



**BOARD OF SUPERVISORS
AGENDA LETTER**

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Submitted on:
(COB Stamp)

Department Name: Sheriff's Office
Department No.: 032
Agenda Date: November 4, 2025
Placement: Administrative Agenda
Estimated Time:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director: Bill Brown, Sheriff-Coroner
Contact: Tiffany Hampton, Department Business Specialist
SUBJECT: Amendment to Enterprise Fleet Management Equity Lease Agreement

County Counsel Concurrence

As to form: Yes

Other Concurrence: General Services, Purchasing

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve an increase in the contract limit with Enterprise Fleet (Board Contract 21197) by \$450,000, for a total of \$3,464,700, to accommodate higher-than-anticipated vehicle acquisition and operating costs, and ratify prior expenditures that exceeded the original contract limit, with no other changes to the contract terms; and
- b) Determine that the above-recommended action is not a project that is subject to environmental review under the California Environmental Quality Act (CEQA), pursuant to CEQA Guidelines section 15378(b)(4), finding that the action is a governmental funding mechanism and/or fiscal activity that will not result in direct or indirect physical changes in the environment.

Summary Text:

This item is before your Board to approve a contract increase with Enterprise Fleet Management (Enterprise) and ratify prior expenditures that exceeded the contract limit previously authorized by your Board. On February 9, 2021, the County entered a five-year pilot contract with Enterprise (BC 21197), which is set to expire February 9, 2026. Unanticipated pandemic-driven inflationary and supply chain pressures have resulted in vendor costs that exceeded original Board contract estimates.

Therefore, the Sheriff's Office requests an increase of \$450,000 in budgeted purchasing authority to cover the remaining four months of the contract.

Discussion:

As the five-year term contract concludes, extraordinary and largely unforeseeable pandemic-driven cost pressures impacted the purchase price of vehicles across the automobile industry. While the automobile industry generally had a 3% to 4% cost increase from one model year to the next prior to the pandemic, increases spiked to nearly 6% in 2021, and 11% in 2022. Industry-wide, vehicle acquisition prices have increased significantly, manufacturer incentives have diminished, and ongoing supply chain constraints have limited bargaining flexibility. Additionally, maintenance, parts, and labor costs have continued to rise. This amendment to increase the existing contract's purchasing authority will allow the Sheriff's Office to meet its lease obligations and prevent disruption to critical law enforcement services that require the use of automobiles.

Although each fiscal year has included sufficient budget allocations for the Enterprise program, the original Board authorization—approved at the outset of the pilot—limited the purchasing authority to \$3,014,700. At the time, the Sheriff's Office reallocated funds previously dedicated to the internal County fleet to support the new Enterprise model, without requesting additional resources. This amendment does not seek new funding; rather, it requests an increase in purchasing authority to reflect the funds that are already budgeted and available within the current fiscal year. This request for additional contract purchasing authority is not the result of an expanded program scope or planning deficiencies, but a necessary adjustment to align the contract purchasing authority with current economic realities that could not have been anticipated when the original agreement was approved in 2021.

The Sheriff's Office and General Services are scheduled to return to the Board in early 2026 to present a comprehensive evaluation of the pilot program, including data-driven analysis of its outcomes and an assessment of its overall effectiveness.

Background:

Prior to this pilot, the Sheriff's vehicle fleet was managed through the County's centralized vehicle operations program, with departments billed for capital replacement, maintenance, and repairs through a cost-per-mile (CPM) fee. In 2021, the Sheriff's Office launched a pilot with Enterprise to lease and maintain a portion of the fleet, with goals of improving predictability, reducing lifecycle costs, and optimizing resale returns. When the Board approved the original agreement, projected benefits included lower fixed maintenance rates, higher resale proceeds via Enterprise's resale network, reduced vehicle downtime, and more efficient vehicle acquisition and outfitting.

The economic environment has shifted significantly, such that both Enterprise and the County's vehicle operations now confront steeply increased costs. These pressures stem primarily from pandemic-related supply chain challenges, reduced availability of critical vehicle components, and inflation in materials and labor. To sustain the existing level of service through Enterprise, an increase of \$450,000 in purchasing authority is required, which results in increasing the total contract amount from \$3,014,700 to \$3,464,700.

Fiscal and Facilities Impacts:

Budgeted: Yes

Fiscal Analysis:

Funding Source	12/21-06/23	07/23-06/24	07/24-06/25	07/25-02/26	Total
General Fund	\$764,800	\$871,300	\$1,039,500	\$789,100	\$3,464,700
State					
Federal					
Fees					
Total	\$764,800	\$871,300	\$1,039,500	\$789,100	\$3,464,700

The above table reflects actual contract expenditures through FY 2024-25, as well as anticipated expenditures through the end of the contract period. The anticipated annualized ongoing cost projected in the 2021 Board Letter was \$668,100 per year; however, the current average monthly payment to Enterprise is approximately \$86,400, or \$1,036,800 for the full FY 2025-26 fiscal year. The Sheriff's Office FY 2025-26 Adopted Budget includes \$956,200 for vehicle fleet expenditures, which will be sufficient to cover the projected expenditures less an expected credit for the \$80,600 difference from an accident insurance reimbursement. With four months remaining in the contract term, the contract increase of \$450,000 is needed to ensure continuity of the pilot program and maintain fleet readiness.

Attachments:**Attachment A** – Enterprise Fleet-Executed Agreement (2021)**Attachment B** – Enterprise Board Contract-21197 (2021)**Contact Information:**

Tiffany Hampton
 Department Business Specialist II
TLA4304@sbsheriff.org