

**Village of Massena  
BOARD OF TRUSTEES  
SPECIAL MEETING**

**Meeting Minutes**

**DATE/TIME:** **APRIL 26, 2022 (5:30 P.M.)**

**PLACE:** Town Hall Building, Massena, New York

**PRESENT:** **Village Board:**  
Mayor Greg Paquin  
Trustee Christine Winston  
Trustee Francis Carvel  
Trustee Chad Simpson

**Also Present:**  
Kevin Felt (Village Treasurer)  
Monique Chatland (Village Clerk/Administrator)  
Marty Miller (DPW Supt.)  
Mike McCabe (Recreation Director)  
Jason Olson (Chief of Police)  
Aaron Hardy (Fire Foreman/Code Enforcement)

**Press:** Bob Beckstead (Courier- Observer), Jeff Chudzinski (North Country Now)

**Presenter:** Connor Kimball (Enterprise-Virtual)

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Mayor Paquin opened a Special Meeting of the Village Board of Trustees at 5:31 p.m. and conducted a roll call of Board members present. Trustee Simpson moved to dispense with the regular agenda. Trustee Winston seconded the motion with unanimous Board approval.

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**PRESENTATION: ENTERPRISE FLEET MANAGEMENT**

Connor Kimball of Enterprise Fleet Management, largest in nation dealing with Government entities presented a power point presentation to Village Board members which brought into light their current situation is negatively impacting the overall budget and fleet operations. The objective would be to identify an effective vehicle life cycle that maximizes potential equity at time of resale creating a conservative savings of over \$422,950 in ten years while also increasing employee safety with newer vehicles, but benefiting from the Piggyback Source well awarded RFP #060618-EFM that addresses the following 1) access to all fleet management services as applicable to needs of Village while supporting the Villages need for fleet evaluation on a quarterly basis assessing costs and reviewing best practices. If Village chooses to partner with Enterprise would better leverage its buying power, implement a tighter controlled resale program to lower cost of ownership and minimize operational spend, reduce fuel and maintenance costs. This program will leverage ability to sell vehicles at an average of 109% above Black Book Value.

Mayor Paquin questioned Connor on options if we eventually want to opt out or reduce number of vehicles in fleet? There is no long-term commitment if decision was to eventually opt out could find a way to have no penalties but present data two to three years makes sense to reduce fleet and would recommend. Trustee Carvel questioned the data about the first year being the cheapest? Representative Connor said you will see the most net savings in first year by selling vehicles already owned to have equity. DPW Supt Marty Miller suggested it does drive operational costs(maintenance) down significantly by getting rid of newer vehicles first to get higher return. Connor suggested starting process soon to be able to get vehicles in these challenging economic times and compared State contract (Village currently utilizes) leasing will get you higher return than selling at auction, no cash up front, equity in lease will reduce total cost on vehicle. Maintenance on vehicles can be performed locally for non-preventative and preventative, will look at vehicles every year in respect of mileage and age. Recommends outsourcing Maintenance and leaving DPW garage to focus on more important tasks, equipment and larger projects. Next steps if interested would be to Complete agreements (several) and credit application. Treasurer Felt questioned if Cost Savings is tracked and by who? Connor confident year one will project savings but will also track over years to make estimate pricing as accurate as possible and modify structure of your lease program to tailor your budget. Mayor Paquin suggested pending agreements review moving forward with process. Trustee Carvel not so confident and would like to hear other proposals from other companies but at this time no-one else has come forward.

A motion was offered by Trustee Simpson, seconded by Trustee Winston to move forward with process pending review of contracts and agreements. **Motion Carried 3:0** (AYE=Paquin/Winston/Simpson) (PRESENT=Carvel).

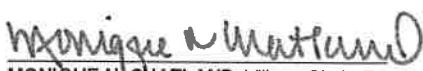
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**ADJOURNMENT:**

With no further business, it was moved by Trustee Simpson and seconded by Trustee Winston that the meeting be adjourned. **Motion Carried 4:0** (AYE= Paquin/Winston/Carvel/Simpson). It was so ordered by Mayor Paquin at 6:30 p.m.

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**MINUTES PREPARED BY:**

  
MONIQUE N. CHATLAND, Village Clerk