

Exhibit 4: Examples of Preparing a Cost Analysis

Scenario 1: Permanent Use Vehicle

A refuge requires a vehicle to move people and property between four separate locations. Specifications require a small or mid-size, fuel-efficient SUV. No AFVs are available for rent (Non-TDY) on the GSA Schedule. In the analysis below, the lease and purchase costs are relatively similar given the mission requirements. However, leasing provides more flexible disposal terms and includes the fuel and maintenance expenses. **Owning proves to be less expensive only if the vehicle is disposed of in a timely manner (4/5 years).** After 4/5 years, the owned vehicle becomes increasingly less reliable than a leased vehicle that can be cycled out and replaced.

	GSA Lease	GSA Rental	Purchase
Expected Miles Per Year	8,000	8,000	8,000
Duration (Years)	5	NA	5
Fuel Type	Gas/Hybrid		Gas/Hybrid
Estimated MPG	30.5		30.5
Estimated Fuel Price	\$3.85		\$3.85
Lease:			
Lease Term (mos)	60		
Payment	215		
Mileage Charge per Mile	\$0.19		
Maintenance (Many GSA Lease Include Maintenance and fuel)	Included in miles		
Rent (Non-TDY):			
Rate (Weekly)			
Mileage Charge			
Add'l Fees (Delivery, etc.)			
Owned:			
Purchase Price			\$22,755.00
Maintenance Expense			\$1,900.00
Expected Resale Value (Most vehicles drop 45-60% in resale value the first 4 years)			\$11,377.50
Total Estimated Life-Cycle Costs	\$20,500.00		\$18,326.68

Scenario 2: Short-term use vehicle

A refuge has need for a pickup truck to facilitate the work of several volunteers for a period of 2 months each summer. In this scenario, a GSA lease is unavailable due to the duration. Renting a vehicle through the GSA Short-Term Rental Program is the best option as it is less expensive than purchasing a vehicle. Purchasing a vehicle may result in added use in the off-season that will increase overall miles per year versus the original estimate.

	GSA Lease	GSA Rental	Purchase
Expected Miles Per Year	NA	3,000	3,000
Duration (weeks for rent (Non-TDY)al and years to disposal if purchased)	NA	8	4
Fuel Type		Gas	Gas/Hybrid
Estimated MPG		18	30.5
Estimated Fuel Price		\$3.85	\$3.85
Lease:			
Lease Term (mos)			
Payment			
Mileage Charge per Mile			
Maintenance (Many GSA Lease Include Maintenance and fuel)	Included in miles		
Rent (Non-TDY):			
Rate (Weekly)		\$350.00	
Mileage Charge		NA	
Add'l Fees (Delivery etc)			
Fuel		\$641.67	
Total Rental			
Owned:			
Purchase Price			\$22,755.00
Maintenance Expense (Entire period from D7)			\$1,900.00
Expected Resale Value (Most vehicles drop 45-60% in resale value the first 4 years)			\$11,377.50
Total Estimated Life-Cycle Costs		\$3,441.67	\$10,992.25