehicle is used by about 15 to 20 drivers, and that number is expected to increase.

Zipcar has 275,000 members in more than 50 markets in the United States, Europe and Canada.

(Copyright 2009 The Associated Press. All rights reserved. This material may not be published, broadcast, rewritten or redistributed.)

vote now

[< Back](#)

10