

**Logan County Commissioners Work Session**  
**October 28, 2025**

Present: Mike Brownell, Jim Santomaso, Alan Samber, Mike Burri, Rick Cullip, Marilee Johnson, Debbie Unrein, Larry Caster, Wayne Howard, Callie Jones, and Jennifer Crow.

Chairman Brownell called the meeting to order at 9:04 a.m.

**APPROVAL OF MINUTES FROM PREVIOUS SESSION** – The minutes of the October 21, 2025 Work Session were not ready.

**REVISIONS TO THE WORK SESSION AGENDA** – There were none.

**ENTERPRISE FLEET MANAGEMENT** - Larry Caster of Enterprise Fleet Management met with the Board concerning buying and selling vehicles. Mr. Caster shared that Enterprise is a privately held company, part of the Enterprise Holding Operation which owns Enterprise, National, and Alamo. Most people know Enterprise because of the rental cars, but they have a fleet site as well that works with cities, towns, counties, and nonprofits. Enterprise currently works with 11 or 12 different counties in Colorado. For example, Chaffee, Adams, and Moffat Counties, and the towns of Frederick, Erie, Firestone, and Milliken. They try to help governments piggyback off their economies of scale.

He explained what Enterprise was able to do for Chaffee County. Caster pointed out that Enterprise is a part of Sourcewell, which is a purchasing cooperative that Logan County recently joined. What is good about that is if the County partners with Enterprise, it does not have to do an RFP, because the due diligence has already been done. That's the benefit of using the Sourcewell program.

Mr. Caster would first review the County's fleet. He has been with Enterprise for 30 years with 25 years of those being on the fleet side, he is very informed on the government fleets and how they work. One of the things that they look at is safety. Any vehicles older than 2007 might not have air bags and they may not even have antilock brakes. Vehicles that are older than 2012 models, when electronic stability came in, that's what keeps vehicles from fish tailing, and has decreased single car accidents by 53%. This has equated saving lives like a seat belt did back in the 50s. In 2021, it became standard for vehicles to have rear view cameras. Any vehicle older than 2021 probably does not have rear view cameras. Now there is new technology for collision avoidance systems such as autonomous braking, lane departure warnings, etc., making them safer than ever, but also more expensive.

Caster explained what Enterprise has done for the City of Fountain which has been with them for almost 10 years. They have done a complete cycle of their fleet over the first five years, and now they're on the second cycle. This is an example of a five-year term for a 3/4 pickup. The City of Fountain bought it for \$37,500. The city ended up turning around and selling it in five years with only 32,000 miles on it for \$35,500. Basically, they spent \$2,000 to operate that vehicle for five years, or basically \$35 a month.

Enterprise helps clients buy low, and sell high, and lower operating costs. They make recommendations based on the type of vehicle, the incentives that are coming, and the resale value. They may recommend to a government agency and suggest that they do not keep it for five years, cycle it in three or four years, because the resale value is so strong for that particular vehicle.

There are no mileage penalties. They recommend not keeping vehicles longer than seven years or longer than 100,000 miles because resale drops dramatically at that point. Also, after 100,000 miles there is no manufacturer's warranty. There are exceptions, for instance a one-ton service body with \$20,000 of

equipment, that's a different cycle. The others are police or Sheriff's vehicles, which are typically driven pretty hard, with hard accelerations, hard stops, sometimes even off-roading. They also have a lot of idle, in the winter officers are doing paperwork after a ticket in the car and the heater's going or in the summer with the AC running. Those vehicles might say 75,000 miles on the odometer, but in essence, it might be 100,000 or 115,000 miles. Most police agencies cycle their vehicles somewhere around the 100,000-mile mark, just because you can't have down time and breakdowns.

The emergency vehicles are fully equipped as are the work trucks with service bodies. All vehicles are upfitted typically before they're delivered. Whoever is upfitting the Sheriff's vehicles right now, if the Sheriff's Office is happy with them, they can continue with them, Enterprise does not want to interfere with that. Enterprise will get the vehicles delivered to the upfitter. The upfitter installs all the police equipment and then the vehicle is delivered to the County.

Currently, the Sheriff pays for the vehicles through one vendor that obtains the vehicles and then upfits them as well. The process has been taking less time than it was with a previous vendor. Work pickups have different cycles. A lot of his clients might cycle the chassis at five years but will take the work body and put it on a new chassis, because it's still in good shape. Or it might need \$1,000 or \$2,000 of refurbishing. A vehicle that has \$20,000 equipment maybe you keep it for 10 years or 100,000 miles. They can tailor the program based on the vehicle and the usage.

Because Enterprise uses Sourcewell, they're guaranteed to get the best pricing. If there's a state contract, they can buy off of the state bid, they don't mark it up. If it's a \$50,000 truck off the state bid, they lease it to the County for \$50,000 there's no additional markup.

Enterprise just partnered with the City of Brighton recently and found out that they were purchasing Subarus. The state bid for Subaru was about \$500 more than what Enterprise can buy it for. For any Subaru, they said let Enterprise order it, because we'll pass on our discount to you. It's the same with the upfitter for the police vehicles. Enterprise can order the vehicle from the manufacturer, ship it to Oklahoma, or wherever the upfitter's located, and then they do the upfit, and then the vehicle is delivered.

Typically, the County has paid cash for vehicles. Enterprise has been able to offer a municipal type of lease structure. Basically, it's a finance to a residual or payoff. For example, a \$32,000 vehicle at the end of the term, four years, or 48 months, is on the books for \$8,000. That is the payoff. At the end of four years, if you decide to cycle it out and Enterprise sells it for \$14,000, that difference between what is on the books for \$8,000, and what it sells for \$14,000 that \$6,000 is your equity, and it comes right back to the County.

The earlier example Caster showed, the City of Fountain, had a \$37,000 truck, had \$35,000 of equity. That amount could be rolled into the next truck, drastically reducing costs. That's an example; they're not going to sell every truck for \$35,000. If you paid \$37,000, that was just a perfect example of one of our recommendations and how it worked. They are seeing \$10,000 - \$20,000 in resale equity come back to Their government partners every day, just because they're buying low and selling high. There are no mileage restrictions, and no wear and tear charges. They are true commercial type leases. Any wear and tear will only affect the resale value. Resale value is affected by mileage and condition. There is no charge from Enterprise for the wear and tear or damage.

The County's insurance is through CTSI. The vehicles would be covered through CTSI with a \$1,500 deductible. If one of the vehicles happens to get in an accident and be totaled, Enterprise would work with the insurance company to get a settlement, and the county would pay the deductible. Enterprise would work on getting a new vehicle in.

Mr. Caster explained how Enterprise was able to help Chaffee County with their fleet last year. Any vehicle older than 10 years and that had more than 100,000 miles was the first recommendation to replace. There were 37 vehicles that were replaced the first year. The next year there were six vehicles. The third year it was only two. The fourth year, 18 vehicles were replaced, and the last year was 21 vehicles. Their fleet was slowly replaced.

Enterprise is anticipating saving Chaffee County over \$1.1 million over the next 10 years, and that's having a brand-new fleet every five years. Maintenance costs went way down. This allows them to deal with preventative maintenance, oil changes, tires and brakes. With an older fleet, you're dealing with transmissions and alternators and whatever else comes up.

Caster discussed fuel economy. There is new technology coming with hybrids that you can get 40 miles to the gallon, that can change fuel costs, and so fuel costs will start to go down. Chaffee County typically did eight vehicles a year, or 10% of their fleet a year. Enterprise came in and wrote the lease for 37 vehicles, at a cost of \$237,000 vs. Chaffee County's normal purchase costs of \$256,000. This tripled the number of vehicles replaced, lowered their maintenance and lowered their fuel costs. Their net savings in the first year were about \$165,000. That's just year one, and they have almost half their fleet new.

Enterprise does not do maintenance on any of the vehicles. However, they will work with the local shops. If the Road and Bridge Department needs help with the maintenance or can't keep up, there are twelve different shops in Sterling that accept the Enterprise program.

Enterprise partners with Telematics Geotap for GPS tracking of vehicles and how drivers are driving. Caster offered to put together an analysis for the County. He would like to work with the Road and Bridge Department and the Sheriff's Department and any other departments that have fleet vehicles.

Enterprise can purchase vehicles from any dealer. Local dealers can participate in the Sourcewell process. Some dealers are more retail oriented, and some are fleet or government oriented. The Board would like to keep purchases local if they can. Enterprise is willing to work with the dealers if the prices are close enough. Counties they work with all have local dealers they work with and will pay slightly higher costs to stay local because the local businesses support the community.

The County will receive the first billing the next month after a vehicle is delivered. Vehicles that don't have equipment, for example a 3/4-ton pickup. The next month, you get your bill in for the first month's payment. A police vehicle that might have \$20,000 or \$30,000 of equipment, the County is asked to pay for half the equipment at time of delivery or the first of the next month. If it's \$30,000 equipment on a Tahoe, for example, the total vehicle cost is \$80,000. Once the vehicle is delivered, next month the county will be billed for \$15,000 for half the equipment, and then the first month's payment on the vehicle.

Caster cannot analyze the Sheriff's Department fleet alone because they are a higher risk, as they're pursuit vehicles. He can do any other "white fleet" non-emergency, response vehicles such as Road and Bridge, etc. or Sheriff and another department. Sheriff's vehicles are also different because there is \$20,000-\$30,000 of equipment per vehicle. The Sheriff's Department, if they cycle, makes sense to put it on a lease and cycle it out at the appropriate time.

The Board agreed to allow Caster to put together a free analysis of the Road and Bridge fleet and the Sheriff's fleet. There is no commitment on the County's part. If it makes sense for the County to work something out, then he can come back in November to discuss this.

**BRIDGE GRANT PROGRAM** – Wayne Howard of SEH and Mike Burri met with the Board to discuss

which bridge structures should be submitted for grant applications. Mr. Howard explained that he and Burri and Commissioner Yahn previously went through the County's 75 worst bridge structures and narrowed it down to ten. Then they went through those ten in detail to determine which ones are best suited to apply for grant funding.

The two bridges that were decided on were the bridge on CR 59 on the North Sterling outlet and the other is on CR 26 on the inlet of North Sterling. Both structures are in very bad shape. They will both score well when it comes to the Special Highway Committee selection process. SEH went through the next steps to determine costs associated with the design costs, construction costs, and construction management costs through the federal process.

The associated costs might seem high, but the federal process is more demanding than if you just traditionally built these bridges on your own. The CR 26 bridge is 85 years old and has a sufficiency rating in the 30s. The length is 31 feet, and the width is 20 feet, it's narrow, which was standard back when it was built. The replacement that would be best suited for this bridge is something in the 35-foot range. Because the County does not have its own standards, SHE looked at it due to the fact that it is a local road. It will not see a tremendous amount of traffic. They determined that the bridge should be a 26-foot clear span. The County can decide if something wider is warranted. CDOT will probably not allow a bridge narrower than that.

The roadway coming into this bridge is only 20 - 22 feet, so a 26-foot-wide bridge is already going to feel much wider. If it's currently handling farm equipment out there, this will be much better than what's out there now. There's no railing on the existing bridge, so they can probably drive over it without any problems.

One of the other reasons a 26-foot bridge was selected, is the last bridge over the South Platte River that the County replaced, has the same deck. That roadway obviously has a lot more traffic on it, and a lot of machinery out there as well. It seemed to fit well on that road. SEH is estimating the total cost of the bridge to come in at \$1.52 million for design, construction and construction management. The grant would match 80% of that, which leaves the county's match at \$304,000. One of the problems they have is estimating costs. Nobody's built one of these structures out here for a long time, including CDOT. Neighboring cities and counties' costs were used to determine bridge costs. El Paso County was one that was used, and Wray, Colorado was another entity used. The costs are similar, their bridges were a little wider, they were 43-foot wide, but the length was about the same, in the 40-70-foot range. With grants, you want to estimate a little high. You can always turn the money back, but you definitely don't want to have to pay out of pocket. They tried to keep things a little conservative and estimate on the high side.

The process will have to go through a structured selection report through CDOT. SEH is doing a lot of the short slab, concrete box beam. One span, or single span bridges are what has been most economical for this type of bridge. They will look at steel but currently, concrete seems to be winning the battle when it comes to cost. The deck is probably going to be concrete. That gives the longest life of most types of structures. That would be an 80-year design. The life of bridges is how much maintenance is done on them. If you can catch some of the problems before they are too bad, you can get that 80 to a 100-year life.

The awkwardness is going to be trying to fit CDOT style guardrail over the canal. There is some very tight 25-foot radius railing that's about as tight as they could bend that metal. It might end up separated on the approach side, which is a small piece on the other side of the canal, that way it meets CDOT crash standards.

The Bridge on CR 59 has a very dramatic curve in the roadway. There are two options. The first option is a 55-foot bridge. What is out there now is a very tight curve, it's probably 10 miles an hour at best. This bridge is probably the worst one in the County's system. It's posted five tons, no trucks, and is 85 years old. The road has a very small amount of traffic. Traffic might be different than that if the bridge was posted

differently. SEH looked at a 55-foot bridge and a 75-foot bridge, something in between what's out there now and a straight shot approach. There is quite a bit of room out to realign some of the gravel roadway and try to get something maybe at a 30 - 40 mile per hour design speed, even with the 55-foot bridge. There are some large power lines that are going through there. They definitely want to navigate outside of whatever easements they have. The engineers came up with a 29-foot bridge deck with a 26-foot opening. The cost of this 55-foot bridge is \$1.88 million, with the county's match being \$376,000. The alternative, if the county would like something a little bit straighter, is a 75-foot bridge that gets probably in the 45-50 mile an hour range, maybe even a little faster. That cost gets grant to \$2.1 million, with the County's match going up to \$428,000.

There are about 10 days left before the grant applications are due. Commissioner Yahn thought that the 55-foot bridge is a bit cheaper and is way better than what's out there. For the future of this particular part of the county, it probably would suffice and allow you to build a much better bridge without spending as much money. The CDOT local agency referral will need to be obtained and then the application will be forwarded to CCI.

The grant awards will be announced in December. Then CDOT spends about three or four months getting the agreement through the process of signatures between CDOT and the County. The County would then kick off the design RFP process. The majority of the money you will actually see during construction, which would probably depend on which one of the bridges is awarded the grant. On one of them, water is going to be flowing during the winter and one of them will be dry in the winter. You probably won't see this money being spent until 2027 to early 2028. When you sign the letter to CCI, it says that you have agreed to provide the match from the County's budget.

It's hard to predict what real costs are, because mobilization from the companies that are going to be bidding on this are in the Front Range area, so the mobilization costs are pretty high. If you're doing an 80-year lifespan project, and you can straighten the road out for a match of \$40,000 it's probably worth that. Safety plays into it too, the more you can eliminate those curves, it's a better road and a safer road.

Howard told the Board that SEH works with a lot of agencies to help them navigate the grant process. There aren't very many bridges that fall into these kinds of categories of really poor condition bridges. He anticipates that the County will get a grant for at least getting one bridge very easily. It was discussed in our contract making applications for two bridges, as long as the county can make their match. The key is the County will have to prioritize the applications.

The committee might say, Okay, we have enough money to fund one, but we don't have enough money through the entire program for both, and you'll have to explain which one you want in front of the other. The bridge on CR 59 with the crooked road is the bridge in the worst condition. As Mike knows, the Bridge on CR 26, the pilings are splitting in half, and he's got to do some emergency repairs to it. As long as he can keep that bridge together, it would be a good time to at least do the application. If it is not awarded, then it would be a great application for the following year, because it is already straightforward. It would need to be updated and resubmitted. That means you'd have to extend it out for another year or two, getting it through those piling issues that it's having.

Commissioner Brownell said that he would like to go with the 75-foot bridge to give more flexibility for the future. This would also be his bridge priority for consideration. Mike Burri said he would coordinate repairs for the split pilings on bridge on CR 26 for now. Even if the bridge grant for this bridge is successful, the bridge is two years from being rebuilt.

Wayne Howard will start the application process with Bridge 59 being first priority and Bridge 26 being the

second priority and have it back to the County so that it can be signed and emailed to CCI before November 7th.

**JAKE BRAKE ENGINE MUFFLERS ON STATE HIGHWAY 14** – Commissioner Brownell asked County Attorney Alan Samber about the use of jake brake engine mufflers on State Highway 14. Commissioner Brownell has been approached by a resident who lives on State Highway 14 asking if the County can put up signs requiring engine mufflers on trucks. Alan Samber said that the jake brakes themselves are not illegal. Some truck drivers use them way too much and just like to make noise, bothering residents who live along the highways. It would be hard to enforce any type of ordinance or law. CDOT is the only one that can put up signs along on the State Highway.

**LACEY BARNES MAG CHLORIDE DUST CONTROL** – Commissioner Brownell mentioned that Lacey Barnes of Iliff emailed asking about mag chloride dust control. Burri said it works as long as the blade doesn't go too deep. The other stuff can be mixed with water, and they can get a lot more life out of it. The mag chloride has to be worked with straight. When it rains it gets gooey. Commissioner Brownell will forward the email to Mike Burri.

There being no further business to come before the Board, the meeting adjourned at 10:30 a.m.