



City of San Marcos - White Fleet General Fund

Capital Funds by Funding Source		One-Time Down Payment
General Fund - 9	\$100,525	\$27,000

Menu Pricing

Lease Replacements Cost	\$100,525
Current Annual Cost	\$1,960,211
Annual Cost Retiring from Fleet	(\$55,420)
Total Added Lease Cost	\$45,105
Upfit Cost Required Year-One Not Included in Lease	\$27,000

Equity Lease Menu Pricing

Vehicle Being Replaced	Department	Fund	Year	Make	Model	Estimated Avg. Equity Per Unit	Government Incentive Per Unit	Quantity	Term	Estimated Annual Mileage	Monthly Cost (Lease Rate)*	Full Maintenance**	Annual Cost	Annual Cost by Quantity	Estimated Total Aftermarket Cost	Down Payment Upon Delivery	Capitalized Aftermarket Equipment Included in Lease Payment
52-133L, 52-164L	Fire Dept	GF	2026	Chevrolet	Silverado 2500HD Work Truck 4x4 Crew Cab 8 ft. box 172 in. WB	\$11,000	\$3,400.00	2	60	16,755	\$1,217	\$108	\$15,899	\$31,798	\$27,000	\$13,500	\$13,500
85-302L, 85-303L	City Marshals	GF	2026	Chevrolet	Silverado 1500 Work Truck 4x4 Crew Cab 5.75 ft. box 147.4 in. WB	\$16,000	\$4,900.00	2	60	9,000	\$750	\$57	\$9,679	\$19,359	\$0	\$0	\$0
124-142L	Code Enforcement	GF	2026	Chevrolet	Silverado 1500 Work Truck 4x2 Crew Cab 6.6 ft. box 157 in. WB	\$20,000	\$4,300.00	1	60	7,500	\$799	\$55	\$10,252	\$10,252	\$4,000	\$0	\$4,000
85-320L,	PARD	GF	2026	Chevrolet	Silverado 2500HD Work Truck 4x4 Crew Cab 8 ft. box 172 in. WB	\$22,500	\$3,400.00	1	60	7,500	\$1,023	\$58	\$12,972	\$12,972	\$4,000	\$0	\$4,000
72-288L	Public Works Admin	GF	2026	Ford	Explorer Active 4dr 4x2	\$11,500	\$1,500.00	1	60	7,500	\$685	\$55	\$8,879	\$8,879	\$0	\$0	\$0
75-219L	SMFD	GF	2026	Chevrolet	Equinox LT 4dr Front-Wheel Drive	\$4,500	\$1,500.00	1	60	7,500	\$504	\$55	\$6,712	\$6,712	\$0	\$0	\$0
32-327L	Perm	GF	2026	Chevrolet	Silverado 1500 Work Truck 4x4 Crew Cab 5.75ft. box 147.4 in. WB	\$15,000	\$4,300.00	1	60	8,500	\$822	\$57	\$10,554	\$10,554	\$4,000	\$0	\$4,000
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\*2026 pricing is currently unavailable. Amount reflected is based on 2025's pricing with \$0 incentives and an addition of 4%  
 Estimated Total Equity Available Within Selected Turn-In Units: \$223,006

\*\*Maintenance does not include brakes or tires  
 Pricing does not include any applicable taxes  
 Pricing does not include expected return on equity at end of lease



City of San Marcos - White Fleet Enterprise

Menu Pricing

Capital Funds by Funding Source		One-Time Down Payment
Enterprise Fund - 4	\$56,325	\$25,500

Lease Replacements Cost	\$56,325
Current Annual Cost	\$821,295
Annual Cost Retiring from Fleet	(\$21,879)
Total Added Lease Cost	\$34,445
Upfit Cost Required Year-One Not Included in Lease	\$25,500

Equity Lease Menu Pricing

Vehicle Being Replaced	Department	Fund	Year	Make	Model	Estimated Avg. Equity Per Unit	Government Incentive Per Unit	Quantity	Term	Estimated Annual Mileage	Monthly Cost (Lease Rate)*	Full Maintenance**	Annual Cost	Annual Cost by Quantity	Estimated Total Aftermarket Cost	Down Payment Upon Delivery	Capitalized Aftermarket Equipment Included in Lease Payment
73-307L	Stormwater	EF	2026	Chevrolet	Silverado 3500 Chassis Work Truck 4x2 Crew Cab 177 in. WB DRW	\$17,500	\$2,500.00	1	60	\$7,500	\$1,196	\$70	\$15,193	\$15,193	\$12,500	\$6,250	\$6,250
79-214L	Water Dist	EF	2026	Chevrolet	Silverado 1500 Work Truck 4x2 Crew Cab 6.6 ft. box 157 in. WB	\$11,500	\$4,300.00	1	60	\$10,000	\$965	\$55	\$12,244	\$12,244	\$25,000	\$12,500	\$12,500
79-305L	Water Dist	EF	2026	Chevrolet	Silverado 3500 Chassis Work Truck 4x2 Crew Cab 177 in. WB DRW	\$22,000	\$2,500.00	1	60	\$7,500	\$1,206	\$70	\$15,313	\$15,313	\$13,500	\$6,750	\$6,750
771-322L	Water Quality	EF	2026	Chevrolet	Silverado 2500HD Work Truck 4x4 Crew Cab 8 ft. box 172 in. WB	\$17,500	\$3,400.00	1	60	\$20,000	\$1,023	\$108	\$13,574	\$13,574	\$4,000	\$0	\$4,000
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\*2026 pricing is currently unavailable. Amount reflected is based on 2025's pricing with \$0 incentives and an addition of 4%  
 Estimated Total Equity Available Within Selected Turn-In Units: \$223,006

\*\*Maintenance does not include brakes or tires. Pricing does not include any applicable taxes. Pricing does not include expected return on equity at end of lease



**City of San Marcos - PD Unmarked  
Menu Pricing**

Lease Replacements Cost	\$43,878
Current Annual Cost	\$354,623
Annual Cost Retiring from Fleet	(\$30,475)
Total Added Lease Cost	\$13,402
Upfit Cost Required Year-One Not Included in Lease	\$0

**Equity Lease Menu Pricing**

Vehicle Being Replaced	Year	Make	Model	Trim Level	Estimated Equity	Incentives	Quantity	Term	Estimated Annual Mileage	Monthly Cost (Lease Rate)*	Full Maintenance**	Annual Cost	Annual Cost by Quantity	Estimated Aftermarket Cost	Down Payment Upon Delivery	Capitalized Aftermarket Equipment Included in Lease Payment
166-310	2026	Toyota	Tundra	SR5 CrewMax 5.5 ft bed 4x4	\$19,466	\$3,000	1	\$60	\$10,000	\$845	\$61	\$10,879	\$10,879	\$0	\$0	\$0
166-309	2026	Toyota	4Runner	TRD Sport 4dr 4x2	\$18,333	\$0	1	\$60	\$10,000	\$873	\$61	\$11,209	\$11,209	\$0	\$0	\$0
166-341	2026	Cherolet	Silverado 1500	WT 4x4 Crew Cab 5.75 ft box 147.4 in WB	\$18,148	\$4,900	1	\$60	\$10,000	\$936	\$64	\$12,005	\$12,005	\$0	\$0	\$0
166-312	2026	Dodge	Durango	R/T 4dr All-Wheel Drive	\$19,225	\$4,500	1	\$60	\$10,000	\$751	\$64	\$9,784	\$9,784	\$0	\$0	\$0
<b>Total Vehicles</b>							<b>4</b>									

Current Equity Avialable Within Selected Turn-In Units: \$75,349.77

\*\*Maintenance does not include brakes or tires, Pricing does not include any applicable taxes, Pricing does not include expected return on equity at end of lease



## City of San Marcos - PD Unmarked and Enterprise Menu Pricing

Total Annual Cost	\$120,952
Annual Cost Currently In Budget	\$0
New Capital Funds Required	\$120,952
Down Payments Due Upon Delivery In Year One	\$80,844

### Equity Lease Menu Pricing

Year	Make	Model	Trim Level	Incentives	Quantity	Term	Estimated Annual Mileage	Monthly Cost (Lease Rate)*	Full Maintenance**	Annual Cost	Annual Cost by Quantity	Estimated Aftermarket Cost	Down Payment Upon Delivery	Capitalized Aftermarket Equipment Included in Lease Payment
2026	Chevrolet	Tahoe	Police Vehicle 4dr 4x2	\$1,000	6	\$60	\$10,000	\$1,316	\$0	\$15,796	\$94,775	\$21,915	\$10,958	\$10,958
2026	Chevrolet	Silverado 3500HD	Crew Cab 4x4	\$1,500	1	\$60	\$10,000	\$1,332	\$72	\$16,840	\$16,840	\$30,197	\$15,098	\$15,098
2026	Chevrolet	Traverse	LT 4dr Front-Wheel Drive	\$2,100	1	\$60	\$7,500	\$723	\$55	\$9,337	\$9,337	\$0	\$0	\$0
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No equity is reflected in new pricing.

**\*\*Maintenance does not include brakes or tires, Pricing does not include any applicable taxes, Pricing does not include expected return on equity at end of lease**