

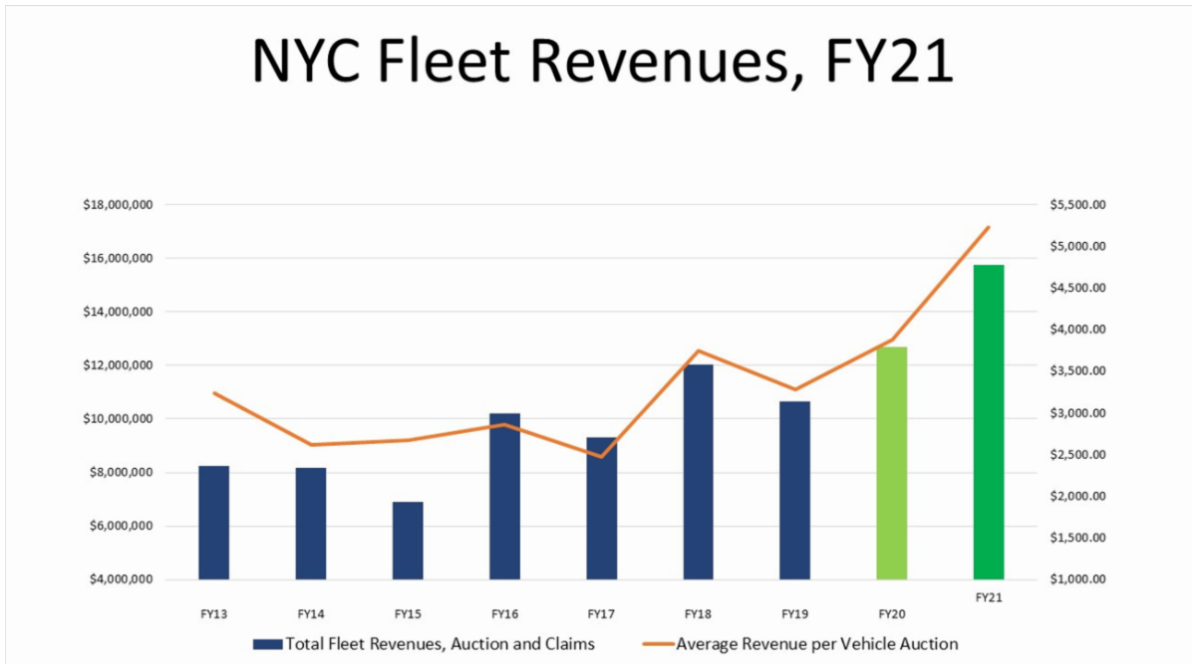
DCAS Posts Record Fleet Revenue for Second Straight Year

By: Keith T. Kerman

Fiscal year 2021 has now come to an end. This was an extraordinarily challenging fiscal year marked by the COVID-19 pandemic and the health, operational, and fiscal stresses it caused. NYC Fleet was able to make progress in many areas while also supporting the response effort and managing through fiscal constraint. As we do each year, we will report on fiscal year performance as the summer moves along.

Among the most positive indicators was revenue performance. Fleet brought in a record \$15.75 million in revenue between sale of used vehicles and pursuit of restitution when private vehicles damage fleet vehicles. This was a \$3 million increase from our previous record last year as reported in [NYC Fleet Newsletter 311](#). It was a \$5.1 million or 48% increase from FY19.

The increase was driven by greatly improved returns per vehicle on online auction sales. The average sale per vehicle went up to \$5,257, a 36% increase from our previous record last year.



Each year, DCAS sells a wide variety of units including sedans, SUVs, pickups, vans, trucks, and off-road equipment. Hybrid cars and garbage trucks are among the best-selling items. Our per unit increase reflects trends that have been publicly reported in the broader used car market as the fiscal pressures from COVID-19 and the microchip shortage have led more buyers to the used vehicle market.

This year's auction program was also buttressed by the implementation of [Mayoral Executive Order 41](#) which required a 1,000 vehicle on-road fleet reduction by June 30, 2021. The order was released in March 2019. Implementation of the fleet reduction helped maintain total vehicle sales despite a large decrease in vehicle buying tied to COVID-19 and citywide savings initiatives. After a number of years of extremely strong vehicle buying, sales of fleet items, including off-road vehicles, have outpaced purchases since FY19 as we have implemented the order.

NYC Fleet: Fleet Purchases Versus Auction Sales, Last Five Years						
	FY21	FY20	FY19	FY18	FY17	Total
Purchases versus Sales	-2053	-915	29	933	991	-1015

DCAS is now completing its 10th year of online auctions, a program first implemented in 2012 as part of the fleet consolidation and shared services initiative, [EO 161](#). We expect to announce a new contract for these services later in 2021. DCAS has sold 26,559 units online since 2012 for total revenue of \$88.35 million. DCAS also freed up six acres at the Brooklyn Navy Yard for economic development by transitioning from in-person to online auctions.

The DCAS Claims Unit met its annual target at \$738 thousand in claims revenue despite the loss of staffing resources due to COVID-19 and the move to remote work. DCAS works with the Law Department, the City Comptroller, and fleet agencies to pursue claims when private vehicles damage our fleet. DCAS also coordinates with NYPD, FDNY, DOT, DEP, and Parks, who also pursue affirmative claims directly.

Thanks to our citywide auction team of Jon Ells, Valentino Balzora, Ilya Abramovich, Fran Kenley, and our Crash and Claims Unit of Marcin Gubernat, Veronica Rodriguez, Nate Koszer, Jason Li, and welcoming new addition Fouad Salem. We will report on additional performance areas, including other aspects of EO41, in upcoming newsletters.



DCAS's Inside Citywide Podcast

DCAS's new [Inside Citywide podcast](#) provides a behind-the-scenes look at New York City government. Episode 2 is out now and takes a look at the future of the City of New York's vehicle fleet as it transitions to all-electric by 2040.

COVID-19 Safety Reminder

For all fleet drivers, please be reminded to wear a mask when operating a fleet vehicle with others in the vehicle. Attached again are the [Department of Health's COVID-19 Safety Guidelines relating to vehicle operation](#).

Check out past editions of the Fleet Newsletter

[NYC Fleet Newsletter 350, June 30, 2021](#): Back to Basics for the Summer: Seatbelt Challenge!

[NYC Fleet Newsletter 349, June 25, 2021](#): NYC Fleet Spotlight- DOT Mechanic Joe Cappellino

[NYC Fleet Newsletter 348, June 18, 2021](#): NYC Fleet Spotlight: FDNY Mechanic Chris Boodhan

[NYC Fleet Newsletter 347, June 7, 2021](#): Fleets of the Future- Chicago Fleet

[NYC Fleet Newsletter 346, May 28, 2021](#): US DOT and NYC Connected Vehicle Pilot Goes Live

Check out the [complete archive](#).

// Connect with DCAS to Learn More about the City of New York's Fleet //



Visit us on the web at nyc.gov/DCAS
