

INDUSTRY PROFILE

What does an average fleet consist of? How many vehicles does it maintain and how much in annual budget does it control? Explore these and other statistics of the average fleet broken down across region, agency type, and other segments.

No two fleets are alike; fleet sizes, budgets, and makeup vary widely. However, knowing average fleet statistics can give a better view of how big the public sector fleet industry is and provides a useful benchmarking tool for fleet professionals.

Nearly half of all public sector fleet departments reporting their information are city fleets. They have a median fleet budget of \$3 million annually, not including capital, and maintain a median rolling stock of nearly 400 units. The majority are internal service funds and

have replacement programs.

From tool allowances to fleet management system use, *GF* compiled a profile of the average fleet operation and broke down public sector fleet departments based on population size, agency type, and fleet size.

AVERAGE AGENCY PROFILE

49% OF FLEET DEPARTMENTS ARE CITY FLEETS

\$3 MILLION

MEDIAN FLEET BUDGET
(LESS CAPITAL)

**376
UNITS**

MEDIAN
ROLLING STOCK
FLEET SIZE

83%

OF FLEETS HAVE
A FORMAL
REPLACEMENT
PROGRAM

55%

OF FLEETS
REQUIRE
TECHNICIANS
TO PROVIDE THEIR
OWN TOOLS

29%

SERVE A POPULATION SIZE OF LESS
THAN 50,000 PEOPLE

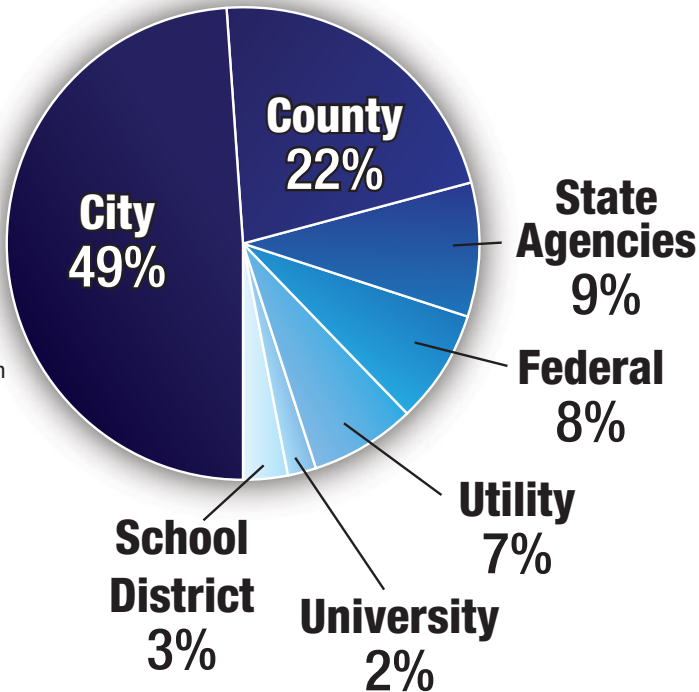
18%

REPORT
TO THE
PUBLIC
WORKS
DIRECTOR



FLEETS BY AGENCY TYPE

Nearly half of all fleet agencies reporting their information are city agencies, while universities, at 2 percent, are the least common fleets analyzed. Each state agency that manages its own fleet reported separate numbers.



*Data was collected from GF readership and does not reflect entire industry totals.

FLEET SIZE BREAKDOWN

Rolling Stock Units	Percentage
Less than 100	17%
100 - 250	13%
251 - 500	22%
501 - 750	13%
751 - 1,000	7%
1,001 - 1,500	9%
1,501 - 2,000	4%
2,001 - 3,000	4%
3,001 - 4,000	3%
4,001 - 5,000	3%
5,001 - 7,000	2%
7,001 - 10,000	2%
More than 10,000	1%

Fleets with 1,000 units or less are more common than larger fleets. Those with more than 10,000 units make up only 1.2 percent of all fleets.

MEDIAN ANNUAL BUDGET (LESS CAPITAL) BY AGENCY TYPE

CITY ➡ ➡ ➡ ➡ **\$2,725,000**

COUNTY ➡ ➡ ➡ **\$3,416,900**

STATE AGENCY ➡ ➡ **\$8,000,000**

FEDERAL ➡ ➡ ➡ **\$6,000,000**

City fleets have the smallest budget, while state agencies are reported to have the largest budgets, nearly triple the size of the median city budget.



MEDIAN ANNUAL BUDGET (LESS CAPITAL) BY FLEET SIZE

Fleet Units	Budget
250 and less	\$1,000,000
251 - 500	\$1,600,000
501 - 750	\$3,925,000
751 - 1,000	\$6,039,300
1,001 - 2,000	\$6,750,000
2,001 - 3,000	\$15,000,000
More than 3,000	\$24,000,000

Budgets increase proportionately to the number of units managed. Agencies with more than 3,000 units report the largest budget of \$24 million.

POPULATION SIZE

Population Size	Percentage
Less than 50,000	29%
50,000 - 99,999	12%
100,000 - 199,999	14%
200,000 - 299,999	9%
300,000 - 399,999	3%

The most common population size of the area for which a fleet agency is responsible is less than 50,000. Fleets reporting serving a population size of more than 10 million were mostly state and federal agencies.

Population Size	Percentage
400,000 - 499,999	2%
500,000 - 999,999	9%
1,000,000 - 4,999,999	16%
5,000,000 - 10,000,000	2%
More than 10,000,000	4%



TO WHOM DOES FLEET MANAGEMENT REPORT?

Title	Percentage
Director of Public Works	18%
Director of Finance	5%
City Manager	4%
Superintendent	4%
Assistant Director of Public Works	2%
Director of Operations	2%
Director of Transportation	2%
Director of General Services	2%
Mayor	2%
Chief of Police	1%
Deputy City Manager	1%
Director of Administrative Services	1%
General Manager	1%
Other	55%

The most common agency overseeing fleet services is Public Works, with 20 percent of fleet managers reporting to its director or assistant director. This data is calculated from actual titles reported by fleet managers. Variances in titles are calculated separately.

ARE TECHNICIANS REQUIRED TO PROVIDE THEIR OWN TOOLS?

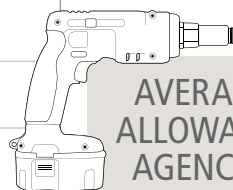
YES 55%

NO 45%

TECHNICIANS PROVIDING THEIR OWN TOOLS BREAKDOWN BY FLEET SIZE

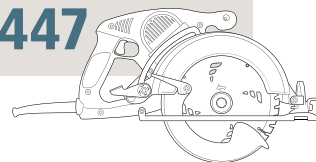
250 and less	YES	34%	NO	66%
251 - 500	YES	58%	NO	42%
501 - 750	YES	66%	NO	34%
751 - 1000	YES	64%	NO	36%
1,001 - 2,000	YES	71%	NO	29%
More than 2,000	YES	65%	NO	35%

Data shows that larger fleets are more likely to require that technicians provide their own tools. Only 34 percent of the smallest fleets (250 units and less) require it of their technicians.



AVERAGE ANNUAL TOOL ALLOWANCE AMOUNT FOR AGENCIES THAT OFFER IT

\$447



\$66

AVERAGE FULLY BURDENED LABOR RATE

*Average is derived from those reported by respondents. Methods of calculating labor rate vary, making it difficult to determine an accurate fully burdened labor rate.



IS THE FLEET AN INTERNAL SERVICE FUND?

YES 73%

NO 27%

INTERNAL SERVICE FUND BREAKDOWN BY AGENCY TYPE

CITY	YES	78%	NO	22%
COUNTY	YES	77%	NO	23%
FEDERAL AGENCY	YES	60%	NO	40%
STATE AGENCY	YES	57%	NO	43%
GAS/UTILITY	YES	57%	NO	43%

City and county fleets are more likely to be internal service funds than state, federal, and utility fleets.

DOES THE AGENCY HAVE A FORMAL REPLACEMENT PROGRAM?

YES 83%

NO 17%

REPLACEMENT PROGRAM BREAKDOWN BY AGENCY TYPE

CITY	YES	80%	NO	20%
COUNTY	YES	79%	NO	21%
FEDERAL AGENCY	YES	93%	NO	7%
STATE AGENCY	YES	90%	NO	10%
GAS/UTILITY	YES	91%	NO	9%

About 80 percent of cities and counties have a replacement program, while for state agencies, utilities, and federal agencies, this number jumps to the low-90 percentile.