

**Kelly W. Reagan**

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com

Cell phone:  
( )  
Office Phone :

**Professional  
experience**

**September 2007 to Current**

**City of Columbus**

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**Fleet Administrator**

- Responsible for \$48 million budget/144 people
- Light Duty annual Buy Plan - \$12.0million
- Budgeting/Fiscal and Capital (\$50 M capital expenditures annually)
- Manage 6,500 vehicles/equipment (\$450 Million in assets)
- Work closely with Finance Director for alternative fuels initiatives - Smart Cities EV, EVSE & CNG
- 2016 Fleet Manager of the Year – <http://www.government-fleet.com/channel/operations/article/story/2016/07/reagan-earns-2016-fleet-manager-of-the-year-honor.aspx>
- 2016-#1 City of Columbus Leading Fleet - <http://www.government-fleet.com/channel/green-fleet/article/story/2016/07/columbus-leads-the-way.aspx>
- Inducted into Public Fleet Managers Hall of Fame - 2015
- #1 “100 Best Green Fleets” for the city 2014
- Environmental Stewardship Awards for 2009, 2010, 2011,2014,2015,2016,2017,2020, 2022
- Built public infrastructure for CNG fueling sites within the city – 4 sites completed to supply CNG to Columbus fleet at over \$24 million
- Industry spokesman for fleets and well published
- Writer and columnist for *America City and County Magazine*- November '03 to September 2007

**First Vehicle Services/ City of Fort Wayne 2003 - 2007**

**General Manager/Project Manager**

- ISO 9001:2000 Fleet Certification Fleet Management
- Top 10 Fleets in “100 Best Fleets” in North America 2 years in a row – 2006 # 1 Fleet in North America
- President’s Award Winner for First Group America 2007
- Master Green Belt
- P/L accountability/Financial Analysis/Budgeting for 1400 units
- Manage all administration and finance for over 150 million dollars in assets
- Manage three (3) managers over Finance, Operations and Parts and 25 employees
- Involved in all City Fleet Contract, Manufacturer procurement negotiations and specification building
- Consultant for all fleet acquisitions, cycling and strategies relevant to Fleet.
- Responsible for all contractual services to include administrative functions, information systems, parts purchasing and inventory control
- Effectively maintain company and contractual assets (vehicles, facilities, inventories, tools and equipment)

- Ensure compliance of local, state and federal laws and regulation (EPA, OSHA, DOT, ADA and EEOC)
- **VPP** – Earned OSHA **Award of Excellence** – Only Municipal Fleet in USA to hold this honor
- Analyze, prepare and develop budgets and forecasts
- Develop and implement Technician/Manager Training Programs

## **February 2001 – December 2002**

### **Consulting – Contract work with Pacesetter/Gutter-guard**

#### **Project Management - Consultant**

- P/L accountability for \$15 million in annual sales.
- Managed all management staff in Production, Sales, Marketing, Administration
- Interacted with customers to resolve issues regarding home improvements with primary responsibility of 100% customer satisfaction.
- Establish Management Teams and infrastructure for Operations.

## **January 1995 – March 2000      Apex Rent A Car Cleveland, OH**

### **Owner - Fleet**

- Founded 2 companies and grew to \$6 million in annual sales. Fleet size (1,200)
- Negotiated all asset acquisitions and asset risk management in excess of \$8 million annually. (Buying negotiated with GM, Toyota, Ford)
- Secured funding from major banks and financial institutions for all asset backed acquisitions; available credit of \$10 million in credit lines
- Risk management and vehicle procurement and insurance negotiations to increase earnings and increase cash position.
- Financial statement, cash flow and balance sheet analysis monthly with CFO.
- Prepared and updated monthly, annual and 5 year budget for all related financial, balance sheet and cash flow reporting.
- Developed business plans and searched equity markets for additional cash infusion, ultimately securing \$1.5 million in equity financing.
- Successfully negotiated the sale of company to Enterprise Rent a Car 4<sup>th</sup> quarter 1999.

## **1990-1995      Agency Rent A Car, Inc.      Solon OH**

### **Executive Vice President Fleet & Operations- Board of Directors**

- Responsibilities included direct reporting to the Chairman and Board members on all asset-backed acquisitions, risk management, M&A activities, operations and divisional sales (Fleet Size Managed 42,000 units).
- Developed and grew Agency Auto Sales into 21 locations retailing off rental units to the general public. Implemented systems and retail programs to administer cash flow, marketing activities and daily reporting of all sales. We averaged 25-40 retailed units per location monthly with annualized sales of 50

million dollars.

- Responsible for all acquisition and disposition of hard asset base (vehicles and equipment) at \$650 million annually. Depreciation analysis and cycling of all hard assets based on utilization.
- Negotiations for all financing contracts with lenders and financial institutions, maintaining credit lines in excess of \$1 billion per year.
- Responsible for 4 operations Vice Presidents and 754 locations in North America with P&L accountability for all divisions.
- Elected to the Board of Directors from 1990-1995, publicly traded company with \$500 million in annual sales.
- Established Risk Management policies and procedures for US and Canadian operations.
- Developed national training programs for sales force and developed methods to establish accountability for key accounts.
- Negotiated all annual acquisition contracts with GM, Ford, Toyota, Nissan, and Chrysler. Annual purchases exceeded \$650 million.
- Developed financial reporting and modeling for ideal hard asset cycling to increase EPS.
- Geographically developed sales territories and negotiated annual agreements making the company the preferred provider for services with companies like State Farm, American Family, Allstate and Nationwide.

**1981- 1990**

**Agency Rent A Car**

**Solon OH**

**Regional Vice President of Operations and Sales**

- Managed 12 Regional Operations and Sales Directors/ 300 locations and all Canadian operations.
- Increased profitability in the Southeast and Canada from pretax 6% to 16% in 24 months.
- Developed a strategy to purchase large regional competition and was instrumental in due diligence of acquisitions.
- Implemented a national training program for all middle managers for both sales and operations staff.
- Developed financial analysis reporting in conjunction with accounting staff to implement aggressive growth strategies throughout the US and Canada operations
- Targeted and developed marketing strategy to enter 4 provinces in Canada, involving 36 locations.
- Negotiated national contracts with State Farm Insurance, American Family, Allstate and Nationwide as preferred vendor status.

**Education**

- Masters of Public Administration - Franklin University
- Hiram College, BA Business Administration, Finance/Economics Concentration Graduated Cum Laude
- Concordia Seminary – called & ordained Lutheran Pastor (St Matthew Lutheran Church)

## Accomplishments

- **Fleet Manager of the Year – 2016**
- **Elite Fleet 2017-2021**
- **2016 #1 Leading Fleet of the Year by Government Fleet Magazine**
- **2015 Inducted into the Public Fleet Managers Hall of Fame**
- **Founder and Chairman of Municipal Equipment Maintenance Association (MEMA-OH)**
- **2018 SMART City recipient 2016-grant worth \$50 million**
- **City has Achieved ASE Blue Seal for the last 18years**
- **City designated “Ohio Champions Award” for Sustainability-2008-2022**
- **President Award Winner for First Group Amercia-2007**
- **Accomplished speaker & Writer as a Published Industry Expert (Please request a copy of published articles)**

<https://www.government-fleet.com/146376/the-good-the-bad-the-ugly-of-centralizing-fleet>

<https://www.government-fleet.com/302915/new-tool-helps-fleets-plan-replacements-2>

<https://www.government-fleet.com/72363/city-of-columbus-technicians-commended-by-city-officials>

<https://www.government-fleet.com/63723/what-s-new-in-the-city-of-columbus-ohio-fleet>

<https://www.government-fleet.com/135735/columbus-to-add-200-evs-after-winning-smart-city-challenge>

<https://www.government-fleet.com/148290/are-your-technicians-happy-what-theyre-saying-about-their-workplaces-and-what-the>

<https://www.government-fleet.com/132118/ohio-city-hosts-fire-technician-training>

<https://www.government-fleet.com/156841/how-reagan-earned-the-fleet-manager-of-the-year-award>