VILLAGE OF PALMETTO BAY

Mayor Karyn Cunningham
Vice Mayor Mark Merwitzer
Council Member Patrick Fiore (Seat 1)
Council Member Steve Cody (Seat 2)
Council Member Marsha Matson (Seat 3)

Village Manager Nick Marano
Village Attorney John Quick
Village Clerk Missy Arocha

In accordance with the Americans with Disabilities Act of 1990, persons needing special accommodation, a sign language interpreter, or hearing impaired to participate in this proceeding should contact the Village Clerk at (305) 259-1234 for assistance no later than four days prior to the meeting.

AGENDA
SPECIAL COUNCIL MEETING
MONDAY, NOVEMBER 17, 2025 – 6:00 PM

VILLAGE HALL MUNICIPAL CENTER
9705 EAST HIBISCUS STREET, PALMETTO BAY, FL 33157
(305) 259-1234

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1. **CALL TO ORDER, ROLL CALL, INVOCATION, PLEDGE OF ALLEGIANCE, AND DECORUM STATEMENT, IN THAT ORDER:** Any person making impertinent or slanderous remarks, or who becomes boisterous, while addressing the Council may be barred from further appearance before the Council by the Mayor, unless permission to continue or again address the Council is granted by a majority vote of the Council. Applauding speakers shall be discouraged. Heckling or verbal outbursts in support or opposition to a speaker, or his or her remarks, shall be prohibited. No signs or placards shall be allowed in the Council meeting. Persons exiting the Council meeting shall do so quietly. All cellular telephones and beepers are to be silenced during the meeting.

2. **REQUEST, PETITIONS, AND PUBLIC COMMENTS** Individuals wishing to speak on matters on the agenda and on items pertinent to the Village may do so by speaking during this section of the agenda. The Mayor will recognize those persons who wish to speak. Each speaker must sign-in prior to speaking on the designated public commentary sign-in sheet. Items for public hearing provided for within the agenda shall not be a topic of discussion during this section of the agenda. Please limit your comments to three (3) minutes or less. Public comments made by members of the public are important to the Village Council. Speakers will address the Village Council with respect.

3. ORDINANCES FOR FIRST READING WITH PUBLIC COMMENTS

A. AN ORDINANCE OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATING TO DIVISION 2. – MEETINGS; AMENDING SECTION 2-44, "MEETINGS," OF THE VILLAGE CODE OF ORDINANCES TO MODIFY THE START TIME OF PUBLIC MEETINGS FROM 7:00 P.M. TO 4:00 P.M.; PROVIDING FOR SEVERABILITY; PROVIDING FOR CODIFICATION; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Mayor Karyn Cunningham)*

B. AN ORDINANCE OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, ESTABLISHING A LIMITATION ON THE NUMBER OF TIMES THE VILLAGE COUNCIL MAY APPROVE A CONTINUANCE OF AN AGENDA ITEM; PROVIDING FOR A SUPERMAJORITY VOTE OF THE VILLAGE COUNCIL TO APPROVE A FURTHER CONTINUANCE OF AN AGENDA ITEM; PROVIDING FOR CODIFICATION, SEVERABILITY AND AN EFFECTIVE DATE. *(Sponsored by Councilmember Marsha Matson)*

4. RESOLUTIONS WITH PUBLIC COMMENTS

A. A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AMENDING RESOLUTION 2025-04 AT SECTION 5 BY REQUESTING THE COUNCIL TO REMOVE THE COUNCIL LIAISON TO SPECIFIC VILLAGE COMMITTEES; URGING THE MAYOR TO REMOVE THE COUNCIL LIASON TO THE CHARTER REVISION COMMISSION; REQUESTING THE MAYOR TO NOT MAKE CERTAIN APPOINTMENTS TO ANY EXTERNAL BOARD OR COMMITTEE, AND RESCINDING ANY SUCH APPOINTMENTS; PROHIBITING CERTAIN CEREMONIAL PRESENTATIONS, AND PROVIDING FOR SEVERABILITY AND AN EFFECTIVE DATE. *(Sponsored by Vice Mayor Mark Merwitzer)*

B. A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATING TO LOBBYIST SERVICES; APPROVING A ONE-YEAR RENEWAL OF THE AGREEMENT FOR PROFESSIONAL STATE LOBBYING SERVICES WITH GRAYROBINSON, P.A. TO PROVIDE LOBBYIST SERVICES AT THE SOLE DISCRETION OF THE VILLAGE; FURTHER AUTHORIZING THE VILLAGE MANAGER TO APPROVE A CONTRACT FOR THESE SERVICES FOR THE NEGOTIATED AMOUNT; AUTHORIZING VILLAGE OFFICIALS TO IMPLEMENT THE TERMS AND CONDITIONS OF THE AGREEMENT; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and prepared by Village Manager, Nick Marano)*

C. A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, APPROVING THE 2026 STATE LEGISLATIVE AGENDA IN SUPPORT OF THE VILLAGE PRIORITIES FOR THE UPCOMING LEGISLATIVE SESSION; PROVIDING AN EFFECTIVE DATE. *(Sponsored by Mayor Karyn Cunningham)*

D. A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATED TO PROCUREMENT; APPROVING A

MASTER EQUITY LEASE AGREEMENT WITH ENTERPRISE FLEET MANAGEMENT, INC. BASED ON CONTINUUM APPROVAL OF RESOLUTION NUMBER 2020-43 APPROVED ON MARCH 2, 2020; AUTHORIZING THE VILLAGE MANAGER TO EXPEND BUDGETED FUNDS PER YEAR FOR A TOTAL OF THREE (3) YEARS IN AN AMOUNT NOT TO EXCEED ONE HUNDRED SEVEN THOUSAND FORTY DOLLARS AND EIGHTY-FOUR CENTS ($107,040.84) FOR THE REPLACEMENT OF TEN (10) VEHICLES IN BUILDIING, PARKS AND RECREATION, AND PUBLIC SERVICES DEPARTMENTS; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and prepared by Procurement Specialist, Alessia Bencomo)*

E. A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF VILLAGE OF PALMETTO BAY, FLORIDA, PURSUANT TO SECTION 30-160 OF THE ART-IN-PUBLIC PLACES (AIPP) PROGRAM; ACCEPTING THE RECOMMENDATION OF THE ART-IN-PUBLIC PLACES ADVISORY BOARD TO ADVERTISE THE UPDATED “CALL TO ARTIST” FOR THE FUTURE TRAFFIC CIRCLE LOCATED AT SW 152 STREET AND OLD CULTER ROAD; IMPLEMENTING THE RECOMMENDATIONS FROM THE VILLAGE COUNCIL THAT WERE MADE AT THE MAY 13 2025 COMMITTEE OF THE WHOLE WORKSHOP, VIA RESOLUTION 2025-33, AS WELL AS THE RECOMMENDATIONS FROM THE AIPP BOARD; AUTHORIZING THE VILLAGE MANAGER, IN ACCORDANCE WITH THE ART-IN-PUBLIC PLACES ADVISORY BOARD, TO PROCEED WITH ADVERTISING A NEW CALL TO ARTIST FOR THE SW 152 STREET & OLD CUTLER ROAD TRAFFIC CIRCLE, AND PROVIDING AN EFFECTIVE DATE. *(Sponsored and Prepared by Sustainability & Resiliency Planner, Andrea Candelaria)*

5. COUNCIL COMMENTS

6. NEXT MEETING AND ADJOURNMENT

- REGULAR COUNCIL MEETING (MONDAY, DECEMBER 1, 2025)

WE, THE VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, HEREBY COMMIT OURSELVES TO MAINTAINING CIVILITY IN OUR PUBLIC AND POLITICAL DISCOURSE AND PLEDGE TO THE FOLLOWING PRINCIPLES:

- We will respect the right of all citizens in our community to hold different opinions;
- We will avoid rhetoric intended to humiliate or question the wisdom of those whose opinions are different from ours;
- We will strive to understand differing perspectives;
- We will choose our words carefully;
- We will speak truthfully without accusation and we will avoid distortion;
- We will speak out against violence, prejudice, and incivility in all of their forms, whenever and wherever they occur.

NOTICE OF APPEAL RIGHTS

Pursuant to Florida Statutes 286.0105, the Village hereby advises the public that if a person decides to appeal any decision made by the Council with response to any matter considered at its meeting or hearing, he or she will need a record of the proceedings, and that for such purpose, the affected person may need to ensure that verbatim record of the proceedings is made, which record includes testimony and evidence upon which the appeal is to be based. This notice does not constitute consent by the Village for the introduction or admission of otherwise inadmissible or irrelevant evidence, nor does it authorize challenges or appeals not otherwise allowed.

AMERICAN DISABILITIES ACT OF 1990

This meeting is open to the public. In accordance with the American Disabilities Act of 1990, persons needing special accommodation or a sign language interpreter to participate in this proceeding should contact the Village Clerk at (305) 259-1234 no later than four (4) days prior to the meeting. Hearing Assistance Devices are available with the Village Clerk.

AGENDA ITEM NO. 3.A

Item Cover Page

SPECIAL COUNCIL MEETING AGENDA ITEM REPORT

DATE:	November 17, 2025
SUBMITTED BY:	Missy Arocha, Village Council
ITEM TYPE:	Ordinance
AGENDA SECTION:	**ORDINANCES FOR FIRST READING WITH PUBLIC COMMENTS**
SUBJECT:	AN ORDINANCE OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATING TO DIVISION 2. – MEETINGS; AMENDING SECTION 2-44, "MEETINGS," OF THE VILLAGE CODE OF ORDINANCES TO MODIFY THE START TIME OF PUBLIC MEETINGS FROM 7:00 P.M. TO 4:00 P.M.; PROVIDING FOR SEVERABILITY; PROVIDING FOR CODIFICATION; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Mayor Karyn Cunningham)*
SUGGESTED ACTION:	

ATTACHMENTS:
Ord-Meeting Start Time Change

ORDINANCE 2025-___

AN ORDINANCE OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATING TO DIVISION 2. – MEETINGS; AMENDING SECTION 2-44, "MEETINGS," OF THE VILLAGE CODE OF ORDINANCES TO MODIFY THE START TIME OF PUBLIC MEETINGS FROM 7:00 P.M. TO 4:00 P.M.; PROVIDING FOR SEVERABILITY; PROVIDING FOR CODIFICATION; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Mayor Karyn Cunningham)*

WHEREAS, the Village Council of the Village of Palmetto Bay wishes to amend the start time of its public meetings to better accommodate public participation and Village operations; and

WHEREAS, the Village Council recognizes the importance of ensuring accessibility and convenience for residents who wish to attend and participate in Village Council meetings; and

WHEREAS, advancing the start time of public meetings to 5:00 p.m. allows for improved efficiency in conducting Village business and better aligns with administrative and operational schedules; and

WHEREAS, the Village Council finds that modifying the start time of meetings to 4:00 p.m. is in the best interest of the Village and its residents; and

WHEREAS, awards, recognitions, and proclamations are set for 6:30 p.m. pursuant to Section 2-44.

NOW, THEREFORE, BE IT ENACTED BY THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AS FOLLOWS:

Section 1. Amendment to Code of Ordinances.

Section 2-44 of the Village Code of Ordinances, "Meetings," is hereby amended as follows: **Sec. 2-44. – Meetings.**

(a) All Regular Meetings of the Village Council must start on or before 4:00 p.m. ~~7:00 p.m.~~, except in the event of an emergency.

(b) The Regular Meeting shall be recessed at 6:30 p.m. to hear all awards and proclamations, after which the regular meeting shall resume at 7:00 p.m. or as soon thereafter as possible.

(c) There will be an additional period of Requests, Petitions and Public Comments on the Agenda for any members of the public who were not available at 5:00 p.m.

Section 3. Severability. The provisions of this Ordinance are declared to be severable, and if any sentence, section, clause, or phrase of this Ordinance shall, for any reason, be held to be invalid or unconstitutional, such decision shall not affect the validity of the remaining sentences, sections, clauses, or phrases of the Ordinance, but they shall remain in effect it being the legislative intent that this Ordinance shall stand notwithstanding the invalidity of any part.

Section 4. Codification. It is the intention of the Village Council, and it is hereby ordained the provisions of this Ordinance shall become and be made part of the Code of Ordinances of the Village of Palmetto Bay, Florida, that sections of this Ordinance may be renumbered or re-lettered to accomplish such intentions, and that the word "Ordinance" shall be changed to "Section" or other appropriate word.

Section 5. Effective Date. This Ordinance shall take effect immediately upon enactment at Second Reading.

PASSED ON FIRST READING this 3rd day of November, 2025.

PASSED AND ADOPTED ON SECOND READING this ____ day of _____, 2025.

Attest: _____ _____

Missy Arocha	**Karyn Cunningham**
Village Clerk	**Mayor**

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

_____
John J. Quick
Village Attorney

VOTE ON FIRST READING:

Mayor Karyn Cunningham ___

Council Member Steven Cody ___

Council Member Marsha Matson ___

Vice-Mayor Mark Merwitzer ___

Council Member Patrick Fiore ___

FINAL VOTE AT ADOPTION ON SECOND READING:

Mayor Karyn Cunningham ___

Council Member Steven Cody ___

Council Member Marsha Matson ___

Vice-Mayor Mark Merwitzer ___

Council Member Patrick Fiore ___

Additions shown by underlining and deletions shown by ~~overstriking~~.

AGENDA ITEM NO. 3.B

Item Cover Page

SPECIAL COUNCIL MEETING AGENDA ITEM REPORT

DATE:	November 17, 2025
SUBMITTED BY:	Missy Arocha, Village Council
ITEM TYPE:	Ordinance
AGENDA SECTION:	**ORDINANCES FOR FIRST READING WITH PUBLIC COMMENTS**
SUBJECT:	AN ORDINANCE OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, ESTABLISHING A LIMITATION ON THE NUMBER OF TIMES THE VILLAGE COUNCIL MAY APPROVE A CONTINUANCE OF AN AGENDA ITEM; PROVIDING FOR A SUPERMAJORITY VOTE OF THE VILLAGE COUNCIL TO APPROVE A FURTHER CONTINUANCE OF AN AGENDA ITEM; PROVIDING FOR CODIFICATION, SEVERABILITY AND AN EFFECTIVE DATE. *(Sponsored by Councilmember Marsha Matson)*
SUGGESTED ACTION:	

ATTACHMENTS:

Ord-Limitation on Continuance of Agenda Items

ORDINANCE 2025-___

AN ORDINANCE OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, ESTABLISHING A LIMITATION ON THE NUMBER OF TIMES THE VILLAGE COUNCIL MAY APPROVE A CONTINUANCE OF AN AGENDA ITEM; PROVIDING FOR A SUPERMAJORITY VOTE OF THE VILLAGE COUNCIL TO APPROVE A FURTHER CONTINUANCE OF AN AGENDA ITEM; PROVIDING FOR CODIFICATION, SEVERABILITY AND AN EFFECTIVE DATE. *(Sponsored by Councilmember Marsha Matson)*

WHEREAS, the Village Council finds that the repeated continuance of agenda items can hinder the efficient and timely conduct of Village business; and,

WHEREAS, the Village Council desires to ensure that matters before it are addressed and resolved in a prompt and orderly manner; and,

WHEREAS, the Village Council also recognizes that extraordinary or unforeseen circumstances may occasionally warrant an additional continuance to ensure due process, accommodate essential information, or allow adequate public participation; and,

WHEREAS, the Council therefore deems it appropriate to authorize such an additional continuance only upon the approval of a supermajority (4-1) vote of the Village Council.

NOW, THEREFORE, BE IT ENACTED BY THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AS FOLLOWS:

Section 1. No agenda item before the Village Council shall be continued more than twice. After an agenda item has been continued twice, it shall be placed on the agenda for the next Council meeting and shall be brought to a vote without further continuance.

Section 2. Upon a request for the continuance of an agenda item, the Village Council may by a supermajority vote of four (4) members of the Council approve an additional continuance of an agenda item beyond the two permitted continuances.

Section 3. Severability. The provisions of this Ordinance are declared to be severable, and if any sentence, section, clause, or phrase of this Ordinance shall, for any reason, be held to be invalid or unconstitutional, such decision shall not affect the validity of the remaining sentences, sections, clauses, or phrases of the Ordinance, but they shall remain in effect it being the legislative intent that this Ordinance shall stand notwithstanding the invalidity of any part.

Section 4. Codification. It is the intention of the Village Council, and it is hereby ordained the provisions of this Ordinance shall become and be made part of the Code of Ordinances of the Village of Palmetto Bay, Florida, that sections of this Ordinance may be renumbered or re-lettered to accomplish such intentions, and that the word "Ordinance" shall be changed to "Section" or other appropriate word.

Section 5. Effective Date. This Ordinance shall take effect immediately upon enactment at Second Reading.

PASSED ON FIRST READING this 3rd day of November, 2025.

PASSED AND ADOPTED ON SECOND READING this ____ day of _____, 2025.

Attest: _____ _____

Missy Arocha	**Karyn Cunningham**
Village Clerk	**Mayor**

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

_____

John J. Quick
Village Attorney

VOTE ON FIRST READING:

Mayor Karyn Cunningham ___

Council Member Steven Cody ___

Council Member Marsha Matson ___

Vice-Mayor Mark Merwitzer ___

Council Member Patrick Fiore ___

FINAL VOTE AT ADOPTION ON SECOND READING:

Mayor Karyn Cunningham ___

Council Member Steven Cody ___

Council Member Marsha Matson ___

Vice-Mayor Mark Merwitzer ___

Council Member Patrick Fiore ___

AGENDA ITEM NO. 4.A

Item Cover Page

SPECIAL COUNCIL MEETING AGENDA ITEM REPORT

DATE: November 17, 2025

SUBMITTED BY: Missy Arocha, Village Council

ITEM TYPE: Resolution

AGENDA SECTION: **RESOLUTIONS WITH PUBLIC COMMENTS**

SUBJECT: A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AMENDING RESOLUTION 2025-04 AT SECTION 5 BY REQUESTING THE COUNCIL TO REMOVE THE COUNCIL LIAISON TO SPECIFIC VILLAGE COMMITTEES; URGING THE MAYOR TO REMOVE THE COUNCIL LIASON TO THE CHARTER REVISION COMMISSION; REQUESTING THE MAYOR TO NOT MAKE CERTAIN APPOINTMENTS TO ANY EXTERNAL BOARD OR COMMITTEE, AND RESCINDING ANY SUCH APPOINTMENTS; PROHIBITING CERTAIN CEREMONIAL PRESENTATIONS, AND PROVIDING FOR SEVERABILITY AND AN EFFECTIVE DATE. *(Sponsored by Vice Mayor Mark Merwitzer)*

SUGGESTED ACTION:

ATTACHMENTS:
Reso-Committee Removal

RESOLUTION NO. 2025-_____

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AMENDING RESOLUTION 2025-04 AT SECTION 5 BY REQUESTING THE COUNCIL TO REMOVE THE COUNCIL LIAISON TO SPECIFIC VILLAGE COMMITTEES; URGING THE MAYOR TO REMOVE THE COUNCIL LIASON TO THE CHARTER REVISION COMMISSION; REQUESTING THE MAYOR TO NOT MAKE CERTAIN APPOINTMENTS TO ANY EXTERNAL BOARD OR COMMITTEE, AND RESCINDING ANY SUCH APPOINTMENTS; PROHIBITING CERTAIN CEREMONIAL PRESENTATIONS, AND PROVIDING FOR SEVERABILITY AND AN EFFECTIVE DATE. *(Sponsored by Vice Mayor Mark Merwitzer)*

WHEREAS, the Village Council of the Village of Palmetto Bay ("Village") is committed to maintaining public confidence in the integrity and professionalism of Village government and its representatives; and

WHEREAS, the Village Council adopted Resolution 2025-46 censuring Councilmember Steve Cody and requesting his resignation, following public statements inconsistent with the expectations of office (the "Censure Resolution"); and

WHEREAS, the Council finds it necessary and appropriate to take additional administrative actions to protect the reputation and interests of the Village, to ensure effective and respectful representation on Village boards and committees, and to avoid further disruption to Village business; and

WHEREAS, the Council desires to remove Councilmember Steve Cody as liaison to certain Village committees, prohibit the Mayor, where authorized to appoint representatives of the Village, from appointing Councilmember Steve Cody to any such position, rescind any such appointments if already made, and prohibit Councilmember Steve Cody from presenting awards, all to further the public purpose of maintaining orderly and professional representation of the Village.

NOW THEREFORE, BE IT RESOLVED BY THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AS FOLLOWS:

Section 1. The above recitals are incorporated as if set forth in full.

Section 2. Resolution No. 2025-04 is hereby amended as follows:

Section 5. The Village Council appoints the following Council members to serve as the Council Liaison to their respective advisory board and or Committee:

a. Art in Public Places (AIPP): Council Liaison
   Councilmember ~~Steve Cody~~ _____

b. Education Advisory Committee Council Liaison
   Councilmember ~~Steve Cody~~ _____

All other provisions of Resolution No. 2025-04 remain in full force and effect.

Section 3. The following Councilmembers are appointed as non-voting liaisons to the advisory boards and committees above indicated:

(a) The Art in Public Places Committee: [NAME]

(b) The Education Advisory Committee: [NAME]

The Village Clerk is directed to update all official rosters, webpages, and records accordingly and to notify the affected committees.

Section 4. The Council hereby requests and urges the Mayor, pursuant to Charter §6.2(B), to rescind the current designation of Councilmember Steve Cody as the Mayor-appointed non-voting Commission member and to appoint an alternative eligible official.

Section 5. (a) The Council hereby urges Councilmember Steve Cody to voluntarily resign from all external boards, committees, task forces, authorities, or similar bodies to which he has been designated as representing the Village, and expressly disavows his authority to speak or act on behalf of the Council in connection with such entities.

(b) To the extent permitted by the Village Charter, Village Code, interlocal agreements, and applicable law, the Council further requests that the Mayor refrain from appointing Councilmember Steve Cody as the Village's representative to any external board, committee, task force, authority, or similar body for which the Mayor possesses appointment authority.

(c) Any existing appointment of Councilmember Steve Cody as the Village's representative to such external entities is hereby rescinded and shall be of no further force or effect as of the effective date of this Resolution. The Village Clerk shall provide immediate written notice of such rescission to each affected body and, where applicable, to the corresponding host jurisdiction or agency.

(d) If Councilmember Steve Cody continues to serve in any such representative capacity more than five (5) days after the effective date of this Resolution, the Village Clerk is directed to transmit copies of this Resolution and Resolution 2025-46 to the affected body and, where applicable, the host jurisdiction, for their records and acknowledgment.

Section 6. Effective upon adoption, Councilmember Steve Cody is prohibited from issuing, presenting, sponsoring, or otherwise leading in the presentation of any award, proclamation, commendation, certificate, honoraria, or other ceremonial recognition on behalf of the Village of Palmetto Bay, whether at Village-hosted events or external events.

Section 7. All resolutions or parts of resolutions in conflict herewith are repealed to the extent of such conflict. If any section, subsection, sentence, clause, or phrase of this Resolution is held invalid, the remainder shall continue in full force and effect.

Section 8. This Resolution shall take effect immediately upon passage.

PASSED and **ADOPTED** this 6th day of October, 2025.

Attest:

_____ _____

Missy Arocha **Karyn Cunningham**
Village Clerk **Mayor**

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

_____

John C. Dellagloria
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore _____

Council Member Steve Cody _____

Council Member Marsha Matson _____

Vice-Mayor Mark Merwitzer _____

Mayor Karyn Cunningham _____

AGENDA ITEM NO. 4.B

Item Cover Page

SPECIAL COUNCIL MEETING AGENDA ITEM REPORT

DATE: November 17, 2025

SUBMITTED BY: Missy Arocha, Village Council

ITEM TYPE: Resolution

AGENDA SECTION: **RESOLUTIONS WITH PUBLIC COMMENTS**

SUBJECT: A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATING TO LOBBYIST SERVICES; APPROVING A ONE-YEAR RENEWAL OF THE AGREEMENT FOR PROFESSIONAL STATE LOBBYING SERVICES WITH GRAYROBINSON, P.A. TO PROVIDE LOBBYIST SERVICES AT THE SOLE DISCRETION OF THE VILLAGE; FURTHER AUTHORIZING THE VILLAGE MANAGER TO APPROVE A CONTRACT FOR THESE SERVICES FOR THE NEGOTIATED AMOUNT; AUTHORIZING VILLAGE OFFICIALS TO IMPLEMENT THE TERMS AND CONDITIONS OF THE AGREEMENT; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and prepared by Village Manager, Nick Marano)*

SUGGESTED ACTION:

ATTACHMENTS:

Reso-Renewing lobbying Agmt with GrayRobinson

Exhibit A: Resolution 2024-80

RESOLUTION NO. 2025- _____

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATING TO LOBBYIST SERVICES; APPROVING A ONE-YEAR RENEWAL OF THE AGREEMENT FOR PROFESSIONAL STATE LOBBYING SERVICES WITH GRAYROBINSON, P.A. TO PROVIDE LOBBYIST SERVICES AT THE SOLE DISCRETION OF THE VILLAGE; FURTHER AUTHORIZING THE VILLAGE MANAGER TO APPROVE A CONTRACT FOR THESE SERVICES FOR THE NEGOTIATED AMOUNT; AUTHORIZING VILLAGE OFFICIALS TO IMPLEMENT THE TERMS AND CONDITIONS OF THE AGREEMENT; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and prepared by Village Manager, Nick Marano*)

WHEREAS, the Mayor, Village Council and Village Administration proactively seeks funding and legislative support from the Florida Legislature; and

WHEREAS, the Village desires to engage with a lobbyist to assist with funding request and legislative priorities; and

WHEREAS, the Village published an RFP# 2023-00-010 “Lobbyist Services” on September 28th, 2023; and

WHEREAS, the Village Council authorized the Village Manager to approve a contract with GrayRobinson, P.A. for these services (“Agreement”) during the Regular Council Meeting on November 6th, 2023; and

WHEREAS, Article 4 of the Agreement authorizes the Village to extend the term of the Agreement for “for up to two (2) one-year periods”; and

WHEREAS, on November 4, 2024, the Village Council adopted Resolution No. 2024-80 authorizing a one-year renewal of the Agreement; and

WHEREAS, the Village and GrayRobinson, P.A. desire to renew the Agreement for an additional one (1) year, retroactive to October 1, 2025; and

WHEREAS, the Village Council finds that a one (1) year renewal of the Agreement with GrayRobinson, P.A. is in the best interest of the Village.

NOW, THEREFORE, BE IT RESOLVED BY THE VILLAGE OF PALMETTO BAY, FLORIDA, THAT:

Section 1. The above recitals are incorporated as if set forth in full.

Section 2. The Village Manager is authorized to extend the Agreement with GrayRobsinson, P.A. for an additional year.

Section 3. The Village Manager and/or his/her designee and the Village Attorney are authorized to take all actions necessary to implement the terms and conditions of the Agreement.

Section 4. This Resolution shall take effect immediately upon its adoption.

PASSED and **ADOPTED** this 3rd day of November, 2025.

Attest:

_____	_____
Missy Arocha	**Karyn Cunningham**
Village Clerk	**Mayor**

APPROVED AS TO FORM AND LEGAL SUFFICIENCY

_____
John J. Quick
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore _____

Council Member Steve Cody _____

Council Member Marsha Matson _____

Vice-Mayor Mark Merwitzer _____

Mayor Karyn Cunningham _____

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RESOLUTION NO. 2024-80

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATING TO LOBBYIST SERVICES; APPROVING THE SELECTION OF GRAYROBINSON, P.A. TO PROVIDE LOBBYIST SERVICES FOR AN ADDITIONAL YEAR AT THE SOLE DISCRETION OF THE VILLAGE; FURTHER AUTHORIZING THE VILLAGE MANAGER TO APPROVE A CONTRACT FOR THESE SERVICES FOR THE NEGOTIATED AMOUNT; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and Prepared by Procurement Specialist, Alessia Bencomo)*

WHEREAS, the Mayor, Village Council and Village Administration proactively seeks funding and legislative support from the Florida Legislature; and

WHEREAS, the Village desires to engage with a lobbyist to assist with funding request and legislative priorities; and

WHEREAS, the Village published an RFP# 2023-00-010 “Lobbyist Services” on September 28th, 2023; and

WHEREAS, the Village Council authorized the Village Manager to approve a contract with GrayRobinson, P.A. for these services during the Regular Council Meeting on November 6th, 2023.

NOW, THEREFORE, BE IT RESOLVED BY THE VILLAGE OF PALMETTO BAY, FLORIDA, THAT:

Section 1. The above recitals are incorporated as if set forth in full.

Section 2. The Village Manager is authorized to extend the contract with GrayRobinson, P.A., for an additional year.

Section 3. This Resolution shall take effect immediately upon its adoption.

PASSED and **ADOPTED** this 4th day of November 2024.

Attest:

Signed by:
Missy Arocha
6EDC21E5B9049C...

Missy Arocha
Village Clerk

Signed by:

Karyn Cunningham
Mayor

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

Signed by:
John C. Dellagloria, Esq.
4D0AD7092431...

John C. Dellagloria
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore	YES
Council Member Steve Cody	YES
Council Member Marsha Matson	NO
Vice-Mayor Leanne Tellam	YES
Mayor Karyn Cunningham	YES

AGENDA ITEM NO. 4.C

Item Cover Page

SPECIAL COUNCIL MEETING AGENDA ITEM REPORT

DATE:	November 17, 2025
SUBMITTED BY:	Missy Arocha, Village Council
ITEM TYPE:	Resolution
AGENDA SECTION:	**RESOLUTIONS WITH PUBLIC COMMENTS**
SUBJECT:	A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, APPROVING THE 2026 STATE LEGISLATIVE AGENDA IN SUPPORT OF THE VILLAGE PRIORITIES FOR THE UPCOMING LEGISLATIVE SESSION; PROVIDING AN EFFECTIVE DATE. *(Sponsored by Mayor Karyn Cunningham)*
SUGGESTED ACTION:	

ATTACHMENTS:
2026 Legislative Priorities.docx

RESOLUTION NO. 2025-_____

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, APPROVING THE 2026 STATE LEGISLATIVE AGENDA IN SUPPORT OF THE VILLAGE PRIORITIES FOR THE UPCOMING LEGISLATIVE SESSION; PROVIDING AN EFFECTIVE DATE. *(Sponsored by Mayor Karyn Cunningham)*

WHEREAS, the Village Council has developed a Legislative Agenda that supports the priorities of the Village of Palmetto Bay for the 2026 Legislative Session; and

WHEREAS, the Mayor & Village Council desire to lobby the State Legislature to consider and address these priorities.

NOW THEREFORE, BE IT RESOLVED BY THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AS FOLLOWS:

Section 1. The Mayor and Village Council hereby approve the Village of Palmetto Bay 2026 Legislative Agenda, as further detailed in Section 2 below.

Section 2. The Mayor and Village Council hereby support and approve the priority projects set forth below for state funding assistance and takes position to support certain legislative policies, as follows:

A. Requesting funding to construct Sub-basin 39, a critical local drainage and flood control project that mitigates the impact of natural disasters and improves the Village's resiliency to hurricanes and other severe weather events. The project is shovel-ready.
B. Requesting funding for the 82nd Avenue Pedestrian Safety Project which focuses on building bike lanes along SW 82nd Avenue from SW 152nd Street to SW 160th Street in support of bicycle and pedestrian safety within the Village. The project is shovel-ready.
C. Urging the legislature to adequately fund FDEP, particularly the FRDAP program and the Resilient Florida Program, ensuring

that deserving grant applications receive full consideration and funding.

D. Encouraging legislation for policies and initiatives that improve the health of Biscayne Bay and the resiliency of Palmetto Bay regarding freshwater flow and related items.

E. Supporting legislative action to reduce homeowner, flood and hazard insurance rates, and works to achieve rate relief and reforms.

Section 3. This Resolution shall take effect immediately upon passage.

PASSED and **ADOPTED** this 3rd day of November, 2025.

Attest:

_____	_____
Missy Arocha	**Karyn Cunningham**
Village Clerk	**Mayor**

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

_____
John J. Quick
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore _____

Council Member Steve Cody _____

Council Member Marsha Matson _____

Vice-Mayor Mark Merwitzer _____

Mayor Karyn Cunningham _____

AGENDA ITEM NO. 4.D

Item Cover Page

SPECIAL COUNCIL MEETING AGENDA ITEM REPORT

DATE: November 17, 2025

SUBMITTED BY: Missy Arocha, Procurement

ITEM TYPE: Resolution

AGENDA SECTION: **RESOLUTIONS WITH PUBLIC COMMENTS**

SUBJECT: A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATED TO PROCUREMENT; APPROVING A MASTER EQUITY LEASE AGREEMENT WITH ENTERPRISE FLEET MANAGEMENT, INC. BASED ON CONTINUUM APPROVAL OF RESOLUTION NUMBER 2020-43 APPROVED ON MARCH 2, 2020; AUTHORIZING THE VILLAGE MANAGER TO EXPEND BUDGETED FUNDS PER YEAR FOR A TOTAL OF THREE (3) YEARS IN AN AMOUNT NOT TO EXCEED ONE HUNDRED SEVEN THOUSAND FORTY DOLLARS AND EIGHTY-FOUR CENTS ($107,040.84) FOR THE REPLACEMENT OF TEN (10) VEHICLES IN BUILDIING, PARKS AND RECREATION, AND PUBLIC SERVICES DEPARTMENTS; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and prepared by Procurement Specialist, Alessia Bencomo)*

SUGGESTED ACTION:

ATTACHMENTS:

Reso - Fleet Vehicles.doc
Exhibit A - Resolution-2020-43.docx.pdf
Exhibit B (1, 2, 3).pdf

Exhibit C (1, 2, 3).pdf
Fleet Memo.pdf

RESOLUTION NO. 2025-_____

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATED TO PROCUREMENT; APPROVING A MASTER EQUITY LEASE AGREEMENT WITH ENTERPRISE FLEET MANAGEMENT, INC. BASED ON CONTINUUM APPROVAL OF RESOLUTION NUMBER 2020-43 APPROVED ON MARCH 2, 2020; AUTHORIZING THE VILLAGE MANAGER TO EXPEND BUDGETED FUNDS PER YEAR FOR A TOTAL OF THREE (3) YEARS IN AN AMOUNT NOT TO EXCEED ONE HUNDRED SEVEN THOUSAND FORTY DOLLARS AND EIGHTY-FOUR CENTS ($107,040.84) FOR THE REPLACEMENT OF TEN (10) VEHICLES IN BUILDIING, PARKS AND RECREATION, AND PUBLIC SERVICES DEPARTMENTS; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and prepared by Procurement Specialist, Alessia Bencomo)*

WHEREAS, ten (10) of the 2020 vehicles have reached the contract term which includes four (4) RAM 1500's, five (5) RAM 2500's and one (1) Ford Escape; and

WHEREAS, the City of Lake City (the "Lake City") after a publicly advertised solicitation (RFP# 011-2010 Fleet Leasing & Management Program) awarded and executed a contract with Enterprise Fleet Management, Inc. for the leasing and management of their vehicles; and

WHEREAS, Lake City extended the contract with Enterprise Fleet Management, Inc. which remains active until December 31st, 2029; and

WHEREAS, in accordance with the Village Code Section 2-175 (i)(3), purchases made under state purchasing contracts or contracts of other municipal or governmental entities that were awarded pursuant to competitive bids based on clearly defined specifications shall not require competitive bidding by the Village; and

WHEREAS, Lake City has authorized other governmental entities to independently utilize the same terms and conditions identified in their solicitation under RFP# 011-2010 to the best interest of the Village; and

WHEREAS, the Village Manager recommends exercising the "Vehicle Resale Process", as identified in Lake City's Contract; and

WHEREAS, the Village desires to enter into a Lease Agreement with Enterprise Fleet Management, Inc., under the same terms and conditions of the Lake City contract, which also allows the Village to participate in the resale process of the vehicles by receiving credits for the trade-in and utilizing that credit towards the new Lease costs; and

WHEREAS, the Village Council finds these agreements satisfactory and advantageous for the Village and welfare of its residents.

NOW, THEREFORE, BE IT RESOLVED BY THE VILLAGE OF PALMETTO BAY, FLORIDA, THAT:

Section 1. The Village Council hereby selects Enterprise Fleet Management, Inc. to provide the Village with a Fleet Lease Agreement, as a piggyback contract to the Lake City Contract pursuant to Lake City's RFP 011-2010 and in accordance with Section 2-175 (i)(3) of the Village's Code.

Section 2. The Village Manager is authorized to sign such agreement with Enterprise Fleet Management Inc., in substantial form, for an annual amount not to exceed One Hundred Seven Thousand Forty Dollars and Eighty-Four Cents ($107,040.84) (One-End Equity Lease Rate Quote) for the replacement of ten (10) vehicles in Building, Parks and Recreation, and Public Services Departments for a three (3) year period.

PASSED AND ADOPTED this 3rd day of November 2025.

Attest:

_____	_____
Missy Arocha	**Karyn Cunningham**
Village Clerk	**Mayor**

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

_____

John J. Quick
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore _____

Council Member Steve Cody _____

Council Member Marsha Matson _____

Vice-Mayor Mark Merwitzer _____

Mayor Karyn Cunningham _____

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RESOLUTION NO. 2020-43

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATED TO PROCUREMENT; APPROVING A MASTER EQUITY LEASE AGREEMENT AND MAINTENANCE AGREEMENT WITH ENTERPRISE FLEET MANAGEMENT, INC. BASED ON A PIGGYBACK CONTRACT FROM THE CITY OF LAKE CITY, FLORIDA, ISSUED UNDER RFP NO. 011-2010; AUTHORIZING THE INTERIM VILLAGE MANAGER TO EXPEND BUDGETED FUNDS IN AN AMOUNT NOT TO EXCEED $82,000 (EQUITY LEASE) FOR THE REPLACEMENT OF 11 VEHICLES IN THE PARKS AND THE PUBLIC SERVICES DEPARTMENTS; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration)*

WHEREAS, the Village of Palmetto Bay ("Village") currently has an aging vehicle fleet that requires recurring and costly repairs and therefore has an essential need to update 11 of its existing motor vehicles; and,

WHEREAS, the City of Lake City (the "Lake City") after a publicly advertised solicitation (RFP# 011-2010 Fleet Leasing & Management Program) awarded and executed a contract with Enterprise Fleet Management, Inc. for the leasing and management of their vehicles; and,

WHEREAS, in accordance with the Village Ordinance 03-09, Sec. 2-175 (i)(3), purchases made under state purchasing contracts or contracts of other municipal or governmental entities that were awarded pursuant to competitive bids based on clearly defined specifications shall not require competitive bidding by the Village; and,

WHEREAS, Lake City has authorized other governmental entities to independently utilize the same terms and conditions identified in their solicitation under RFP# 011-2010; and

WHEREAS, Interim Village Manager recommends exercising the "Vehicle Resale Process", as identified in Lake City's Contract; and

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WHEREAS, the Village desires to enter into a Lease and Maintenance Agreement with Enterprise Fleet Management, Inc., under the same terms and conditions of the Lake City contract, which also allows the Village to participate in the resale process of the vehicles by receiving credits for the trade-in and utilizing that credit towards the new Lease and Maintenance costs; and,

WHEREAS, the Village Council finds these agreements satisfactory and advantageous for the Village and welfare of its residents.

NOW, THEREFORE, BE IT RESOLVED BY THE VILLAGE OF PALMETTO BAY, FLORIDA, THAT:

Section 1. The Village Council hereby selects Enterprise Fleet Management, Inc. to provide the Village with a Fleet Lease and Maintenance Agreement, as a piggyback contract to the Lake City Contract pursuant to Lake City's RFP 011-2010 and in accordance with Sec 2-175 (i)(3) of the Village's Code.

Section 2. The Interim Village Manager is authorized to sign such an agreement with Enterprise Fleet Management Inc., in substantial form and content to Attachment A, for an amount not to exceed $82,000 (equity lease) for the replacement of 11 vehicles in the Parks and the Public Services Departments for a 5-year period, including changing the Chevy Equinox option to a hybrid out of the vehicles delineated on the Attachment.

Section 3. This Resolution shall become effective upon adoption.

PASSED and **ADOPTED** this 2nd day of March 2020.

Attest:

DocuSigned by:
Missy Arocha
6EDC211E5E8C48C...

Missy Arocha
Village Clerk

DocuSigned by:
Karyn Cunningham
35B93CD2D0CB470...

Karyn Cunningham
Mayor

DocuSign Envelope ID: 7C0B0F31-F074-4D28-B985-CBF01A4F74A3

APPROVED AS TO FORM AND LEGAL SUFFICIENCY FOR THE USE AND RELIANCE OF THE VILLAGE OF PALMETTO BAY, FLORIDA ONLY:

DocuSigned by:
John C. Dellaglorida
0D0A0D709243466...

John C. Dellagloria, Esq.
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore	YES
Council Member David Singer	YES
Council Member Marsha Matson	YES
Vice-Mayor John DuBois	YES
Mayor Karyn Cunningham	YES

HFD/lss
C-10-999
8/12/2010

CITY COUNCIL RESOLUTION NO. 2010-082

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF LAKE CITY, FLORIDA, AUTHORIZING THE CITY TO ENTER INTO A MASTER EQUITY LEASE AGREEMENT AND A MAINTENANCE AGREEMENT EACH WITH ENTERPRISE FLEET MANAGEMENT, INC, A MISSOURI CORPORATION, RELATING TO LEASE AND MAINTENANCE OF VEHICLES.

WHEREAS, the City of Lake City, Florida ("City") finds that it is in its best interest to enter into a Mater Equity Lease Agreement and a Maintenance Agreement each with Enterprise Fleet Management, Inc., for the lease and maintenance of vehicles, pursuant to and in accordance with Master Equity Lease Agreement and Maintenance Agreement, copy of each which, while not attached to this resolution, is on file in the Office of the City Clerk (the "Lease Agreement" and Maintenance Agreement); and

WHEREAS, each the Lease Agreement and Maintenance Agreement is subject to such changes, modifications, or amendments required and authorized by Section 3 of this resolution.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF LAKE CITY, FLORIDA, AS FOLLOWS:

Section 1. The above recitals are all true and accurate and are incorporated herein.

Section 2. The City is hereby authorized to enter into the Lease Agreement and Maintenance Agreement. in accordance with the terms, provisions, conditions and limitations of Lease Agreement and Maintenance Agreement, subject to changes and modifications authorized by Section 3 of this resolution.

Section 3. The City Manager and City Attorney are authorized to make such reasonable changes and modifications to the Lease Agreement and Maintenance Agreement as may be deemed necessary to be in the best interest of the City and its citizens. The Mayor is authorized and directed to execute and deliver said Lease Agreement and Maintenance Agreement in the name and on behalf of the City, with such changes, amendments, modifications, omissions, and additions made by the City Manager and City Attorney. Execution by the Mayor and Enterprise Fleet Management, Inc., shall be deemed to be conclusive evidence of approval of such changes, amendments, modifications, omissions, and additions.

PASSED AND ADOPTED at a meeting of the City Council this 10 day of August, 2010.

Mayor-Councilman

ATTEST:

City Clerk

APPROVED AS TO FORM AND LEGALITY:

By:
HERBERT F. DARBY
City Attorney

City of Lake City

205 NORTH MARION AVENUE
LAKE CITY, FLORIDA 32055

TELEPHONE: (386) 719-5818
FAX: (386) 755-6112

October 20, 2010

Paul W. Hladun
Enterprise Fleet Management
11034 Atlantic Blvd
Jacksonville, FL 32225

Dear Paul:

After review and evaluation of the Fleet Leasing and Management Program, in response to RFP-011-2010, the City of Lake City, Florida, is pleased to award the contract to Enterprise Fleet Management.

The contract agreement prepared as a result of this award incorporates by reference all the requirements, terms, and conditions of the solicitation and the contract proposal as negotiated.

Other governmental entities, with local enabling legislation, have our permission to independently use this contract. Each agency is responsible for its own purchases and is liable for goods or services ordered, received and accepted by such agency.

On behalf of the City of Lake City, Florida, we thank you and look forward to a mutually beneficial relationship with your company.

Sincerely,

Grayson Cason

Grayson Cason
Executive Director of Administrative Services

cc: file

CITY OF LAKE CITY
Florida's Gateway Est. 1859

STEPHEN M. WITT
JAKE HILL, JR.
EUGENE JEFFERSON
MELINDA MOSES
GEORGE WARD
WENDELL JOHNSON
AUDREY E. SIKES
FRED KOBERLEIN, JR.

February 27, 2017

To Whom It May Concern:

The City of Lake City entered into a Master Lease Agreement with Enterprise Fleet Management as a result of our negotiations on our Request for Proposal (RFP) 010-2010 Fleet Leasing & Management. The lease quotes we receive and accept for each new vehicle are for a five year period from the date of vehicle delivery and acceptance.

Our contract for the lease of vehicles from Enterprise Fleet Management is still active and the current end date is March 31, 2021. This date represents the current end date on the latest active leases issued as an addendum to the master lease agreement.

All future lease quotes will extend the above date for a five year period from the date of the vehicle delivery and acceptance.

If you need additional information, please feel free to contact me.

Respectfully,

Grayson Cason

Grayson Cason
Assistant City Manager

205 North Marion Avenue, Lake City, FL 32055
T:386-752-2031 • F:386-752-4896

CITY OF LAKE CITY

RFP-011-2010

FLEET LEASING AND MANAGEMENT PROGRAM

DATE OF PUBLIC OPENING:
March 18, 2010 @ 3:00 P.M.

LOCATION FOR PUBLIC OPENING
City Hall
Council Chambers
2nd Floor
205 North Marion Avenue
Lake City, FL 32055

http://www.lcfla.com/purchasing.htm

All responses must be date and time stamped received no later than 3:00 P.M. on March 18, 2010 to be considered responsive.

Wendell Johnson, City Manager:_____

Posted on DemandStar:

Advertised in LCCR:

Advertised http://www.lcfla.com/purchasing.htm

REQUEST FOR PROPOSALS

Sealed proposals marked "REQUEST FOR PROPOSALS FOR FLEET LEASING AND MANAGEMENT PROGRAM" will be received by the City of Lake City, Florida until 3:00 P.M. on March 18, 2010, at the office of Purchasing and Contracting, 205 North Marion Ave. Lake City, FL 32055, at which time all proposals will be opened and only names of offeror's will be read aloud. All received proposals will be time and date stamped, and absolutely no proposals will be accepted after the aforementioned date and time. Scope of Work may be obtained from the Purchasing & Contracting Department website www.lcfla.com or by calling (386) 719-5818 or (386) 719-5816.

All services must be performed in accordance with the request for proposals, requirements, and any other documents prepared for this request. **Proposers must submit one (1) original, clearly marked "original" and seven (7) copies, clearly marked "copy", total of eight (8) of their proposals.**

The City of Lake City reserves the right to reject any and all proposals, to re-advertise, and to enter into contract determined to be in its best interest.

SCOPE OF PROGRAM AND GENERAL REQUIREMENTS:

The City of Lake City is seeking proposals for the leasing, fleet management, and potential additional services as defined in Scope of Services section, of up to approximately one hundred and six (106) vehicles over a five (5) year period. **THIS IS A NON-GUARANTEED AMOUNT CONTRACT.** The City reserves the right to order any amount of leased vehicles and additional services it deems in the best interest of the city.

The City intends to award a multiple year contract lease that will allow ordering to occur throughout a one (1) year period with five (5) one (1) year option period(s) upon mutual agreement with the successful bidder and the City of Lake City. Replacement or additional vehicles will be ordered under line items, and at prices applicable to the ordering period current at the time the replacement is made. Prices for future year ordering periods will be presented to the City by the awarded vendor in a timely fashion near the beginning of each ordering period. The City will accept or reject in future order period pricing through amendment to the original agreement. Bidders will only submit pricing for the first ordering period time response to this RFP.

The City is soliciting a proposal to assess the approach it deems most cost effective for the needs of the City. The City will either award a sole-source contract to a vendor that can provide all services requested in this proposal or to multiple vendors that can demonstrate an effective and efficient partnership pertaining to the delivery of services under this contract. Be advised that lease arrangements contemplated to extend more than one year will be subject to availability of appropriations.

The City will tentatively select a successful bidder by April 19, 2010 and will finalize a negotiated agreement within 30 days thereafter. Proposers will be given the opportunity to

propose a phase-in schedule for initial vehicle deliveries. Replacement schedules for vehicles ordered under the contract will be established based on the conditions of the selected alternative.

EVALUATIONS:

The City intends to evaluate bids based on initial written presentations and to make a tentative selection of a successful offeror with whom the City will then engage in negotiations to finalize a contract. The City reserves the right to reject any or all submittals, to waive technicalities, to readvertise, to proceed otherwise when in the best interest of the City.

PROPOSAL CONTENT AND REQUIREMENTS:

Proposals should be submitted under company letterhead stationery with the information required in this RFP. **Each section must be labeled and in the order listed below**. Failure to comply may deem proposal non responsive. As a minimum, proposals must include the following.

INDEX:

COVER LETTER:

The cover letter shall be addressed to:

City of Lake City
Mr. Wendell Johnson, City Manager
205 N. Marion Avenue
Lake City, Fl 32055

The cover letter must consist of:

1. Identification of Proposer, including name, address and telephone number.
2. Acknowledgement of receipt of all RFP addenda, if any.
3. Name, title, address and telephone number of contact person during the period of proposal evaluation.
4. Signature of a person authorized to bind Proposer to the terms of this proposal.

TECHNICAL PROPOSAL

1. Qualifications, related experience and a minimum of three (3) references of the proposer on the form provided herein. This section of the proposal should establish the ability of the proposer to satisfactorily perform the lease and fleet management services by reason of:

   a. Experience in performing work of a similar nature.
   b. Demonstrated competence in the services to be provided.
   c. Strength and stability of the firm.

d. Staffing capability.
e. Supportive client references.

2. Proposers shall provide a brief profile of the individual or firm, the year founded; form of the organization (corporation, partnership, sole proprietorship); number, size and location of offices; and number of employees.

3. Proposers shall provide a detailed description of the fleet management services offered as described in the Scope of Services including but not limited to:

   a. Open-ended lease.
   b. Maintenance program.
   c. Physical damage program.
   d. Vehicle resale process.
   e. Ability of proposer to sell vehicles in the city's current fleet.

4. Proposers shall provide a general description of the individual or firm's financial condition and identify any conditions; e.g., bankruptcy, pending litigations, planned office closures, impending merger, which may impede proposer's ability to provide lease and fleet management services.

5. Proposer shall describe the firm's experience in performing like services if a similar nature for public transportation agencies, municipalities, or other government agencies.

6. Proposers shall identify subcontractors (maintenance facilities) by name, address and telephone number.

WORK PLAN:

1. Proposers shall provide a narrative that addresses the services they are proposing as outlined in the Scope of Work. The narrative should show the Proposer's understand of the City's needs and requirements. Throughout the narrative, the Proposer shall include references for each area of services they are proposing. This section should also address the Proposer's plan to fulfill its obligations for the services.

COMPLETED LEASE AND POTENTIAL ADDITIONAL SERVICES PRICINGFORMS.

ITEMIZED RATE SCHEDULE FOR LEASE EXPENSES PER VEHICLE AND SPECIFICATIONS OF PROPOSED VEHICLES.

CERTIFICATION AND/OR ACKNOWLEDGEMENT FORMS REQUIRED BY THE CITY

COPY OF CONTRACTOR'S STANDARD LEASE AGREEMENT AND OTHER RELATED CONTRACT DOCUMENTS.

PROPOSAL QUESTIONS

All questions concerning this RFP must be submitted in writing to:

Debbie Garbett
Director of Purchasing
205 North Marion Avenue
Lake City, FL 32055
garbettd@lcfla.com

Telephone: (386) 719-5818
Fax: (386) 755-6112

There will be no communication, written or verbal, with any City employee, Elected Official, Board Member, or City representative during the course of this solicitation other than through writing to the Purchasing Department. *All questions must be submitted in writing* to the Purchasing Department who will obtain the answers and issue in the form of addenda. The deadline for submitting questions is Friday, March 12, 2010 at 4:00 P.M. Failure to have all information as requested may cause the respondent's bid to be rejected. All and any addenda are to be signed and returned with the original bid to be considered responsive.

NEGOTIATIONS

Based on the written proposals, the City may elect to enter into negotiations with one or more of the proposer's.

CONTRACT AWARDS

The City anticipates entering into a contract with the Proposer who submits the proposal judged by the City to be most advantageous.

PROPOSAL SUBMISSION AND WITHDRAWL

Eight completed responses to this RFP must be submitted to the City in sealed envelopes or boxes marked "**FLEET LEASING AND MANAGEMENT PROGRAM**
Proposals will be received at:

City of Lake City
Attention: Purchasing and Contracting
205 North Marion Avenue
Lake City, FL 32055

Proposals are due by 3:00 PM, Thursday, March 18, 2010. Proposals received after that time will be returned to the sender unopened. Due to the irregularity of the mail, the City cautions Proposers to assure actual delivery of proposals prior to the deadline. Once opened, proposals become the property of the City and cannot be withdrawn.

SCOPE OF SERVICES

The City requires vehicles on a lease basis satisfying the specifications described in this section and may potentially require the additional services described in this section on an "as needed" basis. Proposers are expected to submit proposals that address all portions of this section. If a Proposer is unable to satisfy every element of this section but chooses to submit a proposal anyway, it must clearly identify the element(s) it is unable to satisfy and the reason it cannot meet the requirement. The City will review any exceptions taken but, at its sole discretion, may determine the proposal not responsive to the City's requirements and remove it from further consideration.

A. LEASE REQUIREMENTS

For evaluation purposes, the City is requiring all Contractors to use the following lease parameters. Upon award, the City will negotiate with the awarded vendor the appropriate lease parameters the City deems necessary for each individual vehicle leased.

The following represents the City's requirements for a lease:

- Five (5) year Open-Ended Lease with no mileage restrictions.
- Vehicles must be depreciated at 1.5% per month with a 10% Residual Book Value.
- Contractor must supply End of Term Balance at the end of the 60-month term.
- List all other applicable fees and charges.
- Maintenance as specified in "Scope of Maintenance" based on 5 years and 60,000 miles.
- Define reporting capabilities including monthly management reports, comprehensive invoicing, maintenance notification, and electronic capabilities.

B. SERVICE AND MAINTENANCE REQUIREMENTS

The City shall keep and maintain each vehicle in normal operating condition and be responsible for making sure all service, maintenance, and repair are performed to maintain the warranty. As the City deems necessary it may request maintenance services to be included on select leased vehicles.

Does your company provide a program in which the maintenance costs are billed back to the City as they occur?

YES _____ NO _____

Does your company provide a program in which the maintenance costs are fixed and guaranteed during the life of the lease?

YES _____ NO _____

If yes to either of these questions please include the cost of program(s) in the pricing section and provide detail on program(s) including but not limited to:

- Location of facilities that will perform services
- Monitoring, tracking, and service needed notification capabilities / procedures
- Included and excluded items / coverage
- Compatibility with manufacture's warranty
- Qualification requirements for those performing work on leased vehicles

C. RISK MANAGEMENT / PHYSICAL DAMAGE REQUIREMENTS (Loss of, Theft, or Damage Coverage)

As THE CITY deems necessary it may request this service to be included in select instances.

Does your company provide this program: YES _____ NO _____

If yes please include the cost of this program in the pricing section and provide detail on your program including but not limited to:

- Deductibles
- Location(s) of service

D. DESCRIPTION/WORK STATEMENT

Project Organization and Management

The Contractor shall establish and maintain an appropriate organizational structure to enable local management of this contract. Documentation supporting the Contractor's ability to service the contract (including but not limited to office locations) should be included with the bid submission. All ordering will originate directly from the City.

Vehicle Quantities and Locations

The City fleet targeted to be satisfied by this lease contract consists of approximately up to one hundred and six (106) vehicles. **THIS IS A NON-GUARANTEED AMOUNT CONTRACT,** The City reserves the right to order any amount of leased vehicles and additional services it deems in the best interest of the City. Attached in a separate document is the list of the City fleet.

Vehicle Mileage and Term

The Contractor shall be able to support vehicle return and replacement as specified in the contract. The awarded Contractor may propose, and the City may consent to, a desired timeframe or mileage interval different than levels requested by the City, if such intervals provide advantages to the Contractor, the City, or both, such as lower lease prices due to better vehicle resale potential.

Vehicle Inspection

All vehicles leased under this contract shall be inspected, at which point vehicle inspection documentation will be provided indicating the general condition of the vehicle.

Condition of Leased Vehicles

Each vehicle furnished under this contract shall be of good quality and in safe operating condition. The City shall accept or reject the vehicles promptly after receipt. If the City determines that any vehicle is defective or unsafe at delivery, the City shall promptly inform the Contractor in writing.

DELIVERIES OR PERFORMANCE

Term of Contract and Period of Performance

This contract consists of a one (1) year period with four (4) 1-year option period(s). Vehicles ordered at any point under this contract are expected to remain in use for approximately 5 years. The Contractor's responsibilities under this contract and period of performance will cease when the last vehicle furnished under the contract has been returned to the Contractor, provided there are no remaining issues in dispute.

Ordering Periods

The ordering periods under this contract will extend as follows. Exact dates will be specified in the contract upon award.

* First Ordering Period - Date of award through model year
* Second Ordering Period - Expiration of First Ordering Period through one calendar year
* Third Ordering Period - Expiration of Second Ordering Period through one calendar year
* Fourth Ordering Period -Expiration of Third Ordering Period through one calendar year
* Fifth ordering Period - Expiration of Fourth Ordering Period through one calendar year

Option to Extend the Term of the Contract

The City may extend the term of this contract by written notice to the Contractor within 60 days prior to the expiration of the current initial contract. If the City exercises this option, the extended contract shall be considered to include this option clause. The total duration of this contract, including the exercise of any options under this clause, shall not exceed ten (10) years.

Delivery Schedule

The Contractor proposes to deliver vehicles within the following period after receipt of an order for a given vehicle:_____. In the event delivery cannot be completed within this period, the Contractor shall notify the City when it becomes aware it cannot meet the schedule and shall indicate the reason for delay and a projected delivery date. The City reserves the right to cancel the order at that time without cost to the City. In any event, the City's obligation to pay

does not commence until the City accepts delivery of a vehicle from the Contractor.

Reporting Requirements

The third and ninth months in each ordering period, the Contractor shall meet with the City to discuss a contract status report. This report shall cover all vehicles delivered, or otherwise in the possession of the City at any time during the previous six-month period. A separate section of the report shall address outstanding undelivered orders. The reports shall include, at a minimum, the following information for each vehicle: vehicle year, make and model; vehicle identification number; cost center (assigned by the City); date of delivery; months in service. This report should be presented in spreadsheet product compatible with Microsoft Excel and is preferred to be accessible online monthly. The Contractor shall provide two hard copies and two electronic copies of the report. The City will review this information and compare it to the City records to detect potential inconsistencies requiring resolution.

The City may also request additional meetings with the Contractor in relation to this agreement. The Contractor will work in good faith to meet with the City for any additional meetings in a timely fashion.

End of Lease Options (Open-End Lease)

At the end of lease term, the City may:

(1) Offer the vehicle for sale to a third party
(2) Purchase the vehicle from the Contractor for the end of term obligation (Reduced Book Value plus other charges)
(3) Turn the vehicle in to be disposed of by Contractor

When turning vehicles into the Contractor, the Contractor will:

(1) Check vehicle in with a written report
(2) Within four weeks, Contractor will communicate to the City a minimum market value for vehicle based on at least two offers or bids.

Funding Information

This contract does not, in itself, order any specific vehicles, nor does it create an obligation of funds. The City obligates funds through issuance of separate documents labeled "purchase orders." Prior to placement of orders, the City expects to issue purchase order(s) containing sufficient funding to cover the projected need through the end of the then-current ordering period. If additional orders create the need for funding in excess of amounts previously obligated, the City will obligate additional funding to cover the shortfall. The Contractor and the City will each monitor funding levels to ensure adequate funding is always in place to make payments required under this contract. In the event the Contractor believes a potential shortfall exists, the Contractor shall immediately notify the City and the parties shall take necessary action to address the situation.

Notice Regarding Availability of Annual Appropriations

Orders placed under this contract will be funded by annual appropriations. Regulations permit agencies to obligate annual appropriations for a period not exceeding twelve months, and the

City is budgeting resources for this program and intends to obligate amounts sufficient to cover projected payments over twelve-month periods coinciding with the ordering periods. Depending on the negotiated alternative selected, orders may be subject to availability of appropriations for future fiscal years. Federal law prohibits agencies from obligating the District to make payments in advance of appropriations, i.e., beyond the permitted 12-month window. Notwithstanding the City does indicate, by placement of orders under this contract, its intent to continue to lease the ordered vehicles for the length of time specified in the contract. Other than for reasons of default or convenience as authorized by applicable termination clauses, the parties acknowledge that orders will be cancelled, and obligations of the parties will cease, only in the event of non-appropriation or if the City's requirement no longer exists.

Invoice Instructions

Detailed invoicing instructions will be negotiated between the City and the tentatively selected contractor. Any credits due the City shall be separately identified on the invoice and shall be applied against outstanding charges due to the Contractor.

SPECIAL CONTRACT REQUIREMENTS

Insurance and Liability

(a) The City is insured for liability coverage. The City shall be responsible for damage to:

(1) Leased vehicles where such damage is not beyond economical repair, but the Contractor shall be liable for the following:
   i. normal wear and tear,
   ii. loss or damage caused by the negligence of the Contractor, its agents, or employees, and
   iii. damage covered by the manufacturer's warranty or damage attributable to a manufacturing defect; and

(2) Property of third persons, or the injury or death of third persons, where such damage results from the fault, negligence, or wrongful act or omission of the Government, its agents, or employees.

(b) The Contractor shall provide and maintain insurance covering its liabilities in amounts of at least $1,000,000.00 combined single limit.

(c) The Contractor shall certify to the Purchasing & Contracting Department in writing that the required insurance has been obtained. The policies evidencing required insurance should contain an endorsement to the effect that any cancellation or any material change adversely affecting the contract is to be performed as prescribed, or until 30 days after written notice to the Purchasing & Contracting Department, whichever period is longer. The policies shall exclude any claim by the insurer for subrogation against the City by reason of any payment under the policies.

SIGNATURE SHEET

City of Lake City

RFP-011-2010: FLEET LEASING AND MANAGEMENT PROGRAM

I, the undersigned, do hereby acknowledge I have read all the requests listed herein and have submitted my proposal accordingly. I have submitted all documentation required.

Company Name:_____

Principal Location of the Company:_____

_____

Authorized Principal in Charge of Project:_____

Type or print name as signed above:_____

Direct telephone: (_____)_____

Fax Number: (_____)_____

Cell Phone: (_____)_____

Email Address: _____

Local Location if different from above:_____

_____

Authorized Person in Charge of Project at this Location:_____

Signature:_____

Type or print name as signed above:_____

Direct telephone: (_____)_____

Fax Number: (_____)_____

Cell Phone: (_____)_____

Email: _____

PROPOSER CONFLICT OF INTEREST STATEMENT

STATE OF FLORIDA, CITY OF _____

Before me, the undersigned authority, personally appeared_____, who was duly sworn deposes and states:

1. I am the _____of _____, with a local office in _____and principal office in _____.
   City & State City & State
2. The above named entity is submitting a Proposal for the City of Lake City RFP-011-2010 described as Request for Proposal Fleet Leasing and Management Program.
3. The Affiant has made diligent inquiry and provides the information contained in the Affidavit based upon his/her own knowledge.
4. The Affiant states that only one submittal for the above proposal is being submitted and that the above named entity has no financial interest in other entities submitting proposals for the same project.
5. Neither the Affiant nor the above named entity has directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraints of free competitive pricing in connection with the entity's submittal for the above proposal. This statement restricts the discussion of pricing data until the completion of negotiations if necessary and execution of the Contract for this project.
6. Neither the entity not its affiliates, nor any one associated with them, is presently suspended or otherwise ineligible from participation in contract letting by any local, State, or Federal Agency.
7. Neither the entity nor its affiliates, nor any one associated with them have any potential conflict of interest due to any other clients, contracts, or property interests for this project.
8. I certify that no member of the entity's ownership or management is presently applying for an employee position or actively seeking an elected position with the City of Lake City.
9. I certify that no member of the entity's ownership or management, or staff has a vested interest in any aspect of the City of lake City.
10. In the event that a conflict of interest is identified in the provision of services, I, on behalf of the above named entity, will immediately notify the City of Lake City.

DATED this _____day of _____,20____.

_____
(Affiant)

_____
Typed Name and Title

Sworn to and subscribed before me this _____day of _____,20____.

Personally Known_____ Or produced identification_____

Identification type:_____

Notary Public-State of _____

Printed, typed, or stamped commissioned name of notary public.

My commission expires:_____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

SWORN STATEMENT UNDER SECTION
287.133(3)(n), FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Proposal No._____.
2. This sworn statement is submitted by _____ whose business address is_____ and (if applicable) its Federal Identification No.(FEIN) is _____. If entity has no FEIN, include the Social Security Number of the individual signing this sworn statement_____.
3. My name is _____and my relationship to the entity named above is_____.
4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to, and directly related to, the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy or material misrepresentations.
5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes means:
   - **a.** A predecessor or successor of a person convicted of a public entity crime; or
   - **b.** An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members and agents who are active in the management of an affiliate. The Ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or

income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(c), Florida Statutes, means any natural person or entity organized under the laws of any state of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members and agents who are active in management of an entity.

8. Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies)

_____Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity, nor any affiliate of the entity have been charged with an convicted of a public entity crime subsequent to July 1, 1989.

_____The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity, or an affiliate of the entity has been charged with, and convicted of a public entity crime subsequent to July 1, 1989, and (Please indicate which additional statement applies)

_____There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. (Please attach a copy of the final order)

_____The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. (Please attach a copy of the final order)

_____The person or affiliate has not been placed on the convicted vendor list. (Please describe any action taken by, or pending with, the Department of General Services)

Signature:_____Date_____

STATE OF_____

COUNTY OF_____

Personally appeared before me, the undersigned authority, _____who after first being sworn by me, affixed his/her signature in the space provided above on this_____day of _____20_____.

_____

Notary Public, State at large

My Commission Expires:

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

NON-COLLUSION AFFIDAVIT OF PROPOSER

STATE OF _____

COUNTY OF _____

_____, being duly sworn, deposes and says that:

1. He/She is _____ of _____ the proposer
Title Company Name
that has submitted the attached proposal;

2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all pertinent circumstances respecting such proposal;

3. Such Proposal is genuine and is not a collusive or sham proposal;

4. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, connived, or agreed, directly or indirectly, with any other proposer, firm or person to submit a collusive or sham Proposal in connection with such Contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other proposer, firm, or person to fix the price or prices in the attached proposal or any other proposer, or to fix any overhead, profit or cost element of the proposal price or the proposal price of any other proposer, or to secure through any collusion, connivance, or unlawful agreement any advantage against the City of Lake City, Florida or any person interested in the proposed Contract; and

5. The price or prices quoted in the attached proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

SIGNED _____

TITLE _____

SUBSCRIBED AND SWORN TO BEFORE ME THIS _____ DAY OF _____, 20__.

_____

Notary Public, State of Florida My Commission Expires:_____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

DRUG FREE WORKPLACE CERTIFICATE

I, the undersigned, in accordance with Florida Statute 287.087, hereby certify

that,_____(print or type name of firm) publishes a written statement notifying that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace named above, and specifying actions that will be taken against violations of such prohibition.

- Informs employees about the dangers of drug abuse in the work place, the firm's policy of maintaining a drug free working environment, and available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug use violations.
- Gives each employee engaged in providing commodities or contractual services that are under bid or proposal, a copy of the statement specified above.
- Notifies the employees that as a condition of working on the commodities or contractual services that are under bid or proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, plea of guilty or nolo contender to, any violation of Chapter 1893, of any controlled substance law of the State of Florida or the United States, for a violation occurring in the work place, no later than five (5) days after such conviction, and requires employees to sign copies of such written (*) statement to acknowledge their receipt.
- Imposes a sanction on, or requires the satisfactory participation in, a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by any employee who is so convicted.
- Makes a good faith effort to continue to maintain a drug free work place through the implementation of the drug free workplace program.

"As a person authorized to sign this statement, I certify that the above named business, firm or corporation complies fully with the requirements set forth herein"

_____
Authorized Signature

_____
Date Signed

State of Florida
County of _____
Sworn to and subscribed before me this ____day of _____20___.
Personally known_____or Produced Identification _____
(Specify type of identification)

_____
Signature of Notary
My Commission Expires:_____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

REFERENCES

As per the General Specifications Section, below is a list of at least three (3) client/customer references

including company name, address, contact person, telephone number and length of time services provided. (Note: only list those client/customers in which a similar type of equipment/product of scope of work/service was provided.)

1. Company Name: _____

   Address: _____

   Business Phone #: _____

   Contact Person: _____

   Length of time services provided: _____

2. Company Name: _____

   Address: _____

   Business Phone #: _____

   Contact Person: _____

   Length of time services provided: _____

3. Company Name: _____

   Address: _____

   Business Phone #: _____

   Contact Person: _____

   Length of time services provided: _____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

Fleet List

Year	Make	Model	Acquisition Date	Current Mileage	Year	Make	Model	Acquisition Date	Current Mileage
2002	Chevrolet	Tahoe	9/23/2002	84997	2001	Chevrolet	C-1500	12/29/2000	123091
1997	Ford	Crown Victoria	2/24/1997	112538	2002	Ford	F-550	5/9/2002	103405
2000	GMC	Sonoma	4/4/2000	68239	2003	Ford		2/25/2003	
1994	Pontiac	SunBird	6/3/1994		2004	Ford	F-350	7/7/2004	35224
1991	Chevrolet		2/27/1990	67960	2007	Ford	F-150	4/18/2007	15950
1982	Ford	Ranger	5/22/1992		1984	GMC		5/31/1984	15642
1995	Ford	F-150	3/7/1995	88444	1992	Ford	F-150	8/28/1992	194470
2003	Chevrolet	Silverado	3/7/2003	56303	1995	Ford	F-150	2/28/1995	
2004	Ford	F-150	12/30/2003	43441	1996	Dodge		3/6/1996	175251
2008	Ford	F-150	4/16/2008		1998	Chevrolet	C-1500	1/29/1998	144969
1985	Ford		4/3/1985	96281	1999	Dodge	Ram	1/6/1999	
1985	Ford		8/14/1985	98253	2004	Ford	F-150	1/30/2004	67633
1988	Dodge	Ram	4/18/1988	384	2004	Ford	F-150	1/30/2004	74661
1990	Ford	F-350	2/9/1990	78922	2004	Ford	F-350	3/30/2004	43225
1990	Ford	Van	8/30/1990	41751	2004	Ford	F-250	11/25/2003	38903
1991	Ford	F-800	2/14/1991	78335	2004	Ford	F-150	12/3/2003	82554
1997	Ford	L9501	12/27/1996	20981	2006	Ford	F-350	3/15/2006	27212
1997	Chevrolet		2/5/1997	149561	2007	Ford	F-150	5/17/2007	31925
1998	Chevrolet		1/19/1998	79133	2007	Ford	F-150	4/4/2007	19804
2002	Ford	F-550	3/27/2002		2008	Ford	F-150	3/6/2008	8732
2002	Ford	F-550	5/9/2002	67929	1991	Chevrolet	1500	12/11/1990	85295
2002	Chevrolet	Silverado	6/6/2002	85357	2003	Ford	Explorer	5/16/2003	18758
2004	Ford	F-150	12/30/2003	67198	1991	FORD	F-150		583
2006	Freightliner	2106	3/24/2006	2307	2002	FORD	F-150		61185
2006	Ford	F-550	5/30/2006	24209	2004	FORD	F-550		31066
1993	Ford		9/9/1993	100481	2004	FORD	F-150		95697
1995	Ford	F-350	5/25/1995	71572	1995	Ford	F-350	10/17/1995	135019
1997	Chevrolet	C1500	5/5/1997	68976	1997	Chevrolet	S-10	1/28/1997	72482
1998	Chevrolet		12/29/1997		1998	Chevrolet		1/23/1998	112814
1999	Chevrolet		1/12/1999	94208	1999	Dodge	Ram	1/6/1999	113453
1999	Ford		2/9/1999	104911	2002	Ford	F-550	5/9/2002	108644
1999	Chevrolet	Silverado	10/1/2001	109612	2002	Ford	F-550	5/9/2002	822569
2002	Ford	F-250	3/20/2002	66346	2002	Ford	F-250	4/23/2002	93927
2003	Ford	F-250	3/21/2003	50362	2003	Ford	F-150	2/25/2003	121887
2006	Ford	F-150	1/19/2006	6755	2003	Ford	F-250	3/21/2003	42579
2004	Ford		1/6/2004	48517	2003	Ford	F-750	6/4/2003	21853
2006	Ford	F-150	2/14/2006	16169	1989	Chevrolet	S-10	10/1/1991	98821
2007	International		12/21/2007		2001	Dodge	Ram	12/19/2000	63056
1995	Ford	F-150	2/28/1995	151241	1994	Ford	F-700	7/26/1994	72641
1997	Dodge	B-3500	1/31/1997	47176	1998	Chevrolet		12/18/1997	91524
2001	Chevrolet		2/7/2001	58259	2002	Ford	F-250	4/23/2002	61185

2002	Chevrolet		6/5/2002	28421		2002	Ford	F-250	4/23/2002	89243
2006	Ford		3/23/2006	47471		2008	Ford	F-550	3/27/2008	14006
1985	GMC		10/1/1995	56810		1990	Ford	F-250	1/23/1996	76301
1998	Ford	F-250	11/6/1997	64392		1987	Ford	F-350	8/26/1987	
2002	Ford	F-150	7/19/2002	40546		1990	Chevrolet		2/7/1990	37662
2003	Ford	F-150	3/11/2003	52257		1999	Ford	F-250	1/11/1999	170990
2004	Ford	F-550	4/21/2004	36785			Ford	F-150	5/17/2007	13344
1995	Ford	F-150	10/2/1995	84542		1980	Kenworth		11/19/1987	32174
	GMC	Jimmy	3/7/2000	57217		1989	Ford		2/22/1989	
2004	Ford	F-150	3/24/2004	36417		1983	Ford		9/28/1993	142468
2006	Ford	F-250	1/19/2006	17214		1995	Chevrolet	S-10	8/11/1995	18419

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Convenient

- More than 300 trusted brands under contract
- Full catalog of options for a complete solution
- Easy, no-cost membership

Vendor related questions:
Joseph Stergios
314-274-4041
joseph.stergios@efleets.com

enterprise
FLEET MANAGEMENT

Contract #060618-EFM

Fleet Management Division
11034 Atlantic Boulevard
Jacksonville, FL 32225
904-268-4350
enterprise.com

VEHICLE RESALE PROCESS (LEASED AND CURRENLTY OWNED)

VEHICLE DISPOSAL – Turning Vehicles in at the End of the Lease Term

Enterprise maximizes the resale of our disposals through a nationwide network of more than 200 remarketing locations. Our 800 remarketing professionals consistently develop new outlets to successfully minimize the lifecycle cost of our customer's vehicles. Enterprise disposes of vehicle by:

- Utilizing a multi-channel approach to maximize our sales efforts
- Not relying on any one channel to dispose of our vehicles
- Constantly evaluating each channel to better understand the best place to sell our vehicles

Enterprise uses the following channels to sell our vehicles:

- Internal Sales through re-leasing to other Fleet Management customers and Referral Car Sales Department
- Direct Dealer Marketing by hand selling to Franchised Dealers and Independent Dealers
- Some Auctions—live sales and Internet only sales (nationwide and Canada)

Enterprise's value proposition on resale of vehicles sets us apart from our competitors

- Market Knowledge
- Over 200 Remarketing locations nationwide
- Nationwide network of 800+ Remarketers
- Annual vehicle sales of 800,000+
- Flexibility to choose our sales channel: (direct dealer marketing (hand selling) / On-line sales / auctions etc...)
- Local sales experts with 40+ years of experience
- Fast and efficient disposal process
- Consistently out perform market averages (BB, CVI and KBB.com)
- A company committed to the disposal process because we have to sell all of our vehicles as well



Tested By Pennzoil

Fleet Management Division
11034 Atlantic Boulevard
Jacksonville, FL 32225
904-285-4350
enterprise.com

SAMPLE DOCUMENT (ESTIMATED WHOLESALE VALUE REPORT)

Fueled By Passion

Year	Make	Model	VIN	Mileage
2002	Ford	F-350		140,456

Reduced Book Value
(If vehicle is owned by Enterprise)
$0.00

Estimated Value Range
From: $1,400.00 To: $2,100.00

Value(s) good until: ***2/4/2010***

Year	Make	Model	VIN	Mileage
2002	Ford	F-350		160,329

Reduced Book Value
(If vehicle is owned by Enterprise)

Estimated Value Range
From: $1,100.00 To: $1,900.00

Value(s) good until: ***2/4/2010***

Year	Make	Model	VIN	Mileage
2002	Ford	F-350		176,000

Reduced Book Value
(If vehicle is owned by Enterprise)

Estimated Value Range
From: $1,000.00 To: $1,700.00

Value(s) good until: ***2/4/2010***

[redacted] taken out of the net sale price [redacted]

The Estimated Wholesale Value is not a final and binding value, Enterprise will make efforts to maximize the sale price. The final sale price will be reflective of the vehicle value and current market conditions.

If this Estimated Wholesale Value has been provided for a vehicle not yet in Enterprises possession the value of the vehicle may be significantly impacted depending on condition and mileage.

Enterprise will begin the disposal process of this vehicle in the next 3 business days unless otherwise directed by you. If you choose to dispose of the vehicle through other means the vehicle lease will be reactivated for billing and the vehicle must be picked up from the Enterprise location within 5 business days. If you have any questions regarding this report please contact the Enterprise employee below.

Paul Hladun

Phone (904) 264-4361 Email: Paul.W.Hladun@erac.com

Enterprise appreciates the opportunity to assist you in the management of your fleet!

Attachment C



enterprise
FLEET MANAGEMENT

Vehicle	Number of Units	Monthly Cost/unit	Total Monthly Cost	Total Annual Cost
2020 Ford F-250 XL 4x2 SD SuperCab	5	$ 553.19	$ 2,765.95	$ 33,191.40
2020 Ford F-150 XL 4x2 SuperCab	4	$ 532.96	$ 2,131.84	$ 25,582.08
2020 Chevrolet Clorado Base 4x2 Extended Cab	0	$ 494.44	$ -	$ -
2020 E-350	1	$ 713.41	$ 713.41	$ 8,560.92
2020 Chevrolet Equinox	1	$ 494.28	$ 494.28	$ 5,931.36
	11	**$ 2,788.28**	**$ 6,105.48**	**$ 73,265.76**

Bid Award

Term: October 1, 2019 - September 30, 2020

Contract: FSA19-VEL27.0, Pursuit, Administrative and Other Vehicles

5 VEHICLES

Group: Pickup Trucks - 4X2

Item: 128, Ford, F-250 XL Super Duty Super Cab, X2A

Description: Manufacturer standard equipment and specifications, and if not included also power windows, power door locks, and keyless entry.

Zone	Rank	Vendor	Price
Western	Primary Alternate	BOZARD FORD Duval Ford LLC	$24,033.00 $24,420.00
Northern	Primary Alternate	BOZARD FORD Duval Ford LLC	$24,033.00 $24,266.00
Central	Primary Alternate	BOZARD FORD Duval Ford LLC	$24,033.00 $24,266.00
Southern	Primary Alternate	BOZARD FORD Duval Ford LLC	$24,033.00 $24,565.00

Options appear in alphabetical order by awarded vendor.

Options: BOZARD FORD

Order Code	Description	Price
TEMP	Temporary Tag	$16.00
TRANSFER	Transifer existing registration (must provide tag number)	$100.00
NST	New State Tag (must specify state, county, city, sheriff etc)	$185.00
56CA	Long Wheel Base with 56" Cab to Axle	$699.00
OSF	Out of Stock Fee. To cover stocking and floor plan expenses for vehicles purchased out of existing dealer inventory.	$799.00
BASE	Ford Base Care 5 year/100,000 mile extended warranty, $0 deductible. Contact dealer for other available coverage options.	$2,615.00
DBASE	Ford Base Care 5 year/100,000 mile extended warranty, $0 deductible. Coverage for Diesel Engine Options.\ Contact dealer for other available coverage options.	$2,785.00
EXTRA	Ford Extra Care 5 year/100,000 mile extended warranty, $0 deductible. Contact dealer for other available coverage options.	$3,085.00
DEXTRA	Ford Extra Care 5 year/100,000 mile extended warranty, $0 deductible. Coverage for Diesel Engine Options. Contact dealer for other available coverage options.	$3,295.00
PREM	Ford Premium Care 5 year/100,000 mile extended warranty, $0 deductible. Contact dealer for other available coverage options.	$3,695.00
DPREM	Ford Premium Care 5 year/100,000 mile extended warranty, $0 deductible. Coverage for Diesel Engine Options. Contact dealer for other available coverage options.	$3,805.00
3K	Additional key with remote	$399.00
3KPS	Additional key with remote for push button start	$499.00
99T	6.7l Powerstroke Diesel V8	$10,494.00
99N	7.3L Engine Option on F250 Pick-Up	$2,044.00
TBM	LT245/75Rx 17E BSW AT (XL)	$164.00
18B	Cab Steps (w/ Super/Crew Cab XL)	$444.00
16S	All-Weather Floor Mats (SC/CC)	$134.00
592	Clearance Lights, Roof	$94.00
41H	Heater, Engine Block	$99.00
17X	4x4 Off-Road Package	$399.00
66S	Upfitter Switches (6)	$164.00
67H	Suspension Package, Heavy Service	$124.00
52B	TowCommand™ Integrated Trailer Brake Controller	$269.00
85G	Tailgate Step	$374.00
41A	Rapid-Heat Supplemental Cab Heater	$249.00
86A	Engine Idle Shutdown - 5 minutes	$249.00
86B	Engine Idle Shutdown - 10 minutes	$249.00
86C	Engine Idle Shutdown - 15 minutes	$249.00
86D	Engine Idle Shutdown - 20 minutes	$249.00

Order Code	Description	Price
98R	Operator Commanded Regeneration (OCR)	$249.00
85S	Tough Bed® Spray-In Bedliner	$594.00
85L	Drop-in Bedliner	$349.00
61M	Wheel Well Liner	$179.00
98F	CNG/Propane Gaseous Engine Prep Pkg (w/ 6.2L only)	$314.00
61S	Splash Guards/Mud Flaps (Front)	$129.00
62S	Splash Guard/Mud Flaps (Rear)	$0.00
15J	Gooseneck Hitch Kit	$249.00
15L	5th Wheel Hitch Kit (18K)	$1,094.00
53W	5th Wheel/Gooseneck Hitch Prep Package	$499.00
96V	XL Value Package	$724.00
61L	Front Wheel Well Liners	$179.00
61N	Front & Rear Wheel Well Liners	$324.00
87H	Hood Deflector - Black Molded	$129.00
66L	Box Rail Lighting, LED Lighting System	$59.00
18D	Extended Running Boards	$739.00
65B	Trailer Camera (optional w/ 4.2 or 8 screen)	$374.00
67E	Extra-Extra Heavy Duty Alternator	$84.00
86M	Dual Batteries (78 amp) req. 6.2L or 7.3L Gas	$209.00
17S	STX	$1,824.00
16F	Carpet Flooring w/ STX	$59.00
913	SYNC 3	$449.00
67B	Dual Extra Heavy-Duty Alternator	$114.00
39S	SiriusXM® Satellite Radio	$184.00
62X	Aluminum Tool/Cargo Box by Weather Guard	$574.00
62Y	Premium Aluminum Tool/Cargo Box by Weather Guard	$789.00
21D	Tonneau Pickup Box Cover - Soft Folding	$524.00
21E	Tonneau Pickup Box Cover - Hard Folding	$994.00
21J	Tonneau Pickup Box Cover - Retractable	$1,694.00
PD4	Paint, Rapid Red Metallic Tinted Clearcoat	$394.00
PAZ	Paint, Star White Metallic Tri-Coat	$594.00
76R	Reverse Sensing System (XL Fleet Only)	$244.00
525	Cruise Control	$234.00
926	Customizable Speed Limit (65 mph)	$79.00
927	Customizable Speed Limit (75 mph)	$79.00
17F	XL Décor Package (ordered w/o option 96V)	$219.00
91S	LED Warning Strobes - Amber	$674.00
91G	LED Warning Strobes - White	$724.00
942	Daytime Running Lamps (Fleet Only)	$44.00
18A	Upfitter Interface Module	$294.00
PGR	Paint, Green (Fleet Only)	$659.00
PW6	Paint, Green Gem (Fleet Only)	$659.00
PMB	Paint, Orange (Fleet Only)	$659.00
PBY	Paint, School Bus Yellow (Fleet Only)	$659.00
PE4	Paint, Vermillion Red (Fleet Only)	$659.00
PAT	Paint, Yellow (Fleet Only)	$659.00

Order Code	Description	Price
56CA	Long Wheelbase w/ 56" Cab to Axle	$699.00
WGG	Wrap Around Grill Guard	$1,799.00
CNG	CNG Conversion - Requires 98F	$13,990.00
8UTILITY	8 ft. Utility Body SRW. Add $699 for flip top. Contact dealer for available options.	$7,950.00
LINER	Spray liner for utility body	$999.00
TOWPKGSD	Super Duty Trailer Tow package. Includes Hitch, bar, 2" ball, pin, clip. Add $199 for pintle/ball combo.	$1,399.00
FTC	Fiberglass Tonneau Cover (Painted to match)	$1,999.00
TOPPER	Fiberglass Cab Highh Topper with front, side and rear windows (painted to match)	$2,499.00
CSHLD	Cab Shield Protector	$799.00
4CST	Four Corner LED Strobes mounted inconspicuously outside of headlight & taillight lenses, wired to switch.	$799.00
TINT	Dealer installed window tint. Add $100 for strip on windshield.	$399.00
PIPER	Pipe Rack for pickup bed. Add $199 for utility body	$1,899.00
4CST	Four Corner LED Strobes. Mounted inconspicuously outside of headlight and tail light lenses. Wired to switch	$799.00

Options: Duval Ford LLC

Order Code	Description	Price
101	CREDIT: Pursuant to FSA BoilerPlate sections 2.12, 2.13 regarding factory free-flow options, this vehicle specification includes a line-item MSRP option-discount in the amount listed here for any OEM configurable option available for the corresponding base-vehicle awarded. Client may visit fordvehicles.com to configure desired vehicle and dealer will produce corresponding FSA contract quote displaying line item discounts, supported by OEM price tables. This discount will be reflected in the aggregate net total for each optional item requested. Manufacturer's order-guide and price lists uploaded to the vendorlink bid site, published at fleet.ford.com , or available from Duval Ford.	$1.00
99T	6.7L Powerstroke Diesel V-8	$10,494.00
99N	7.3L Engine Option on F250 Pick-up	$2,044.00
98F	CNG Propane Prep. Req. 6.2L Gas Engine	$314.00
CNG	Ford F250-F350 23.5 GGE 6.2L Bi-Fuel	$14,116.00
X3H	Axle, Electronic-Locking (Ratio 3.31)	$389.00
X3J	Axle, Electronic-Locking (Ratio 3.55)	$389.00
X3E	Axle, Electronic-Locking (Ratio 3.73)	$389.00
X4M	Axle, Electronic-Locking (Ratio 4.30)	$389.00
TBM	LT245/75Rx17E BSW AT (XL)	$164.00
TCD	LT265/70Rx17E OWL AT (XL/XLT)	$454.00
TDX	LT275/70Rx18E BSW AT	$264.00
TDU	LT275/70Rx18E OWL AT	$289.00
WB148	Supercab Short Box	$0.00
WB164	Supercab Long Base Option	$1,134.00
LS	Vinyl High Back Bucket	$354.00
512	Spare Tire and Wheel (with Box Delete)	$294.00
18B	Cab Steps (w/ Super/Crew Cab XL)	$444.00
18C	6 inch Cab Steps, Chrome Angular	$694.00
471	Camper Package	$159.00
16S	All-Weather Floor Mats (SC/CC)	$134.00
16S	All-Weather Floor Mats	$89.00
592	592 Clearance Lights, Roof	$94.00
41h	41H Heater, Engine Block	$99.00
54k	54K Manual Telescoping Trailer Tow Mirrors (XL w/ 90L)	$0.00
17c	17C Chrome Package	$1,124.00
17F	XL decor package: Chrome bumpers and hub covers	$219.00
85D	85D Universal Garage Door Opener	$124.00

Order Code	Description	Price
66S	66S Upfitter Switches (6)	$164.00
76R	Reverse Sensing XL	$244.00
525	525 Cruise Control XL only	$234.00
67H	67H Suspension Package, Heavy Service	$124.00
52B	52B TowCommand™ Integrated Trailer Brake Controller	$269.00
62R	62R Transmission Power Take-Off Provision req. with Diesel	$279.00
435	435 Window, Power Sliding Rear	$404.00
85G	85G Tailgate Step	$374.00
41A	41A Rapid-Heat Supplemental Cab Heater	$249.00
86A	86A Engine Idle Shutdown - 5 Minutes	$249.00
86B	86B Engine Idle Shutdown - 10 Minutes	$249.00
86C	86C Engine Idle Shutdown - 15 Minutes	$249.00
86D	86D Engine Idle Shutdown - 20 Minutes	$249.00
98R	98R Operator Commanded Regeneration (OCR) req. diesel	$249.00
85S	85S Tough Bed® Spray-in bedliner	$594.00
85L	85L Drop-in Bedliner	$349.00
61M	61M Wheel Well Liner	$179.00
535	High Capacity Trailer Towing Package, Req 99T, 52B 26800 GCWR, includes upgraded axle. na with 66d or gas engine.	$1,129.00
534	Heavy Duty Towing assembly, Includes Hitch, Trailer circuit, wiring and Towing Hardware. Specify 2 or 2 5/16" Ball.	$1,129.00
76S	Remote Start System	$249.00
85M	Bed Mat	$149.00
98F	CNG/Propane Gaseous Engine Prep Package (w/6.2L only)	$314.00
61S	Splash Guards/Mud Flaps (Front)	$129.00
15J	Gooseneck Hitch Kit	$249.00
15L	5th Wheel Hitch Kit (18K)	$1,094.00
53W	5th Wheel/Gooseneck Hitch Prep Package	$499.00
53Q	HiCap towing with Ultimate Trailer tow camera system and pro backup assist. Req. 99T, 90L, 17S, 913, 52B	$1,599.00
76c	Exterior Back-up Chime	$139.00
96V	XL Value Package: Chrome Hub Covers, Chrome front and rear bumper, cruise	$724.00
61L	Front Wheel Well Liners	$179.00
61N	Front and Rear Wheel well liners	$324.00
87H	Hood Deflector	$129.00
66D	CREDIT: Bed Delete, deletes spare tire and wheel, included with body options	$250.00
d90L	CREDIT: Power window, Lock, keyless delete	$400.00
873	CHMSL Camera	$199.00
527	Adaptive Cruise control	$739.00
43c	100v 400 watt Cab Outlet	$174.00
60B	Blis with Cross Traffic Alert	$539.00
60C	Audible lane departure warning	$114.00
66B	Box Cleats, locking	$74.00
66L	LED Box Lighting, na with 66D	$59.00
43B	Defrost with Fixed Rear window and privacy glass	$59.00
67E	Extra HD Alternator	$84.00
86M	Dual Batteries rerq. 6.2 or 7.3L Gas, std with diesel	$209.00
52R	Bed Ramps	$694.00
17S	STX Package: Upgraded Wheels, Cruise, Upgraded bumpers and grille	$1,824.00

Order Code	Description	Price
16F	Carpet: Req STX	$59.00
62X	Aluminum CrossBody Tool Box	$574.00
47B	SnowPlow, Camper Package	$244.00
913	XL Sync 3 Voice communications and entertainment: 8" LCD Screen, Req 54K on XL. includes 43c	$449.00
96F	Fleet Driver assistance package: na with 66d, Includes Blind spot monitoring, Lane keeping alert, Precollision assistance with Automatic Emergency Braking and forward collision warning.	$994.00
94P	Precollision assist	$114.00
595	Fog Lamps: REQ 17F on XL	$129.00
21D	SOFT FOLDING TONNEAU COVER	$524.00
21E	HARD FOLDING TONNEAU COVER	$994.00
21J	RETRACTABLE TONNEAU COVER	$1,694.00
47E	GRAPHICS UP TO 20 SQ FT	$424.00
62M	ADJUSTALBE GAS AND BRAKE PEDAL	$119.00
18B	CAB STEPS REG CAB (SC / CC is $444)	$319.00
51x	Credit: Spare Tire Delete. Included with 66D	$30.00
926 927	SPEED LIMITER: 65,75 MPH	$79.00
91S	AMBER LED WARNING LIGHTS	$674.00
91G	WHITE LED WARNING LIGHTS	$724.00
63R	HD SUSPENSION PACKAGE, WITH 66D	$124.00
18A	UPFITTER INTERFACE MODULE	$294.00
BY	SCHOOLBUS YELLOW	$659.00
E4	VERMILION RED	$659.00
D4	RAPID RED PAINT	$394.00
TB GW	CAMLOCKING LOW PROFILE HD KING SIZE ALUMINUM CROSS BODY TOOLBOX WITH GULL WING LIDS	$585.00
TB LP	LOW PROFILE HD KING SIZE ALUMINUM CROSS BODY TOOLBOX	$550.00
TB SIDE 48	HD ALUM SIDE MOUNTED TOOLBOX 48" LONG, PRICE PER SIDE	$395.00
TB SIDE 72	HD ALUM SIDE MOUNTED TOOLBOX 72" LONG, PRICE PER SIDE	$564.00
TB TFUEL	Tool and fuel: UTS TT101 100 Gal capacity with meter, electric pump and 30' hose . Diesel Fuel only.	$2,480.00
SPRAY SB	SPRAY LINER FOR SERVICE BODY. INCLUDES INTERIOR, SIDE WALLS AND BOX TOPS. HD THICKNESS, INCLUDES TAILGATE.	$935.00
SPRAY DD	Spray LINE TWO SERVICE BODY DROP DOOR SURFACES	$175.00
SPRAY BPR	SPRAY SERVICE BODY REAR BUMPER FOR UP TO 12" SHELF BUMPERS	$165.00
SPRAY ESV	SPRAY LINER FOR ENCLOSED SERVICE BODY. INCLUDES FLOOR AND 16" UP SIDE WALLS.	$1,525.00
SLIDE 1000	1000 LB CAPACITY BED MOUNTED CARGO EASE BED SLIDE	$1,295.00
SLIDE 1200	1200 LB CAPACITY BED MOUNTED CARGO EASE BED SLIDE	$1,695.00
SLIDE 1500	1500 LB CAPACITY BED MOUNTED CARGO EASE BED SLIDE	$2,195.00
SLIDE 2000	2000 LB CAPACITY BED MOUNTED CARGO EASE BED SLIDE	$2,659.00
COVER FOLD	TRI FOLD BED COVER	$849.00
COVVER SFT	SOFT FOLDING BED COVER	$495.00
HIGHWAY PROD	HIGHWAY PRODUCTS PICKUP PACKS: CONTRACT PRICING GRID AVAILABLE HIGHWAYPRODUCTS.COM . FINAL CONFIGURATION WILL BE ADDED TO CONTRACT VEHICLE QUOTE. SHIPPING ADDITIONAL, COST IS FOR LABOR ONLY	$1,296.00
8KB FTL	FLIP TOP LIDS FOR 8FT KNAPHEIDE SERVICE BODY 696FJ	$975.00
ML	MASTERLOCKING RODS FOR SERVICE BODY	$615.00
CLITE	COMPARTMENT LIGHTING FOR SERVICE BODY	$550.00
8C2 FTL	FLIP TOP LIDS FOR READING CLASSIC 8FT SERVICE BODY U98ASW-SML	$1,205.00
8SL FTL	FLIP TOP LIDS FOR READING SL SERVICE BODY	$1,195.00
ML	KNAPHEIDE MASTERLOCK	$595.00
ML 11	KNAPHEIDE MASTERLOCKS 11FT	$765.00

Order Code	Description	Price
CLITE	KNAPHEIDE COMPARTMENT LIGHTS	$595.00
CLITE 11	KNAPHEIDE COMPARTMENT LIGHTS 11FT	$680.00
LEDT	KNAPHEIDE LED TAILLIGHTS	$510.00
EL	KNAPHEIDE ELECTRIC LOCKS	$950.00
EL 11	KNAPHEIDE ELECTRIC LOCKS 11 FT BODIES	$1,125.00
THDL	KNAPHEIDE SINGLE POINT T HANDLES	$425.00
THDL 11	KNAPHEIDE SINGLE POINT T HANDLES 11 FT BODIES	$600.00
3PT	KNAPHEIDE 3 POINT T HANDLES	$600.00
3PT 11	KNAPHEIDE 3 POINT T HANDLES 11 FT BODIES	$765.00
DRING	D RINGS IN CARGO AREA	$449.00
PAINT	PAINT COMPARTMENT INTERIOR	$1,109.00
6D TBOX	6 DRAWER MECHANICS TOOLBOX	$2,095.00
CHOLD	CONE HOLDER	$196.00
HD CHOLD	HEAVY DUTY FOLD DOWN CONE HOLDER	$382.00
TPLATE TOP	TREADPLATE OVERLAY COMPARTMENT TOPS	$975.00
TPLATE C	TREADPLATE OVERLAY CARGO AREA	$975.00
GRAB HNDL	GRABHANDLES (2)	$226.00
STEP	CABLE STEP	$349.00
COOLER MNT	IGLOO COOLER MOUNT	$225.00
COOLER	IGLOO COOLER	$110.00
VISE	6" WILTON VISE	$425.00
VBKT	VISE BRACKET	$199.00
GARD	MUD & STONE GUARD	$225.00
ETRACK	E TRACK IN CARGO AREA	$345.00
TOOL	3 TOOL SHOVEL RACK	$325.00
BUMPER 16	KNAPHEIDE TAILSHELF BUMPER 16"	$1,200.00
BUMPER 21	KNAPHEIDE 21" WORKBENCH STORAGE BUMPER	$1,800.00
HICOMP	KNAPHEIDE RAISED BOTTLE GAS COMPARTMENT	$1,496.00
SPO BASE	KNAPHEIDE BASE COAT/CLEAR COAT COLORS	$1,530.00
SPO OEM	KNAPHEIDE FACTORY PAINT	$1,105.00
SKID	LUBE SKID; 2 NEW OILS & 1 WASTE	$12,996.00
VANAIR CG	VANAIR PRO COMPRESSOR/GENERATOR, 20 CFM, 5000 WATT	$5,800.00
COMP 20	20 CFM GAS AIR COMPRESSOR AND REEL	$4,650.00
VMAC G	VMAC VR70 GAS	$11,500.00
VMAC D	VMAC VR70 DIESEL APPLICATION	$14,900.00
WELDER	MILLER BOBCAT 250 WELDER	$7,136.00
SAFET	Safety Kit Incl; First Aid Kit, Triangle Kit & Fire Extinguisher	$276.00
TGA	1300# TOMMY GATE G2 60 1342 TP27 STEEL PLATFORM	$3,355.00
TGB	1300# TOMMY GATE G2 60 X 38 2 PIECE STEEL	$3,480.00
TGC	1300# TOMMY GATE G2 60 X 27 ALUMINUM	$4,030.00
TGD	1300# TOMMY GATE G2 60 X 38 ALUMINUM 2 PIECE	$4,155.00
TGE	1300# TOMMY GATE G2 60 X 48 2 PIECE ALUMINUM	$4,430.00
TGF	1500# TOMMY GATE G2 60 1642 TP27 STEEL PLATFORM	$3,455.00
TGH	1500# TOMMY GATE G2 60 X 38 2 PIECE STEEL	$4,155.00
THI	1500# TOMMY GATE G2 60 X 27 ALUMINUM	$4,205.00
THJ	1500# TOMMY GATE G2 60 X 38 ALUMINUM 2 PIECE	$4,405.00

Order Code	Description	Price
TGK	1500# TOMMY GATE G2 60 X 48 ALUMINUM 2 PIECE	$4,605.00
TH1	THIEMAN 1500# TT15ET 56 X 26 STEEL 1 PIECE	$3,625.00
TH2	THIEMAN 1500# TT15ET 56 X 42 STEEL 2 PIECE	$3,955.00
TH3	THIEMAN 1500# TT15ET 56 X 26 ALUMINUM 1 PIECE	$3,855.00
TH4	THIEMAN 1500# TT15ET 56 X 32 ALUMINUM 2 PIECE	$4,275.00
TH5	THIEMAN 1500# TT15ET 56 X 44 ALUMINUM 2 PIECE	$4,555.00
DOGBOX	A fiberglass one piece molded animal transportation unit with (8) eight compartments. Featuring our fresh air ventilation system vented to each compartment, a pass through swing door in the front compartment, solid partitions creating 8 individual compartments, sloped floor drainage system, Ultimate Safety doors with large louvers and small catch pole door within the door, and bright white L.E.D. lighting in individual compartments. Available with air conditioning and heating, back saver hoist, catch pole holder, rear blind spot mirror, custom strobe and light bar lighting, work lights and pet step folding ramp. Animal Compartment Sizes: Measured from center of partitions. (Requires 31* Ship-Thru) Street Side: Front 30" Wide x 36" High x 39" Deep (w/ pass through door open 30" Wide x 78" Deep) Center 24" Wide x 36" High x 39" Deep,Center 24" Wide x 36" High x 39" Deep, Rear 32" Wide x 36" High x 39" Deep, Curb Side: Front 30" Wide x 36" High x 39" Deep (w/ pass through door open 30" Wide x 78" Deep), Center 24" Wide x 36" High x 39" Deep, Center 24" Wide x 36" High x 39" Deep, Rear 32" Wide x 36" High x 39" Deep	$16,700.00
8ESB SRW 45	8FT ENCLOSED SERVICE BODY IH 45" KC96U1478. INCLUDES MASTERLOCK, INTERIOR DOME LIGHT, 2 REAR SHELF DOORS, LED TAIL LIGHTS, STEP BUMPER. (Requires 31* Ship-Thru) CODE	$10,890.00
8ESB SRW 51	8FT ENCLOSED SERVICE BODY IH 51" KC96L1479 INCLUDES MASTERLOCK, INTERIOR DOME LIGHT, 2 REAR SHELF DOORS, LED TAIL LIGHTS, STEP BUMPER. (Requires 31* Ship-Thru) CODE	$11,095.00
8ESB SRW 61	8FT ENCLOSED SERVICE BODY IH 61" KC96M1480 INCLUDES MASTERLOCK, INTERIOR DOME LIGHT, 2 REAR SHELF DOORS, LED TAIL LIGHTS, STEP BUMPER. (Requires 31* Ship-Thru) CODE	$11,281.00
8KB	8FT KNAPHEIDE 696J SINGLE REAR WHEEL SERVICE BODY. (Requires 31* Ship-Thru)	$6,816.00
8SB	8FT STAHL STL8SBS SINGLE REAR WHEEL SERVICE BODY, (Requires 31* Ship-Thru) STL8SBS	$6,838.00
8CM	8FT CM SINGLE REAR WHEEL SERVICE BODY. (Requires 31* Ship-Thru) CM8SW	$8,343.00
8C2	8FT READING C2 SERVICE BODY, (Requires 31* Ship-Thru) U98ASW	$7,486.00
8SL	8FT READING SL SERVICE BODY, (Requires 31* Ship-Thru)	$6,636.00
RCB SRW	READING CM3 CRANE BODY. SUPPORT 1-3K CRANES. DESIGNED FOR 10K GVWR. (Requires 31* Ship-Thru) SHIP THRU	$9,905.00
CRANE 3K	Liftmoore 3600 LB Electric Crane Model 3600REL (replaces 3200REL) with Curb Side Only Manual Outriggers and wired Pendant Control ** additional outrigger options available **	$12,420.00
HICAP DC	HIGH CAPACITY AC/ HEAT WITH TWIN FAN CONDENSOR AND AUXILLARY DEDICATED COMPRESSOR. FOR DOGBOX OPTION. AC VENTS INCLUDED, 28K BTU AND TEMP MONITOR IN CAB	$4,799.00
HICAP AC	AC UNIT UP TO 28 BTU AND TEMP MONITOR, RUNS OFF FACTORY COMPRESSOR. REQ. DOGBOX OPTION	$3,650.00
DOGBOX RAMP	PULL OUT RAMPS FOR USE WITH DOGBOX OPTION	$650.00
HD SD	8 HD STAINLESS INTERIOR SAFETY DOORS, POWDER COATED BLACK , REQ DOGBOX OPTION	$1,800.00
RCAM	REARVIEW 5.6" DISPLAY CAMERA SYSTEM	$695.00
STORAGE	TWO SLIDE OUT TRAYS IN REAR COMPARTMENT FOR STORAGE. REQ. DOGBOX	$610.00
HSPOT	HALOGEN PILLAR MOUNTED SPOT LIGHT	$595.00
LEDSPOT	LED SPOT LIGHT PILLAR MOUNTED	$695.00
GOLITE	LED Permanent Mount Go-Light brand spot light	$695.00
TH500	500 Watt Inverter	$396.00
TH750	750 Watt Inverter	$596.00
TH1000	1000 Watt Inverter	$642.00
TH2000	2000 Watt Inverter	$796.00
TH3000	3000 Watt Inverter	$966.00
TH001	Remote Control for TH1000-TH3000	$65.00
DSI-12/1200N	Dimensions 1200 watt Pure Sine Wave	$1,495.00
DSI-12/1500N	Dimensions 1500 watt Pure Sine Wave	$1,596.00
DSI-12/2400N	Dimensions 2400 watt Pure Sine Wave	$2,246.00
DSI-12/3000N	Dimensions 3000 watt Pure Sine Wave	$2,396.00
DSI-REMOTE	Remote control for Dimensions	$145.00
STLIGHT	Streamlight Rechargeable Stinger Flashlight	$189.00
CAMLOC	RELOCATE CAMERA, INSTALL BRACKET WHERE INDICATED	$255.00
BACKZONE	REVERSE PARKING AIDE SENSORS	$445.00

Order Code	Description	Price
TOPPER RNC	CAB HIEGHT FIBERGLASS TOPPER WITH SLIDING SIDE WINDOWS.	$2,015.00
ROOFRACK	YAKIMA ROOF RACK WITH ADJUSTABLE ROUND BARS	$400.00
TB SHELF	ADDS FIBERGLASS TOOLBOX WITH SHELF ON SINGLE SIDE. REQ TOPPER RNC	$486.00
WINDOORS	GLASS SIDE WINDOORS FLIP OUT FOR EASY ACCESS, REQ TOPPER RNC	$374.00
WINDOOR SLD	SOLID PAINTED WINDOORS FOR ADDED SECURITY. REQ. TOPPER RNC	$450.00
COVER RNC	RANCH LEGACY SERIES FIBERGLASS PAINTED BED LID, DUAL SHOCK, BLACK POWDER COATED HARDWARE. SINGLE LOCK WITH TWO KEYS	$1,695.00
COVER UC	6 3/4 FOOT ABS COMPOSITE PAINTED TO MATCH BED LID. UNDERCOVER LUX SINGLE POINT LOCKING SYSTEM, LOW PROFILE LOOK.	$1,899.00
COVER RTX6	RETRAX RETRACTABLE BED COVER FOR 6 3/4 BED	$1,550.00
COVER RL8	ROLL N LOCK RETRACTABLE BED COVER FOR 8 FT BED LG152M	$1,899.00
COVERLITE	TWO WHITE LED STEADY BURN LIGHTS INSIDE PICKUP BED FOR CLOSED COVER VISIBILITY	$446.00
ARE-LSII	A.R.E. LSII Series Tonneau Cover (5.5' to 8' Bed)	$1,955.00
ARE-3DLS	A.R.E. 3DL Series Tonneau Cover (6.5' Bed)	$2,390.00
ARE-V	A.R.E. V Series Fiberglass Topper (5.5' to 8' Bed). Includes front, side, and rear windows.	$2,025.00
ARE-DCU	A.R.E. DCU 23" Tall . Includes hatch rear door with T-lock, rear tinted window, full length tool box on each side, and front picture window.	$2,810.00
SK-COMPAK8	SpaceKap - 8' Compak (Transferable Service Body). Includes side doors. Body can be placed in any 8' truck bed. Easily transferable. Also available for 6' truck bed. Add Contractor Bin Pkg for $1,395. Add Plumber Pkg for $1,995.	$9,995.00
SK-WILD8	SpaceKap - 8' Wild (Transferable Service Body). Includes side doors. Body can be placed in any 8' truck bed. Easily transferable. Also available for 6' truck bed. Add Contractor Bin Pkg for $2125. Add Plumber Pkg for $2,680.	$10,475.00
SK-DIABLO8	SpaceKap - 8' Diablo (Transferable Service Body). Body can be placed in any 8' truck bed. Easily transferable. Also available for 6' truck bed. Add Contractor Bin Pkg for $2,460. Add Plumber Pkg for $3,300.	$10,790.00
TINT	DEEP WINDOW TINT FILM WITH FRONT WINDSHIELD STRIP.	$265.00
TINT 4D	TINT ALL WINDOWS.	$385.00
NITRO	NITROGEN FILLED TIRES IN LIEU OF STD FACTORY FILL. FUEL ECONOMY SAVER DUE TO TIRE PRESSURE CONSISTENCY, ON GROUND	$245.00
WT LC 2P	WEATHER TECH LASER CUT TWO PIECE MAT SET	$215.00
WT LC 4P	WEATHER TECH MATS , LASER CUT	$289.00
RMAT	HD RUBBER FLOOR MATS	$195.00
STEPBARS	TUBULAR STEP BARS	$395.00
VV	VENT SHADES, MUST SPECIFY STICK ON OR FLANGE TYPE IN CHANNEL	$175.00
WGG BASE	WRAP AROUND GRILL GAURD. WESTIN HDX	$1,095.00
WGG STERLING	Sterling Base heavy duty winch mount / grill guard. Upgrade to Standard model for $125, to Deluxe model for $235, or Gator model for $340. Add $125 for a heavy duty Warn winch	$1,295.00
WGG WP	WESTIN WRAP AROUND GRILL GUARD WITH WINCH PLATE	$1,395.00
WGG LC	LIGHT CHANNEL FOR GRILL GUARD, LIGHTS SOLD SEPERATELY	$79.00
WINCH 8KW	8000# WARN WINCH WITH REMOTE, REQ WGG.WP TO INCLUDE WINCH PLATE	$1,336.00
WINCH 10KW	10000# WARN WINCH WITH REMOTE, REQ. WGG.WP TO INCLUDE WINCH MOUNTING PLATE	$1,556.00
WINCH 12KW	12000# WARN WINCH WITH REMOTE, REQ. WGG.WP TO INCLUDE WINCH MOUNTING PLATE	$1,676.00
3K PATS	EXTRA PROGRAMMED KEY WITH PATS TECHNOLOGY, FLEET KEY	$225.00
3K RKE	EXTRA PROGRAMMED INTEGRATED KEY TRANSMITTER FOB	$350.00
PINTLE BC	PINTLE BALL COMBO 2 5/16" WITH ADJUSTABLE SHANK	$315.00
PINTLE FX	PINTLE BALL COMMBO 2 5/16" FIXED SHANK	$285.00
2 TONE	TWO TONE PAINT SCHEME, DOORS AND ROOF	$1,896.00
LEVL	LEVELING KIT. RAISES FACTORY FRONT END 2"	$765.00
CABSHIELD	STERLING CAB SHIELD, BLACK POWDER COATED STEEL CONSTRUCTION WITH MESH WINDOW.	$625.00
CABSHIELD A	STERLING CAB SHIELD, BLACK POWDER COATED STEEL CONSTRUCTION WITH MESH WINDOW. INCLUDES SINGLE CENTER BEACON PLATE	$650.00
CABSHIELD B	STERLING CAB SHIELD, BLACK POWDER COATED STEEL CONSTRUCTION WITH MESH WINDOW. INCLUDES DUAL MOUNTING FEET FOR LIGHTBAR MOUNTING.	$675.00
BACKRACK	LIGHT DUTY LOUVERED HEADACHE RACK	$476.00
TRACRAC	TRAC ONE UNIVERSAL TRUCK RACK FOR OVERHEAD CARGO. F150 ONLY, FSD TBD	$776.00

Order Code	Description	Price
SLR	SINGLE SIDE LADDER RACK FOR PICK UP VERSION	$995.00
SLR SB	SINGLE SIDE LADDER RACK FOR SERVICE BODY APPLICATION	$795.00
PIPE RACK	METAL UTILITY RACK WITH MESH BASKET OVER CAB	$2,015.00
MATRACK	MATERIAL RACK OVER CAB. DOES NOT HAVE MESH BASKET	$1,885.00
FENDERFLARE	FENDER FLARES FOUR PIECE. NA WITH CHASSIS.	$594.00
31A	SHIP THROUGH ALTEC 88LAP1	$625.00
31P	SHIP THROUGH AUTOPORT	$625.00
31B	SHIP THROUGH READING	$625.00
31V	SHIP THROUGH KNAPHEIDE	$625.00
31T	SHIP THROUGH TAMPA CRANE	$625.00
31C	SHIP THROUGH CUSTOM FIBERGLASS 53Y600	$625.00
31Q	SHIP THROUGH CUES	$625.00
uCoat	Undercoating	$650.00
USB Iphone	HD Charge Wire for Iphone	$35.00
USB Android	HD Charge Wire for Android	$35.00
OZN	Out of Zone purchase and Delivery. Does not include unique shipping circumstances when final product demands shipping outside the state of Florida. Note: Emmissions codes for specific region.	$446.00
TTO	Tag and Title processing and handling fee. Tags are processed at the local tag office and physically picked up for client and affixed to vehicle prior to deliver. Cost includes electronic administrative fee, manual processing courier, and Fedex related expense.	$48.00
TMP	30 Day Florida Temporary Tag. Requires (TTO) Tag/Title Option	$7.00
TX	Transfer Tag Charge: (Florida only) Please send scan of agency registration with tag ID clearly indicated. Requires (TTO) Tag/Title Option, includes (TMP)	$90.00
TAG	New Tag Charge (Florida only) Requires (TTO) Tag/Title option. Specify City, State, or Sheriffs Tag. Includes (TMP)	$125.00
BASE 5/75	Extended Service Plan Base Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$1,855.00
EXTRA 5/75	Extended Service Plan Extra Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,150.00
PREMIUM 5/75	Extended Service Plan Premium Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,960.00
BASE 5/100	Extended Service Plan Base Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,515.00
EXTRA 5/100	Extended Service Plan Extra Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$3,035.00
PREMIUM 5/100	Extended Service Plan Premium Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$3,645.00
DIESELPLAN	Extended Service Plan Base Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$1,965.00
DIESELPLAN	Extended Service Plan Extra Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,280.00
DIESELPLAN	Extended Service Plan Premium Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$3,145.00
DIESELPLAN	Extended Service Plan Base Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,685.00
DIESELPLAN	Extended Service Plan Extra Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$3,230.00
DIESELPLAN	Extended Service Plan Premium Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$3,755.00

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Quote No: 4473201

Termination Value Schedule A

Refer to paragraph 3b of the Terms and Conditions of the lease for the use of this schedule which describes certain other charges that may be added to the Termination Value. For months beyond the original term the Termination Value will decrease by the amount of the "Monthly Fixed Charge".

Customer Name Village of Palmetto Bay

UNIT NO.
Contract Date:
Capitalized Price: $24,383.00

Monthly Rent $492.66
Term 60

Fixed Charge: $406.37
Lease Charge: $86.29

Month	Date	Termination Value	RBV
1		$24,060.33	$23,976.63
2		$23,734.21	$23,570.26
3		$23,405.50	$23,163.89
4		$23,074.20	$22,757.52
5		$22,740.32	$22,351.15
6		$22,402.98	$21,944.78
7		$22,063.05	$21,538.41
8		$21,720.54	$21,132.04
9		$21,374.57	$20,725.67
10		$21,026.88	$20,319.30
11		$20,675.73	$19,912.93
12		$20,321.14	$19,506.56
13		$19,964.82	$19,100.19
14		$19,605.04	$18,693.82
15		$19,242.68	$18,287.45
16		$18,876.87	$17,881.08
17		$18,508.46	$17,474.71
18		$18,137.47	$17,068.34
19		$17,763.89	$16,661.97
20		$17,386.86	$16,255.60
21		$17,008.10	$15,849.23
22		$16,625.03	$15,442.86
23		$16,240.24	$15,036.49
24		$15,851.99	$14,630.12
25		$15,461.15	$14,223.75
26		$15,067.72	$13,817.38
27		$14,671.71	$13,411.01
28		$14,272.24	$13,004.64
29		$13,870.18	$12,598.27
30		$13,464.68	$12,191.90
31		$13,057.44	$11,785.53

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Quote No: 4473201

Termination Value Schedule A

Refer to paragraph 3b of the Terms and Conditions of the lease for the use of this schedule which describes certain other charges that may be added to the Termination Value. For months beyond the original term the Termination Value will decrease by the amount of the "Monthly Fixed Charge".

Customer Name Village of Palmetto Bay

UNIT NO.
Contract Date:
Capitalized Price: $24,383.00

Monthly Rent $492.66
Term 60

Fixed Charge: $406.37
Lease Charge: $86.29

Month	Date	Termination Value	RBV
32		$12,646.76	$11,379.16
33		$12,233.49	$10,972.79
34		$11,816.76	$10,566.42
35		$11,397.45	$10,160.05
36		$10,975.55	$9,753.68
37		$10,551.06	$9,347.31
38		$10,123.11	$8,940.94
39		$9,693.44	$8,534.57
40		$9,259.46	$8,128.20
41		$8,823.75	$7,721.83
42		$8,384.59	$7,315.46
43		$7,942.84	$6,909.09
44		$7,498.51	$6,502.72
45		$7,051.58	$6,096.35
46		$6,601.20	$5,689.98
47		$6,148.24	$5,283.61
48		$5,691.82	$4,877.24
49		$5,233.67	$4,470.87
50		$4,772.08	$4,064.50
51		$4,307.03	$3,658.13
52		$3,840.26	$3,251.76
53		$3,370.03	$2,845.39
54		$2,897.22	$2,439.02
55		$2,421.82	$2,032.65
56		$1,942.96	$1,626.28
57		$1,461.52	$1,219.91
58		$977.49	$813.54
59		$490.87	$407.17
60		$0.80	$0.80

Bid Award

Term: October 1, 2019 - September 30, 2020

4 VEHICLES

Contract: FSA19-VEL27.0, Pursuit, Administrative and Other Vehicles

Group: Pickup Trucks - 4X2

Item: 122, Ford, F-150 XL Super Cab, X1C

Description: Manufacturer standard equipment and specifications, and if not included also power windows, power door locks, and keyless entry.

Zone	Rank	Vendor	Price
Western	Primary	BOZARD FORD	$22,387.00
	Alternate	Duval Ford LLC	$22,462.00
Northern	Primary	Duval Ford LLC	$22,363.00
	Alternate	BOZARD FORD	$22,387.00
Central	Primary	BOZARD FORD	$22,387.00
	Alternate	Duval Ford LLC	$22,432.00
Southern	Primary	BOZARD FORD	$22,387.00
	Alternate	Duval Ford LLC	$22,452.00

Options appear in alphabetical order by awarded vendor.

Options: BOZARD FORD

Order Code	Description	Price
153	Front License Plate Bracket (where available)	$0.00
TEMP	Temporary Tag	$16.00
942	Daytime Running Lamps	$44.00
55B	BoxLink	$79.00
41H	Engine Block Heater	$89.00
924	Rear Privacy Glass -- XL	$99.00
TRANSFER	Transifer existing registration (must provide tag number)	$100.00
85H	Back Up Alarm System	$124.00
595	Fog Lamps -- XL	$139.00
168	Carpeting & Floor Mats	$144.00
47R	All-Weather Rubber Floor mats	$159.00
17C	Front/Rear Chrome Bumper	$174.00
NST	New State Tag (must specify state, county, city, sheriff etc)	$185.00
57Q	Rear Window Defroster -- XL/XLT	$219.00
60M	SYNC Connect 60M	$224.00
50S	Cruise Control	$224.00
18B	Running Boards, Black Platform	$249.00
76R	Reverse Sensing System	$274.00
62R	Manual Regen Initiation w/ Active Regen Inhibitor	$279.00
98G	CNG/Propane Gaseous Engine Prep Pack	$314.00
96P	Bedliner -- Plastic, Drop-In	$349.00
52P	SYNC -- Fleet Only	$419.00
655	Extended Range Fuel Tank	$444.00
96T	Tonneau Pickup Box Cover - Soft Folding	$524.00
90B	Aluminum Crossbed Toolbox by Weather Guard	$574.00
96W	Bedliner -- Spray-In	$594.00
18C	Running Boards, Chrome Tubular	$634.00
94S	LED Warning Strobes by Sound off Signal -- Amber	$674.00
94R	LED Warning Strobes by Sound Off Signal -- Red/Blue	$724.00
94W	LED Warning Strobes by Sound Off Signal -- Amber/White	$724.00

Order Code	Description	Price
188	Running Boards, Chrome Angular	$779.00
OSF	Out of Stock Fee. To cover stocking and floor plan expenses for vehicles purchased out of existing dealer inventory.	$799.00
18P	Running Boards, Power Deployable	$994.00
96X	Tonneau Pickup Box Cover - Hardt Folding	$994.00
LWB	163" Wheelbase 8 ft Box	$1,699.00
101A	Manufacturers Upgrade Package 101A XL	$1,729.00
BASE	Ford Base Care 5 year/100,000 mile extended warranty, $0 deductible. Contact dealer for other available coverage options.	$2,230.00
DBASE	Ford Base Care 5 year/100,000 mile extended warranty, $0 deductible. Coverage for Diesel Engine Options.\ Contact dealer for other available coverage options.	$2,430.00
EXTRA	Ford Extra Care 5 year/100,000 mile extended warranty, $0 deductible. Contact dealer for other available coverage options.	$2,610.00
DEXTRA	Ford Extra Care 5 year/100,000 mile extended warranty, $0 deductible. Coverage for Diesel Engine Options. Contact dealer for other available coverage options.	$2,845.00
PREM	Ford Premium Care 5 year/100,000 mile extended warranty, $0 deductible. Contact dealer for other available coverage options.	$3,445.00
DPREM	Ford Premium Care 5 year/100,000 mile extended warranty, $0 deductible. Coverage for Diesel Engine Options. Contact dealer for other available coverage options.	$3,570.00
99P	2.7L EcoBoost V6 engine	$994.00
995	5.0L V8 Engine	$1,994.00
994	3.5L EcoBoost V6 Engine	$2,594.00
991	3.0L Diesel DOHC Power Stroke	$4,994.00
TOWPKG	Trailer Towing Package (Includes 53A) Class IV trailer hitch receiver 4-pin, 7-pin harness, upgraded front stabilizer bar, receiver bar, 2" ball, pin, clip. (For Pintle/Ball Combo Add $199)	$1,399.00
LINER	Dealer installed spray liner (TOFF Liner or Equivalent)	$494.00
67T	Trailer Brake Controller	$274.00
CNG	CNG Conversion (discuss with dealer)	$13,996.00
LH-6	lh Pillar Mounted 6" Spotlights with clear halogen bulb - dealer installed	$696.00
VV	Stick-on-style vent visors	$175.00
BS	Bus shield	$299.00
WGG	Wrap around grill guard	$1,999.00
ATB	Aluminum Tool Box - Call to discuss with dealer	$799.00
FGTC	Fiberglass tonneau cover (painted to match)	$1,996.00
FCHT	Fiberglass cab high topper with front side and rear windows (painted to match)	$2,499.00
RETRAX	Retractable Bed cover	$2,499.00
PIPER	Pipe rack for pick up bed	$1,899.00
SLR	Single Ladder Rack for pick up bed	$1,296.00
4CST	Four Corner LED Strobes. Mounted inconspicuously outside of headlight and tail light lenses. Wired to switch	$799.00
BACKRACK	Backrack Rear Cab Protector. Optional lighting brackets available. Contact dealer.	$799.00
TINT	Dealer installed window tint. Add $100 for strip on windshield.	$399.00
LAPTOP	Premium Passenger Side Mount Laptop Stand. Add $299 for Universal Laptop Tray	$699.00
3K	Additional key with remote	$399.00
3KPS	Additional key with remote for push button start	$499.00
4CST	Four Corner LED Strobes. Mounted inconspicuously outside of headlight and tail light lenses. Wired to switch	$799.00

Options: Duval Ford LLC

Order Code	Description	Price
101	CREDIT: Pursuant to FSA BoilerPlate sections 2.12, 2.13 regarding factory free-flow options, this vehicle specification includes a line-item MSRP option-discount in the amount listed here for any OEM configurable option available for the corresponding base-vehicle awarded. Client may visit fordvehicles.com to configure desired vehicle and dealer will produce corresponding FSA contract quote displaying line item discounts, supported by OEM price tables. This discount will be reflected in the aggregate net total for each optional item requested. Manufacturer's order-guide and price lists uploaded to the vendorlink bid site, published at fleet.ford.com , or available from Duval Ford.	$1.00
995	Engine: 5.0L V8 -inc: auto start-stop technology and flex-fuel capability, 3.15 Axle Ratio, GVWR: 6,200 lbs Payload Package STD on 4x4 with LWB	$1,994.00
995	5.0L ilo 2.7L EcoBoost	$999.00

Order Code	Description	Price
99B	Engine: 3.3L V6 PDFI -inc: auto start-stop technology and flex-fuel capability (STD)	$0.00
994	3.5L EcoBoost Engine ilo 3.3 v6	$2,594.00
994	3.5L Ecoboost Engine ilo 2.7L EcoBoost	$1,599.00
994	3.5L EcoBoost Engine ilo 5.0L v8	$599.00
991	3.0L 4 Valve DOHC Power Stroke® V6 Turbo Diesel B20 with Auto Start-Stop Technology (NA 163.7" WB; reqs. Manual-folding, Power Glass Sideview Mirrors (54R) or Manual-folding, Manually Telescoping, Power Glass Trailer Tow Mirrors (54Y), privacy glass with Rear-Window Defroster (924/57Q) and XL Power Equipment Group (85A)) for Super and Crew	$4,994.00
991	3.0 Diesel ilo 2.7L Ecoboost (Super and Crew)	$3,999.00
991	3.0L Diesel ilo 5.0L	$2,999.00
99P	Engine: 2.7L V6 EcoBoost -inc: auto start-stop technology, GVWR: 6,070 lb Payload Package	$994.00
446	Transmission: Electronic 6-Speed Automatic -inc: selectable drive modes: normal/tow-haul/sport (STD)	$0.00
44G	Transmission: Electronic 10-Speed Automatic -inc: selectable drive modes: normal/tow-haul/snow-wet/EcoSelect/sport	$0.00
101A	Equipment Group 101A Mid -inc: XL Power Equipment Group, Power Door Locks, flip key and integrated key transmitter keyless-entry (includes Autolock), MyKey, Power Glass Sideview Mirrors w/Black Skull Caps, manual-folding, Power Front & Rear Windows, Power Tailgate Lock, Illuminated Entry, Perimeter Alarm, 4.2" Productivity Screen in Instrument Cluster, compass, FordPass Connect 4G Wi-Fi Modem, 4G LTE Wi-Fi hotspot connects up to 10 devices, remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status, Note: Ford Telematics and Data Services Prep included for Fleet Only: FordPass Connect 4G Wi-Fi Modem provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts, Device enables telematics services through Ford or authorized providers, Activate at www.fleet.ford.com or call 833-FCS-FORD or 833-327-3673, a complimentary trial subscription of 3 months or 3 gigabytes whichever comes first, wireless service plan required after trial subscription ends, Visit att.com/ford to start complimentary trial and sign up for a wireless service plan, SYNC, enhanced voice recognition communications and entertainment system, 911 assist, 4.2" LCD display in center stack, Applink and 1 smart charging USB port, Cruise Control	$2,400.00
X15	3.15 Axle Ratio	$0.00
X19	3.55 Axle Ratio (STD)	$0.00
X26	3.73 Axle Ratio. Incl with 53a	$79.00
X27	3.31 Axle Ratio	$0.00
XL3	Electronic Locking w/3.31 Axle Ratio	$419.00
XL5	Electronic Locking w/3.15 Axle Ratio	$419.00
XL6	Electronic Locking w/3.73 Axle Ratio	$569.00
XL9	Electronic Locking w/3.55 Axle Ratio Incl with 53c without 622	$469.00
64F	Wheels: 17" Silver Painted Aluminum	$0.00
T22	Tires: P275/55R20 BSW A/S -inc: 245/70R17 all-season spare tire	$0.00
T7C	Tires: LT245/70R17E BSW A/T	$294.00
AT	Yellow	$659.00
B1	School Bus Yellow	$659.00
D1	Stone Gray Metallic	$0.00
E2	Magma Red Metallic. Requires 101A, 50S, 85A, 595, 861, 52P 60M, 64F	$0.00
E4	Vermillion Red	$659.00
E7	Velocity Blue Metallic	$0.00
GR	Green	$659.00
J7	Magnetic Metallic	$0.00
JS	Iconic Silver Metallic	$0.00
JX	Lead Foot: Requires 101A, 50S, 85A, 595, 861, 52P 60M, 64F	$0.00
MB	Orange	$659.00
ME	Abyss Gray Metallic: Requires 101A, 50S, 85A, 595, 861, 52P 60M, 64F	$0.00
N1	Blue Jeans Metallic	$0.00
PQ	Race Red	$0.00
UM	Agate Black Metallic	$0.00
YZ	Oxford White	$0.00
AG	Medium Earth Gray, Vinyl 40/20/40 Front Seat	$0.00
CG	Dark Earth Gray, Cloth 40/20/40 Front Seat -inc: 2-way manual driver/passenger adjustment and armrest	$0.00

Order Code	Description	Price
WG	Dark Earth Gray, Cloth 40/Console/40 Front-Seats -inc: flow-through console, steering column-mounted shift and 2nd outlet in console when ordered w/110V/400W outlet (91V)	$294.00
534	Trailer Towing Package HDWR:: Upgrades Factory Configuration. Includes 53B Class IV Trailer Hitch Receiver, 53A Towing Group, smart trailer tow connector and 4-pin/7-pin wiring harness, Trailer Hardware package (Bar,2" Ball , pin and clip.) Optional Six way custom trailer plug if desired: specify location bed or bumper. May substitute 2 5-16".	$1,134.00
DOTowp	Pintle Ball Combination with 2 inch ball	$365.00
53A	Trailer Tow Package -inc: Towing capability up to TBD, tailgate LED, Class IV Trailer Hitch Receiver, towing capability up to TBD on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD on 3.5L EcoBoost engine (994), 3.5L EcoBoost High Output engine (99G) and 5.0L V8 engine (995), smart trailer tow connector and 4-pin/7-pin wiring harness, Upgraded Front Stabilizer Bar	$594.00
53A	Trailer Tow Package -inc: Towing capability up to TBD, tailgate LED, Class IV Trailer Hitch Receiver, towing capability up to TBD on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD on 3.5L EcoBoost engine (994), 3.5L EcoBoost High Output engine (99G) and 5.0L V8 engine (995), smart trailer tow connector and 4-pin/7-pin wiring harness, Upgraded Front Stabilizer Bar	$994.00
53A	Trailer Tow Package w/101A -inc: Towing capability up to TBD, tailgate LED, Pro Trailer Backup Assist, Class IV Trailer Hitch Receiver, towing capability up to TBD on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD on 3.5L EcoBoost engine (994), 3.5L EcoBoost High Output engine (99G) and 5.0L V8 engine (995), smart trailer tow connector and 4-pin/7-pin wiring harness, Upgraded Front Stabilizer Bar	$994.00
53C	Max Trailer Tow Package -inc: max towing capability and upgraded rear bumper, Auxiliary Transmission Oil Cooler, Integrated Trailer Brake Controller, Electronic Locking w/3.55 Axle Ratio, Class IV Trailer Hitch Receiver, REQ 3.5L EcoBoost engine (994), 3.5L EcoBoost High Output engine (99G) smart trailer tow connector and 4-pin/7-pin wiring harness, Extended Range 36 Gallon Fuel Tank (Fleet), Engine Oil Cooler, Upgraded Front Stabilizer Bar. $794 WITH 627.	$894.00
53C	Max Trailer Tow Package WITH 101A inc: max towing capability and upgraded rear bumper, Auxiliary Transmission Oil Cooler, Integrated Trailer Brake Controller, Electronic Locking w/3.55 Axle Ratio, Class IV Trailer Hitch Receiver, REQ 3.5L EcoBoost engine (994), 3.5L EcoBoost High Output engine (99G) smart trailer tow connector and 4-pin/7-pin wiring harness, Extended Range 36 Gallon Fuel Tank (Fleet), Engine Oil Cooler, Upgraded Front Stabilizer Bar.	$1,294.00
61S	STX Appearance Package -inc: Box Side Decals, Fog Lamps, SYNC 3, enhanced voice recognition communications and entertainment system, 8" LCD touchscreen in center stack w/swipe capability, AppLink, 911 Assist, Apple CarPlay and Android Auto and 2 smart charging USB ports, Wheels: 20" Machined-Aluminum, flash gray painted pockets, Tires: P275/55R20 BSW A/S, 245/70R17 all-season spare tire, Body-Color Surround w/Black Mesh Insert Grille, black mesh insert, Manual Driver/Passenger Lumbar, Rear Window Fixed Privacy Glass, Driver/Passenger Seat Back Pocket, Body-Color Front & Rear Bumpers, body-color front fascia, Rear Window Defroster Req 99P, 595 861 57Q 642 924 52P 60M 101A AND GG INTERIOR	$1,994.00
622	2.7L V6 EcoBoost Payload Package -inc: 9.75" gearset, Electronic Locking w/3.73 Axle Ratio, GVWR: 6,750 lbs Payload Package. REQ 53A	$749.00
66A	STX Sport Appearance Special Edition Package -inc: Box Side Decals, Wheels: 20" Unique Premium Tarnished Dark Painted, Chrome Exhaust Extension, Tires: P275/55R20 BSW A/S, 245/70R17 all-season spare tire, Sport Box Side Accent Stripe	$594.00
66S	240 Amp Alternator	$49.00
D85A	CREDIT: XL Power Equipment Group -inc: Power Door Locks, flip key and integrated key transmitter keyless-entry (includes Autolock), MyKey, Power Glass Sideview Mirrors w/Black Skull Caps, manual-folding, Power Front & Rear Windows, Power Tailgate Lock, Illuminated Entry, Perimeter Alarm	$1,169.00
861	XL Sport Appearance Package -inc: Box Side Decals, Wheels: 17" Silver Painted Aluminum, Fog Lamps, Body-Color Front & Rear Bumpers, body-color front fascia. REQ CLOTH	$774.00
86A	XL Chrome Appearance Package -inc: Wheels: 17" Silver Painted Aluminum, Fog Lamps (Fleet), Front & Rear Chrome Bumpers, body-color front fascia .	$774.00
41H	Engine Block Heater	$89.00
53B	Class IV Trailer Hitch Receiver -inc: towing capability up to TBD on 3.3L V6 PFDI engine (99B) and 2.7L EcoBoost engine (99P) or up to TBD on 3.5L EcoBoost engine (994), 3.5L EcoBoost High Output engine (99G) and 5.0L V8 engine (995), smart trailer tow connector and 4-pin/7-pin wiring harness	$149.00
655	Extended Range 36 Gallon Fuel Tank	$444.00
67T	Integrated Trailer Brake Controller	$274.00
98G	CNG/Propane Gaseous Engine Prep Package -inc: hardened engine intake valves and valve seats and bi-fuel manifold, This package does not include CNG/Propane fuel tanks, lines, etc, Vehicle will be equipped w/the standard factory gasoline fuel system, Additional equipment combined w/certified calibration reflash is required, from an external upfitter, to convert the vehicle to a CNG/Propane fueled vehicle, See Alternative Fuel Buyers Guide: www.ford.com/altfuelbuyersguide, Ford Motor Company does not provide an exhaust or evaporative emissions certificate w/this option when converted to use CNG or Propane fuel, Ford does not represent that a vehicle converted to use CNG or Propane will comply w/all applicable U.S, or Canadian safety standards, It is the responsibility of the final stage manufacturer (bodybuilder, installer, alterer or subsequent stage manufacturer) to determine that any vehicle converted to use CNG or Propane complies w/U.S, safety standards. REQ 995	$314.00
CNG	Ford F150 21.2 GGE 5.0L Bi-Fuel, add $895 for 5.5' Box	$14,116.00
153	Front License Plate Bracket -inc: Standard in states requiring 2 license plates, optional to all others	$0.00
17C	Front & Rear Chrome Bumpers -inc: body-color front fascia. NC with 86a	$174.00
18B	Black Platform Running Boards	$249.00
54R	Power Glass Heated Sideview Mirrors -inc: manual folding, turn signal and black skull caps, Auto-Dimming Rearview Mirror	$304.00
54Y	Manual-Folding Heated Pwr Glass Trailer Tow Mirror -inc: Manually telescoping, turn signal and black skull caps	$394.00
54Y	Manual-Folding Pwr Glass Trailer Tow Mirror (FLT) -inc: Manually telescoping heated, turn signal and black skull caps	$394.00
55B	BoxLink -inc: 4 premium locking cleats	$79.00
57Q	Rear Window Defroster	$219.00
595	Fog Lamps	$139.00
59S	LED Sideview Mirror Spotlights -inc: high-intensity LED security approach lamps	$174.00
62R	Manual Regen Initiation w/Active Regen Inhibitor	$279.00

Order Code	Description	Price
63S	Box Side Steps	$324.00
63T	Tailgate Step w/Tailgate Lift Assist	$374.00
87B	Ford Commercial Graphics (6 Square Feet) -inc: up to 6 square feet	$249.00
87C	Ford Commercial Graphics (10 Square Feet) -inc: up to 10 square feet	$299.00
87D	Ford Commercial Graphics (18 Square Feet) -inc: up to 18 square feet	$399.00
87E	Ford Commercial Graphics (25 Square Feet) -inc: up to 25 square feet	$524.00
87F	Ford Commercial Graphics (40 Square Feet) -inc: up to 40 square feet	$674.00
87G	Ford Commercial Graphics (55 Square Feet) -inc: up to 55 square feet	$824.00
87H	Ford Commercial Graphics (70 Square Feet) -inc: up to 70 square feet	$974.00
90D	Bed Divider -inc: Factory Invoiced Accessories (FIA), Shipped separately from the vehicle for dealer installation	$294.00
90R	Stowable Loading Ramps	$594.00
924	Rear Window Fixed Privacy Glass	$99.00
942	Daytime Running Lamps -inc: Non-controllable	$44.00
94R	Red/Blue LED Warning Strobes -inc: By Sound Off Signal, Ford accessory, center high-mounted stop light bar and 2 hood mounted lights. REQ 66S	$724.00
94S	Amber LED Warning Strobes -inc: By Sound Off Signal, Ford accessory, center high-mounted stop light bar and 2 hood mounted lights REQ 66S	$674.00
94W	Amber/White LED Warning Strobes -inc: By Sound Off Signal, Ford accessory, rear work light feature, center high-mounted stop light bar and 2 hood mounted lights, Note: rear white lights can be turned solid to provide additional work area lighting REQ 66S	$724.00
96P	Plastic Drop-In Bedliner	$349.00
96W	Tough Bed Spray-In Bedliner	$594.00
52P	SYNC -inc: enhanced voice recognition communications and entertainment system, 911 assist, 4.2" LCD display in center stack, Applink and 1 smart charging USB port. Incl in 101a	$419.00
582	SiriusXM Radio -inc: a 6-month prepaid subscription, Service is not available in Alaska and Hawaii, Subscriptions to all SiriusXM services are sold by SiriusXM after trial period, If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates, Fees and taxes apply, To cancel you must call SiriusXM at 1-866-635-2349, See SiriusXM Customer Agreement for complete terms at www.siriusxm.com, All fees and programming subject to change, Sirius, XM and all related marks and logos are trademarks of Sirius XM Radio Inc	$194.00
94K	KICKER Subwoofer (Dealer Installed) -inc: Factory Invoiced Accessories (FIA), Shipped separately from the vehicle for dealer installation	$694.00
168	Color-Coordinated Carpet w/Carpet Floor Mats (FLT)	$144.00
168	Color-Coordinated Carpet w/Carpeted Floor Mats	$144.00
47R	Tray Style Floor Liner	$159.00
50S	Cruise Control. incl in 101a	$224.00
60M	FordPass Connect 4G Wi-Fi Modem -inc: 4G LTE Wi-Fi hotspot connects up to 10 devices, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status, Note: Ford Telematics and Data Services Prep included for Fleet Only: FordPass Connect 4G Wi-Fi Modem provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts, Device enables telematics services through Ford or authorized providers, Activate at www.fleet.ford.com or call 833-FCS-FORD or 833-327-3673, a complimentary trial subscription of 3 months or 3 gigabytes whichever comes first, wireless service plan required after trial subscription ends, Visit att.com/ford to start complimentary trial and sign up for a wireless service plan. incl with 101a	$224.00
76R	Reverse Sensing System	$274.00
85H	Backup Alarm System	$124.00
90B	Aluminum Crossbed Toolbox by Weather Guard -inc: Defender series	$574.00
90L	Manual Driver Lumbar	$39.00
90P	Premium Aluminum Crossbed Storage Toolbox -inc: By Weather Guard, (Model # 127-0-02)	$789.00
91A	Smoker's Pack w/Ash Coin Cup (Dealer Installed) -inc: Factory Invoiced Accessories (FIA), Shipped separately from the vehicle for dealer installation	$94.00
91P	8-Way Power Driver's Seat w/Power Lumbar	$349.00
91V	110V/400W Outlet -inc: 2nd outlet in the console. with 61s or WG, nc	$199.00
96T	Soft Folding Tonneau Box Cover (Dealer Installed) -inc: Factory Invoiced Accessories (FIA), Shipped separately from the vehicle for dealer installation	$524.00
96X	Hard Folding Tonneau Box Cover (Dealer Installed) -inc: Factory Invoiced Accessories (FIA), Shipped separately from the vehicle for dealer installation	$994.00
LWB	LONG WHEEL BASE, includes larger pick up box. 8' on Regular and Super; Crew 6.75'. Includes engine upgrade (See Engines for Pricing)	$1,745.00
TB LP	LOW PROFILE HD KING SIZE ALUMINUM CROSS BODY TOOLBOX	$550.00
TB GW	CAMLOCKING LOW PROFILE HD KING SIZE ALUMINUM CROSS BODY TOOLBOX WITH GULL WING LIDS	$585.00
TB SIDE 48	HD ALUM SIDE MOUNTED TOOLBOX 48" LONG, PRICE PER SIDE	$395.00

Order Code	Description	Price
TB SIDE 72	HD ALUM SIDE MOUNTED TOOLBOX 72" LONG, PRICE PER SIDE	$564.00
TB TFUEL	Tool and fuel: UTS TT101 100 Gal capacity with meter, electric pump and 30' hose . Diesel Fuel only.	$2,480.00
SLIDE 1000	1000 LB CAPACITY BED MOUNTED CARGO EASE BED SLIDE	$1,295.00
SLIDE 1200	1200 LB CAPACITY BED MOUNTED CARGO EASE BED SLIDE	$1,695.00
SLIDE 1500	1500 LB CAPACITY BED MOUNTED CARGO EASE BED SLIDE	$2,195.00
COVER FOLD	TRI FOLD BED COVER	$849.00
COVVER SFT	SOFT FOLDING BED COVER	$495.00
DRING	D RINGS IN CARGO AREA	$449.00
CHOLD	CONE HOLDER	$196.00
HD CHOLD	HEAVY DUTY FOLD DOWN CONE HOLDER	$382.00
COOLER MNT	IGLOO COOLER MOUNT	$225.00
COOLER	IGLOO COOLER	$110.00
ETRACK	E TRACK IN CARGO AREA	$345.00
TOOL	3 TOOL SHOVEL RACK	$325.00
SAFET	Safety Kit Incl; First Aid Kit, Triangle Kit & Fire Extinguisher	$276.00
TGA	1300# TOMMY GATE G2 60 1342 TP27 STEEL PLATFORM, (Add $225 with 53a, 53b, 53c or use 534)	$3,355.00
TGC	1300# TOMMY GATE G2 60 X 27 ALUMINUM (Add $225 with 53a, 53b, 53c or use 534)	$4,030.00
HSPOT	HALOGEN PILLAR MOUNTED SPOT LIGHT	$595.00
LEDSPOT	LED SPOT LIGHT PILLAR MOUNTED	$695.00
GOLITE	LED Permanent Mount Go-Light brand spot light	$695.00
TH500	500 Watt Inverter	$396.00
TH750	750 Watt Inverter	$596.00
TH1000	1000 Watt Inverter	$642.00
TH2000	2000 Watt Inverter	$796.00
TH3000	3000 Watt Inverter	$966.00
TH001	Remote Control for TH1000-TH3000	$65.00
DSI-12/1200N	Dimensions 1200 watt Pure Sine Wave	$1,495.00
DSI-12/1500N	Dimensions 1500 watt Pure Sine Wave	$1,596.00
DSI-12/2400N	Dimensions 2400 watt Pure Sine Wave	$2,246.00
DSI-12/3000N	Dimensions 3000 watt Pure Sine Wave	$2,396.00
DSI-REMOTE	Remote control for Dimensions	$145.00
STLIGHT	Streamlight Rechargeable Stinger Flashlight	$189.00
CAMLOC	RELOCATE CAMERA, INSTALL BRACKET WHERE INDICATED	$255.00
BACKZONE	REVERSE PARKING AIDE SENSORS	$445.00
TOPPER RNC	CAB HIEGHT FIBERGLASS TOPPER WITH SLIDING SIDE WINDOWS.	$2,015.00
ROOFRACK	YAKIMA ROOF RACK WITH ADJUSTABLE ROUND BARS	$400.00
TB SHELF	ADDS FIBERGLASS TOOLBOX WITH SHELF ON SINGLE SIDE. REQ TOPPER RNC	$486.00
WINDOORS	GLASS SIDE WINDOORS FLIP OUT FOR EASY ACCESS, REQ TOPPER RNC	$374.00
WINDOOR SLD	SOLID PAINTED WINDOORS FOR ADDED SECURITY. REQ. TOPPER RNC	$450.00
COVER RNC	RANCH LEGACY SERIES FIBERGLASS PAINTED BED LID, DUAL SHOCK, BLACK POWDER COATED HARDWARE. SINGLE LOCK WITH TWO KEYS	$1,695.00
COVER UC	6 3/4 FOOT ABS COMPOSITE PAINTED TO MATCH BED LID. UNDERCOVER LUX SINGLE POINT LOCKING SYSTEM, LOW PROFILE LOOK.	$1,899.00
COVER RTX6	RETRAX RETRACTABLE BED COVER FOR 6 3/4 BED	$1,550.00
COVER RL8	ROLL N LOCK RETRACTABLE BED COVER FOR 8 FT BED LG152M	$1,899.00
COVERLITE	TWO WHITE LED STEADY BURN LIGHTS INSIDE PICKUP BED FOR CLOSED COVER VISIBILITY	$446.00
ARE-LSII	A.R.E. LSII Series Tonneau Cover (5.5' to 8' Bed)	$1,955.00
ARE-3DLS	A.R.E. 3DL Series Tonneau Cover (6.5' Bed)	$2,390.00

Order Code	Description	Price
ARE-V	A.R.E. V Series Fiberglass Topper (5.5' to 8' Bed). Includes front, side, and rear windows.	$2,025.00
ARE-DCU	A.R.E. DCU 23" Tall . Includes hatch rear door with T-lock, rear tinted window, full length tool box on each side, and front picture window.	$2,810.00
SK-COMPAK8	SpaceKap - 8' Compak (Transferable Service Body). Includes side doors. Body can be placed in any 8' truck bed. Easily transferable. Also available for 6' truck bed. Add Contractor Bin Pkg for $1,395. Add Plumber Pkg for $1,995.	$9,995.00
SK-WILD8	SpaceKap - 8' Wild (Transferable Service Body). Includes side doors. Body can be placed in any 8' truck bed. Easily transferable. Also available for 6' truck bed. Add Contractor Bin Pkg for $2125. Add Plumber Pkg for $2,680.	$10,475.00
SK-DIABLO8	SpaceKap - 8' Diablo (Transferable Service Body). Body can be placed in any 8' truck bed. Easily transferable. Also available for 6' truck bed. Add Contractor Bin Pkg for $2,460. Add Plumber Pkg for $3,300.	$10,790.00
TINT	DEEP WINDOW TINT FILM WITH FRONT WINDSHIELD STRIP.	$265.00
TINT 4D	TINT ALL WINDOWS.	$385.00
NITRO	NITROGEN FILLED TIRES IN LIEU OF STD FACTORY FILL. FUEL ECONOMY SAVER DUE TO TIRE PRESSURE CONSISTENCY, ON GROUND	$245.00
WT LC 2P	WEATHER TECH LASER CUT TWO PIECE MAT SET	$215.00
WT LC 4P	WEATHER TECH MATS , LASER CUT	$289.00
RMAT	HD RUBBER FLOOR MATS	$195.00
STEPBARS	TUBULAR STEP BARS	$395.00
VV	VENT SHADES, MUST SPECIFY STICK ON OR FLANGE TYPE IN CHANNEL	$175.00
WGG BASE	WRAP AROUND GRILL GAURD. WESTIN HDX	$1,095.00
WGG STERLING	Sterling Base heavy duty winch mount / grill guard. Upgrade to Standard model for $125, to Deluxe model for $235, or Gator model for $340. Add $125 for a heavy duty Warn winch	$1,295.00
WGG WP	WESTIN WRAP AROUND GRILL GUARD WITH WINCH PLATE	$1,395.00
WGG LC	LIGHT CHANNEL FOR GRILL GUARD, LIGHTS SOLD SEPERATELY	$79.00
WINCH 8KW	8000# WARN WINCH WITH REMOTE, REQ WGG.WP TO INCLUDE WINCH PLATE	$1,336.00
WINCH 10KW	10000# WARN WINCH WITH REMOTE, REQ. WGG.WP TO INCLUDE WINCH MOUNTING PLATE	$1,556.00
3K PATS	EXTRA PROGRAMMED KEY WITH PATS TECHNOLOGY, FLEET KEY	$225.00
3K RKE	EXTRA PROGRAMMED INTEGRATED KEY TRANSMITTER FOB	$350.00
PINTLE BC	PINTLE BALL COMBO 2 5/16" WITH ADJUSTABLE SHANK	$315.00
PINTLE FX	PINTLE BALL COMMBO 2 5/16" FIXED SHANK	$285.00
2 TONE	TWO TONE PAINT SCHEME, DOORS AND ROOF	$1,896.00
LEVL	LEVELING KIT. RAISES FACTORY FRONT END 2"	$765.00
CABSHIELD	STERLING CAB SHIELD, BLACK POWDER COATED STEEL CONSTRUCTION WITH MESH WINDOW.	$625.00
CABSHIELD A	STERLING CAB SHIELD, BLACK POWDER COATED STEEL CONSTRUCTION WITH MESH WINDOW. INCLUDES SINGLE CENTER BEACON PLATE	$650.00
CABSHIELD B	STERLING CAB SHIELD, BLACK POWDER COATED STEEL CONSTRUCTION WITH MESH WINDOW. INCLUDES DUAL MOUNTING FEET FOR LIGHTBAR MOUNTING.	$675.00
BACKRACK	LIGHT DUTY LOUVERED HEADACHE RACK	$476.00
TRACRAC	TRAC ONE UNIVERSAL TRUCK RACK FOR OVERHEAD CARGO. F150 ONLY, FSD TBD	$776.00
SLR	SINGLE SIDE LADDER RACK FOR PICK UP VERSION	$995.00
PIPE RACK	METAL UTILITY RACK WITH MESH BASKET OVER CAB	$2,015.00
MATRACK	MATERIAL RACK OVER CAB. DOES NOT HAVE MESH BASKET	$1,885.00
7170-0579-00	Console: : Gamber Johnson - Universal Sloped Console: Box with Cup Holder	$440.00
C-3010	Console: Havis 30" Enclosed 10" high Console: (track mount required)	$576.00
C-1810	Console: Havis - 18" Enclosed 10" high Console: (track mount required)	$424.00
425-6012	Console: Jotto - 15 Inch Police Equipment Console: - Large	$232.00
425-6232	Console: Jotto - 18 Inch Police Equipment Console: - Lazy "L"	$352.00
7110-0350	Console: Track Mount - Gamber Johnson - Universal MCS Console: Leg Kit	$64.00
7160-0085	Console: Track Mount - Gamber Johnson - MCS Top Plate (Long)	$104.00
C-TMW-F150-03	Console: Track Mount - Havis - Tunnel Mount Assembly	$144.00
425-6501	Console: Track Mount - Jotto - Floor Plate Kit	$208.00
7160-0524	Console: Armrest - Gamber Johnson - MCS External Break-Away Armrest	$280.00

Order Code	Description	Price
7160-0375	Console: Armrest - Gamber Johnson - MCS Extended Panel Armrest	$120.00
C-ARM-101	Console: Armrest - Havis - Top Mount Arm Rest	$96.00
C-ARM-102	Console: Armrest - Havis - Side Mount Armrest	$80.00
425-6260	Console: Armrest - Jotto - Armrest - Upper Structure	$80.00
425-6358	Console: Armrest - Jotto - 3" Armrest - Faceplate Mount	$48.00
3130-0361 / 7160-0063	Console: 3 Outlet - Gamber Johnson - DC Outlet Face Plate / 3 Outlet	$104.00
C-LP-3	Console: 3 Outlet - Havis - 3 Outlet power supply	$56.00
425-2968	Console: 3 Outlet - Jotto - 12V Power Outlets in 2" Faceplate	$56.00
7160-0846	Console: Cupholder - Gamber Johnson - 2 Cupholder	$64.00
C-CUP2-I	Console: Cupholder - Havis - 2 Cupholder	$48.00
425-3704	Console: Cupholder - Jotto - 2 Cupholder	$56.00
7170-0236	Laptop Stand - Gamber Johnson - Pedestal System Kit	$736.00
PKG-PSM-185	Laptop Stand - Havis - Standard Passenger Side Mount Package	$376.00
PKG-PSM-385	Laptop Stand - Havis - Premium Passenger Side Mount Package	$736.00
425-5104/4138	Laptop Stand - Jotto - HD A-MOD Laptop Mount, Tray Included	$824.00
RAM-VB-195-SW1	Laptop Stand - RAM - Complete Laptop Package, Tray Included	$280.00
7160-0250	Laptop Cradle - Gamber Johnson - Universal Laptop tray	$360.00
UT-1001	Laptop Cradle - Havis - Universal Laptop tray	$328.00
475-1104	Prisoner Cage - Jotto - Space Creator Vehicle Partition, RP,LEP	$1,160.00
PRPSP8114FT16A	Prisoner Cage - Pro-gard - Poly Center Slider Window with Expanded Metal Insert - F150 ONLY	$1,056.00
PK0601FDT15F150	Prisoner Cage - Setina - #10VS-C Sliding Window,Exp Metal, LEP	$840.00
PK0602FDT15F150	Prisoner Cage - Setina - #10VS-C Sliding Window,Exp Metal, LEP,RP	$992.00
P1000FT16A	Single Prisoner Cage - Pro-gard - Single Compartment, Pro-cell, ½ Partition (OEM Rear Seat Only) - F150	$1,784.00
1K0574FDT15F150PDR	Single Prisoner Cage - Setina - #6VS Single Prisoner Transport Coated Polycarbonate with Driver's Side Rear Seat	$1,216.00
WB81NPFT16	Window Bars - Pro-gard - WINDOW ARMOR - F150 ONLY	$280.00
WK0514FDT15F150H	Window Bars - Setina - WINDOW ARMOR - HORIZONTAL - F150 ONLY	$304.00
DP81FT16	Door Panels - Pro-gard - Door panels - F150 only	$168.00
DK0598FDT	Door Panels - Setina - Door panels - F150 only	$208.00
PB81FT16HD	Push Bumper - Pro-gard - Push Bumper - F150 Only	$480.00
BK0534FDT	Push Bumper - Setina - Push Bumper - F150 Only	$448.00
GVPM8116S-H	Gun Lock - Pro-gard - Vertical Partition Mount Single Weapon Tri-Lock Gunrack w/HK	$480.00
GVPM8116D-H	Gun Lock - Pro-gard - Vertical Partition Mount Dual Weapon Tri-Lock Gunrack w/HK	$600.00
GK10271UHKSSCAXL	Gun Lock - Setina - Single T-Rail Mount Universal XL , Handcuff Key Override	$376.00
GK10342UHKSSCAXL	Gun Lock - Setina - Dual T-Rail Mount 2 Universal XL , Handcuff Key Override	$528.00
CC-MC-14	TROY PRODUCTS 14"console with 14" of faceplate area. Includes floorplate and faceplates. Other consoles & accessories at 46% off master price list.	$403.20
AC-F150-15-MNT	TROY PRODUCTS Console floorplate.	$1.00
AC-INBHG	TROY PRODUCTS 4" dual cup internal beverage holder.	$46.80
FP-SGTRAY	TROY PRODUCTS 4" shallow console tray.	$36.00
FP-USB-2DC	TROY PRODUCTS 2" faceplate with two (2) DC outlets and one (1) dual-port USB outlet.	$61.20
AC-TB-ARM-MNT	TROY PRODUCTS Height adjustable swivel arm rest with 5"x8" foam pad, bolts to rear of console.	$157.50
CC-WBOS-16	TROY PRODUCTS 16" wide-body console with open storage on side of console. Includes floorplate and faceplates. Other consoles & accessories at 46% off master price list.	$583.20
AC-F150-15-MNT	TROY PRODUCTS Console floorplate.	$1.00
AC-INBHG	TROY PRODUCTS 4" dual cup internal beverage holder.	$46.80
FP-SGTRAY	TROY PRODUCTS 4" shallow console tray.	$36.00
FP-USB-2DC	TROY PRODUCTS 2" faceplate with two (2) DC outlets and one (1) dual-port USB outlet.	$61.20
AC-FHDFB	TROY PRODUCTS Lidded file box with pad, bolts to rear of wide-body console.	$315.00

Order Code	Description	Price
CM-SDMT-SA-LED	TROY PRODUCTS computer mount with easy one-handed operation and swing-arm to accommodate customer supplied docking station. Bolts to TROY console. Other computer mounts at 46% off master price list.	$315.00
GM-SGRF-MNT	TROY PRODUCTS theft-deterrent dual weapon gun mount. Includes butt plates and lock brackets. Other gun mounts & locks available at 30% off master price list.	$259.20
GL-SC-6	TROY PRODUCTS Large handcuff style gun lock. Includes #2 key and push button.	$184.50
uCoat	Undercoating	$650.00
USB Iphone	HD Charge Wire for Iphone	$35.00
USB Android	HD Charge Wire for Android	$35.00
OZN	Out of Zone purchase and Delivery. Does not include unique shipping circumstances when final product demands shipping outside the state of Florida. Note: Emmissions codes for specific region.	$446.00
TTO	Tag and Title processing and handling fee. Tags are processed at the local tag office and physically picked up for client and affixed to vehicle prior to deliver. Cost includes electronic administrative fee, manual processing courier, and Fedex related expense.	$48.00
TMP	30 Day Florida Temporary Tag. Requires (TTO) Tag/Title Option	$7.00
TX	Transfer Tag Charge: (Florida only) Please send scan of agency registration with tag ID clearly indicated. Requires (TTO) Tag/Title Option, includes (TMP)	$90.00
TAG	New Tag Charge (Florida only) Requires (TTO) Tag/Title option. Specify City, State, or Sheriffs Tag. Includes (TMP)	$125.00
BASE 5/75	Extended Service Plan Base Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$1,605.00
EXTRA 5/75	Extended Service Plan Extra Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$1,845.00
PREMIUM 5/75	Extended Service Plan Premium Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,535.00
BASE 5/100	Extended Service Plan Base Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,130.00
EXTRA 5/100	Extended Service Plan Extra Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,560.00
PREMIUM 5/100	Extended Service Plan Premium Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$3,395.00
DIESELPLAN	Extended Service Plan Base Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$1,725.00
DIESELPLAN	Extended Service Plan Extra Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$1,990.00
DIESELPLAN	Extended Service Plan Premium Care, Zero Deductible. Five Year, 75000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,745.00
DIESELPLAN	Extended Service Plan Base Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,330.00
DIESELPLAN	Extended Service Plan Extra Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$2,795.00
DIESELPLAN	Extended Service Plan Premium Care, Zero Deductible. Five Year, 100000 Mile. Call Dealer for plan specifics and optional Terms. Price Guide 8/2018	$3,520.00

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Quote No: 4365217

Termination Value Schedule A

Refer to paragraph 3b of the Terms and Conditions of the lease for the use of this schedule which describes certain other charges that may be added to the Termination Value. For months beyond the original term the Termination Value will decrease by the amount of the "Monthly Fixed Charge".

Customer Name Village of Palmetto Bay

UNIT NO.
Contract Date:
Capitalized Price: $23,300.00

Monthly Rent $472.97
Term 60

Fixed Charge: $388.32
Lease Charge: $84.65

Month	Date	Termination Value	RBV
1		$22,993.79	$22,911.68
2		$22,684.20	$22,523.36
3		$22,372.06	$22,135.04
4		$22,057.39	$21,746.72
5		$21,740.17	$21,358.40
6		$21,419.57	$20,970.08
7		$21,096.43	$20,581.76
8		$20,770.75	$20,193.44
9		$20,441.69	$19,805.12
10		$20,110.93	$19,416.80
11		$19,776.79	$19,028.48
12		$19,439.26	$18,640.16
13		$19,100.03	$18,251.84
14		$18,757.42	$17,863.52
15		$18,412.28	$17,475.20
16		$18,063.74	$17,086.88
17		$17,712.67	$16,698.56
18		$17,359.05	$16,310.24
19		$17,002.90	$15,921.92
20		$16,643.36	$15,533.60
21		$16,282.13	$15,145.28
22		$15,916.67	$14,756.96
23		$15,549.51	$14,368.64
24		$15,178.96	$13,980.32
25		$14,805.88	$13,592.00
26		$14,430.26	$13,203.68
27		$14,052.10	$12,815.36
28		$13,670.55	$12,427.04
29		$13,286.46	$12,038.72
30		$12,898.99	$11,650.40
31		$12,509.82	$11,262.08

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Quote No: 4365217

Termination Value Schedule A

Refer to paragraph 3b of the Terms and Conditions of the lease for the use of this schedule which describes certain other charges that may be added to the Termination Value. For months beyond the original term the Termination Value will decrease by the amount of the "Monthly Fixed Charge".

Customer Name Village of Palmetto Bay

UNIT NO.
Contract Date:
Capitalized Price: $23,300.00

Monthly Rent $472.97
Term 60

Fixed Charge: $388.32
Lease Charge: $84.65

Month	Date	Termination Value	RBV
32		$12,117.27	$10,873.76
33		$11,722.18	$10,485.44
34		$11,323.70	$10,097.12
35		$10,922.68	$9,708.80
36		$10,519.12	$9,320.48
37		$10,113.03	$8,932.16
38		$9,703.55	$8,543.84
39		$9,292.37	$8,155.52
40		$8,876.96	$7,767.20
41		$8,459.86	$7,378.88
42		$8,039.37	$6,990.56
43		$7,616.35	$6,602.24
44		$7,190.78	$6,213.92
45		$6,762.68	$5,825.60
46		$6,331.18	$5,437.28
47		$5,897.15	$5,048.96
48		$5,459.74	$4,660.64
49		$5,020.63	$4,272.32
50		$4,578.13	$3,884.00
51		$4,132.25	$3,495.68
52		$3,684.67	$3,107.36
53		$3,233.71	$2,719.04
54		$2,780.21	$2,330.72
55		$2,324.17	$1,942.40
56		$1,864.75	$1,554.08
57		$1,402.78	$1,165.76
58		$938.28	$777.44
59		$471.23	$389.12
60		$0.80	$0.80

Bid Award

Term: October 1, 2019 - September 30, 2020

Contract: FSA19-VEL27.0, Pursuit, Administrative and Other Vehicles

1 VEHICLE

Group: Cargo & Passenger Vans Medium/High Roof

Item: 31, Ford, Transit T350 Medium Roof Passenger Van (Wagon) RWD, X2C

Description: Manufacturer standard equipment and specifications, and if not included also power windows, power door locks, and keyless entry.

Zone	Rank	Vendor	Price
Western	Primary Alternate	BOZARD FORD Garber Ford Inc	$32,497.00 $32,892.00
Northern	Primary Alternate	BOZARD FORD Garber Ford Inc	$32,737.00 $32,792.00
Central	Primary Alternate	BOZARD FORD Garber Ford Inc	$32,737.00 $32,842.00
Southern	Primary Alternate	BOZARD FORD Garber Ford Inc	$32,737.00 $32,892.00

Options appear in alphabetical order by awarded vendor.

Options: BOZARD FORD

Order Code	Description	Price
TEMP	Temporary Tag	$16.00
TRANSFER	Transifer existing registration (must provide tag number)	$100.00
NST	New State Tag (must specify state, county, city, sheriff etc)	$185.00
OSF	Out of Stock Fee. To cover stocking and floor plan expenses for vehicles purchased out of existing dealer inventory.	$799.00
BASE	Ford Base Care 5 year/100,000 mile extended warranty, $0 deductible. Contact dealer for other available coverage options.	$2,430.00
DBASE	Ford Base Care 5 year/100,000 mile extended warranty, $0 deductible. Coverage for Diesel Engine Options.\ Contact dealer for other available coverage options.	$2,785.00
EXTRA	Ford Extra Care 5 year/100,000 mile extended warranty, $0 deductible. Contact dealer for other available coverage options.	$2,845.00
DEXTRA	Ford Extra Care 5 year/100,000 mile extended warranty, $0 deductible. Coverage for Diesel Engine Options. Contact dealer for other available coverage options.	$3,295.00
PREM	Ford Premium Care 5 year/100,000 mile extended warranty, $0 deductible. Contact dealer for other available coverage options.	$3,570.00
DPREM	Ford Premium Care 5 year/100,000 mile extended warranty, $0 deductible. Coverage for Diesel Engine Options. Contact dealer for other available coverage options.	$3,805.00
3K	Additional key with remote	$399.00
3KPS	Additional key with remote for push button start	$499.00
96P	15 Passenger Seating	$1,494.00
301A	XLT Preferred Equipment Package	$3,200.00
996	3.5L EcoBoost V6	$1,494.00
99A	2.0L EcoBlue® Bi-Turbo I4 Diesel over Base 3.5L PFDi	$3,994.00
98B	Biodiesel Engine Prep Package	$314.00
61C	Vehicle Maintenance Monitor	$44.00
63C	Dual Alternator - 250A each (incl Aux Fuse Panel w/ High Spec Interface Connector (87E))	$844.00
87E	Auxiliary Fuse Panel incl Dual AGM Batteries (63E) and Modified Vehicle Wiring System (53K)	$384.00
85D	Horn - Dual Note	$19.00
63E	Battery - Dual Heavy-Duty Batteries	$294.00
63X	Battery - Single Absorbed Glass Mat	$124.00
41H	Engine Block Heater	$74.00
98D	Manual Regen Initiation	$249.00
98E	Manual Regen Initiation w/ Active Regen Inhibitor	$374.00
59D	Perimeter Anti-Theft Alarm	$154.00
94B	Enhanced Active Park Assist (incl front sensing system, side sensing (94A) and reverse sensing (43R)	$894.00
153	Front License Plate Bracket	$0.00
543	Long Arm Non Telescoping, Power Glass Adjust Mirrors w/o Turn Signals - Van/Passenger Van	$64.00

Order Code	Description	Price
544	Long Arm non Telescoping, Power Glass Adjust Heated Mirrors w/ Turn Signals - Van/Passenger Van	$219.00
545	Short Arm Power, manual-Folding Heated w/ Turn Signals (All Self Color) - Passenger Van	$159.00
94A	Side Sensing System (incl Reverse Sensing System (43R)	$474.00
43R	Reverse Sensing System (New Park Pack 2) (includes Front Fog Lamps (55D))	$294.00
68H	Running Board	$309.00
53D	Tow/Haul Mode w/ Trailer Wiring Provisions	$294.00
17L	2nd Row Driver-side Egress Window	$834.00
17F	Windows-All-Around, fixed	$0.00
57N	Rear-Window Defroster	$174.00
92E	Privacy Tint (All Around) inc. Rear-Window Defogger - Use w/ XL/XLT Passenger Vans	$674.00
57G	High Capacity Front/Rear Air Conditioning	$859.00
62A	Auxiliary Heater Prep Package	$64.00
62C	Auxiliary Heater A/C Prep Package w/o Rear Controls	$99.00
60C	Cruise Control w/ Message Center - incl Adjustable Speed Limiting Device (ASLD)	$324.00
60D	Adaptive Cruise Control - Incl Adjustable Speed Limiting Device (ASLD)	$754.00
16H	Carpet, Front and Rear w/ Passenger Van XL	$124.00
16G	Carpet, Front w/ Passenger Van XLT	$0.00
16J	Premium Wood-Like Flooring - XL Passenger LWB-EL	$579.00
85C	Vinyl Sunvisors w/ Illuminated Vanity Mirror	$74.00
86F	Keys: 2 additional (4 total) w/ Key Fobs (Power)	$74.00
62B	MyKey	$4.00
90C	Power Inverter - 12V to 110V	$99.00
67E	Large Center Console w/ Integrated Shifter	$194.00
66B	Smoker's Package	$39.00
43E	Rear Bumper - Black w/ integral step. Optional on Low Roof	$0.00
68L	Power Running Board	$939.00
59A	60/40 Hinged Passenger-side Door (Low Roof)	$0.00
59C	Programmable Battery Guard/Enhanced Cut-Off Relay	$259.00
65A	Blind Spot Information System (BLIS®) w/ Cross-traffic Alert and Trailer Coverage (Incl short arm power/folding, heated w/ turn signal mirrors)	$594.00
55A	Upfitter Interface Module (UIM)	$254.00
91A	High-Intensity Discharge (HID) Headlamps w/ LED Signatures	$454.00
91B	Autolamp	$34.00
55D	Front Fog Lamps	$104.00
655	Extended Range Fuel Tank - 31 gallon	$284.00
53K	Modified Vehicle Wiring System & Kit	$74.00
86N	Heavy Duty Tray Style Floor Mats (Front)	$59.00
52C	VP - Keyless Entry Keypad	$94.00
43B	Back Up Alarm	$124.00
68B	Remote Start	$494.00
PUM	Agate Black (Metallic) paint	$199.00
PN1	Blue Jeans (Metallic) paint	$199.00
PUX	Ingot Silver (Metallic) paint	$199.00
PW6	Green Gem (Metallic) paint	$199.00
PFK	Diffused Silver (Metallic) paint	$199.00
PAW	Kapoor Red (Metallic) paint	$199.00
PJ7	Magnetic (Metallic) paint	$199.00

Order Code	Description	Price
90G	Push Down Manual Parking Brake	$194.00
68J	Extended Length Running Boards	$654.00
65C	Power Sliding Door (Med/High Roof)	$994.00
52M	Speed Limitation - 65 mph Fixed governed top speed - Fleet only	$79.00
52H	Speed Limitation - 70 mph Fixed governed top speed - Fleet only	$79.00
52N	Speed Limitation - 75 mph Fixed governed top speed - Fleet only	$79.00
942	Daytime Running Lamps - Fleet only	$44.00
76D	White Painted DRW Pkg w/ exposed lugnuts (Fleet Option Only)	$34.00
55B	Smart Acceleration Truncation	$189.00
51E	(AB) Decal #1 - Up to 15 ft2	$349.00
51F	(AC) Decal #2 - Up to 25 ft2	$494.00
51G	(AD) Decal #3 - Up to 45 ft2	$694.00
51H	(AE) Decal #4 - Up to 70 ft2	$994.00
51J	(AF) Decal #5 - Up to 95 ft2	$1,394.00
4CST	Four Corner LED Strobes. Mounted inconspicuously outside of headlight and tail light lenses. Wired to switch	$799.00

Options: Garber Ford Inc

Order Code	Description	Price
'X2C	2020 Ford Transit Passenger Wagon (X9C) T-350 148" Med Roof XL AWD	$4,695.00
99G	Engine: 3.5L EcoBoost V6 -inc: auto start-stop technology, Single AGM Battery (70 Amp-hr)	$1,494.00
99A	2.0L ECOBLUE BI-TURBO DIESEL I-4 ENGINE	$3,994.00
X4L	4.10 Limited-Slip Axle Ratio	$324.00
60C	CRUISE CONTROL	$324.00
60D	Adaptive Cruise Control -inc: adjustable speed limiting device (ASLD), Adaptive cruise control keeps a constant speed without having to work the brake or accelerator pedals, Plus it automatically maintains a driver-inputted preset distance (or gap) from v	$754.00
86F	2 Additional Keys (4 Total) -inc: key fobs	$74.00
43R	REVERSE SENSING SYSTEM	$294.00
58V	RADio: AM/FM Stereo w/SYNC 3 -inc: Bluetooth, dual USB ports, a 4.0" multi-function display and 4 speakers (front), SYNC 3 Communications & Entertainment System, 911 Assist, VHR, SYNC Services, AppLink, Bluetooth, steering wheel controls, USB port and aux	$279.00
65C	Power Sliding Door -inc: anti-pinch feature to help prevent injury	$994.00
3K	Third Key and Fob Cut and Programmed	$246.00
TINT	Dealer Tint All Windows (Add $25 for Windshield Strip)	$246.00
DECALS	Design and Install Custom Decal Package	$525.00
VVS	Vent visors - stick-on style	$149.00
RS	Rainshields - flange style	$149.00
MATS	1st Row HD Floor Liners (Weathertech or Equivalent)	$129.00
TTAG	Temporary Tag (Add $25 if Overnight Shipping Required)	$6.00
TRANS	Transfer Tag (Add $25 if Overnight Shipping Required)	$86.00
YTAG	Yellow Tag (Add $25 if Overnight Shipping Required)	$117.00

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Open-End (Equity) Lease Rate Quote

Quote No: 4480094

Prepared For: Village of Palmetto Bay

Date 11/14/2019
AE/AM LFG

Unit #
Year 2020 **Make** Ford **Model** Transit-350 Passenger
Series XL Rear-wheel Drive Medium Roof Van 148 in. WB
Vehicle Order Type Ordered **Term** 60 **State** FL **Customer#** 449556

$ 32,898.00		Capitalized Price of Vehicle[1]
$ 0.00	*	Sales Tax 0.0000% **State** FL
$ 0.00	*	Initial License Fee
$ 0.00	*	Registration Fee
$ 350.00		Other: (See Page 2)
$ 0.00		Capitalized Price Reduction
$ 0.00		Tax on Capitalized Price Reduction
$ 0.00		Gain Applied From Prior Unit
$ 0.00	*	Tax on Gain On Prior
$ 0.00	*	Security Deposit
$ 0.00	*	Tax on Incentive(Taxable Incentive Total : $0.00)
$ 33,248.00		Total Capitalized Amount (Delivered Price)
$ 554.11		Depreciation Reserve @ 1.6666%
$ 106.03		Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)[2] , Including Management Fee of $ 33.25
$ 660.14		**Total Monthly Rental Excluding Additional Services**
		Additional Fleet Management
		Master Policy Enrollment Fees
$ 0.00		Commercial Automobile Liability Enrollment
		Liability Limit $0.00
$ 0.00		Physical Damage Management — Comp/Coll Deductible 0 / 0
$ 53.27		Full Maintenance Program[3] Contract Miles 65,000 — OverMileage Charge $ 0.0450 Per Mile
		Incl: # Brake Sets (1 set = 1 Axle) 0 — # Tires 0 — Loaner Vehicle Not Included
$ 53.27		**Additional Services SubTotal**
$ 0.00		Sales Tax 7.0000% **State** FL
$ 713.41		**Total Monthly Rental Including Additional Services**
$ 1.40		Reduced Book Value at 60 Months
$ 495.00		Service Charge Due at Lease Termination

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name	
Exterior Color	
Interior Color	
Lic. Plate Type	Unknown
GVWR	0

Quote based on estimated annual mileage of 13,000
(Current market and vehicle conditions may also affect value of vehicle)
(Quote is Subject to Customer's Credit Approval)

Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement and agrees that Lessor shall have the right to collect damages in the event Lessee fails or refuses to accept delivery of the ordered vehicle.
Lessee certifies that it intends that more than 50% of the use of the vehicle is to be in a trade or business of the Lessee.

LESSEE Village of Palmetto Bay

BY _____ **TITLE** _____ **DATE** _____

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

[1] Capitalized Price of Vehicle May be Adjusted to Reflect Final Manufacturer's Invoice. Lessee Hereby Assigns to Lessor any Manufacturer Rebates And/Or Manufacturer Incentives Intended for the Lessee, Which Rebates And/Or Incentives Have Been Used By Lessor to Reduce the Capitalized Price of the Vehicle.

[2] Monthly Lease Charge Will Be Adjusted to Reflect the Interest Rate on the Delivery Date (Subject to a Floor).

[3] The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

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Open-End (Equity) Lease Rate Quote

Quote No: 4480094

Other Totals

Description	(B)illed or (C)apped	Price
Initial Administration Fee	C	$ 150.00
Courtesy Delivery Fee	C	$ 200.00
Total Other Charges Billed		$ 0.00
Total Other Charges Capitalized		$ 350.00
Other Charges Total		$ 350.00

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Open-End (Equity) Lease Rate Quote

Quote No: 4480094

VEHICLE INFORMATION:

2020 Ford Transit-350 Passenger XL Rear-wheel Drive Medium Roof Van 148 in. WB - US
Series ID: X2C

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	$ 40,361.00	$ 42,485.00
Total Options	$ 0.00	$ 0.00
Destination Charge	$ 1,495.00	$ 1,495.00
Total Price	**$ 41,856.00**	**$ 43,980.00**

SELECTED COLOR:

Exterior: -
Interior: -

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
148WB	148" Wheelbase	STD	STD
21M	Ebony Cloth Bucket Seats	Included	Included
301A	Order Code 301A	NC	NC
425	50-State Emissions System	STD	STD
44U	Transmission: 10-Spd Automatic w/OD & SelectShift	Included	Included
58U	Radio: AM/FM Stereo	Included	Included
91M	8 Speakers (4 Front/4 Rear)	Included	Included
998	Engine: 3.5L PFDi V6 Flex-Fuel	Included	Included
C	Cloth Front Bucket Seats	Included	Included
PAINT	Monotone Paint Application	STD	STD
STDGV	GVWR: 9,250 lbs	Included	Included
STDTR	Tires: 235/65R16C 121/119 R AS BSW	Included	Included
STDWL	Wheels: 16" Silver Steel w/Black Hubcap	Included	Included
X73	3.73 Axle Ratio	Included	Included

CONFIGURED FEATURES:

Body Exterior Features:
- Number Of Doors 3
- Rear Cargo Door Type: split swing-out
- Driver And Passenger Mirror: power remote manual folding side-view door mirrors
- Convex Driver Mirror: convex driver and passenger mirror
- Door Handles: black
- Front And Rear Bumpers: black front and rear bumpers
- Body Material: fully galvanized steel body material
- Body Side Cladding: black bodyside cladding
- Grille: black grille

Convenience Features:
- Air Conditioning manual air conditioning
- Rear Air Conditioning: rear air conditioning
- Power Windows: power windows with driver 1-touch down
- 1/4 Vent Rear Windows: fixed rearmost windows
- Remote Keyless Entry: keyfob (all doors) remote keyless entry
- Illuminated Entry: illuminated entry
- Integrated Key Remote: integrated key/remote
- Auto Locking: auto-locking doors
- Steering Wheel: steering wheel with manual tilting, manual telescoping
- Day-Night Rearview Mirror: day-night rearview mirror
- Emergency SOS: emergency communication system
- Front Cupholder: front and rear cupholders
- Floor Console: partial floor console with box
- Overhead Console: full overhead console with storage
- Glove Box: locking glove box
- Driver Door Bin: driver and passenger door bins
- Rear Door Bins: rear door bins
- IP Storage: bin instrument-panel storage
- Driver Footrest: driver's footrest
- Power Accessory Outlet: 2 12V DC power outlets

Entertainment Features:
- radio AM/FM stereo with seek-scan
- Steering Wheel Radio Controls: steering-wheel mounted audio controls
- Speakers: 24 speakers
- Internet Access: FordPass Connect 4G LTE WiFi internet access
- 1st Row LCD: 1 1st row LCD monitor
- Wireless Connectivity: wireless phone connectivity
- Antenna: fixed antenna

Lighting, Visibility and Instrumentation Features:
- Headlamp Type aero-composite halogen headlamps
- Auto-Dimming Headlights: Ford Co-Pilot360 - Auto High Beam auto high-beam headlights
- Front Wipers: variable intermittent rain detecting wipers wipers
- Tinted Windows: light-tinted windows
- Dome Light: dome light with fade
- Front Reading Lights: front reading lights
- Variable IP Lighting: variable instrument panel lighting
- Display Type: analog display
- Tachometer: tachometer
- Low Tire Pressure Warning: low-tire-pressure warning
- Trip Odometer: trip odometer
- Lane Departure Warning: lane departure
- Forward Collision Alert: forward collision
- Water Temp Gauge: water temp. gauge
- Clock: in-radio display clock
- Rear Vision Camera: rear vision camera
- Oil Pressure Warning: oil-pressure warning
- Water Temp Warning: water-temp. warning
- Battery Warning: battery warning
- Lights On Warning: lights-on warning

Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Low Washer Fluid Warning: low-washer-fluid warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front ventilated disc brakes
Spare Tire Type: full-size spare tire
Spare Tire Mount: underbody mounted spare tire w/crankdown
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: Safety Canopy System curtain 1st, 2nd and 3rd row overhead airbag
Occupancy Sensor: front passenger airbag occupancy sensor
Height Adjustable Seatbelts: height adjustable front seatbelts
Seatbelt Pretensioners: front seatbelt pre-tensioners
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Ignition Disable: SecuriLock immobilizer
Panic Alarm: panic alarm
Electronic Stability: Ford Co-Pilot360 w/Side Wind Stabilization electronic stability stability control with anti-roll
Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints
Rear Headrest Control: 3 rear head restraints
3rd Row Headrests: 3 manual adjustable third row head restraints
4th Row Headrest: manual adjustable fourth row head restraints
Number of 4th Row Headrests: 4 fourth row head restraints

Seats And Trim:

Seating Capacity max. seating capacity of 12
Front Bucket Seats: front bucket seats
Number of Driver Seat Adjustments: 4-way driver and passenger seat adjustments
Reclining Driver Seat: manual reclining driver and passenger seats
Driver Lumbar: manual driver and passenger lumbar support
Driver Seat Mounted Armrest: driver and passenger seat mounted armrests
Driver Fore/Aft: manual driver and passenger fore/aft adjustment
Removeable Rear Seats: removeable rear seat
Rear Seat Type: rear bench seat
3rd Row Seat Type: removable third row split-bench seat
Reclining 4th Row Seat: split-bench fourth row seat
Leather Upholstery: cloth front and rear seat upholstery
Headliner Material: full cloth headliner
Floor Covering: full vinyl/rubber floor covering
Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert
Shift Knob Trim: urethane shift knob
Cargo Space Trim: vinyl/rubber cargo space
Trunk Lid: plastic trunk lid/rear cargo door
Cargo Tie Downs: cargo tie-downs
Cargo Light: cargo light

Standard Engine:

Engine 275-hp, 3.5-liter V-6 (regular gas)

Standard Transmission:

Transmission 10-speed automatic w/ OD and PowerShift automatic

Bid Award

Term: October 1, 2019 - September 30, 2020

Contract: FSA19-VEL27.0, Pursuit, Administrative and Other Vehicles

1 VEHICLE

Group: Utility & Hybrid Utility Vehicles - 4X2

Item: 255, Chevrolet , Equinox LS FWD, 1XP26

Description: Manufacturer standard equipment and specifications, and if not included also power windows, power door locks, and keyless entry.

Zone	Rank	Vendor	Price
Western	Primary Alternate	Alan Jay Chevrolet Cadillac, Inc. d/b/a Alan Jay Chevrolet Buick GMC Cadillac Garber Chevrolet Buick GMC, Inc.	$20,699.49 $20,943.00
Northern	Primary Alternate	Alan Jay Chevrolet Cadillac, Inc. d/b/a Alan Jay Chevrolet Buick GMC Cadillac Garber Chevrolet Buick GMC, Inc.	$20,499.49 $20,843.00
Central	Primary Alternate	Alan Jay Chevrolet Cadillac, Inc. d/b/a Alan Jay Chevrolet Buick GMC Cadillac Garber Chevrolet Buick GMC, Inc.	$20,499.49 $20,893.00
Southern	Primary Alternate	Alan Jay Chevrolet Cadillac, Inc. d/b/a Alan Jay Chevrolet Buick GMC Cadillac Auto Nation Chevrolet Pembroke Pines	$20,499.49 $20,770.00

Options appear in alphabetical order by awarded vendor.

Options: Alan Jay Chevrolet Cadillac, Inc. d/b/a Alan Jay Chevrolet Buick GMC Cadillac

Order Code	Description	Price
RPO-FSA	All regular and factory production options to be offered at $1 discount from MSRP in accordance with Terms and Conditions 2.13 OPTION PRICING. A copy of the window sticker and standard equimpment list to illustrate MSRP option prices will be provided to customer with each contract conforming quote (SEE TERMS AND CONDITIONS).	$0.00
MAN-UP	All manufacturers upgrades will be offered in accordance with Terms and Conditions 2.13 OPTION PRICING, the upgrade will be calculated by the net difference between dealer cost on the representative base vehicle (bid price) and the total MSRP of the requested option modifying the vehicle. A copy of the window sticker and standard equimpment list to illustrate MSRP option prices will be provided to customer with each contract conforming quote (SEE TERMS AND CONDITIONS).	$0.00
EWA	Price to be quoted at Florida Mandatory Sales Price. Warranties available through: ALLY, Ford ESP, JM&A, GMPP, NISSAN, MOPAR. PRICES TO BE QUOTED FOR SPECIFIC VEHICLE AND POWER TRAIN COMBINATION.	$0.00
TEMP-TAG	Temporary tag	$55.00
TRANS-TAG	Transfer existing registration Includes temp tag & two way overnight shipping for signature. (must provide tag number)	$250.00
NEW-TAG	New state tag Includes temp tag & two way overnight shipping for signature.(specify state, county, city, sheriff, etc.)	$315.00
WSTP	Windshield strip	$25.00
DT2 SUV	Deep tint film installed on front two door glass only.	$135.00
DTF SUV	Deep tint film on SUV with full side and rear glass coverage.	$325.00
LIMO	Upgrade tint to LIMO on all tinted surfaces	$95.00
WTF SUV 1	Weather Tech floor liner system (1st row only).	$195.00
WTF SUV 2	Weather Tech floor liner system (1st & 2nd rows).	$280.00
WTF SUV 3	Weather Tech floor liner system (1st & 2nd rows plus cargo area).	$340.00
DLTH 1	Dealer installed leather seating surfaces (1st row only).	$1,380.00
DLTH 2	Dealer installed leather seating surfaces (1st & 2nd rows).	$1,545.00
DLTH 3	Dealer installed leather seating surfaces (1st & 2nd rows).	$2,010.00
RS 2	Stick on rain shields (2-doors).	$100.00
RS 4	Stick on rain shields (4-doors).	$150.00
RSF 2	Flange style rain shields (2-doors), may have compatibility issues with 1-touch power windows.	$100.00
RSF 4	Flange style rain shields (4-doors), may have compatibility issues with 1-touch power windows.	$150.00
3BLS	3rd brake light safety sulse (Pulses 3rd brake light (4) times upon application of brake pedal to increase driver awareness behind you when stopping)	$210.00
SAFE-T	Amerex 5lb Fire extinguisher, First Aide Only first aid kit, and King James & Co road triangles	$330.00

Order Code	Description	Price
3K CHIP	Additional key cut and programmed (no remote).	$90.00
3KR	Additional key and remote, cut and programmed.	$330.00
3K SMART	3rd key and remote for vehicles with proximity access.	$450.00
806-1206-SUV	XANTREX 600W pure sine inverter mounted under REAR seat with ignition sourced remote / user control mounted on dash mounted on dash. (Alternate mounting location may be required due to clearance.) Includes freight and installation, appropriate gauge wire for distance from battery, heat shrink connectors and wire loom.	$545.00
806-1210-SUV	XANTREX 1000W pure sine inverter mounted under REAR seat with ignition sourced remote / user control mounted on dash mounted on dash. (Alternate mounting location may be required due to clearance.) Includes freight and installation, appropriate gauge wire for distance from battery, heat shrink connectors and wire loom.	$705.00
806-1220-SUV	XANTREX 2000W pure sine inverter mounted in rear cargo area with ignition sourced remote / user control mounted on dash mounted on dash. (Alternate mounting location may be required due to clearance.) Includes freight and installation, appropriate gauge wire for distance from battery, heat shrink connectors and wire loom.	$1,180.00

Options: Auto Nation Chevrolet Pembroke Pines

Order Code	Description	Price
1FL	Fleet Upgrade Includes Rear Park Assist with Audible Warning	$199.00
PCR	LS Convenience Package Includes: (AG1) 8 Way Power Driver Seat w/Power Lumbar, Factory Deep Tinted Glass (Behind Rear Doors).	$684.00
PEF	Floor Liner Package. Includes: (CAV) Integrated Cargo Liner, (RIA) All Weather Floor Liners	$294.00
PDG	Cargo Package. Includes: (VRS) Retractable Cargo Shade, (W2D) Vertical Cargo Net	$194.00
VXW	Molded Assist Steps	$794.00
1XR26/2FL	Fleet Upgrade Package Includes: Driver Confidence II Package with (UD7) Rear Park Assist, (UFG) Rear Cross Traffic Alert, (UKC) Lane Change Alert with Side Blind Zone Alert, Deep Tinted Rear Glass, Body Color Mirror Caps, Sirius XM Radio, 8 Way Power Driver Seat, Carpeted Rear Floor Mats, Enhanced Multi Color Driver Information Center.	$1,599.00
1XR26/1LT	LT Upgrade Package Includes: Deep Tinted Rear Glass, Body Color Mirror Caps, Sirius XM Radio, 8 Way Power Driver Seat, Carpeted Rear Floor Mats	$1,199.00
1XR26/2LT	2LT Upgrade Package Includes: 2.0 Liter Turbo 4 Cylinder Engine (252 HP/260 Lb-Ft Torque), 9 Speed Automatic Transmission, Factory Installed Trailering Equipment with Trailer Hitch Close Out Cover (Body Color), Larger Brakes (17' Front, 16" Rear), Dual Stainless Steel Bright Exhaust Tips, 18" Aluminum Wheels, Luggage Rack Side Rails, Bright Lower Window Trim, High Intensity Discharge Headlamps, Deep Tinted Rear Glass, Body Color Mirror Caps, Sirius XM Radio, Power Driver Seat, Carpeted Rear Floor Mats, Enhanced Multi Color Driver Information Display.	$3,699.00
FOB	Extra Extended Range Remote Fob for Keyless Open/Go	$345.00
TINT	Legal Deep Tint Film--Add $25 for Windshield Strip or Limo Tint	$250.00
4 CORNER	Whelan Vertex 4 Corner LED's (installed)	$750.00
TEMP	Temporary Tag	$35.00
HARD PLATE	Yellow Hard Plate (Includes Paper Title)	$225.00
CPP--5/75	Chevrolet Protection Plan 5 Years/75,000 Miles Platinum $0 Deductible	$2,188.00
CPP--5/100	Chevrolet Protection Plan 5 Years/100,000 Miles Platinum $0 Deductible	$3,234.00
CPP--6/100	Chevrolet Protection Plan 6 Years/100,000 Miles Platinum $0 Deductible	$3,840.00

Options: Garber Chevrolet Buick GMC, Inc.

Order Code	Description	Price
3K	Additional Key and Fob Cut and Programmed	$246.00
TINT	Dealer Tint All Windows (Add $25 for Windshield Strip)	$246.00
DECALS	Design and Install Custom Decal Package	$525.00
VVS	Vent visors - stick-on style	$149.00
RS	Rainshields - flange style	$149.00
MATS	1st & 2nd Row HD Floor Liners (Weathertech or Equivalent)	$249.00
TTAG	Temporary Tag (Add $25 if Overnight Shipping Required)	$6.00
TRANS	Transfer Tag (Add $25 if Overnight Shipping Required)	$86.00

Order Code	Description	Price
YTAG	Yellow Tag (Add $25 if Overnight Shipping Required)	$117.00
BUA	Back Up Alarm; Dealer Installed	$138.00
PCR	LS Convenience Package includes (AG1) 8-way power driver seat adjuster, (AL9) 2-way power driver lumbar control and (AKO) deep-tined rear glass	$683.00
VK3	License plate front mounting package	$39.00
BTV	Remote Start	$298.00
PDG	LPO, Cargo Package includes (VRS) retractable cargo shade, LPO and (W2D) vertical cargo net, LPO (Not available with (CGY) retractable cargo shade.)	$193.00
PDY	LPO, Roadside Safety Package includes (RYT) First Aid Kit, LPO and (S08) Highway Safety Kit, LPO	$128.00
VXW	Molded assist steps	$793.00
1XR26/1LT	*Model Upgrade* 2020 Chevrolet Equinox (1XR26) FWD 4dr; LT Preferred Equipment Group	$1,198.00
1XR26/2LT/LTG	*Model/Engine Upgrade* 2020 Chevrolet Equinox (1XR26) FWD 4dr; LT Preferred Equipment Group; Engine, 2.0L Turbo, 4-cylinder, SIDI, VVT	$3,698.00
ALL UPFITS	PLEASE SEE GARBER'S LIGHTS AND UPFITS SECTION FOR A FULL LINE OF VEHICLE LIGHTING, TRUCK BODIES, VAN AND BIN PACKAGES, AND OTHER AVAILABLE VEHICLE ADDITIONS. WE CAN HELP YOU WITH JUST ABOUT ANYTHING YOU NEED!	$0.00

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Quote No: 4365230

Termination Value Schedule A

Refer to paragraph 3b of the Terms and Conditions of the lease for the use of this schedule which describes certain other charges that may be added to the Termination Value. For months beyond the original term the Termination Value will decrease by the amount of the "Monthly Fixed Charge".

Customer Name Village of Palmetto Bay

UNIT NO.
Contract Date:
Capitalized Price: $21,414.00

Monthly Rent $430.41
Term 60

Fixed Charge: $356.89
Lease Charge: $73.52

Month	Date	Termination Value	RBV
1		$21,128.42	$21,057.11
2		$20,839.91	$20,700.22
3		$20,549.19	$20,343.33
4		$20,256.26	$19,986.44
5		$19,961.13	$19,629.55
6		$19,663.05	$19,272.66
7		$19,362.77	$18,915.77
8		$19,060.29	$18,558.88
9		$18,754.86	$18,201.99
10		$18,447.96	$17,845.10
11		$18,138.13	$17,488.21
12		$17,825.35	$17,131.32
13		$17,511.10	$16,774.43
14		$17,193.91	$16,417.54
15		$16,874.52	$16,060.65
16		$16,552.18	$15,703.76
17		$16,227.64	$15,346.87
18		$15,900.89	$14,989.98
19		$15,571.94	$14,633.09
20		$15,240.05	$14,276.20
21		$14,906.68	$13,919.31
22		$14,569.64	$13,562.42
23		$14,231.13	$13,205.53
24		$13,889.68	$12,848.64
25		$13,546.03	$12,491.75
26		$13,200.16	$12,134.86
27		$12,852.10	$11,777.97
28		$12,501.09	$11,421.08
29		$12,147.87	$11,064.19
30		$11,791.72	$10,707.30
31		$11,434.09	$10,350.41

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Quote No: 4365230

Termination Value Schedule A

Refer to paragraph 3b of the Terms and Conditions of the lease for the use of this schedule which describes certain other charges that may be added to the Termination Value. For months beyond the original term the Termination Value will decrease by the amount of the "Monthly Fixed Charge".

Customer Name Village of Palmetto Bay

UNIT NO.
Contract Date:
Capitalized Price: $21,414.00

Monthly Rent $430.41
Term 60

Fixed Charge: $356.89
Lease Charge: $73.52

Month	Date	Termination Value	RBV
32		$11,073.53	$9,993.52
33		$10,710.76	$9,636.63
34		$10,345.04	$9,279.74
35		$9,977.13	$8,922.85
36		$9,607.00	$8,565.96
37		$9,234.67	$8,209.07
38		$8,859.40	$7,852.18
39		$8,482.66	$7,495.29
40		$8,102.25	$7,138.40
41		$7,720.36	$6,781.51
42		$7,335.53	$6,424.62
43		$6,948.50	$6,067.73
44		$6,559.26	$5,710.84
45		$6,167.82	$5,353.95
46		$5,773.43	$4,997.06
47		$5,376.84	$4,640.17
48		$4,977.31	$4,283.28
49		$4,576.31	$3,926.39
50		$4,172.36	$3,569.50
51		$3,765.48	$3,212.61
52		$3,357.13	$2,855.72
53		$2,945.83	$2,498.83
54		$2,532.33	$2,141.94
55		$2,116.63	$1,785.05
56		$1,697.98	$1,428.16
57		$1,277.13	$1,071.27
58		$854.07	$714.38
59		$428.80	$357.49
60		$0.60	$0.60

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Cooperative Purchasing Agreements

Sourcewell (Formerly NJPA)

Address: 202 12th Street NE Staples, MN 56479 PO Box 219 | Phone: 877.585-9706 Website:

https://www.sourcewell-mn.gov/

Contract #: 060618-EFM | RFP #060618

Effective Dates: July 24, 2018 – July 24, 2022 | 5th year extension if accepted expires July 24, 2023

Eligibility: Must be a member of Sourcewell and agree to EFMT&C's

Pricing:

Factory Orders

- Acquisition:
  - US: Manufacturer Published Invoice Less Applicable Incentives Less Applicable Advertising
- Acquisition Fee: US: $60
- Courtesy Delivery Fee: Variable $150-$450 depending on location
- Service Charge:
  - US: $400 fee per vehicle at the end of the lease
- Management Fee: 0.10% based on delivered cost of vehicle
- Interest Rate:
  - US: 3 year T-bill + 350 basis points

Dealer Stock

- Acquisition: Dealer Provided Invoice Less Applicable Incentives
- Acquisition Fee: US: $60 |
- Courtesy Delivery Fee: Variable $150-$450 depending on location
- Service Charge:
  - US: $400 fee per vehicle at the end of the lease
- Management Fee: 0.15% based on delivered cost of vehicle
- Interest Rate:
  - US: 3 year T-bill + 350 basis points

Additional Services (Factory Orders or Dealer Stock

- Fuel Program: No charge for WEX
- Physical Damage: $1000 deductible, average quoted $40 per month per vehicle but is based on underwriting and approval
- Accident Management: $100 per occurrence
- Maintenance Management: US: $6 per vehicle per month
- Full Maintenance: Pricing based on vehicle type and anticipated miles/kilometers driven over term
- GeoTab Telematics:
  - US: $26 per month for Base Mode or $29 per month for Pro Mode + tax + $49 per unit (one time charge)
- Samba Safety (MVR Monitoring): $299 one time set up fee, $2 per driver per month and can cancel driver at any time, $8.02 to accept to view an alert on a MVR change.
- Registration Fees: All applicable charges related to vehicle registration will be passed to the member, including any service fees that are charged from dealers to process, plus $25 processing fee
- Resale Fee: For each Vehicle sold, the End User "Member" shall pay Enterprise a fee of $395.00 ("Service Fee") plus towing at prevailing rates, applies to member owned/non-leased units

Vehicle #	Department	Year	Make	Model	Current Odometer	Resale Estimate	VIN
5	Village of Palmetto Bay	2006	CHEVY	S-1500 Ext 4x4	91,000	$ 4,250	1GCEK19T36Z194482
9	Village of Palmetto Bay	2006	CHEVY	S-1500 Crew 4x4	91,000	$ 4,250	2GCEK13T961219175
3	Village of Palmetto Bay	2004	CHEVY	S-2500 Reg 4x4	105,000	$ 4,250	1GCHK24G24E173303
4	Village of Palmetto Bay	2004	CHEVY	S-2500 Reg 4x4	105,000	$ 4,250	1GCHK24GX4E173534
8	Village of Palmetto Bay	2004	CHEVY	S-2500 Reg 4x4	105,000	$ 4,250	1GCHK24G14E171803
10	Village of Palmetto Bay	2004	CHEVY	S-2500 Reg 4x4	105,000	$ 4,250	1GCHK24G94E174514
11	Village of Palmetto Bay	2004	CHEVY	S-2500 Reg 4x4	105,000	$ 4,250	1GCHK24G04E170951
14	Village of Palmetto Bay	2006	FORD	AEROTECH	91,000	$ 4,250	1FDXE45P36HB23973
21	Village of Palmetto Bay	2017	FORD	E-450	14,000	$ 4,250	1FDFE4FS2HDC01524
22	Village of Palmetto Bay	2017	FORD	E-450	14,000	$ 4,250	1FDFE4FS5HDC01520
13	Village of Palmetto Bay	2007	FORD	ELDORADO Shuttle Bus	84,000	$ 4,250	1FDXE45P77DA54262
15	Village of Palmetto Bay	2006	FORD	ELDORADO Shuttle Bus	91,000	$ 4,250	1FDXE45P56HB23974
6	Village of Palmetto Bay	2008	FORD	F-150 Reg 4x2	77,000	$ 4,250	1FTRF12W28KD08882
7	Village of Palmetto Bay	2008	FORD	F-150 Reg 4x2	77,000	$ 4,250	1FTRF12W08KD08881
2	Village of Palmetto Bay	2011	FORD	F-150 Reg 4x2	56,000	$ 4,250	1FTMF1CF9BFB78334
16	Village of Palmetto Bay	2013	FORD	F-150 Reg 4x2	42,000	$ 4,250	1FTMF1CM2DFC66644
17	Village of Palmetto Bay	2013	FORD	F-150 Reg 4x2	42,000	$ 4,250	1FTMF1CM4DFC66645
18	Village of Palmetto Bay	2015	FORD	F-150 Reg 4x2	28,000	$ 4,250	1FTMF1CP9FKE52797
19	Village of Palmetto Bay	2016	FORD	F-250 Reg 4x2	21,000	$ 4,250	1FTBF2A65GEC72580
20	Village of Palmetto Bay	2016	FORD	F-250 Reg 4x3	21,000	$ 4,250	1FTBF2A69GEC72579
12	Village of Palmetto Bay	2004	CHEVY	TAHOE	105,000	$ 4,250	1GNEK13T44R166414
1	Village of Palmetto Bay	2007	Cobra	Trike Motorcycle	84,000	$ 4,250	J88C4B16177015020

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FLEET MANAGEMENT

Profile: Resale Value Comparison (247765)

Comparison Profile

Customer: Village of Palmetto Bay

Vehicle Comparison

	2020 Ford F-250 XL 4x2 SD Super Cab 6.75 ft. box 148 in. WB SRW X2A	2020 Ford F-150 XL 4x2 SuperCab Styleside 6.5 ft. box 145 in. WB X1C	2020 Chevrolet Colorado WT 4x2 Extended Cab 6 ft. box 128.3 in. WB 12M53	2020 Chevrolet Equinox LS w/1FL Front-wheel Drive 1XP26	2020 Chevrolet Tahoe LS 4x2 CC15706
	IMAGE NOT AVAILABLE				
Vehicle Type	3/4 Ton Pickup	1/2 Ton Pickup	Compact Pickup	SUV	Full Size SUV
Engine	6.2L 2-Valve SOHC EFI NA V8 Flex-Fuel	3.3L V6 PFDI	2.5L I4 DI DOHC VVT	1.5L Turbo DOHC 4-Cyl SIDI VVT	5.3L V8 EcoTec3
EPA MPG City	Not Available	19	20	26	15
EPA MPG Highway	Not Available	25	26	32	22
Acquisition Cost	$32,983	$32,709	$25,002	$26,476	$47,551
Total Actual Depreciation	$11,633	$17,144	$12,151	$15,415	$23,478
Total Fuel Cost	$13,175	$10,451	$9,992	$7,908	$12,453
Total Maintenance Cost	$4,320	$3,960	$3,600	$3,600	$3,945
Monthly Depreciation	$549.73	$545.16	$416.71	$441.28	$792.53
Monthly Management Fee	$32.98	$32.71	$25.00	$26.48	$47.55
Monthly Interest	$72.21	$71.63	$55.24	$58.37	$103.19
Monthly Use Tax	$0.00	$0.00	$0.00	$0.00	$0.00
Monthly Rent with Tax	$654.92	$649.50	$496.95	$526.12	$943.27
Lease Term	60 Months	60 Months	60 Months	60 Months	60 Months
Holding Period	5 Years	5 Years	5 Years	5 Years	5 Years
Annual Mileage	13,000	13,000	13,000	13,000	13,000
Cost Per Mile	$0.59	$0.62	$0.50	$0.53	$0.79
RBV at Term	$0	$0	$0	$0	$0
Expected Sales Price	$21,350	$15,565	$12,851	$11,061	$24,073
Estimated Equity at Term	$21,350	$15,565	$12,851	$11,061	$24,073

These calculators are intended to provide illustrative examples based on the stated assumptions. The calculations may change due to changes in the economic landscape such as fuel prices or changes in State jurisdictions. This information is not intended to provide guidance in areas like income taxes or technical accounting interpretations.

Form C

EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS, AND SOLUTIONS REQUEST

Company Name: Enterprise Fleet Management

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
3.17.2.1	5. Installation, operation and maintenance of dedicated charging and fueling stations;	Delete this number 5 in its entirety	August 9, 2018 Sourcewell* accepts
3.23.2	Vendor use of sub-contractors in sourcing or delivering equipment/product/services:	NJPA desires a single source of responsibility for equipment/products and services proposed. Proposers are assumed to have sub-contractor relationships with all organizations and individuals whom are external to the Proposer and are involved in providing or delivering the equipment/products/services being proposed. Suggested Solutions Options include:	August 9, 2018 Sourcewell* accepts
3.24	Geographic Area to be Proposed:	Refer to Enterprise Response #20.	August 9, 2018 Sourcewell* accepts
3.30.1	Deviations from industry standards	Delete this section in its entirety – all industry standard deviations is too broad and cannot be defined	August 9, 2018 Sourcewell* accepts
3.34	Warranty:	Delete this section in its entirety - All warranties made by any supplier, vendor and/or manufacturer of a Vehicle will be assigned by Lessor to Lessee for the applicable Term and Lessee's only remedy, if any, is against the supplier, vendor or manufacturer of the Vehicle.	August 9, 2018 Sourcewell* accepts
3.35	Additional Warrants:	Delete this section in its entirety - All warranties made by any supplier, vendor and/or manufacturer of a Vehicle will be assigned by Lessor to Lessee for the applicable Term and Lessee's only	August 9, 2018 Sourcewell* accepts

		remedy, if any, is against the supplier, vendor or manufacturer of the Vehicle.	
5.31	Price Changes	Delete this section in its entirety and replace with the following language - Lease rates may vary based on factors such as manufacturer pricing, market conditions, interest indexes and vehicle availability.	August 9, 2018 Sourcewell* accepts
5.32	Price Changes	Delete this section in its entirety and replace with the following language - Lease rates may vary based on factors such as manufacturer pricing, market conditions, interest indexes and vehicle availability.	August 9, 2018 Sourcewell* accepts
5.35	Price Changes	Delete this section in its entirety and replace with the following language - Lease rates may vary based on factors such as manufacturer pricing, aftermarket pricing, product pricing, market conditions, interest indexes and availability.	August 9, 2018 Sourcewell* accepts
5.44	SALES TAX	Delete the following two sentences: "Sales and other taxes should not be included in the prices quoted." "Except as set forth herein, no party is responsible for taxes imposed on another party as a result of or arising from the transactions under a Contract resulting from this RFP."	August 9, 2018 Sourcewell* accepts August 9, 2018
5.53	Shipping	Delete this section in its entirety	Sourcewell* accepts
6.19.6.2	Printed Marketing Materials	Some EFM confidential materials may only be submitted after awarded to EFM.	August 9, 2018 Sourcewell* accepts
6.19.6.3	Contract announcements and advertisements.	Some EFM materials may only be submitted after awarded to EFM.	August 9, 2018 Sourcewell* accepts
6.26	Subcontractors:	Delete this section in its entirety – not applicable	August 9, 2018 Sourcewell* accepts
7.A 7.1 – 7.6	POST-AWARD OPERATING ISSUES A. SUBSEQUENT AGREEMENTS	This section is deleted in its entirety. A Master Lease Agreement will be executed between Enterprise FM Trust and NJPA Members.	August 9, 2018 Sourcewell* accepts

7.E 7.10 - 7.11	HUB PARTNER	Utilizing a HUB partner is at the discretion of Enterprise.	August 9, 2018 Sourcewell* accepts
7.F 7.12	TRADE-INS	Delete Trade-Ins section in its entirety and replace with the below language: CONSIGNMENT. Enterprise will sell Lessee's vehicles consigned to Enterprise by a Lessee as requested and with an executed Enterprise Consignment Agreement (attached to this RFP with Enterprise Lease Agreements). Additional forms may be required for California, Arizona and Canada.	August 9, 2018 Sourcewell* accepts
7.H 7.14 – 7.18	CONTRACT TERMINATION FOR CAUSE AND WITHOUT CAUSE	Delete this section in its entirety and replace with the following language - Either party may terminate this Agreement for any reason (convenience) by delivering not less than ninety (90) calendar days prior written notice thereof to the other party. Termination of the Contract without cause does not relieve either party of the financial, product, or service obligations incurred before the termination.	August 9, 2018 Sourcewell* accepts
7.C 7.8	REPORTING OF SALES ACTIVITY	Refer to Sample Reporting-Sourcewell spreadsheet provided by Enterprise on August 6, 2018.	~~August 9, 2018~~ Sourcewell* accepts
8.C 8.12	ASSIGNMENT OF CONTRACT	Delete this section 8.12 in its entirety	~~August 9, 2018~~ Sourcewell* accepts
8.H 8.18	FORCE MAJEURE	Delete this section 8.18 in its entirety and replace with the following language - Neither Sourecewell nor Enterprise Fleet Management will be held responsible for delay or default caused by fire, riot, acts of God and/or war that are beyond that party's reasonable control. Sourcewell or Enterprise Fleet Management defaulting under this provision must provide the other party prompt written notice of the default.	August 9, 2018 Sourcewell* accepts
8.J 8.23	MATERIAL SUPPLIERS AND SUB-CONTRACTORS	Delete this section 8.23 in its entirety	August 9, 2018 Sourcewell* accepts

8.Q 8.32 – 8.33	Acquisition Threshold and Termination for Cause and for Convenience	Delete these sections 8.32 – 8.33 in their entirety – Not applicable	August 9, 2018 Sourcewell* accepts
8.Q 8.35 – 8.38	Construction Contracts; Employment of Mechanics or Laborers; Clean Air Act and the Federal Water Pollution Control Act	Delete these sections 8.35 – 8.38 in their entirety – Not applicable	August 9, 2018 Sourcewell* accepts
8.Q 8.42 – 8.43	Energy Policy and Conservation Act Compliance and Buy American Provisions Compliance	Delete these sections 8.42 - 8.43 in their entirety – Not applicable	August 9, 2018 Sourcewell* accepts

Proposer's Signature: _____ **Date:** 8-7-2018

NJPA's clarification on exceptions listed above:

*On June 6, 2018, National Joint Powers Alliance changed its name to Sourcewell.

LEGAL
HCP
Initials
August 9, 2018
Date

FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

FLEET MANAGEMENT SERVICES

In compliance with the Request for Proposal (RFP) for FLEET MANAGEMENT SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Enterprise Fleet Management Date: 6-5-2018

Company Address: 600 Corporate Park Drive

City: St. Louis State: Missouri Zip: 63105

CAGE Code/DUNS: 6Q1F8

Contact Person: Dain Giesie Title: AVP of Fleet Management

Authorized Signature: _____ Dain Giesie
(Name printed or typed)

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DocuSign Envelope ID: 3568D5A0-DAB3-40FC-8379-13E208C38BEE

FORM E

CONTRACT ACCEPTANCE AND AWARD

(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract # 060618-EFM

Proposer's full legal name: Enterprise Fleet Management, Inc. 8-27-18

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be July 24, 2018 and will expire on July 24, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

DocuSigned by: Jeremy Schwartz
SOURCEWELL DIRECTOR OF COOPERATIVE CONTRACTS AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

DocuSigned by: Chad Coauette
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette
(NAME PRINTED OR TYPED)

Awarded on 07/23/2018

Sourcewell Contract # 060618-EFM

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Enterprise Fleet Management, Inc. 8-27-18

Authorized Signatory's Title Assist Sec. Vice President

VENDOR AUTHORIZED SIGNATURE

Alan Gillespie
(NAME PRINTED OR TYPED)

Executed on Aug 14th, 2018

Sourcewell Contract # 060618-EFM

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.

2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.

3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.

4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.

5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.

6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

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By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Enterprise Fleet Management, Inc.

Address: 600 Corporate Park Drive

City/State/Zip: St. Louis, Missouri, 63105

Telephone Number: 877-233-5338

E-mail Address: Dain.E.Giesie@efleets.com

Authorized Signature: _____

Authorized Name (printed): Dain Giesie

Title: AVP of Fleet Management

Date: 6-5-2018

Notarized

Subscribed and sworn to before me this 5th day of June, 20 18

Notary Public in and for the County of St Louis State of Missouri

My commission expires: 4-30-2022

Signature: Denise A Godar

NOTARY PUBLIC SEAL STATE OF MISSOURI

DENISE A. GODAR
My Commission Expires
April 30, 2022
St. Louis County
Commission #14436199

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Form P

PROPOSER QUESTIONNAIRE
Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Enterprise Fleet Management

Questionnaire completed by: Dain Giesie, AVP of Fleet Management

Payment Terms and Financing Options

1) What are your payment terms (e.g., net 10, net 30)?

Payment terms are Net 30.

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Yes. Enterprise Fleet Management offers a variety of customizable leasing and financing options. We will work with each NJPA member to find the most cost-effective option for each vehicle application and situation.

Open-Ended Lease

Many educational and governmental agencies have difficulties funding a healthy vehicle life cycle. Enterprise Fleet Management features an Open-Ended Lease product to help bridge any funding gaps. Our Open-Ended Lease is characterized by:

- Improved cash flow
- No mileage restrictions or wear-and-tear charges
- Flexible financing options
- Customized terms for use and type of vehicle
- Retention of ownership rights

In most programs, a vehicle would be purchased outright from the capital budget and kept in-fleet until a specified time when it was sold. However, to increase flexibility, our Open-Ended Lease allows for funding of only the time the vehicle is used. This approach allows our customers to pay the minimum amount for the use of the vehicle on a monthly basis, improving cash flow.

The mechanics of this lease involve financing the difference between the vehicle's purchase price and a conservative Reduced Book Value (RBV), which is based upon the anticipated market value in consideration of the vehicle's age and application.

Closed-End Lease

- Fixed monthly costs convenient to budget
- No resale responsibilities
- Predetermined lease term and mileage (can still be customized to each vehicle contract)
- Over-mileage and abnormal wear and tear charges may apply
- Generally used for one- to three-year terms
- Vehicles are turned in at end of lease term

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Form P — PROPOSER QUESTIONNAIRE cont.

- **Prepaid Lease:** allows the lessee to take advantage of discounted interest rates by paying all rent up front.
- **Lease to own Finance:** allows the customer to take ownership of the vehicle at the end of the financed/lease term.

Lease Terms

Enterprise Fleet Management can offer lease terms as short as 12 months and as long as 60 months, or at any six-month interval in between. While we do not offer initial lease terms beyond 60 months, our Open-Ended Leases can be structured with a Reduced Book Value at 60 months that can be paid off or extended for an additional 12 or 24 months, or continue month to month until the Reduced Book Value has been completely paid off.

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Form P — PROPOSER QUESTIONNAIRE cont.

3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

As the largest purchaser of vehicles in North America, Enterprise has the ability to acquire vehicles from nearly any manufacturer. We can also offer both new and used vehicles from existing inventory.

Enterprise Fleet Management has a dedicated ordering team at our corporate office in St. Louis to place factory orders for each manufacturer. We have developed system tools and a database that allow us to transmit orders from department to department electronically. Our ordering team has access to many of the manufacturer systems, ordering guides, and assigned contacts for any ordering, scheduling, and tracking questions.

The local account manager will perform a cost analysis to make sure we are ordering and cycling vehicles at the proper time. We will also do a side-by-side vehicle comparison to verify that each member agency is using the most cost-efficient vehicles for their needs. We will work with each member to make sure drivers are getting the correct vehicle for their application, and within the boundaries set by the member.

We track orders with the manufacturers throughout the process. Drivers can also check their vehicle status through our website or through the Enterprise mobile app. Once the vehicles arrive, the Account Fleet Coordinator will work with each driver to coordinate the most convenient method of pickup or delivery for the driver team.

Quarterly, we will review deliveries that have been placed and delivered through the NJPA program to ensure compliance and accuracy. We will provide a detailed breakdown to NJPA monthly or quarterly for review depending on preference.

4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

At this time, Enterprise Fleet Management does not accept the P-Card as payment. Enterprise can accept both EFT and ACH payments from our customers.

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Form P — PROPOSER QUESTIONNAIRE cont.

Warranty

5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Warranty repairs are honored by dealerships on behalf of the vehicle manufacturers. When warranty opportunities arise, Enterprise's National Service Department (NSD) weighs in and consults with the customer on the savings and benefits of getting work covered under warranty versus lost downtime to transport the vehicle to another service location if it is not currently at a dealer.

Enterprise maintains a strong working relationship with our manufacturer partners, and at times we will request goodwill assistance based on the nature of the repair, prior maintenance history, and current vehicle age and mileage. Our technicians proactively monitor repair estimates for possible warranty opportunities as well. There is no additional charge for this service.

- **Do your warranties cover all products, parts, and labor?**

Warranties vary by manufacturer, vehicle type, make and model, etc.

- **Do your warranties impose usage restrictions or other limitations that adversely affect coverage?**

Warranty details — including any mileage limits or other restrictions — vary by manufacturer, vehicle type, make and model, etc. We will advise and advocate on behalf of our customers when needed as well. Because we maintain strong relationships with vehicle manufacturers and our dealer partners, we can often work directly with them to help recuperate warranty costs for our customers on a case-by-case basis.

- **Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?**

Most standard vehicle warranties do not cover these expenses.

- **Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?**

This will depend on the manufacturer's dealer network.

When needed, Enterprise's NSD will work with the drivers to find an approved shop for warranty services that is close to their location. Because of the vast network of dealers that our company utilizes, we are able to easily manage these situations for our customers.

- **Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?**

All warranty coverages are provided by the applicable manufacturer.

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Form P — PROPOSER QUESTIONNAIRE cont.

- **What are your proposed exchange and return programs and policies?**

In most cases, Enterprise will acquire vehicles that are new from the factory and under the manufacturer warranty. We will also proactively plan with each member to ensure they are ordering the specific vehicles that are needed, including make/model, available options, any additional equipment or up-fitting required, etc.

The local account manager will perform a lifecycle cost analysis to make sure vehicles are being cycled and replaced at the proper time. We will also conduct a side-by-side vehicle comparison to verify that each member agency is using the most cost-efficient vehicles for their needs.

When determining lifecycle costs, we consider all core operating costs, including maintenance, fuel, and depreciation, and look for opportunities to improve. Often, a thorough investigation into later-life maintenance costs and diminishing resale values can offer insight on a more effective lifecycle.

Our local, full-time Fleet Strategy Manager also keeps us abreast of resale market conditions and auction peaks and valleys. We want to ensure that our clients' vehicles are coming off lease just as demand is high in the used car markets. We are always looking to take advantage of peaks to help reduce our clients' total cost of ownership.

6) Describe any service contract options for the items included in your proposal.

Enterprise offers several maintenance programs designed to fit the needs of the member.

Please see Page 12 for details on our maintenance program options.

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Form P — PROPOSER QUESTIONNAIRE cont.

Pricing, Delivery, Audits, and Administrative Fee

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Enterprise Fleet Management leverages our relationships with manufacturers, dealers, maintenance/repair shops, and our company's own built-in infrastructure to provide the best solution for our customers. We work with nearly every manufacturer to sources vehicles that are cost-effective, comfortable, and meet the needs of our customers in various industries across the nation. We also have relationships both locally and nationwide for any needed aftermarket equipment or up-fitting services.

Our experience with managing vehicles and our success in the educational / government sectors has allowed Enterprise to lead the industry in this space. When combined with our affiliate Enterprise Holdings, our companies manage a fleet of 1.9 million vehicles, and we use this knowledge and experience to help our fleet customers build best-in-class fleet programs.

Enterprise Fleet Management can provide a wide range of vehicles from nearly any manufacturer, up to and including medium-duty vehicle classes. At this time we do not lease heavy-duty vehicles.

Enterprise Approach

Our goal as a fleet management company is to work with our clients to develop a long-term, sustainable fleet program that will lower their total cost of ownership. We accomplish this through our localized, hands-on approach to account management, industry-leading products and services, technology, and 60 years of experience managing vehicles. As the awarded vendor, Enterprise Fleet Management will work directly with each NJPA member agency to proactively create, implement and manage a cost-effective total transportation solution.

Work Plan

Enterprise will develop a strategic replacement schedule based on each member's current fleet data. After analyzing the fleet (year, make, model, maintenance spend, fuel spend and odometer reading of the vehicles) we will develop a replacement strategy designed to drive down total costs. We take a number of factors into consideration when making our replacement recommendations, such as age of the vehicle, current odometer reading, average maintenance spend, current fuel economy, estimated resale value, etc.

We look at the total cost to hold each depreciating asset in fleet and make recommendations based on the most cost-effective time to replace a vehicle. The Fleet Replacement Schedule is then used to benchmark and forecast future costs of vehicle replacement.

Enterprise will execute the agreed-upon plan by providing a local, dedicated account management team to ensure the success and efficiency of the program, including consultation and creation, implementation and ongoing management. This role is pivotal to the core value proposition that Enterprise Fleet Management provides because it gives our customers a local point of contact for all fleet-related needs.

Enterprise Fleet Management will provide a lowest cost of ownership program by managing a fleet replacement schedule, providing ancillary services that control operating expenses, and monitoring and reviewing the efficiency of the program and relationship. Our goal is to provide a consistently high level of customer satisfaction and to exceed expectations.

Remarketing

Remarketing is one of the single most important components of our program. Subsequently, we pride ourselves on having our fingers on the pulse of the used car market at all times. The used car market is a constantly moving target, and the local Fleet Strategy Manager and Account Manager work closely to pinpoint trends that can impact our clients' resale values.

Examples include over-mileage, market strengthening/softening of a certain vehicle type, seasonal trends, dealer preferences, etc. Regarding the sale of our clients' vehicles, we prefer to sell directly to dealers. While there are times when a car may perform better at an auction, more often than not we find that we can sell that vehicle directly to the dealer for the same money, which allows us to avoid several hundred dollars in fees from the auction and we pass those savings along to our clients.

Form P — PROPOSER QUESTIONNAIRE cont.

8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.) Complete the attachment shown below in Excel format and submit as part of your pricing response. The workbook is included as part of the forms package and is titled "Pricing Grid."

We provide our customers with fleet management services that address all fleet holding costs — from acquisition to disposal. This includes maintenance, fuel, insurance, registration, delivery, and reporting.

Please see the completed pricing grids for the U.S. and Canada on the following pages.

Pricing Grid

	Type	Charged / Percentage	Details
Acquisition			
Interest Rate Index Used			
Basis Points(addor)			
Factory Order Vehicles	Domestic		
Factory Order Vehicles	Foreign		
Dealer Stock Vehicles	Domestic		
Dealer Stock Vehicles	Foreign		
% Incentives Passed to Customer			
Federal Tax Incentives			
State Tax Incentives			
Manufacture Incentives			
Maintenance			
Fixed Maintenance			
Occurance Maintenance			
Fees			
Management Fee			
Service Charge			
Lease Termination Fee			
Interim Interest	Yes / No		How is it calculated?
Resale Fee			
Provide fees not listed + rate			

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Form P — PROPOSER QUESTIONNAIRE cont.

Pricing Grid - U.S.

	Type	Charged / Percentage	Details
Acquisition			
Interest Rate Index Used	3 Year T-Bill		
Basis Points(addor)		+ 350 Basis Points	
Factory Order Vehicles	Domestic		Manufacturer Published Invoice Less Applicable Incentives Less Applicable Advertising plus $60 acqusition fee plus coutesey delivery fee (variable $150-$450 depending on location)
Factory Order Vehicles	Foreign		Manufacturer Published Invoice Less Applicable Incentives Less Applicable Advertising plus $60 acqusition fee plus coutesey delivery fee (variable $150 $450 depending on location)
Dealer Stock Vehicles	Domestic		Dealer Provided Invoice Less Applicable Incentives plus courtesy delivery fee plus $60 acqusition fee, subject to dealer availability
Dealer Stock Vehicles	Foreign		Dealer Provided Invoice Less Applicable Incentives plus courtesy delivery fee plus $60 acqusition fee, subject to dealer availability
% Incentives Passed to Customer			
Federal Tax Incentives			100% of end user eligible incentives are passed to the member
State Tax Incentives			100% of end user eligible incentives are passed to the member
Manufacture Incentives			100% of end user eligible incentives are passed to the member
Maintenance			
Fixed Maintenance			Pricing based on vehicle type and anticipated miles driven over term, the pricing can also be modified to include or exclude brakes and tires depending on what is the best interest of the member.
Occurance Maintenance			$6 per month card fee per vehicle plus cost of service and parts
Fees			
Management Fee			0.10% for Factory Ordered Vehicles / 0.15% for Dealer Stock Vehicles
Service Charge		$400	
Lease Termination Fee			$0 Termination Fee for Equity Leases, refer to Section 3 of Master Lease Agreement for settlement process. Termination Fees for Net Leases are listed in Section 3 of Walkaway Lease Agreement.
Interim Interest		Yes / No NO	How is it calculated?
Resale Fee			For each Vehicle sold, the End User "Member" shall pay Enterprise a fee of $395.00 CAD ("Service Fee") plus towing at prevailing rates, applies to member owned/non-leased units
Provide fees not listed + rate			
Fuel Program:			$2 per month per card
Physical Damage:			$1000 deductable, average quoted $40 per month per vehicle but is based on underwriting and approval
Accident Management:			$100 per occurrence
Maintenance Management:			$6 per vehicle per month
Full Maintenance:			Pricing based on vehicle type and anticipated miles driven over term
GeoTab Telematics:			$26 per month for Base Mode or $29 per month for Pro Mode + tax + $49 per unit (one time charge)
Registration Fees:			All applicable charges related to vehicle registration will be passed to the member, including any service fees that are charged from dealers to process, plus $25 processing fee

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Form P — PROPOSER QUESTIONNAIRE cont.

Pricing Grid - U.S.

	Type	Charged / Percentage	Details
Acquisition			
Interest Rate Index Used	3 Year T-Bill		
Basis Points(addor)		+ 350 Basis Points	
Factory Order Vehicles	Domestic		Manufacturer Published Invoice Less Applicable Incentives Less Applicable Advertising plus $60 acqusition fee plus coutesey delivery fee (variable $150-$450 depending on location)
Factory Order Vehicles	Foreign		Manufacturer Published Invoice Less Applicable Incentives Less Applicable Advertising plus $60 acqusition fee plus coutesey delivery fee (variable $150-$450 depending on location)
Dealer Stock Vehicles	Domestic		Dealer Provided Invoice Less Applicable Incentives plus courtesy delivery fee plus $60 acqusition fee, subject to dealer availability
Dealer Stock Vehicles	Foreign		Dealer Provided Invoice Less Applicable Incentives plus courtesy delivery fee plus $60 acqusition fee, subject to dealer availability
% Incentives Passed to Customer			
Federal Tax Incentives			100% of end user eligible incentives are passed to the member
State Tax Incentives			100% of end user eligible incentives are passed to the member
Manufacture Incentives			100% of end user eligible incentives are passed to the member
Maintenance			
Fixed Maintenance			Pricing based on vehicle type and anticipated miles driven over term, the pricing can also be modified to include or exclude brakes and tires depending on what is the best interest of the member.
Occurance Maintenance			$6 per month card fee per vehicle plus cost of service and parts
Fees			
Management Fee			0.10% for Factory Ordered Vehicles / 0.15% for Dealer Stock Vehicles
Service Charge		$400	
Lease Termination Fee			$0 Termination Fee for Equity Leases, refer to Section 3 of Master Lease Agreement for settlement process. Termination Fees for Net Leases are listed in Section 3 of Walkaway Lease Agreement
Interim Interest		Yes / No	How is it calculated?
		NO	
Resale Fee			For each Vehicle sold, the End User "Member" shall pay Enterprise a fee of $395.00 CAD ("Service Fee") plus towing at prevailing rates, applies to member owned/non-leased units
Provide fees not listed + rate			
Fuel Program:			$2 per month per card
Physical Damage:			$1000 deductable, average quoted $40 per month per vehicle but is based on underwriting and approval
Accident Management:			$100 per occurrence
Maintenance Management:			$6 per vehicle per month
Full Maintenance:			Pricing based on vehicle type and anticipated miles driven over term
GeoTab Telematics:			$26 per month for Base Mode or $29 per month for Pro Mode + tax + $49 per unit (one time charge)
Registration Fees:			All applicable charges related to vehicle registration will be passed to the member, including any service fees that are charged from dealers to process, plus $25 processing fee

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Form P — PROPOSER QUESTIONNAIRE cont.

9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Vehicles are priced at invoice vs. MSRP. Members will receive the Manufacturer or Dealer published invoice less 100% of applicable incentives.

10) The pricing offered in this proposal is

_____ **a. the same as the Proposer typically offers to an individual municipality, university, or school district.**

__X__ **b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.**

_____ **c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.**

_____ **d. other than what the Proposer typically offers (please describe).**

11) Describe any quantity or volume discounts or rebate programs that you offer.

Through a team of incentive analysts at our operations headquarters, partnerships with manufacturers, and relationships with dealers, we work to get the best incentives available for our customers. The team tracks a wide range of retail incentives and enters those in our database, which compares them to the standard fleet, association, and up-fit incentives that may be applicable. Through our relationships with manufacturers and zone representatives, we work to obtain and maximize any special or client-specific incentives available. Manufacturers sometimes provide us with special incentives that are not available through other avenues and we use those as needed.

For ancillary programs such as Full Maintenance and Maintenance Management, additional discounts on parts and labor are passed through to our customers.

Form P — PROPOSER QUESTIONNAIRE cont.

12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

Enterprise will provide a quote for each sourced product that will include any discounts that Enterprise receives. We do not mark-up any quotes or charge for coordinating supply or installation — this is a part of Enterprise's standard service. Some geographical limitations may apply.

Enterprise Fleet Management will coordinate the up-fit of any needed aftermarket equipment. We have established relationships with local and national vendors that supply these items and will deliver the equipment in a work-ready state.

Enterprise will plan ahead with vendors to have equipment ready for installation once the ordered vehicles are delivered to ensure that the vehicles are ready for service as soon as possible. Enterprise will negotiate on behalf of the member agency to leverage volume discounts and deliver the lowest possible price on any needed equipment.

The equipment can be billed up front or capitalized as a part of the lease structure, subject to credit worthiness. In both scenarios, the member will own the equipment at the conclusion or termination of the lease.

Enterprise is able to sell customer-owned units as an additional benefit if the end user signs our consignment agreement. We have included a sample consignment agreement.

13) Identify any total cost of acquisition costs that are NOT included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Costs for registering a vehicle are passed through directly to the end user. All other costs are addressed throughout this response.

14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

For a majority of our deliveries, vehicles will be sent to the dealer that is closest to the end user so they can pick up the unit directly. We can also coordinate with the dealer or our own employees to deliver the vehicles. Certain charges may apply based on distance to the driver and other factors.

15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Enterprise has a large network of dealerships throughout these regions that can assist with vehicle logistics and delivery. Along with our dealer network, we have a large number of employees within these regions — either through an Enterprise Fleet Management office or an affiliate rental location — who are available to assist with vehicle delivery and pick-up.

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Form P — PROPOSER QUESTIONNAIRE cont.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Enterprise employs one of the largest teams of drivers in the industry. This allows us to quickly and easily manage vehicle logistics for our fleet customers.

Because we own and operate 1.9 million units worldwide, together with affiliate Enterprise Holdings, we are constantly picking up, delivering, and moving our own fleets units, which gives us an inherent understanding and ability to navigate these situations quickly and efficiently for our fleet customers.

17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Enterprise will set a pricing plan up for the NJPA program within our system. This pricing plan will be hard-coded for all NJPA members and cannot be deviated from by any sales or support team member.

Quarterly, we will review deliveries that have been placed and delivered through the NJPA program to ensure compliance and accuracy. We will provide a detailed breakdown to NJPA monthly or quarterly for review depending on preference.

18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Enterprise will offer NJPA and your members access to our fleet management program and pay NJPA a quarterly marketing fee ("Quarterly Incentive") based upon the volume of Combined New Deliveries generated as defined below.

The Quarterly Incentive will be based on the Combined New Deliveries to Qualified Members, and will be paid quarterly.

Deliveries to Qualified Members (August 1 to July 31)	$100 per delivery

Qualified Members *are eligible members who utilize the Agreement between NJPA and Enterprise Fleet Management as an approved means to satisfy their proper due diligence and competitive requirements. Enterprise Fleet Management retains the right to offer discounted promotional pricing on a market-by-market basis.*

Form P — PROPOSER QUESTIONNAIRE cont.

Industry-Specific Questions

19) Describe your available vehicle maintenance program(s).

Full Maintenance

Enterprise's Full Maintenance program covers lessees nationwide and is available for most makes and models. The program is completely managed by Enterprise and will not require any internal approval of repairs or review of monthly invoices. Cost is based on vehicle type and driving pattern.



- Monthly cost is fixed for the term of the vehicle
- Coverage is available up to 100,000 miles
- Covers all routine services recommended by the manufacturer
- Covers all unexpected repairs (not related to damage or neglect)
- 24/7 roadside assistance and towing is included
- Brakes, tires, and loaner vehicles can be included
- Windshield repair, fueling service, and other miscellaneous items are available
- The organization can setup and send automatic service reminders through Enterprise's website

The Enterprise Full Maintenance Program facilitates greater overall cost control for our customers, eliminating unexpected repair costs, the hassle of budgeting for repairs, and expense reporting for the driver. The program is comprehensive and will not change due to inflation.

Maintenance Management

With the Maintenance Management program, Enterprise's team of Automotive Service Excellence (ASE) certified technicians facilitate maintenance and repairs to ensure that proper, quality work is completed at a fair and competitive price. This is our pass-through maintenance program, which allows us to fully manage, track and consult on maintenance services for a flat monthly fee.

Please see Page 11 for further details.

enterprise
FLEET MANAGEMENT
All other marks are the property of their respective owners.

Form P — PROPOSER QUESTIONNAIRE cont.

20) Describe any vehicle (or other) rental program complementary to the service offerings that your company has in place.

Enterprise Fleet Management, together with our affiliate company Enterprise Holdings, is a total transportation solution for many of our customers. With divisions in fleet management, daily rental and business rental, truck rental, vanpooling, car sharing, and car sales, Enterprise is capable of servicing all your transportation needs under one company. More information on these unique business lines can be provided.

Rental Services

Through our affiliate rental brands Enterprise Rent-A-Car and National Car Rental, we can easily set up and manage rentals for our fleet customers. This can be included in our Full Maintenance pricing, or billed as needed with our Maintenance Management program.

21) Please provide current battery electric vehicles and plug-in hybrid electric vehicles your company can provide through this contract understanding that future models can be added.

Enterprise can acquire nearly any commercially available battery electric vehicle or plug-in hybrid vehicle through our dealer network or through factory ordering when available. Our expertise can help your members make smart decisions about when and where to deploy new engine technologies.

Please see pages 37 through 39 for more details on our sustainability programs.

22) Describe the process by which your company will ensure that all natural gas vehicles and propane autogas vehicles leased under this contract will mirror OEM maintenance and warranty provisions and that downtime is minimized.

Enterprise follows the manufacturer-specific maintenance schedule in order to maintain vehicle warranty. Our maintenance program can be customized depending on the situation and vehicle usage, including natural gas vehicles and propane vehicles when available.

Signature: _____ Date: 6-5-2018

City of Lake City

205 N Marion Avenue, Lake City, FL 32055

Phone: (386) 752-2031 | Website: www.lcfla.com

July 30, 2025

To Whom It May Concern:

Re: Authorization to Piggyback - RFP 011-2010 Fleet Leasing and Management (Enterprise Fleet Management)

This letter serves to confirm that the City of Lake City, Florida, conducted a formal, competitive solicitation process under Request for Proposals (RFP) No. 011-2010 for Fleet Leasing and Management Services. As a result of this process, a contract was awarded to Enterprise Fleet Management.

In accordance with Section 287.056, Florida Statutes, and applicable municipal procurement policies, this contract is eligible for use by other governmental entities through a cooperative purchasing (piggyback) arrangement.

The City of Lake City hereby authorizes other governmental agencies, including municipalities, counties, state colleges, universities, special districts, and other eligible public bodies within the State of Florida to piggyback off this contract with Enterprise Fleet Management, subject to the approval of all participating entities and the vendor.

Details of the original RFP and contract, including pricing and terms, are available upon request through the City's Procurement Office. We encourage any interested agency to coordinate directly

with Enterprise Fleet Management, and to ensure that their procurement requirements are met before proceeding.

Should you require copies of the solicitation, evaluation documentation, or the executed agreement, please contact us at the information below.

Sincerely,

Brenda Karr,

Brenda Karr

Procurement Director,

City of Lake City

Email: karrb@lcfla.com

Phone: (386) 758-5407

CITY OF LAKE CITY
Florida's Gateway Est. 1859

July 23, 2025

RE: RFP-011-2010 Fleet Leasing and Management

The City of Lake City entered into a Master Lease Agreement with Enterprise Fleet Management as a result of our negotiations on our Request for Proposal (RFP) 011-2010 Fleet Leasing and Management. The lease quotes we receive and accept for each new vehicle are for a five-year period from the date of vehicle delivery and acceptance.

Our contract for leasing vehicles from Enterprise Fleet Management remains active, with a current end date of December 31, 2029. This date represents the current end date on the latest active leases issued as an addendum to the master lease agreement.

All future lease quotes will extend the above date for a five-year period from the date of vehicle delivery and acceptance.

If you require any additional information, please contact Procurement at (386) 758-5407 or procurement@lcfla.com.

Respectfully,

Brenda Karr
Procurement Director

Don Rosenthal
City Manager

CITY OF LAKE CITY

RFP-011-2010

FLEET LEASING AND MANAGEMENT PROGRAM

DATE OF PUBLIC OPENING:
March 18, 2010 @ 3:00 P.M.

LOCATION FOR PUBLIC OPENING
City Hall
Council Chambers
2nd Floor
205 North Marion Avenue
Lake City, FL 32055

http://www.lcfla.com/purchasing.htm

All responses must be date and time stamped received no later than 3:00 P.M. on March 18, 2010 to be considered responsive.

Wendell Johnson, City Manager: _____

Posted on DemandStar:

Advertised in LCCR:

Advertised http://www.lcfla.com/purchasing.htm

REQUEST FOR PROPOSALS

Sealed proposals marked "REQUEST FOR PROPOSALS FOR FLEET LEASING AND MANAGEMENT PROGRAM" will be received by the City of Lake City, Florida until 3:00 P.M. on March 18, 2010, at the office of Purchasing and Contracting, 205 North Marion Ave. Lake City, FL 32055, at which time all proposals will be opened and only names of offeror's will be read aloud. All received proposals will be time and date stamped, and absolutely no proposals will be accepted after the aforementioned date and time. Scope of Work may be obtained from the Purchasing & Contracting Department website www.lcfla.com or by calling (386) 719-5818 or (386) 719-5816.

All services must be performed in accordance with the request for proposals, requirements, and any other documents prepared for this request. **Proposers must submit one (1) original, clearly marked "original" and seven (7) copies, clearly marked "copy", total of eight (8) of their proposals.**

The City of Lake City reserves the right to reject any and all proposals, to re-advertise, and to enter into contract determined to be in its best interest.

SCOPE OF PROGRAM AND GENERAL REQUIREMENTS:

The City of Lake City is seeking proposals for the leasing, fleet management, and potential additional services as defined in Scope of Services section, of up to approximately one hundred and six (106) vehicles over a five (5) year period. **THIS IS A NON-GUARANTEED AMOUNT CONTRACT.** The City reserves the right to order any amount of leased vehicles and additional services it deems in the best interest of the city.

The City intends to award a multiple year contract lease that will allow ordering to occur throughout a one (1) year period with five (5) one (1) year option period(s) upon mutual agreement with the successful bidder and the City of Lake City. Replacement or additional vehicles will be ordered under line items, and at prices applicable to the ordering period current at the time the replacement is made. Prices for future year ordering periods will be presented to the City by the awarded vendor in a timely fashion near the beginning of each ordering period. The City will accept or reject in future order period pricing through amendment to the original agreement. Bidders will only submit pricing for the first ordering period time response to this RFP.

The City is soliciting a proposal to assess the approach it deems most cost effective for the needs of the City. The City will either award a sole-source contract to a vendor that can provide all services requested in this proposal or to multiple vendors that can demonstrate an effective and efficient partnership pertaining to the delivery of services under this contract. Be advised that lease arrangements contemplated to extend more than one year will be subject to availability of appropriations.

The City will tentatively select a successful bidder by April 19, 2010 and will finalize a negotiated agreement within 30 days thereafter. Proposers will be given the opportunity to

propose a phase-in schedule for initial vehicle deliveries. Replacement schedules for vehicles ordered under the contract will be established based on the conditions of the selected alternative.

EVALUATIONS:

The City intends to evaluate bids based on initial written presentations and to make a tentative selection of a successful offeror with whom the City will then engage in negotiations to finalize a contract. The City reserves the right to reject any or all submittals, to waive technicalities, to readvertise, to proceed otherwise when in the best interest of the City.

PROPOSAL CONTENT AND REQUIREMENTS:

Proposals should be submitted under company letterhead stationery with the information required in this RFP. **Each section must be labeled and in the order listed below**. Failure to comply may deem proposal non responsive. As a minimum, proposals must include the following.

INDEX:

COVER LETTER:

The cover letter shall be addressed to:

City of Lake City
Mr. Wendell Johnson, City Manager
205 N. Marion Avenue
Lake City, Fl 32055

The cover letter must consist of:

1. Identification of Proposer, including name, address and telephone number.
2. Acknowledgement of receipt of all RFP addenda, if any.
3. Name, title, address and telephone number of contact person during the period of proposal evaluation.
4. Signature of a person authorized to bind Proposer to the terms of this proposal.

TECHNICAL PROPOSAL

1. Qualifications, related experience and a minimum of three (3) references of the proposer on the form provided herein. This section of the proposal should establish the ability of the proposer to satisfactorily perform the lease and fleet management services by reason of:

   a. Experience in performing work of a similar nature.
   b. Demonstrated competence in the services to be provided.
   c. Strength and stability of the firm.

d. Staffing capability.
e. Supportive client references.

2. Proposers shall provide a brief profile of the individual or firm, the year founded; form of the organization (corporation, partnership, sole proprietorship); number, size and location of offices; and number of employees.

3. Proposers shall provide a detailed description of the fleet management services offered as described in the Scope of Services including but not limited to:

a. Open-ended lease.
b. Maintenance program.
c. Physical damage program.
d. Vehicle resale process.
e. Ability of proposer to sell vehicles in the city's current fleet.

4. Proposers shall provide a general description of the individual or firm's financial condition and identify any conditions; e.g., bankruptcy, pending litigations, planned office closures, impending merger, which may impede proposer's ability to provide lease and fleet management services.

5. Proposer shall describe the firm's experience in performing like services if a similar nature for public transportation agencies, municipalities, or other government agencies.

6. Proposers shall identify subcontractors (maintenance facilities) by name, address and telephone number.

WORK PLAN:

1. Proposers shall provide a narrative that addresses the services they are proposing as outlined in the Scope of Work. The narrative should show the Proposer's understand of the City's needs and requirements. Throughout the narrative, the Proposer shall include references for each area of services they are proposing. This section should also address the Proposer's plan to fulfill its obligations for the services.

COMPLETED LEASE AND POTENTIAL ADDITIONAL SERVICES PRICINGFORMS.

ITEMIZED RATE SCHEDULE FOR LEASE EXPENSES PER VEHICLE AND SPECIFICATIONS OF PROPOSED VEHICLES.

CERTIFICATION AND/OR ACKNOWLEDGEMENT FORMS REQUIRED BY THE CITY

COPY OF CONTRACTOR'S STANDARD LEASE AGREEMENT AND OTHER RELATED CONTRACT DOCUMENTS.

PROPOSAL QUESTIONS

All questions concerning this RFP must be submitted in writing to:

Debbie Garbett
Director of Purchasing
205 North Marion Avenue
Lake City, FL 32055
garbettd@lcfla.com

Telephone: (386) 719-5818
Fax: (386) 755-6112

There will be no communication, written or verbal, with any City employee, Elected Official, Board Member, or City representative during the course of this solicitation other than through writing to the Purchasing Department. *All questions must be submitted in writing* to the Purchasing Department who will obtain the answers and issue in the form of addenda. The deadline for submitting questions is Friday, March 12, 2010 at 4:00 P.M. Failure to have all information as requested may cause the respondent's bid to be rejected. All and any addenda are to be signed and returned with the original bid to be considered responsive.

NEGOTIATIONS

Based on the written proposals, the City may elect to enter into negotiations with one or more of the proposer's.

CONTRACT AWARDS

The City anticipates entering into a contract with the Proposer who submits the proposal judged by the City to be most advantageous.

PROPOSAL SUBMISSION AND WITHDRAWL

Eight completed responses to this RFP must be submitted to the City in sealed envelopes or boxes marked "**FLEET LEASING AND MANAGEMENT PROGRAM**

Proposals will be received at:

City of Lake City
Attention: Purchasing and Contracting
205 North Marion Avenue
Lake City, FL 32055

Proposals are due by 3:00 PM, Thursday, March 18, 2010. Proposals received after that time will be returned to the sender unopened. Due to the irregularity of the mail, the City cautions Proposers to assure actual delivery of proposals prior to the deadline. Once opened, proposals become the property of the City and cannot be withdrawn.

SCOPE OF SERVICES

The City requires vehicles on a lease basis satisfying the specifications described in this section and may potentially require the additional services described in this section on an "as needed" basis. Proposers are expected to submit proposals that address all portions of this section. If a Proposer is unable to satisfy every element of this section but chooses to submit a proposal anyway, it must clearly identify the element(s) it is unable to satisfy and the reason it cannot meet the requirement. The City will review any exceptions taken but, at its sole discretion, may determine the proposal not responsive to the City's requirements and remove it from further consideration.

A. LEASE REQUIREMENTS

For evaluation purposes, the City is requiring all Contractors to use the following lease parameters. Upon award, the City will negotiate with the awarded vendor the appropriate lease parameters the City deems necessary for each individual vehicle leased.

The following represents the City's requirements for a lease:

- Five (5) year Open-Ended Lease with no mileage restrictions.
- Vehicles must be depreciated at 1.5% per month with a 10% Residual Book Value.
- Contractor must supply End of Term Balance at the end of the 60-month term.
- List all other applicable fees and charges.
- Maintenance as specified in "Scope of Maintenance" based on 5 years and 60,000 miles.
- Define reporting capabilities including monthly management reports, comprehensive invoicing, maintenance notification, and electronic capabilities.

B. SERVICE AND MAINTENANCE REQUIREMENTS

The City shall keep and maintain each vehicle in normal operating condition and be responsible for making sure all service, maintenance, and repair are performed to maintain the warranty. As the City deems necessary it may request maintenance services to be included on select leased vehicles.

Does your company provide a program in which the maintenance costs are billed back to the City as they occur?

YES _____ NO _____

Does your company provide a program in which the maintenance costs are fixed and guaranteed during the life of the lease?

YES _____ NO _____

If yes to either of these questions please include the cost of program(s) in the pricing section and provide detail on program(s) including but not limited to:

- Location of facilities that will perform services
- Monitoring, tracking, and service needed notification capabilities / procedures
- Included and excluded items / coverage
- Compatibility with manufacture's warranty
- Qualification requirements for those performing work on leased vehicles

C. RISK MANAGEMENT / PHYSICAL DAMAGE REQUIREMENTS (Loss of, Theft, or Damage Coverage)

As THE CITY deems necessary it may request this service to be included in select instances.

Does your company provide this program: YES _____ NO _____

If yes please include the cost of this program in the pricing section and provide detail on your program including but not limited to:

- Deductibles
- Location(s) of service

D. DESCRIPTION/WORK STATEMENT

Project Organization and Management

The Contractor shall establish and maintain an appropriate organizational structure to enable local management of this contract. Documentation supporting the Contractor's ability to service the contract (including but not limited to office locations) should be included with the bid submission. All ordering will originate directly from the City.

Vehicle Quantities and Locations

The City fleet targeted to be satisfied by this lease contract consists of approximately up to one hundred and six (106) vehicles. **THIS IS A NON-GUARANTEED AMOUNT CONTRACT,** The City reserves the right to order any amount of leased vehicles and additional services it deems in the best interest of the City. Attached in a separate document is the list of the City fleet.

Vehicle Mileage and Term

The Contractor shall be able to support vehicle return and replacement as specified in the contract. The awarded Contractor may propose, and the City may consent to, a desired timeframe or mileage interval different than levels requested by the City, if such intervals provide advantages to the Contractor, the City, or both, such as lower lease prices due to better vehicle resale potential.

Vehicle Inspection

All vehicles leased under this contract shall be inspected, at which point vehicle inspection documentation will be provided indicating the general condition of the vehicle.

Condition of Leased Vehicles

Each vehicle furnished under this contract shall be of good quality and in safe operating condition. The City shall accept or reject the vehicles promptly after receipt. If the City determines that any vehicle is defective or unsafe at delivery, the City shall promptly inform the Contractor in writing.

DELIVERIES OR PERFORMANCE

Term of Contract and Period of Performance

This contract consists of a one (1) year period with four (4) 1-year option period(s). Vehicles ordered at any point under this contract are expected to remain in use for approximately 5 years. The Contractor's responsibilities under this contract and period of performance will cease when the last vehicle furnished under the contract has been returned to the Contractor, provided there are no remaining issues in dispute.

Ordering Periods

The ordering periods under this contract will extend as follows. Exact dates will be specified in the contract upon award.

* First Ordering Period - Date of award through model year
* Second Ordering Period - Expiration of First Ordering Period through one calendar year
* Third Ordering Period - Expiration of Second Ordering Period through one calendar year
* Fourth Ordering Period -Expiration of Third Ordering Period through one calendar year
* Fifth ordering Period - Expiration of Fourth Ordering Period through one calendar year

Option to Extend the Term of the Contract

The City may extend the term of this contract by written notice to the Contractor within 60 days prior to the expiration of the current initial contract. If the City exercises this option, the extended contract shall be considered to include this option clause. The total duration of this contract, including the exercise of any options under this clause, shall not exceed ten (10) years.

Delivery Schedule

The Contractor proposes to deliver vehicles within the following period after receipt of an order for a given vehicle:_____. In the event delivery cannot be completed within this period, the Contractor shall notify the City when it becomes aware it cannot meet the schedule and shall indicate the reason for delay and a projected delivery date. The City reserves the right to cancel the order at that time without cost to the City. In any event, the City's obligation to pay

does not commence until the City accepts delivery of a vehicle from the Contractor.

Reporting Requirements

The third and ninth months in each ordering period, the Contractor shall meet with the City to discuss a contract status report. This report shall cover all vehicles delivered, or otherwise in the possession of the City at any time during the previous six-month period. A separate section of the report shall address outstanding undelivered orders. The reports shall include, at a minimum, the following information for each vehicle: vehicle year, make and model; vehicle identification number; cost center (assigned by the City); date of delivery; months in service. This report should be presented in spreadsheet product compatible with Microsoft Excel and is preferred to be accessible online monthly. The Contractor shall provide two hard copies and two electronic copies of the report. The City will review this information and compare it to the City records to detect potential inconsistencies requiring resolution.

The City may also request additional meetings with the Contractor in relation to this agreement. The Contractor will work in good faith to meet with the City for any additional meetings in a timely fashion.

End of Lease Options (Open-End Lease)

At the end of lease term, the City may:

(1) Offer the vehicle for sale to a third party
(2) Purchase the vehicle from the Contractor for the end of term obligation (Reduced Book Value plus other charges)
(3) Turn the vehicle in to be disposed of by Contractor

When turning vehicles into the Contractor, the Contractor will:

(1) Check vehicle in with a written report
(2) Within four weeks, Contractor will communicate to the City a minimum market value for vehicle based on at least two offers or bids.

Funding Information

This contract does not, in itself, order any specific vehicles, nor does it create an obligation of funds. The City obligates funds through issuance of separate documents labeled "purchase orders." Prior to placement of orders, the City expects to issue purchase order(s) containing sufficient funding to cover the projected need through the end of the then-current ordering period. If additional orders create the need for funding in excess of amounts previously obligated, the City will obligate additional funding to cover the shortfall. The Contractor and the City will each monitor funding levels to ensure adequate funding is always in place to make payments required under this contract. In the event the Contractor believes a potential shortfall exists, the Contractor shall immediately notify the City and the parties shall take necessary action to address the situation.

Notice Regarding Availability of Annual Appropriations

Orders placed under this contract will be funded by annual appropriations. Regulations permit agencies to obligate annual appropriations for a period not exceeding twelve months, and the

City is budgeting resources for this program and intends to obligate amounts sufficient to cover projected payments over twelve-month periods coinciding with the ordering periods. Depending on the negotiated alternative selected, orders may be subject to availability of appropriations for future fiscal years. Federal law prohibits agencies from obligating the District to make payments in advance of appropriations, i.e., beyond the permitted 12-month window. Notwithstanding the City does indicate, by placement of orders under this contract, its intent to continue to lease the ordered vehicles for the length of time specified in the contract. Other than for reasons of default or convenience as authorized by applicable termination clauses, the parties acknowledge that orders will be cancelled, and obligations of the parties will cease, only in the event of non-appropriation or if the City's requirement no longer exists.

Invoice Instructions

Detailed invoicing instructions will be negotiated between the City and the tentatively selected contractor. Any credits due the City shall be separately identified on the invoice and shall be applied against outstanding charges due to the Contractor.

SPECIAL CONTRACT REQUIREMENTS

Insurance and Liability

(a) The City is insured for liability coverage. The City shall be responsible for damage to:

(1) Leased vehicles where such damage is not beyond economical repair, but the Contractor shall be liable for the following:
   i. normal wear and tear,
   ii. loss or damage caused by the negligence of the Contractor, its agents, or employees, and
   iii. damage covered by the manufacturer's warranty or damage attributable to a manufacturing defect; and

(2) Property of third persons, or the injury or death of third persons, where such damage results from the fault, negligence, or wrongful act or omission of the Government, its agents, or employees.

(b) The Contractor shall provide and maintain insurance covering its liabilities in amounts of at least $1,000,000.00 combined single limit.

(c) The Contractor shall certify to the Purchasing & Contracting Department in writing that the required insurance has been obtained. The policies evidencing required insurance should contain an endorsement to the effect that any cancellation or any material change adversely affecting the contract is to be performed as prescribed, or until 30 days after written notice to the Purchasing & Contracting Department, whichever period is longer. The policies shall exclude any claim by the insurer for subrogation against the City by reason of any payment under the policies.

SIGNATURE SHEET

City of Lake City

RFP-011-2010: FLEET LEASING AND MANAGEMENT PROGRAM

I, the undersigned, do hereby acknowledge I have read all the requests listed herein and have submitted my proposal accordingly. I have submitted all documentation required.

Company Name:_____

Principal Location of the Company:_____

_____

Authorized Principal in Charge of Project:_____

Type or print name as signed above:_____

Direct telephone: (_____)_____

Fax Number: (_____)_____

Cell Phone: (_____)_____

Email Address: _____

Local Location if different from above:_____

_____

Authorized Person in Charge of Project at this Location:_____

Signature:_____

Type or print name as signed above:_____

Direct telephone: (_____)_____

Fax Number: (_____)_____

Cell Phone: (_____)_____

Email: _____

PROPOSER CONFLICT OF INTEREST STATEMENT

STATE OF FLORIDA, CITY OF _____

Before me, the undersigned authority, personally appeared_____, who was duly sworn deposes and states:

1. I am the _____of _____, with a local office in _____and principal office in _____.
   City & State City & State
2. The above named entity is submitting a Proposal for the City of Lake City RFP-011-2010 described as Request for Proposal Fleet Leasing and Management Program.
3. The Affiant has made diligent inquiry and provides the information contained in the Affidavit based upon his/her own knowledge.
4. The Affiant states that only one submittal for the above proposal is being submitted and that the above named entity has no financial interest in other entities submitting proposals for the same project.
5. Neither the Affiant nor the above named entity has directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraints of free competitive pricing in connection with the entity's submittal for the above proposal. This statement restricts the discussion of pricing data until the completion of negotiations if necessary and execution of the Contract for this project.
6. Neither the entity not its affiliates, nor any one associated with them, is presently suspended or otherwise ineligible from participation in contract letting by any local, State, or Federal Agency.
7. Neither the entity nor its affiliates, nor any one associated with them have any potential conflict of interest due to any other clients, contracts, or property interests for this project.
8. I certify that no member of the entity's ownership or management is presently applying for an employee position or actively seeking an elected position with the City of Lake City.
9. I certify that no member of the entity's ownership or management, or staff has a vested interest in any aspect of the City of lake City.
10. In the event that a conflict of interest is identified in the provision of services, I, on behalf of the above named entity, will immediately notify the City of Lake City.

DATED this _____day of _____,20____.

_____

(Affiant)

_____

Typed Name and Title

Sworn to and subscribed before me this _____day of _____,20____.

Personally Known_____ Or produced identification_____

Identification type:_____

Notary Public-State of _____

Printed, typed, or stamped commissioned name of notary public.

My commission expires:_____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

SWORN STATEMENT UNDER SECTION
287.133(3)(n), FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Proposal No._____.
2. This sworn statement is submitted by _____ whose business address is_____ and (if applicable) its Federal Identification No.(FEIN) is _____. If entity has no FEIN, include the Social Security Number of the individual signing this sworn statement_____.
3. My name is _____and my relationship to the entity named above is_____.
4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to, and directly related to, the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy or material misrepresentations.
5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes means:
   a. A predecessor or successor of a person convicted of a public entity crime; or
   b. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members and agents who are active in the management of an affiliate. The

Ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(c), Florida Statutes, means any natural person or entity organized under the laws of any state of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members and agents who are active in management of an entity.

8. Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies)

_____Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity, nor any affiliate of the entity have been charged with an convicted of a public entity crime subsequent to July 1, 1989.

_____The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity, or an affiliate of the entity has been charged with, and convicted of a public entity crime subsequent to July 1, 1989, and (Please indicate which additional statement applies)

_____There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. (Please attach a copy of the final order)

_____The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. (Please attach a copy of the final order)

_____The person or affiliate has not been placed on the convicted vendor list. (Please describe any action taken by, or pending with, the Department of General Services)

Signature:_____Date_____

STATE OF_____

COUNTY OF_____

Personally appeared before me, the undersigned authority, _____who after first being sworn by me, affixed his/her signature in the space provided above on this_____day of _____20_____.

_____

Notary Public, State at large

My Commission Expires:

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

NON-COLLUSION AFFIDAVIT OF PROPOSER

STATE OF _____

COUNTY OF _____

_____, being duly sworn, deposes and says that:

1. He/She is _____ of _____ the proposer
Title Company Name
that has submitted the attached proposal;

2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all pertinent circumstances respecting such proposal;

3. Such Proposal is genuine and is not a collusive or sham proposal;

4. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, connived, or agreed, directly or indirectly, with any other proposer, firm or person to submit a collusive or sham Proposal in connection with such Contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other proposer, firm, or person to fix the price or prices in the attached proposal or any other proposer, or to fix any overhead, profit or cost element of the proposal price or the proposal price of any other proposer, or to secure through any collusion, connivance, or unlawful agreement any advantage against the City of Lake City, Florida or any person interested in the proposed Contract; and

5. The price or prices quoted in the attached proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

SIGNED _____

TITLE _____

SUBSCRIBED AND SWORN TO BEFORE ME THIS _____ DAY OF _____, 20__.

_____

Notary Public, State of Florida My Commission Expires:_____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

DRUG FREE WORKPLACE CERTIFICATE

I, the undersigned, in accordance with Florida Statute 287.087, hereby certify that,_____(print or type name of firm) publishes a written statement notifying that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace named above, and specifying actions that will be taken against violations of such prohibition.

- Informs employees about the dangers of drug abuse in the work place, the firm's policy of maintaining a drug free working environment, and available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug use violations.
- Gives each employee engaged in providing commodities or contractual services that are under bid or proposal, a copy of the statement specified above.
- Notifies the employees that as a condition of working on the commodities or contractual services that are under bid or proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, plea of guilty or nolo contender to, any violation of Chapter 1893, of any controlled substance law of the State of Florida or the United States, for a violation occurring in the work place, no later than five (5) days after such conviction, and requires employees to sign copies of such written (*) statement to acknowledge their receipt.
- Imposes a sanction on, or requires the satisfactory participation in, a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by any employee who is so convicted.
- Makes a good faith effort to continue to maintain a drug free work place through the implementation of the drug free workplace program.

"As a person authorized to sign this statement, I certify that the above named business, firm or corporation complies fully with the requirements set forth herein"

_____
Authorized Signature

_____
Date Signed

State of Florida
County of _____
Sworn to and subscribed before me this ____day of _____20____.
Personally known_____or Produced Identification _____
(Specify type of identification)

_____
Signature of Notary
My Commission Expires:_____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

REFERENCES

As per the General Specifications Section, below is a list of at least three (3) client/customer references including company name, address, contact person, telephone number and length of time services provided. (Note: only list those client/customers in which a similar type of equipment/product of scope of work/service was provided.)

1. Company Name: _____

   Address: _____

   Business Phone #: _____

   Contact Person: _____

   Length of time services provided: _____

2. Company Name: _____

   Address: _____

   Business Phone #: _____

   Contact Person: _____

   Length of time services provided: _____

3. Company Name: _____

   Address: _____

   Business Phone #: _____

   Contact Person: _____

   Length of time services provided: _____

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

Estimated current fleet

Year	Make	Model	Acquisition Date	Current Mileage
2002	Chevrolet	Tahoe	9/23/2002	84997
1997	Ford	Crown Victoria	2/24/1997	112538
2000	GMC	Sonoma	4/4/2000	68239
1994	Pontiac	SunBird	6/3/1994	
1991	Chevrolet		2/27/1990	67960
1982	Ford	Ranger	5/22/1992	
1995	Ford	F-150	3/7/1995	88444
2003	Chevrolet	Silverado	3/7/2003	56303
2004	Ford	F-150	12/30/2003	43441
2008	Ford	F-150	4/16/2008	
1985	Ford		4/3/1985	96281
1985	Ford		8/14/1985	98253
1988	Dodge	Ram	4/18/1988	384
1990	Ford	F-350	2/9/1990	78922
1990	Ford	Van	8/30/1990	41751
1991	Ford	F-800	2/14/1991	78335
1997	Ford	L9501	12/27/1996	20981
1997	Chevrolet		2/5/1997	149561
1998	Chevrolet		1/19/1998	79133
2002	Ford	F-550	3/27/2002	
2002	Ford	F-550	5/9/2002	67929
2002	Chevrolet	Silverado	6/6/2002	85357
2004	Ford	F-150	12/30/2003	67198
2006	Freightliner	2106	3/24/2006	2307
2006	Ford	F-550	5/30/2006	24209
1993	Ford		9/9/1993	100481
1995	Ford	F-350	5/25/1995	71572
1997	Chevrolet	C1500	5/5/1997	68976
1998	Chevrolet		12/29/1997	
1999	Chevrolet		1/12/1999	94208
1999	Ford		2/9/1999	104911
1999	Chevrolet	Silverado	10/1/2001	109612
2002	Ford	F-250	3/20/2002	66346
2003	Ford	F-250	3/21/2003	50362
2006	Ford	F-150	1/19/2006	6755
2004	Ford		1/6/2004	48517
2006	Ford	F-150	2/14/2006	16169
2007	International		12/21/2007	
1995	Ford	F-150	2/28/1995	151241
1997	Dodge	B-3500	1/31/1997	47176
2001	Chevrolet		2/7/2001	58259
2002	Chevrolet		6/5/2002	28421
2006	Ford		3/23/2006	47471
1985	GMC		10/1/1995	56810
1998	Ford	F-250	11/6/1997	64392
2002	Ford	F-150	7/19/2002	40546

2003	Ford	F-150	3/11/2003	52257	
2004	Ford	F-550	4/21/2004	36785	
1995	Ford	F-150	10/2/1995	84542	
	GMC	Jimmy	3/7/2000	57217	
2004	Ford	F-150	3/24/2004	36417	
2006	Ford	F-250	1/19/2006	17214	
	Ford	F-150	5/17/2007	13344	
1980	Kenworth		11/19/1987	32174	
1989	Ford		2/22/1989		
1983	Ford		9/28/1993	142468	
1995	Chevrolet	S-10	8/11/1995	18419	
1995	Ford	F-350	10/17/1995	135019	
1997	Chevrolet	S-10	1/28/1997	72482	
1998	Chevrolet		1/23/1998	112814	
1999	Dodge	Ram	1/6/1999	113453	
2002	Ford	F-550	5/9/2002	108644	
2002	Ford	F-550	5/9/2002	822569	
2002	Ford	F-250	4/23/2002	93927	
2003	Ford	F-150	2/25/2003	121887	
2003	Ford	F-250	3/21/2003	42579	
2003	Ford	F-750	6/4/2003	21853	
1989	Chevrolet	S-10	10/1/1991	98821	
2001	Dodge	Ram	12/19/2000	63056	
1994	Ford	F-700	7/26/1994	72641	
1998	Chevrolet		12/18/1997	91524	
2002	Ford	F-250	4/23/2002	61185	
2002	Ford	F-250	4/23/2002	89243	
2008	Ford	F-550	3/27/2008	14006	
1990	Ford	F-250	1/23/1996	76301	
1987	Ford	F-350	8/26/1987		
1990	Chevrolet		2/7/1990	37662	
1999	Ford	F-250	1/11/1999	170990	
2001	Chevrolet	C-1500	12/29/2000	123091	
2002	Ford	F-550	5/9/2002	103405	
2003	Ford		2/25/2003		
2004	Ford	F-350	7/7/2004	35224	
2007	Ford	F-150	4/18/2007	15950	
1984	GMC		5/31/1984	15642	
1992	Ford	F-150	8/28/1992	194470	
1995	Ford	F-150	2/28/1995	139675	
1996	Dodge		3/6/1996	175251	
1998	Chevrolet	C-1500	1/29/1998	144969	
1999	Dodge	Ram	1/6/1999		
2004	Ford	F-150	1/30/2004	67633	
2004	Ford	F-150	1/30/2004	74661	
2004	Ford	F-350	3/30/2004	43225	
2004	Ford	F-250	11/25/2003	38903	
2004	Ford	F-150	12/3/2003	82554	
2006	Ford	F-350	3/15/2006	27212	
2007	Ford	F-150	5/17/2007	31925	

2007	Ford	F-150	4/4/2007	19804	
2008	Ford	F-150	3/6/2008	8732	
1991	Chevrolet	1500	12/11/1990	85295	
2003	Ford	Explorer	5/16/2003	18758	
1991	FORD	F-150		583	
2002	FORD	F-150		61185	
2004	FORD	F-550		31066	
2004	FORD	F-150		95697	

THE LAKE CITY REPORTER

Lake City, Columbia County, Florida

Legal Copy
As Published

STATE OF FLORIDA,
COUNTY OF COLUMBIA,

Before the undersigned authority personally appeared Todd Wilson who on oath says that he is Publisher of the Lake City Reporter, a newspaper published at Lake City, Columbia County, Florida; that the attached copy of advertisement, being a .....Legal.....

in the matter of .....Public Notice ON Invitation To Bid.....

.....

in the .....Court, was published in said newspaper in the issues of .....March 5, 2010.....

.....

.....

.....

.....

.....

Affiant further says that The Lake City Reporter is a newspaper published at Lake City in said Columbia County, Florida, and that the said newspaper has heretofore been continuously published in said Columbia County, Florida, and has been entered as second class mail matter at the post office in Lake City, in said Columbia County, Florida, for a period of one year next preceding the first publication of the attached copy of advertisement; and affiant further says that he has neither paid nor promised any person, firm or corporation any discount, rebate, commission or refund for the purpose of securing this advertisement for publication in the said newspaper.

.....

Sworn to and subscribed before me this 5 day of March A.D., 20 10.

.....

Notary Public

PUBLIC NOTICE
ON
INVITATION TO BID
RFP-011-2010
Sealed proposals will be accepted by the City of Lake City, Florida, 205 N Marion Avenue, Lake City, Florida 32055 until March 18, 2010 at 3:00 P.M. at which time all proposals will be opened and offeror's names only read aloud in the City Council Chambers located on the 2nd floor of City Hall, 205 N Marion Avenue, Lake City, Florida.
FLEET LEASING AND MANAGEMENT PROGRAM
"Scope of Work" may be viewed on the City website http://www.lcfla.com/purchasing.htm; by contacting purchasing@lcfla.com. or by phone (386) 719-5818 or (386) 719-5816.

04538181
March 5, 2010

RFP # 011-2010

Title: Fleet Leasing & Management Program

Due Date & Time: March 18, 2010 at 3 P.M.

Attendees

Company Name	Representative (Please Print)	Address	Phone #	E-mail
City of Lake City	Debbie Garbett	205 N Marion Ave., Lake City 32055	386-719-5818	garbettd@lcfla.com
City of Lake City	Laurette Burks	205 N Marion Ave., Lake City 32055	386-719-5816	burksl@lcfla.com
Mears Motors	Joanne Cornier	3905 El Dey Rd. Orl. FL. 32808	407-253-4450	Jcornier@mearsleasing.com
Acme Auto Leasing	Bob Crowe	440 Washington Avenue North Haven CT 06473	203-234-6468	bobcrowe@acmeautoleasing.com
Col. Co. Observer	Stew Lilker.		386-454-4500	Stewlilker@columbiacoobserver.com

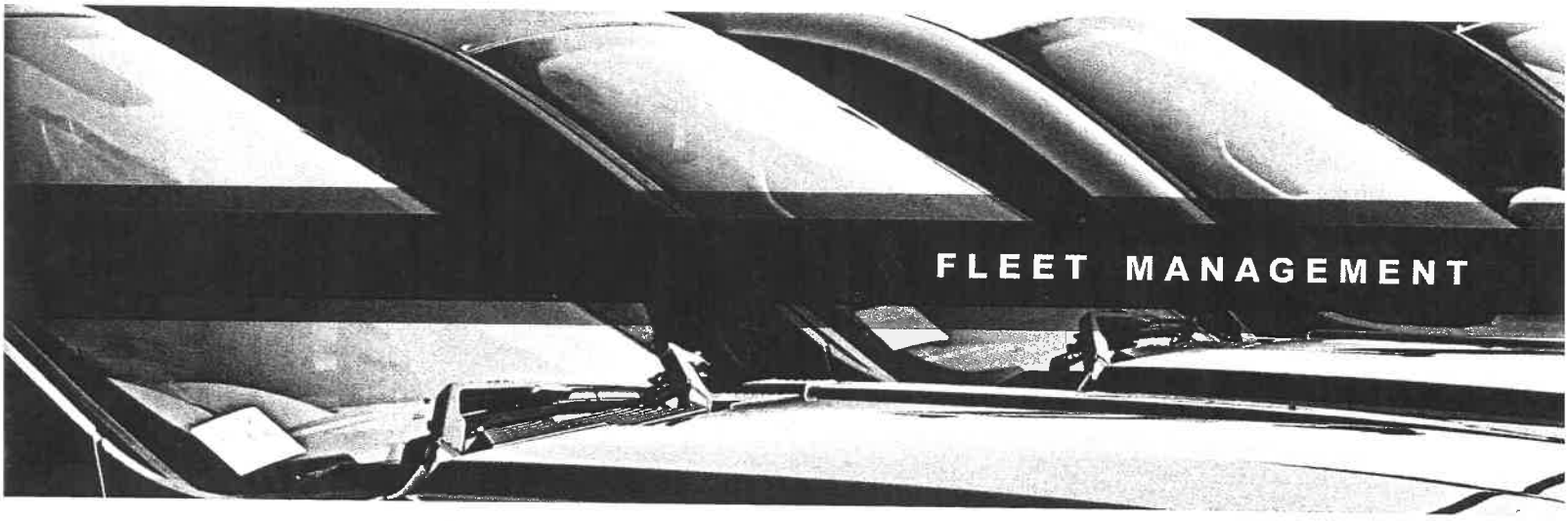
Sealed RFP Log

RFP-011-2010

Title: Fleet Leasing & Management Program

Due Date & Time: March 18, 2010 @ 3:00 PM

Date Bid Received	Time Bid Received	Received By	Bidder
3/17/10	2:02	V. Ingram	Acme Auto Leasing
3/18/10	8:25	V. Ingram	Enterprise Fleet Services
3/18/10	2:46	V. Ingram	Mears Motor Leasing



enterprise
fleet management

enterprise

Fleet Management Division
11034 Atlantic Boulevard
Jacksonville, FL 32225
904-265-4350
enterprise.com

Request for Proposals for Fleet Leasing and Management Program

RFP-011-2010

Original Copy

Office of Purchasing and Contracting
205 North Marion Ave.
Lake City, FL 32055
386-719-5818

Fueled By Passion™

Cover Letter

Technical Proposal

Price Plan

Confidential

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Jacksonville, FL 32225
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Fleet Management RFP Response (Index)

- **Cover Letter**
- **Technical Proposal**
  - Qualifications
    - Experience in performing work of a similar nature.
    - Demonstrated competence (3 case studies)
    - Strength and stability of the firm
    - Staffing capability
    - Supportive client references
  - Profile of the individual firm
  - Detailed description of the fleet management services
    - Open-ended lease
    - Maintenance program
    - Physical damage program
    - Vehicle resale process
    - Ability of proposer to sell vehicles in the city's current fleet
  - General description of the individual firm's financial condition
  - Description of the firm's experience in performing like services
  - Identified subcontractors (maintenance facilities)
- **Work Plan**
  - Narrative that addresses the services that is proposed as outlined in the Scope of Work
  - Completed leasing and potential additional services pricing forms
  - Itemized rate schedule for lease expenses per vehicle and specifications of proposed vehicles
  - Certification and/or acknowledgement forms required by the city
  - Copy of contractor's standard lease agreement and other related contract documents
  - Proposal Questions
- **Negotiations**
- **Contract Awards**
- **Proposal Submission and Withdrawal**

50th ANNIVERSARY 50 ENTERPRISE

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Jacksonville, FL 32225
904-265-4350
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March 18, 2010

City of Lake City, Florida
Mr. Wendell Johnson, City Manager
205 North Marion St.
Lake City, FL 32055

Re: **RFP-011-2010 Fleet Leasing and Management Program**

Thank you for the opportunity to respond to your RFP-011-2010.With more than 50 years of experience along with managing approximately 1.1 million vehicles today, Enterprise Rent-A-Car is uniquely qualified to fulfill your needs. By partnering with Enterprise on your fleet needs, you will be able to save time, money, and effort in your day and your organization.

Enterprise will specifically tailor a program based on the needs of Lake City. We have the ability to offer you municipal programs consisting of: leasing, rental, maintenance, fuel, insurance enrollment, disposal, and more. Our goal is to provide the same value to your agency that we have to many others across the nation.

Our resources are available to our customers through a professional and personalized approach. You will have access to a local account team that is specifically assigned to you to ensure the highest level of customer service. Your account team will meet with you regularly, and in person, to develop and evolve your customized transportation solutions.

Our local Fleet Management team, with the experience of managing nearly 1800 vehicles, stands ready to meet the transportation needs outlined in this RFP-011-2010.

We look forward to competing to be your transportation solution provider.

Thank you,

Paul Hladun (contact person)
Account Executive
Commercial & Government Consultant
Enterprise Fleet Management
11034 Atlantic Blvd
Jacksonville, FL 32225
904-265-4361 (direct)
904-562-0424 (Cell)
Paul.w.hladun@erac.com

John K. Toma
Group Sales Manager
Authorized to bind proposer to the terms of this proposal

Date Signed: 3/17/10

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Technical Proposal

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enterprise.com

Qualifications

Experience in performing work of a similar nature

With over 50 years of experience along with managing approximately 1.1 million vehicles today, Enterprise Fleet Management, a division of Enterprise Holdings Inc., is uniquely qualified to fulfill the needs outlined in this RFP. Through our 8 year partnership, Enterprise has been able to provide recommendations to help Lake City save time, money, and effort.

Our resources are available to our customers through a professional and personalized approach. You will have access to a local account team that is specifically assigned to you to ensure the highest level of customer service. Your account team will meet with you regularly, and in person, to develop and evolve your customized transportation solutions.

Our programs are designed for the needs of light and medium duty fleets, with the ability to offer programs consisting of: Acquisition, Funding, License & Registration, Rental, Maintenance, Fuel, Risk Management Enrollment, and Disposal. Enterprise will specifically customize a program based on the needs of Lake City. Our goal is to provide the same value to your municipality that we have to others across the nation.

Enterprise Fleet Management has experience in performing work of a similar nature to the Scope of Work described in this RFP. Currently, Enterprise is partnering with many other municipalities to provide them with fleet management programs. Our services to them include:

- Acquisition of Vehicles
- Funding of Vehicles
- Local Account Team
- Management of Maintenance
- Risk Management Programs
- On-line Reporting and Data
- Customized Monthly Reporting
- Coordination of Aftermarket Installation
- Remarketing and Disposal of Vehicles
- DMV Services on Regular and Exempt Plates
- Fleet Consultation Meetings
- Delivery of New Vehicles

50TH ANNIVERSARY 50 ENTERPRISE

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Demonstrated competence (3 case studies)

Fueled By Passion

City of Tulare uses alternative funding approach to meet fiscal and environmental goals during tough economic period.

Client's Situational Analysis

- Fleet of 92 vehicles potentially viable for leasing
- Looking to extend average vehicle replacement policy of 10 years for economic reasons
- Vehicle purchasing does not match funding goals
- Replacement fund was being used to fund other projects

Key Strategic Client Objectives

- Solving the deficiencies with their replacement fund
- Move current 10 year cycle time down to a matched funding period of 5 years
- Increase employee satisfaction and improve image
- Increase fuel economy
- Access to alternative fuel technology during tight fiscal times
- Spend fleet related dollars with in Tulare (support local tax base)

Plan Delivered To Achieve Desired Strategy

- Municipal lease program
- Year one replacement of 25 vehicles
- 5 year implementation program to phase in leased vehicles
- Outsource of maintenance to local facilities
- Funding change from purchase to "municipal lease" mechanism
- Focus on alternative fuel technology to support local economic initiative

Client Background

Location:	Tulare, CA
Industry:	City/Municipality
Fleet Size:	92 vehicles

Key Results

- **Freed up $386,000 of replacement funds already accumulated**
- **Increase in cash flow due to new funding mechanism**
- **Disposed of select vehicles and proceeds were available for other uses**
- **Fuel savings of 35-40% for 25 initial vehicles**
- **Support local tax base with flex fuel vehicles and E85 gas station**
- **Delayed and scaled back capital allocation required for shop expansion**
- **Provided support for local business through Enterprise maintenance program**

enterprise fleet management

enterprisefleet.com

Client Testimonial

The City of Tulare took on the project of evaluating whether to outsource a portion of our fleet to reduce cost, remove the vehicles from our own fleet maintenance program and to replace them more often on the assumption that newer vehicles would instill pride in the users. The analysis that Enterprise Fleet Management was able to provide illustrated the financial benefit of switching from a 10 year cycle to a 5 year cycle. Leasing the vehicles with full maintenance would cost no more than the current "depreciation" charge plus maintenance in our own shop and provide several other benefits.

For example, the City was required to utilize a portion of vehicle replacement funds to solve other deficiencies. Leasing the vehicles freed for other uses over $386,000 of replacement funds already accumulated.

Also the prospect of an aging fleet, and the inevitable increased demands this would place on our maintenance facility, created a need to accelerate and expand plans to improve the maintenance shop. The Enterprise full maintenance program allowed for us to have a fixed and budgeted maintenance expense for our fleet utilizing local vendors. As a result, the City was able to greatly scale back the capital allocation scheduled for improvements to the maintenance facility.

Furthermore, the City of Tulare has partnered with a fleet management company that aligns with our goals of a greener tomorrow. Along with being more reliable and improving employee efficiency, a properly cycled fleet has allowed us to significantly improve the City's carbon foot print. Improved fuel economy of newer vehicles and availability of alternative fuel / hybrid technology was an immediate impact to the City… both of which were proving challenging to acquire without leasing given the economic realities facing the City.

Lew Nelson
Public Works Director

Additional Enterprise Fleet Management Benefits

A dedication to customer service unsurpassed in the vehicle management industry.

Local locations nationwide – hometown people, hometown service.

You will be able to leverage our scale – with more than 1M vehicles owned and managed by all the divisions of Enterprise.

You get the best value for your used vehicles – due to 800 enterprise remarketing experts selling more than 650,000 vehicles per year.

Specialized in managing small to mid-sized fleets of vehicles.

Full suite of products and services – including a budgeted maintenance program and insurance.

Integrated transportation solutions provided via our short-term rental, truck and fleet management groups.

We help you save money and improve cash flow when you tap into our line of credit for your fleet vehicle needs.

enterprise fleet management

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City of Ferndale reduces cost and improves environmental impact through managed fleet program.

Client's Situational Analysis

- Fleet of 51 Vehicles
- History of "passing" vehicles down over time
- Current cycle period of 12 years
- Vehicle purchasing does not match funding goals
- Established environmental committee with Sierra Club "Cool Cities" initiative

Key Strategic Client Objectives

- Reduce fleet size by eliminating "low utilization" non essential vehicles
- Move current 12 year cycle down to a matched funding period of 5 years
- Improve image and safety of the City's fleet
- Improve fuel economy
- Reduce greenhouse gas emissions
- Spend fleet related dollars within Ferndale (support tax base)
- Match vehicle selection to proper job application

Plan Delivered To Achieve Desired Strategy

- Municipal lease program
  - o Year one replacement of 15 vehicles
  - o Eliminated 12 retired police vehicles used in other departments
- Improve utilization by eliminating 5 vehicles
- Outsource of maintenance to local facilities
- Vehicles delivered through local dealership
- Funding change from purchase to "municipal lease" mechanism
- Compact, eco-friendly vehicles where appropriate
- Vehicle replacement policy and plan established for 10 year operating model

Client Background

Location:	Ferndale, Michigan
Industry:	City / Municipality
Services:	Essential City Services
Fleet Size:	51 vehicles

Key Results

- **Fuel savings of 35-40% for 15 initial vehicles**
- **Similar Greenhouse Gas Emissions reduction on initial vehicles**
- **Anticipated savings of $74,000 when program fully implemented**
- **Program approved and supported by Ferndale Environmental Committee**
- **Funding mechanism will show immediate cash flow benefit**
- **Support local tax base by utilizing local dealership and maintenance facilities**

enterprise fleet management

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Client Testimonial

The City of Ferndale has entered into an agreement with Enterprise Fleet Management designed to reduce the cost of operating the city's 51 fleet vehicles. The analysis for this program shows a savings of $74,000 over a ten year implementation period.

In addition to the cost savings, the fleet management program reflects Ferndale's goal of progressive environmental stewardship. For example, the program provides for replacement of older, higher carbon-producing and less fuel-efficient full-size sedans with more economical and environmentally friendly compact vehicles. This piece of the program will provide 35 to 40 percent better fuel economy with a similar reduction in greenhouse gas emissions.

Other key program features include a provision to utilize the local dealership as the delivering dealer and a variety of local service providers for maintenance. These businesses are located within the City of Ferndale, in keeping with city government's goal of supporting the local economy.

Jaynmarie C. Hubanks
Assistant City Manager

Additional Enterprise Fleet Management Benefits

A dedication to customer service unsurpassed in the vehicle management industry.

Local locations nationwide – hometown people, hometown service.

You will be able to leverage our scale – with more than 1M vehicles owned and managed by all the divisions of Enterprise.

You get the best value for your used vehicles – due to 800 Enterprise remarketing experts selling more than 650,000 vehicles per year.

Specialized in managing mid-sized fleets of vehicles.

Full suite of products and services – including a budgeted maintenance program and insurance.

Integrated transportation solutions provided via our short-term rental, truck and fleet management groups.

We help you save money and improve cash flow when you tap into our line of credit for your fleet vehicle needs.

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Jackson State University experienced a budget reduction of 37% with managed fleet program.

Client's Situational Analysis

- Fleet of 70 Vehicles (70% assigned / 30% pooled)
- Decentralized fleet structure
- No formalized fleet plan for vehicle replacement
- Fleet utilization is believed to be a problem
- Lack of formal cost tracking
- Limited capital funding to purchase new vehicles

Key Strategic Client Objectives

- Increase utilization of the fleet of vehicles
- Create a structured system that was sustainable both operationally and fiscally
- Improve image and safety of the University's fleet
- Take an aggressive stance in 'Green Vehicle' technology
- Realign internal resources with others responsibilities
- Improve internal service levels

Plan Delivered To Achieve Desired Strategy

- Flexible fleet model that utilized both rental and leased vehicles:
  - Year one replacement of 28 vehicles
  - Eliminated 16, under utilized vehicles and supplemented fleet needs with on-demand rentals
- Centralized fleet practices while maintaining decentralized budgeting
- Formal reporting and cost control measures
- Implementation of a fixed annual budget for complete vehicle operation including vehicle, funding, and full maintenance.

JSU
JACKSON STATE UNIVERSITY

Client Background

Location:	Jackson, MS
Industry:	4-Year University
Fleet Size:	70 vehicles

Key Results

- **Asset Utilization increased by 15% (71% to 86%)**
- **Annual savings of $114,000 or overall fleet budget reduction 37%**
- **Moved fleet dollars from a capital to operating expense (balance sheet improvement)**
- **A better University image is portrayed in recruiting efforts**
- **Newer technology improved vehicle safety and 'Green Vehicle' efforts**
- **Reporting received from vendor simplifies end of year State information gathering requirements**
- **Fleet cycle reduced from 10 years to 5 years**

enterprise
fleet management

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Client Testimonial

JSU
JACKSON STATE UNIVERSITY

AUTOMOTIVE FLEET
February 22, 2008

Enterprise Fleet Management Program, Jackson State University Wins Award.

JACKSON, MS – A comprehensive vehicle management solution developed by Enterprise Fleet Management for Jackson State University (Jackson, Miss.) won second place in the 2007 Finance, Business and Administration Awards program sponsored by the Mississippi Institutions of Higher Learning.

The competitive awards program, which recognizes "best practices" at Mississippi's eight public universities, is designed to promote excellence in all aspects of institutional operations, seek out opportunities for enhancing efficiencies and effectiveness, and share best practices.

According to Wayne Goodwin, assistant vice president of facilities & construction management, a routine audit of capital assets, expenses and current utilization indicated that only 71 percent of the 70 university-owned vehicles were being used on a daily basis.

Additionally, approximately 65 percent of the vehicles in the fleet were 10 years old or older, and higher maintenance, fuel costs and reliability issues, associated with operating the older models, were causing an increase in operating budgets, as well as doing very little to enhance the campus image.

Enterprise's comprehensive vehicle management solution demonstrated how with limited capital funding, the University could eliminate vehicles as capital assets, update the fleet with newer, fuel efficient models, and reduce operating expenses.

Additional Enterprise Fleet Management Benefits

A dedication to customer service unsurpassed in the vehicle management industry.

Local locations nationwide – hometown people, hometown service.

You will be able to leverage our scale – with more than 1M vehicles owned and managed by all the divisions of Enterprise.

You get the best value for your used vehicles – due to 800 Enterprise remarketing experts selling more than 650,000 vehicles per year.

Specialized in managing mid-sized fleets of vehicles.

Full suite of products and services – including a budgeted maintenance program and insurance.

Integrated transportation solutions provided via our short-term rental, truck and fleet management groups.

We help you save money and improve cash flow when you tap into our line of credit for your fleet vehicle needs.

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Strength and stability of the firm

FINANCIAL CAPABILITIES

Enterprise is a financially stable corporation. As a privately-held company, Enterprise is not beholden to the short term concerns of stockholders. Quite the opposite, our structure has allowed us to focus on building a solid and sustainable business. This is clearly appreciated by the business community as represented by the recent award of an "A minus" long term credit rating from Standard & Poor's. Enterprise's strong financial stability is also represented without bankruptcy or pending litigations, which will not impede our ability to complete this project.

Enterprise's credit ratios have been, by far, the strongest in the car rental industry. The ratings on St. Louis, Mo.-based Enterprise Rent-A-Car reflect its dominant market position in the stable off-airport (replacement and local) segment of the car rental industry, and good earnings and cash flow generation. Although Enterprise operates primarily in the U.S. and focuses on off-airport rentals, it has surpassed Hertz (primarily on-airport rentals) as the largest global car rental company.

Unlike on-airport car rental companies, who return most of their cars to auto manufacturers under predetermined repurchase programs, Enterprise disposes of virtually all its vehicles on its own. This tends to put some pressure on its earnings in periods of weak used-car markets. However, in the past, Enterprise has demonstrated its ability to adjust its fleet to offset the negative effects of a weak used-car market by extending the average holding period and thereby reducing capital spending requirements. Enterprise's financial profile is the strongest in the industry. Our earnings and cash flow measures are very strong.

Enterprise's short-term rating is 'A-2', which reflects its good cash-generating ability and moderate financial policies, offset to some extent by significant capital expenditure requirements. Enterprise primarily relies on internally generated cash and lines of credit to meet liquidity requirements. It has a $1.5 billion unsecured revolving credit facility. This facility includes various financial covenants, including a minimum fixed-charge coverage ratio, maximum debt to net worth, and limits on restricted payments and secured borrowings. Enterprise is expected to remain in compliance with covenants.

Enterprise's capital spending, primarily for the purchase of new vehicles, is significant. We expect that internally generated cash, proceeds from vehicle sales, and the company's credit facilities will be sufficient to meet near to intermediate term capital spending plans. In addition, Enterprise has accessed the capital markets through the issuance of unsecured notes many times. With strong funds from operations and the proven ability to curtail capital spending, Enterprise should continue to have the ability to fund vehicle purchases and service debt.

As a privately held company, it is not Enterprise's practice to publicly distribute the consolidated financial statements. The statistics listed below should assist Lake City in judging the financial strength of Enterprise. Much of this information can also be found on the Company's website at enterprise.com.

• Company Revenue:	$13.0 Billion
• Total Fleet in all Business Segments:	1.1 Million
• Vehicles purchased per year:	650,000
• Rental Office Locations:	8400
• Fleet Management Office Locations:	58
• Remarketing Locations:	200
• Employees:	70,000
• ASE Accredited Maintenance Providers:	50,000

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Staffing capability

EXPERIENCE OF ACCOUNT TEAM

Enterprise is focused on exceeding customer expectations. Our vast resources are applied at the individual level to develop a unique transportation solution for each of our customers. This focus on the customer has earned Enterprise the JD Power & Associates award for Customer Satisfaction 8 of the last 9 years. Also, Enterprise ranked first in customer satisfaction in the rental car industry according to the 2007 Market Metrix Hospitality Index. Since 2002, Enterprise has led the industry in 21 out of 22 of the index's quarterly and annual rankings.

Lake City will be assigned to a "dedicated" Account Team. This team will be lead by the Account Executive, Account Manger, Customer Service Representative, and Vehicle Repair Coordinator. The team will also include the managers and staff members of our Remarketing Team, License and Renewal Team, Accounting Team, and Traffic Team. The goal of our local, dedicated Account Team is to be available to proactively manage every aspect of Lake City fleet needs—from making recommendations on the most cost effective vehicles, when the best time is to order or sell vehicles, monitoring the fleet to ensure efficiency…to helping with billing, accounting, and reporting needs.

- The Account Executive is responsible for all aspects of bringing on new business, both commercial and government. They are accountable for the initial setup, implementation and transition of new accounts.
- The Account Manager is the primary contact for setting up initial account structure and for the retention of the account thereafter. They are available to review the account on a quarterly basis to ensure that account is handled properly, and to make recommendations for increasing fleet efficiency.
- The Client Services Representative assists the Account Manager with the administrative functions. There duties include handling all billing and DMV questions, maintaining accurate account information as far as customer cost codes and driver names, and handling the day-to-day requests for your account.

Enterprise is committed to providing Lake City with highly qualified key employees to perform the proposed services for the duration of the contract, and guarantees that another highly qualified employee will fill each position.

Enterprise is committed to providing Lake City with highly qualified employees to fill each position listed during the course of this project. Below are the positions that make up your local account team.

• Group Sales Manager	John Toma	15YEARS
• Account Executive	Paul Hladun	9YEARS
• Account Manager	Christopher Lloyd	3YEARS
• Customer Service Representative	Louann Hodges	12YEARS
• Vehicle Remarketing	Brad Barnett	10YEARS
Corporate Government Support Staff		
• Area Vice President	David Ripes	20YEARS
• Corporate Marketing Manager	Amelia Heard	10YEARS

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Supportive client references

FIRM'S RELEVANT EXPERIENCE

In the interest of relevance and brevity only local examples of previous municipal project information is provided below. Further commercial or national project experience can be made available upon request.

City of St. Petersburg
One 4th Street North, 5th Floor
St. Petersburg, FL 33701

Lawanda Bodden
(727) 893-7225

Seminole Community College
100 Weldon Blvd
Sanford, FL 32773

Scott Roche
(407)-328-2174

Pasco County Sheriff's Office
8700 Citizen Drive
New Port Richey, FL 34654

Roger Cochrell
(727)-834-3237

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Profile of the Individual Firm

Founded in 1957, Enterprise Fleet Management, is a division of Enterprise Holdings, the largest rental car company in North America, and through our Enterprise, Alamo and National brands, operates in six countries with more than 941,000 rental cars, 191,000 vehicles in fleet management (leasing), 77,000+ employees and 8,400+ locations, including facilities servicing more than 240 airport locations. In addition, Enterprise Rent-A-Car Company has been profitable and increased its revenue every year since it was founded in 1957. The Company's revenue in fiscal year 2009 surpassed $13 billion.

Through the value of our relationships with local dealerships and the vehicle manufacturers, Enterprise has resources and expertise to leverage our buying of vehicles, while maximizing the resale of our disposals through a nationwide network of more than 200 remarketing locations. Our 800 remarketing professionals consistently develop new outlets to successfully minimize the lifecycle cost of our customer's vehicles. In addition to our acquisition and disposal capacity, Enterprise also partners with over 90,000 ASE accredited maintenance providers nationwide to further lower fleet expenses for our customers.

With the recent push for businesses and government agencies to go "green," we have helped many entities achieve this goal. By operating a newer fleet of vehicles, an immediate impact of carbon offsets and better fuel economy is recognized. Enterprise has access to any make and model offered because of its private ownership—both domestic and import vehicles. Enterprise operates the largest fleet of fuel efficient vehicles with more than 400,000, getting at least 28 MPG. Recently, a carbon-offset program has been added to the rental fleet allowing customers to match Enterprise donations for carbon-offsets. For our 50th anniversary in business, Enterprise donated 50 million trees to the National Arbor Day Foundation. More news of Enterprise's environmental platform can be found at http://keystogreen.com

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QUALITY ASSURANCE

- The Enterprise Service Quality index (ESQi) is a standard we live by. Our customer service evaluation, which is conducted by Westgate Research (a third party company that conducts our telephone surveys daily), measures customer satisfaction from the branch level up through area, regional, group and national levels on a monthly basis. Our investment to measure renter satisfaction exceeds $4,000,000 annually.

- ESQi scoring illustrates 3-month, 6-month and 12-month rolling averages monthly so our field operations can monitor customer service trends very closely. Each individual market operations' scores are highlighted monthly on the Enterprise Income/Profit Statement, distributed to all of the Officers within the company.

- All Enterprise employees are held to this ESQi standard. Promotions, pay raises and company recognition revolve around employee ESQi performance. In fact, employee promotion eligibility to any of the 12,000 plus managerial positions within our company requires candidates meet or exceed the corporate renter service index average.

- Such top-of-mind awareness, focus and performance-based career recognition and advancement clearly define the spirit of our employees, our company and our brand of service. It is these characteristics that distinguish Enterprise from its peer competitors, and drives our company collectively to push the limits of exceeding ESQi benchmarks year-to-year.

- Our company culture empowers individual managers to run his or her business as their own and for even new employees to make critical service decisions that create long-term customer loyalty. The management above them has come from the same culture and helps in nurturing great customer service and that is why we adhere to hiring/promoting from within.

- Enterprise believes in the philosophy of decentralized management and local problem solving. Our Managers and Area Managers are empowered to make decisions on the local level that are beneficial to our partners in that market. Our managers have a vested interest in making the business partnership with your local Government agencies.

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IMPACT TO THE STATE OF FLORIDA

- Vehicles purchased per year in excess of; 70,000
  (These units support hundreds of dealerships, service facilities,
  Body shops, insurance appraisers, tow companies,
  Storage facilities, etc)
- Annual registration expenditures to license our fleet in excess of $15,000,000
- Surcharge income at $2.00/day for rentals annually $ 60,000

LOCAL STRUCTURE

Enterprise has a decentralized business structure which enables us to react to and support different regional marketplaces. Each Regional Manager is given the authority and resources to develop business strategies and practices to best serve the needs of customers in their marketplace. Below, please find a brief description of the local organizational structure for the State of Florida.

- Established 1975
- Vehicles leased or under management: 96,581
- Rental Office Locations: 428
- Fleet Management Office Locations: 4
- Employees: 4,612
- Maintenance facilities within the State of Florida: 2,689

ACCOLADES & AWARDS

- 2009-10 Nominee for the American Society for Public Administration (Los Angeles Metro Chapter), Henry Reining Outstanding Organization Award:
  This award is presented to an organization whose accomplishments have significantly contributed to good government or improved quality of life in the Los Angeles Metropolitan.
- Mississippi's Institution of Higher Learning Finance & Administration Best Practice Competition- Awarded 2nd Place for Innovative Partnership with Jackson State University
- Enterprise Holdings Foundation Donations (Aug 2008-July2009) $264,800
  (Charitable donations support employee and customers
  Not for profit interests)
- United Way Campaign (Oct 2009) $653,469
- United Way Summit Award winner (April 2009)

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Detailed description of the fleet management services

OPEN-ENDED (EQUITY) LEASE STRUCTURE

In trying economic times, municipalities commonly find it difficult, sometimes impossible, to fund a healthy vehicle lifecycle. Many of these organizations turn to a bridge funding mechanism to facilitate their necessary vehicle replacements.

Enterprise Fleet Management features an Open-Ended Leasing product characterized by:

- Improved cash flow
- No mileage restrictions and wear and tear charges
- Flexible financing options (off balance sheet financing available)
- Customized terms for use and type of vehicle
- Retention of ownership rights

Where normally a vehicle would be purchased outright from the capital budget and kept in fleet until a specified time when it was sold, the Open-Ended Lease allows for funding of only the portion of the vehicle used. This approach allows municipalities to pay the minimum value for the use of the vehicle on a monthly basis, improving cash flow.

The mechanics of this lease involves financing the difference between the vehicle's purchase price and a conservative Reduced Book Value (RBV) which is based upon the anticipated market value considering the vehicles age and application.

Options at completion of lease term:

- Enterprise can renew your vehicles with new models and apply any gains to the replacement vehicle
- Lake City can extend the term of the lease or go month to month at the same monthly payment
- Lake City can purchase the vehicle at the Reduced Book Value
- Lake City can provide a third party buyer (subject to Florida State law requirements)

Upon vehicle turn in at lease term:

- Vehicles will be checked in by Enterprise remarketing employee
- Vehicles will checked in with a written report
- Enterprise will communicate within 4 weeks to the City on the minimum market value of vehicles based on two offers or bids

Enterprise Fleet Management can sell the aged vehicles in a process which accommodates Lake City competitive process. Gains are defined as the difference between the resale proceeds from our remarketing efforts & the open market sale and the Residual Book Value. *There are no mileage charges or excessive wear and tear charges.*

At any time in the lease, the vehicle can be purchased back at the current Reduced Book Value without early termination penalties. As a result, re-sourcing is just as simple as outsourcing.

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MAINTENANCE PROGRAM

Enterprise can fulfill Lake City's maintenance requirements in this RFP through our Full Maintenance Program, which guarantees the maintenance costs are covered, regardless of the repairs needed to maintain your vehicle during the term. Lake City's is protected through a budgeted, inflation-proof maintenance agreement for the duration of your lease, up to 7 years or 100,000 miles.

The Full Maintenance Program is a fixed and guaranteed program that covers all preventative and unscheduled mechanical repairs. Any repairs resulting from abuse or neglect will not be covered under the Full Maintenance Program. The rates are predetermined for any and all vehicle maintenance services and any parts and labor negotiations are handled between Enterprise and the corresponding repair shop.

Enterprise has submitted Full Maintenance rates to include factory recommended brakes and tires, and loaner vehicles as required by this RFP. All repairs are coordinated through Enterprise using the support of a local network of repair facilities. This reduces Lake City's time on fleet repairs because estimates for repair time and costs are eliminated. As downtime is reduced, employee productivity increases.

The Maintenance process is controlled by an Enterprise team of ASE certified technicians. Here is an overview of the department's experience:

- 51 Service Advisors with over 300 years of fleet experience
- ASE Certifications:
  - 640 Individual Certificates
  - 27 Master Auto
  - 13 Double Master (Auto & MD)
  - Average 11 certifications per technician
  - Because of strong participation in the ASE program, Enterprise has been named a Blue Seal of Excellence Facility eleven years in a row.

All shops must carry $1M liability insurance coverage for protection of vehicles on premises. With 90,000 shops on the Enterprise network nationwide, we can leverage our size to best serve Lake City in a timely manner. Our ASE mechanic team has the ability to ship hard to find parts to shops servicing Lake City vehicles, which help eliminate downtime.

Enterprise's maintenance program does not limit or void any warranties given by the manufacturers. Enterprise is not tied directly to any one vendor. The Full Maintenance program works in conjunction with these warranties to fix and guarantee all preventative and unscheduled repair work up to 100,000 miles.

Within our network of vendors, the following are provided:

- Vendors that have diagnostic equipment
- Dealers that can perform warranty repair work
- Local vendors that stock parts
- Vendors that hire ASE certified technicians
- Vendors that carry parts in stock (delivery times may vary by vendor)
- Vendors that carry a wide variety of products to accommodate your fleet needs
- Certain vendors that can accommodate Pick up and Delivery services

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MAINTENANCE PROGRAM (CONTINUED)

Roadside assistance is available 24-hours a day, 7 days a week--which includes towing, emergency roadside service, lock-out service, and fuel delivery--at no additional cost to Lake City

Hours of coverage -- Monday through Friday: 5AM to 7PM
Saturday: 5AM to 2PM
After-hours service handled by AAA and Fleetnet, 24/7/365 days

The convenience of our Full Maintenance program is unmatched due to the number of maintenance shops available. All vehicle maintenance and repairs, preventative and unscheduled, are approved under our program reducing any phone calls or downtime associated with receiving approval on a PO or billing. Also, consolidated billing for the lease, maintenance, and insurance will reduce the number of outgoing PO from Lake City Accounts Payable department.

With Enterprise handling the maintenance process—from providing proactive service reminders to the convenience of our available shops— Lake City will save soft dollar costs, which will reduce the amount of employee time spent on repairs and maintenance, thus, minimizing down time. Also, being on a shorter lifecycle and consistently maintaining the vehicles will prevent larger ticket items from occurring, which allows Lake City' employees to spend less time on maintenance issues and more time on productivity.

Lake City may choose to use Enterprise's website to disperse an email service reminder to assigned drivers or designated contacts within Lake City. Also, Enterprise provides a complete snapshot of the entire fleet of vehicles each month with corresponding information about their upcoming service dates.

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RISK MANAGEMENT PROGRAM

RISK MANAGEMENT—LIABILITY AND PHYSICAL DAMAGE PROGRAMS

Enterprise can provide Liability and Physical Damage for the leased vehicles. Liability rates are specific to liability history (loss runs) and application, and Enterprise can provide a quote upon receipt of the required information. Physical Damage Rates are included in our proposal submission.

The Liability and Physical Damage Program is designed to minimize Lake City's losses and facilitate the process of getting the fleet vehicles back on the road. With one phone call, the towing, bodywork, loaner car, subrogation, and reporting will all be handled by our Loss Control Team.

- One-Call Service: Eliminates the hassle of arranging towing, getting multiple repair estimates, pursuing the other insurance company, dealing with being pursued, and arranging for rental vehicles. In the event of an accident, Lake City only makes one call to Enterprise. After taking a brief accident report, Enterprise will take over any and all details involved in handling the claim and get the vehicle repaired quickly! **Enterprise will also handle and administer all under deductible claims, minimizing time spent by Lake City staff.** In addition, Enterprise will report the liability claim, if applicable. The benefit to Lake City is convenience—there is only one phone number for Maintenance and Insurance.

- Discounted Parts and Labor Pricing: Reduction of out-of-pocket expenses can save Lake City's money and lower its loss ratios. When the vehicle is repaired at an approved facility, physical damage claims are documented at our Enterprise reduced rates, which improves Lake City's loss history. Our shops work to minimize downtime while vehicles are in repair.

- Monthly Billing with No Interest Cost: Reduces costs and increases cash flow. Fees are paid monthly, along with vehicle payments. There are no large cash deposits upfront nor any interest assessed on the unpaid portion.

- Strong Commitment to Quality Repair: Poor work can affect resale value. Our shops guarantee their work, and any problems are fixed free of charge.

- Consolidated Billing: No additional check writing or administration time is required. Any expenses appear on the regular monthly billing statement.

- Total Losses Handled: No financial exposure to the book value exceeding the market value of the vehicle. Aggressive subrogation to collect from "at fault" parties.

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VEHICLE RESALE PROCESS (LEASED AND CURRENLTY OWNED)

VEHICLE DISPOSAL – Turning Vehicles in at the End of the Lease Term

Enterprise maximizes the resale of our disposals through a nationwide network of more than 200 remarketing locations. Our 800 remarketing professionals consistently develop new outlets to successfully minimize the lifecycle cost of our customer's vehicles. Enterprise disposes of vehicle by:

- Utilizing a multi-channel approach to maximize our sales efforts
- Not relying on any one channel to dispose of our vehicles
- Constantly evaluating each channel to better understand the best place to sell our vehicles

Enterprise uses the following channels to sell our vehicles:

- Internal Sales through re-leasing to other Fleet Management customers and Referral Car Sales Department
- Direct Dealer Marketing by hand selling to Franchised Dealers and Independent Dealers
- Some Auctions—live sales and Internet only sales (nationwide and Canada)

Enterprise's value proposition on resale of vehicles sets us apart from our competitors

- Market Knowledge
- Over 200 Remarketing locations nationwide
- Nationwide network of 800+ Remarketers
- Annual vehicle sales of 800,000+
- Flexibility to choose our sales channel: (direct dealer marketing (hand selling) / On-line sales / auctions etc...)
- Local sales experts with 40+ years of experience
- Fast and efficient disposal process
- Consistently out perform market averages (BB, CVI and KBB.com)
- A company committed to the disposal process because we have to sell all of our vehicles as well

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SAMPLE DOCUMENT (ESTIMATED WHOLESALE VALUE REPORT)

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Enterprise Fleet Management

Estimated Wholesale Value Report

Prepared For: ***Date:*** 2 /26/2010

Central City

Enterprise Fleet Management has determined the Estimated Wholesale Value of the above vehicle in an effort to help maximize our disposal opportunities and improve the resale process and proceeds through aggressive marketing.

The Estimated Wholesale Value is developed by reviewing the vehicle condition, the current auto resale market and a review of actual sales experience for vehicles with similar miles and condition.

Year	Make	Model	VIN	Mileage
2006	Ford	F-150		102,390

Reduced Book Value
(if vehicle is owned by Enterprise)
$0.00

Estimated Value Range
From: $2,900.00 **To:** $3,600.00

Value(s) good until: ***2/4/2010***

Year	Make	Model	VIN	Mileage
2003	Ford	F-150		85,000

Reduced Book Value
(if vehicle is owned by Enterprise)
$0.00

Estimated Value Range
From: $9,000.00 **To:** $9,500.00

Value(s) good until: ***2/4/2010***

Year	Make	Model	VIN	Mileage
2004	Chevrolet	Silverado 1500		206,440

Reduced Book Value
(if vehicle is owned by Enterprise)
$0.00

Estimated Value Range
From: $3,900.00 **To:** $4,500.00

Value(s) good until: ***2/4/2010***

Year	Make	Model	VIN	Mileage
2002	Ford	F-350		140,456

Reduced Book Value
(if vehicle is owned by Enterprise)
$0.00

Estimated Value Range
From: $1,400.00 **To:** $2,100.00

Value(s) good until: ***2/4/2010***

Year	Make	Model	VIN	Mileage
2002	Ford	F-350		160,329

Reduced Book Value
(if vehicle is owned by Enterprise)

Estimated Value Range
From: $1,100.00 **To:** $1,900.00

Value(s) good until: ***2/4/2010***

Year	Make	Model	VIN	Mileage
2002	Ford	F-350		176,000

Reduced Book Value
(if vehicle is owned by Enterprise)

Estimated Value Range
From: $1,000.00 **To:** $1,700.00

Value(s) good until: ***2/4/2010***

A $350 Service Charge will be taken out of the net sale price of the vehicle unless the vehicle is sold for less than $500. In that situation a flat 10% will be collected of the net sales price of the vehicle.

The Estimated Wholesale Value is not a final and binding value, Enterprise will make efforts to maximize the sale price. The final sale price will be reflective of the vehicle value and current market conditions.

If this Estimated Wholesale Value has been provided for a vehicle not yet in Enterprises possession the value of the vehicle may be significantly impacted depending on condition and mileage.

Enterprise will begin the disposal process of this vehicle in the next 3 business days unless otherwise directed by you. If you choose to dispose of the vehicle through other means the vehicle lease will be reactivated for billing and the vehicle must be picked up from the Enterprise location within 5 business days. If you have any questions regarding this report please contact the Enterprise employee below.

Paul Hladun

Phone (904) 264-4361 Email: Paul.W.Hladun@erac.com

Enterprise appreciates the opportunity to assist you in the management of your fleet!

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Equity Analysis
On
Recommended City's replacement vehicles for 2010

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City of Lake City

Estimated values on recommended replacement vehicles

Vehicle Type	Year	Make	Model	Current Odometer	Est. Price
1/2 Ton Pickup Reg 4x2	1991	Chevy	1500	85295	$ 900.00
1/2 Ton Pickup Reg 4x2	1998	Chevy	C1500	144969	$ 1,200.00
1/2 Ton Pickup Reg 4x2	2001	Chevy	C1500	123091	$ 2,500.00
1/2 Ton Pickup Quad 4x2	1998	Chevy	Crew Cab	85000	$ 2,500.00
1 Ton Pickup Quad 4x2	1998	Chevy	Crew Cab Truck	91524	$ 2,300.00
1/2 Ton Pickup Ext 4x2	1991	Chevy	Ext Cab Truck	67960	$ 1,900.00
Compact Pickup Reg 4x2	1989	Chevy	S10	98821	$ 500.00
Compact Pickup Reg 4x2	1997	Chevy	S10	72482	$ 1,900.00
1/2 Ton Pickup Reg 4x2	1997	Chevy	Silverado	149561	$ 1,000.00
1/2 Ton Pickup Reg 4x2	1997	Chevy	Silverado	68976	$ 1,800.00
1/2 Ton Pickup Reg 4x2	1996	Dodge	1500	175251	$ 500.00
1/2 Ton Pickup Quad 4x2	1996	Dodge	1500 Club Cab	100000	$ 1,000.00
Full-size Van-Passenger	1997	Dodge	B3500 Maxi Wagon/Girl's Club	47176	$ 1,800.00
1/2 Ton Pickup Reg 4x2	1988	Dodge	Ram	100000	$ 1,000.00
Minivan-Passenger	1998	Dodge	Van	127967	$ 300.00
1/2 Ton Pickup Reg 4x2	1993	Ford	1/2 P/up	142468	$ 700.00
3/4 Ton Pickup Ext 4x4	1990	Ford	4x4	76301	$ 1,500.00
Med Duty Cab Chassis	1997	Ford	Crown Victoria	112000	$ 800.00
1/2 Ton Pickup Reg 4x2	1991	Ford	F150	58000	$ 1,500.00
1/2 Ton Pickup Reg 4x2	1992	Ford	F150	194470	$ 500.00
1/2 Ton Pickup Reg 4x2	1995	Ford	F150	139675	$ 700.00
1/2 Ton Pickup Reg 4x2	1995	Ford	F150	88444	$ 1,500.00
1/2 Ton Pickup Reg 4x2	1995	Ford	F150	151241	$ 500.00
1/2 Ton Pickup Reg 4x2	2003	Ford	F150	121887	$ 2,500.00
1/2 Ton Pickup Reg 4x2	1995	Ford	F150 Utility Truck	84542	$ 1,100.00
3/4 Ton Pickup Quad 4x2	1992	Ford	F250	86940	$ 1,000.00
3/4 Ton Pickup Reg 4x2	1998	Ford	F250	64392	$ 1,500.00
3/4 Ton Pickup Ext 4x2	1999	Ford	F250	170990	$ 500.00
1 Ton Pickup Reg 4x2	1995	Ford	F350	135019	$ 700.00
1 Ton Pickup Reg 4x2	1995	Ford	F350	71572	$ 1,200.00
1 Ton Cab Chassis	1990	Ford	F350 Flatbed	78922	$ 1,000.00
Compact Pickup Reg 4x2	1993	Ford	P/up	100481	$ 500.00
Compact Pickup Reg 4x2	1992	Ford	Ranger	100000	$ 500.00
3/4 Ton Pickup Ext 4x2	1989	Ford		67929	$ 1,100.00
Mid Size SUV 4x2	1996	Jeep	Cherokee	94645	$ 1,000.00
Compact Sedan	1994	Pontiac	SunBird	100000	$ 200.00
				Estimated Total Value	$ 41,600.00

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GENERAL DESCRIPTION OF THE INDIVIDUAL FIRM'S FINANCIAL CONDITION

FINANCIAL STABILITY

Our company's financial strength and stability are unmatched in our industry, thanks to a conservative and disciplined long-term approach to managing our business. For more than 50 years, our owners, the Taylor family, have put more than 80 percent of the company's cumulative earnings right back into our privately held business – into building our operations, serving our customers and creating opportunities for our people.

It's an approach that has earned us by far the strongest balance sheet in our industry. This stable financial footing is a distinct competitive advantage.

Managing our business for the long term reaches well beyond strictly financial matters to virtually every aspect of our company. Our philosophy is that business is a marathon, not a 100-yard dash. We approach new opportunities conservatively, always placing a higher value on the long-term impact on our business than on the potential for short-term gain. And it's not just senior management's job; this approach plays out everyday across our company in the care and discipline our local teams bring to using their resources and managing operations.

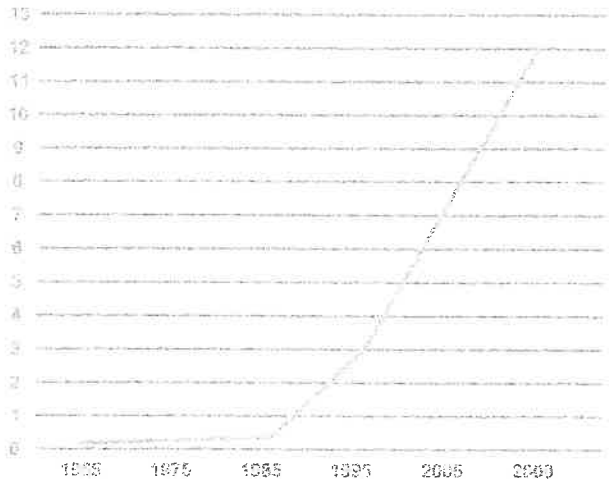
- There are no current conditions that would prevent Enterprise Fleet management from fulfilling the contract with the City of Lake City

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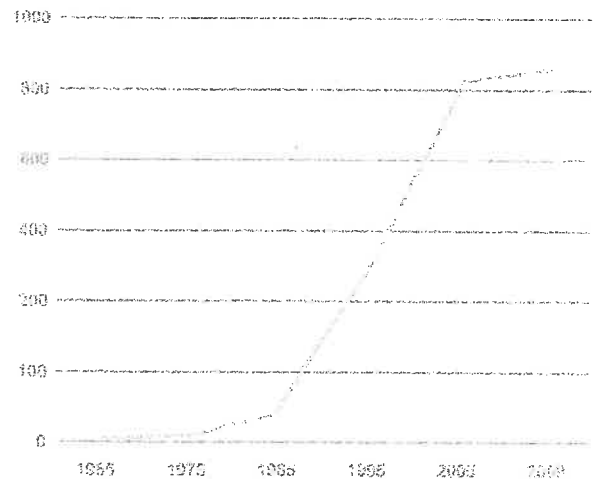
Corporate Graphs (Financial Stability)

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Revenue IN BILLIONS



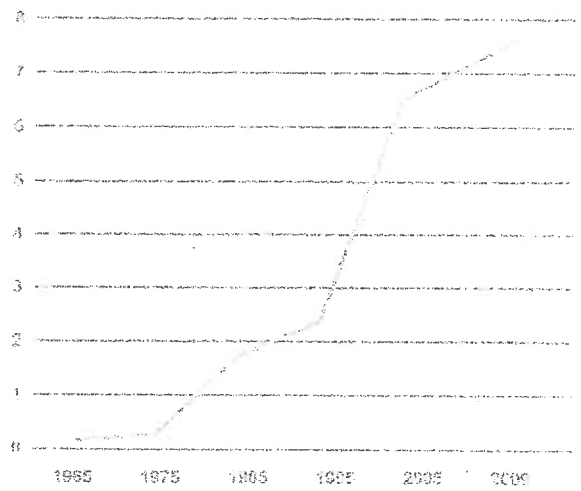
Total Rental Units IN THOUSANDS



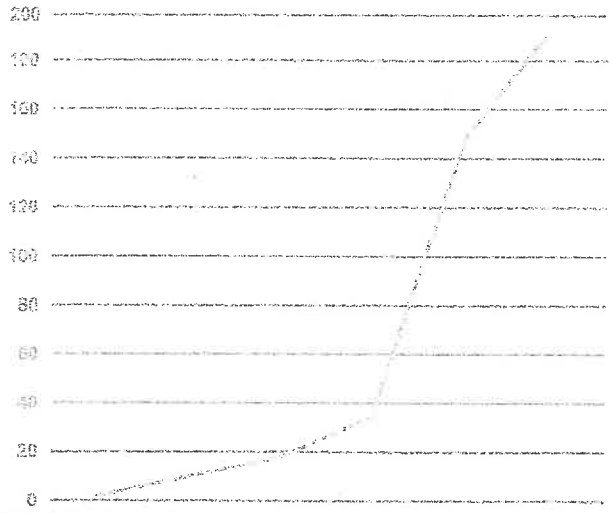
ENTERPRISE HOLDINGS

OPPORTUNITY. GROWTH. SUCCESS.

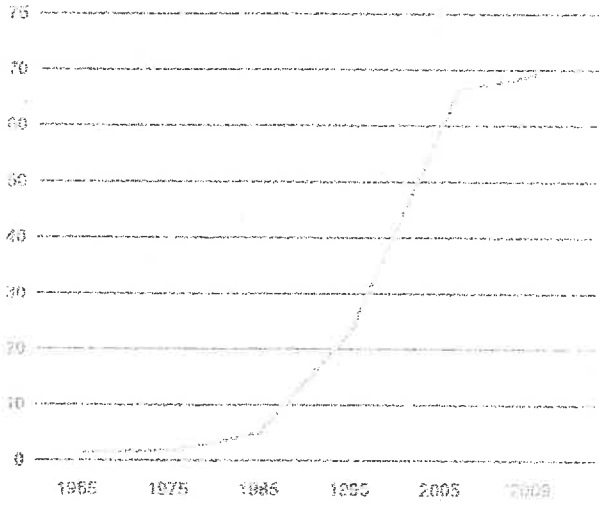
Locations IN THOUSANDS



Lease Units IN THOUSANDS



Employees IN THOUSANDS



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DESCRIPTION OF FIRM'S EXPERIRNCE IN PERFORMING LIKE SERVCIES

Refer to Technical Proposal

- Qualifications
  - Supportive client references for 3 case studies

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Identified Subcontractors (maintenance facilities) within City limits

Our local shop network consists of relationships with large national accounts, local dealerships, and "mom and pop" shops. Enterprise works closely with our maintenance shops to provide our customers with exceptional customer service. Please see below for a list of Enterprise Maintenance Partnerships in Lake City

Shop Name	Address	City
Car-X Performance	162 SW Pine Mount RD	Lake City
Eddie Accardi Chevrolet	4316 W US HWY 90	Lake City
Jiffy Lube	1896 HWY 90 W	Lake City
Ronsonet Buick-GMC	810 E Duval St	Lake City
Roundtree Ford	2588 US HWY 90 W	Lake City
Sunbelt Chrysler	6703 W HWY 90	Lake City
Swift Lube	417 Southwest Knox St	Lake City
Tire Kingdom	2829 W HWY 90	Lake City
Tire Mart	2700 US 90 W	Lake City
Tom Nehl truck Company	3801 E HWY 90	Lake City

*2,667 Statewide approved maintenance facilities

50th ANNIVERSARY 50 ENTERPRISE

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Work Plan

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ENTERPRISE FLEET MANAGEMENT EXECUTIVE SUMMARY OF SERVICES

- Nationally Enterprise Fleet Management has over 190,000 vehicles on lease with an additional 50,000 under management. When combined with our sister division, Enterprise Rent-A-Car, that number exceeds 1,100,000. **Our volume makes us one of the largest purchasers of vehicles in the country, so Lake City will share our economies of scale.**

- **As an independent, privately-owned company, Enterprise is not tied to any one manufacturer.** We deal with all of them, both domestic and foreign.

- Enterprise is your **complete transportation services specialist**. With divisions in Fleet Management, Rent-A-Car, Commercial Truck Rental, Rideshare, and Car Sales, Enterprise is capable of servicing all your transportation needs under one company. For example, Enterprise can set up a corporate rent-a-car program for Lake City employees for business use.

- Enterprise provides our customers with **fleet management services that address all fleet holding costs**—from acquisition to disposal, including maintenance, fuel, insurance, registration and reporting. What this means is that Lake City will receive constant evaluation of your holding costs to assure minimal operating expenses.

- Lake City will have a **dedicated, local Account Team to proactively manage and develop your fleet while delivering the highest level of customer service to facilitate your day-to-day needs.**

- **Vehicle delivery is included in our program**. Enterprise will also coordinate any aftermarket up fitting with service bodies, signage, radios, shelving, etc. prior to delivery at no additional cost.

- Enterprise will handle all licensing and registration of vehicles leased to Lake City with exempt ("E") license plates at no additional cost.

- Enterprise will provide **monthly management reports consisting of a single invoice of all charges--lease, maintenance, and insurance**. These reports may also be viewed **on-line for immediate access**.

- Enterprise's Full Maintenance program will handle all factory-recommended preventive maintenance services as per the schedule prescribed by the original equipment manufacturer (oil changes, tune-ups, etc.) as well as all incidentals and parts required for preventative maintenance (fluids, belts, hoses, etc.), including wheel alignments; and all unscheduled and common repairs (engines, transmissions, battery, etc). The cost of the program is fixed, budgeted, and inflation proof, which can **significantly reduce overall maintenance expenses**. It also includes 24 hours a day/7 days a week emergency roadside assistance—**reducing administrative effort and downtime**.

- Enterprise partners with over 90,000 ASE accredited maintenance providers nationwide, which allows us to pass along cost savings and provide convenience to Lake City.

- Enterprise offers Liability and Physical Damage Coverage to assist with subrogation of accident related repairs. The benefit to Lake City is the **gap coverage available as well as convenience of using our network of auto body repair facilities**.

- Enterprise can handle the complete disposal transaction, including picking up the vehicle and disposing of it anywhere in the U.S. Lake City can obtain **advice and assistance from Enterprise on vehicle and equipment selection resulting in better resale and lower per-mile cost**.

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IMPLEMENTATION & CONTRACT MANAGEMENT

Please note that this is a proposed Work Plan / Timeline based on previous experience with other municipalities. Our strategies are designed to evolve specifically to the needs of our customers.

1. **City to select a successful bidder by April 19, 2010 and finalize a negotiated agreement within 30 days thereafter**

2. **Post-Award**
   - Finalize contracts and paperwork
   - Define lease structures and vehicle specifications
   - Determine appropriate services needed
   - Process and submit orders for vehicles and services
   - Negotiate phase-in plan
   - Specify city vehicles that will be eligible for surplus

3. **Implementation Meeting**
   - Introduction of Account Team
   - Define vehicle logistics (delivery, locations, registration requirements, etc)
   - Discuss supporting documents needed for internal implementation

4. **Provide vehicle order status and delivery estimates** (1-2 months after orders placed)

5. **Prior to delivery of vehicle**:
   - Coordinate registration of vehicle
   - Arrange for installation of additional equipment (as needed)
   - Coordinate delivery and/or pickup of vehicle

6. **Post Delivery Meeting(s)**
   - Delivery Feedback
   - Review billing & online resources
   - Driver / Contact training regarding products and services

7. **Fleet Review Meeting**
   - Review Fleet Activity (vehicle disposals, acquisitions, etc…)
   - Evaluate vehicle: mileage patterns, application, and utilization.
   - Discuss progress and use of fleet programs
   - Provide updated fleet review and order recommendations
   - Assist in disposal or logistics of current vehicle (additional cost) where appropriate

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Completed Lease and potential Additional services pricing forms

And

Itemized rate schedule for lease expenses per vehicle and specifications of proposed vehicles

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enterprise fleet management

City of Lake City, Florida

Fleet Profile

Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage
Compact Pickup Reg 4x2	6	15.7	5,500
1/2 Ton Pickup Reg 4x2	48	10.6	8,000
1/2 Ton Pickup Ext 4x2	2	15.3	6,000
1/2 Ton Pickup Quad 4x2	2	9.7	6,000
3/4 Ton Pickup Reg 4x2	4	8.5	6,500
3/4 Ton Pickup Ext 4x2	5	11.2	9,000
3/4 Ton Pickup Quad 4x2	3	12.6	6,500
1 Ton Pickup Reg 4x2	2	14.8	7,000
1 Ton Pickup Ext 4x2	7	11.6	6,000
1/2 Ton Van Cargo	1	7.8	3,500
1 Ton Van Cargo	1	19.6	
Minivan-Passenger			
Full-size Van-Passenger	2	11.2	4,500
Compact Sedan	1	16.0	
Full-size Sedan	1	13.2	8,500
Mid Size SUV 4x2	2	8.5	4,000
Full Size SUV 4x2	1	7.6	11,000
Med Duty Cab Chassis	14	8.1	8,000
	2		
	2		
Totals/Averages	106	10.5	6,500

Fleet Replacement Schedule

2010	2011	2012	2013	2014	Under-Utilized
3	1				2
19	2	6	8	7	6
1	1				
			1		1
1		2		1	
2		3			
			2		1
2					
3			2	1	1
		1			
					1
1		1			
					1
1					
	1		1		
		1			
3	2	1	2	2	4
36	7	15	16	11	17

Replacement Criteria:

* Fiscal Year 2010 = Model Year 1998 and older, or odometer over 120,000
* Fiscal Year 2011 = Model Year 2000 and older, or odometer over 113,500
* Fiscal Year 2012 = Model Year 2003 and older, or odometer over 107,000
* Fiscal Year 2013 = Model Year 2005 and older, or odometer over 100,500
* Fiscal Year 2014 = Remaining Vehicles
* Underutilized = Annual Mileage less than 2,500

- **The phased in fleet replacement plan captures all vehicles provided in the fleet list except the larger, medium duty vehicles. Enterprise can provide a plan and pricing for these vehicles but more information is required in order to do so.**

- **Vehicle replacements are forecasted by using the provided odometer reading and age for each existing vehicle. The current odometer was also used to arrive at an annual mileage pattern which was then averaged by class.**

- **Our analysis shows a significant replacement for the first year is prudent. There are advantages and disadvantages to speeding up fleet replacements. We look forward to reviewing this plan with the City to develop the most operationally sound and cost effective course of action.**

- **With the information provided in the RFP, Enterprise believes there is an opportunity to reduce the City's fleet size by reducing the age of the fleet. There are approximately seventeen vehicles in the fleet currently that should undergo a needs analysis.**

City of Lake City, Florida

Fleet Profile

Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage
Compact Pickup Reg 4x2	6	15.7	5,500
1/2 Ton Pickup Reg 4x2	48	10.6	8,000
1/2 Ton Pickup Ext 4x2	2	15.3	6,000
1/2 Ton Pickup Quad 4x2	2	9.7	6,000
3/4 Ton Pickup Reg 4x2	4	8.5	6,500
3/4 Ton Pickup Ext 4x2	5	11.2	9,000
3/4 Ton Pickup Quad 4x2	3	12.9	6,500
1 Ton Pickup Reg 4x2	2	14.8	7,000
1 Ton Pickup Ext 4x2	7	11.9	6,000
1/2 Ton Van Cargo	1	7.8	3,500
1 Ton Van Cargo	1	19.8	
Minivan-Passenger			
Full-size Van-Passenger	2	11.2	4,500
Compact Sedan	1	16.0	
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Mid Size SUV 4x2	2	8.5	4,000
Full Size SUV 4x2	1	7.6	11,000
Med Duty Cab Chassis	14	8.1	8,000
	2		
	2		
Totals/Averages	106	10.5	6,500

Fleet Replacement Schedule

2010	2011	2012	2013	2014	Under-Utilized
3	1				2
19	2	6	8	7	6
1	1				
			1		1
1		2		1	
2		3			
			2		1
2					
3			2	1	1
		1			
					1
1		1			
					1
1					
	1		1		
		1			
3	2	1	2	2	4
36	7	15	16	11	17

Replacement Criteria:

* **Fiscal Year 2010 = Model Year 1998 and older, or odometer over 120,000**
* **Fiscal Year 2011 = Model Year 2000 and older, or odometer over 113,500**
* **Fiscal Year 2012 = Model Year 2003 and older, or odometer over 107,000**
* **Fiscal Year 2013 = Model Year 2005 and older, or odometer over 100,500**
* **Fiscal Year 2014 = Remaining Vehicles**
* **Underutilized = Annual Mileage less than 2,500**

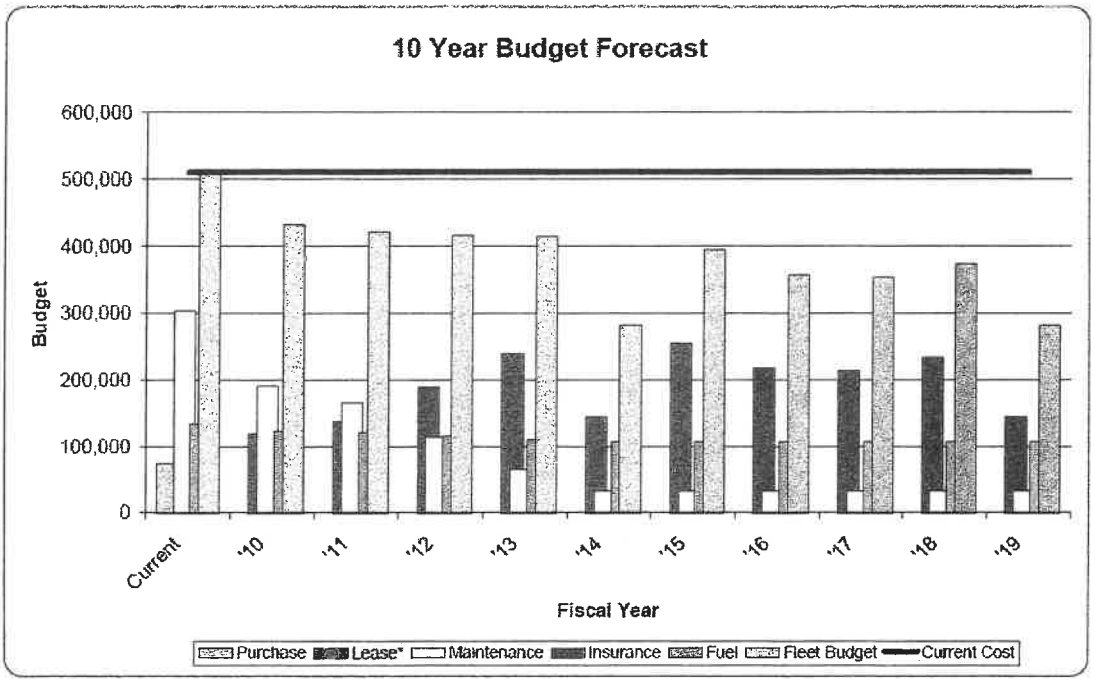
Enterprise Fleet Management Confidential

City of Lake City, Florida - Fleet Planning Analysis

enterprise fleet management

Current Fleet	84	Fleet Growth	-2.73%	Proposed Fleet	74	10 yr Savings
Current Cycle	21.00	Annual Miles	8,600	Proposed Cycle	5.00	$1,376,826
Current Maint.	$300.00	Insurance	$0.00	Proposed Maint.	$37.17	Long Term Avg. Savings
Fuel Info	-	MPG	11	Price/Gallon	$2.30	$158,357/yr
						31%

	Fleet Mix				Fleet Cost						Annual
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Maintenance	Insurance	Fuel	Fleet Budget	Savings
Current	84	4.0	84	0	74,609	0	302,400	0	133,065	510,074	0
'10	82	33	49	33	0	118,668	191,062	0	122,355	432,085	77,989
'11	79	5	41	38	0	136,039	164,459	0	120,264	420,762	89,312
'12	77	14	25	52	0	188,170	113,130	0	116,093	416,394	93,680
'13	75	13	10	65	0	238,802	64,989	0	110,001	413,792	96,282
'14	74	9	0	74	0	142,844	33,003	0	106,452	282,299	227,775
'15	74	33	0	74	0	254,254	33,003	0	106,452	393,710	116,364
'16	74	5	0	74	0	216,807	33,003	0	106,452	356,262	153,811
'17	74	14	0	74	0	213,681	33,003	0	106,452	353,136	156,937
'18	74	13	0	74	0	233,719	33,003	0	106,452	373,175	136,899
'19	74	9	0	74	0	142,844	33,003	0	106,452	282,299	227,774



* Lease Rates are conservative estimates

- **The costs associated with the phased in replacement schedule can be found in the above 10 year fleet planning analysis. Future replacement years do not reflect guaranteed pricing but use today's replacement costs as a benchmark. Future year replacements would be subject to normal economic pricing adjustments such as vehicle cost increases and changes in interest.**
- **The City's current maintenance cost is estimated based on the industry averages of similar municipal fleets.**

- **The vehicles not included in this analysis that were provided in the fleet list need to be discussed further before incorporating them into a cost model due to the wide range in costs. In addition, Enterprise would like to better understand the required vehicle specifications such as pickup beds and cabs to make the pricing more precise. For submission purposes, Enterprise included Air Conditioning, Automatic Transmissions for the vehicle classes**

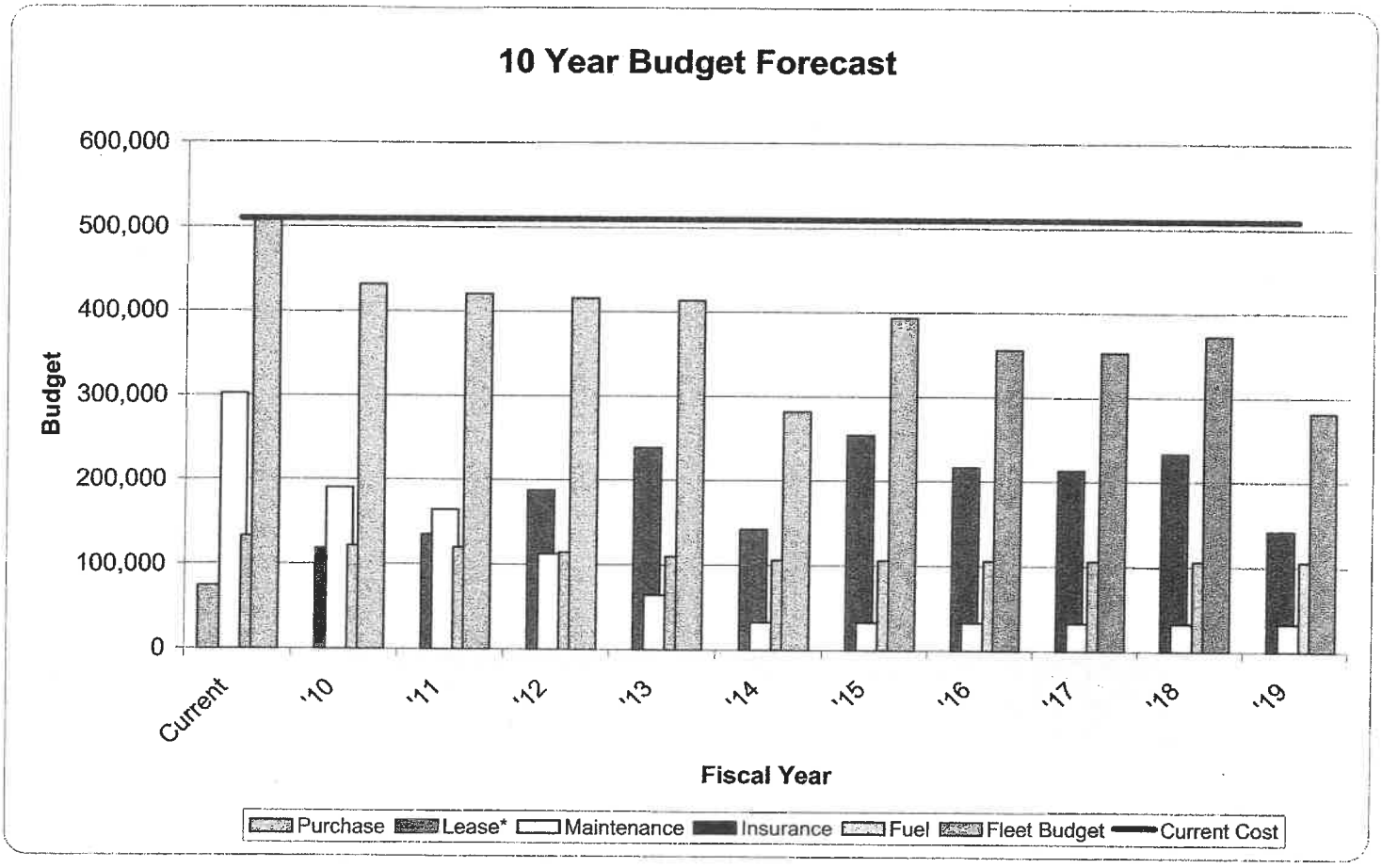
City of Lake City, Florida - Fleet Planning Analysis

enterprise fleet management

Current Fleet	84	Fleet Growth	-2.73%	Proposed Fleet	74
Current Cycle	*21.00*	Annual Miles	8,600	Proposed Cycle	5.00
Current Maint.	*$300.00*	Insurance	$0.00	Proposed Maint.	$37.17
Fuel Info	-	MPG	*11*	Price/Gallon	*$2.30*

10 yr Savings
$1,376,825
Long Term Avg. Savings
$158,357/yr
31%

	Fleet Mix				Fleet Cost						Annual
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Maintenance	Insurance	Fuel	Fleet Budget	Savings
Current	84	4.0	84	0	74,609	0	302,400	0	133,065	510,074	0
'10	82	33	49	33	0	118,668	191,062	0	122,355	432,085	77,989
'11	79	5	41	38	0	136,039	164,459	0	120,264	420,762	89,312
'12	77	14	25	52	0	188,170	113,130	0	115,093	416,394	93,680
'13	75	13	10	65	0	238,802	64,989	0	110,001	413,792	96,282
'14	74	9	0	74	0	142,844	33,003	0	106,452	282,299	227,775
'15	74	33	0	74	0	254,254	33,003	0	106,452	393,710	116,364
'16	74	5	0	74	0	216,807	33,003	0	106,452	356,262	153,811
'17	74	14	0	74	0	213,681	33,003	0	106,452	353,136	156,937
'18	74	13	0	74	0	233,719	33,003	0	106,452	373,175	136,899
'19	74	9	0	74	0	142,844	33,003	0	106,452	282,299	227,774



*** Lease Rates are conservative estimates**

City of Lake City Pricing

Vehicle Information				Contract		Lease Information					Extras		Totals
Year	Make	Model	(X) 4x4	Term	Annual Miles	Delivered Price	Depreciation %	Mo. Pmnt.	Disposal Fee	End of Term Balance	Full Mx Rate	Ins	Total Mo. Payment
2010	Ford	Ranger Regular Cab XL		60	12,000	$13,065.00	1.50%	$245.79	$350	1,306.50	46.25	N/A	$292.04
2010	Ford	F-150 Super Cab XL		60	12,000	$18,164.00	1.50%	$341.18	$350	1,816.40	48.62	N/A	$389.79
2011	Ford	F-250 Regular Cab XL		60	12,000	$18,459.00	1.50%	$346.69	$350	1,845.90	51.26	N/A	$397.95
2011	Ford	F-250 Super Cab XL		60	12,000	$20,271.00	1.50%	$380.59	$350	2,027.10	51.26	N/A	$431.85
2011	Ford	F-250 Super Cab 4WD XL	X	60	12,000	$24,272.00	1.50%	$455.44	$350	2,427.20	54.34	N/A	$509.77
2011	Ford	F-350 Regular Cab		60	12,000	$19,106.00	1.50%	$358.80	$350	1,910.60	51.26	N/A	$410.06
2011	Ford	F-350 Super Cab		60	12,000	$21,383.00	1.50%	$401.39	$350	2,138.30	51.26	N/A	$452.65
2010	Ford	E-150 Commercial Cargo Van		60	12,000	$16,654.00	1.50%	$312.93	$350	1,665.40	48.62	N/A	$361.54
2010	Ford	E-350 Super Duty Cargo Van		60	12,000	$19,791.00	1.50%	$371.61	$350	1,979.10	59.26	N/A	$430.87
2010	Dodge	Grand Caravan Passenger		60	12,000	$20,827.00	1.50%	$390.99	$350	2,082.70	48.62	N/A	$439.61
2010	Ford	Focus (4 Door)		60	12,000	$13,719.00	1.50%	$258.02	$350	1,371.90	46.25	N/A	$304.27
2010	Dodge	Charger (4 Door)		60	12,000	$18,194.00	1.50%	$341.74	$350	1,819.40	46.25	N/A	$387.99
2010	Ford	Explorer (4 Door)		60	12,000	$20,679.00	1.50%	$388.22	$350	2,067.90	48.62	N/A	$436.84
2010	Ford	Escape (4 Door)		60	12,000	$16,602.00	1.50%	$311.96	$350	1,660.20	46.25	N/A	$358.21

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Certification and/or acknowledgment forms required by the city

Confidential

Proposals are due by 3:00 PM, Thursday, March 18, 2010. Proposals received after that time will be returned to the sender unopened. Due to the irregularity of the mail, the City cautions Proposers to assure actual delivery of proposals prior to the deadline. Once opened, proposals become the property of the City and cannot be withdrawn.

SCOPE OF SERVICES

The City requires vehicles on a lease basis satisfying the specifications described in this section and may potentially require the additional services described in this section on an "as needed" basis. Proposers are expected to submit proposals that address all portions of this section. If a Proposer is unable to satisfy every element of this section but chooses to submit a proposal anyway, it must clearly identify the element(s) it is unable to satisfy and the reason it cannot meet the requirement. The City will review any exceptions taken but, at its sole discretion, may determine the proposal not responsive to the City's requirements and remove it from further consideration.

A. LEASE REQUIREMENTS

For evaluation purposes, the City is requiring all Contractors to use the following lease parameters. Upon award, the City will negotiate with the awarded vendor the appropriate lease parameters the City deems necessary for each individual vehicle leased.

The following represents the City's requirements for a lease:

- Five (5) year Open-Ended Lease with no mileage restrictions.
- Vehicles must be depreciated at 1.5% per month with a 10% Residual Book Value.
- Contractor must supply End of Term Balance at the end of the 60-month term.
- List all other applicable fees and charges.
- Maintenance as specified in "Scope of Maintenance" based on 5 years and 60,000 miles.
- Define reporting capabilities including monthly management reports, comprehensive invoicing, maintenance notification, and electronic capabilities.

B. SERVICE AND MAINTENANCE REQUIREMENTS

The City shall keep and maintain each vehicle in normal operating condition and be responsible for making sure all service, maintenance, and repair are performed to maintain the warranty. As the City deems necessary it may request maintenance services to be included on select leased vehicles.

Does your company provide a program in which the maintenance costs are billed back to the City as they occur?

YES XX NO _____

Does your company provide a program in which the maintenance costs are fixed and guaranteed during the life of the lease?

YES XXX NO _____

If yes to either of these questions please include the cost of program(s) in the pricing section and provide detail on program(s) including but not limited to:

- Location of facilities that will perform services
- Monitoring, tracking, and service needed notification capabilities / procedures
- Included and excluded items / coverage
- Compatibility with manufacture's warranty
- Qualification requirements for those performing work on leased vehicles

C. RISK MANAGEMENT / PHYSICAL DAMAGE REQUIREMENTS (Loss of, Theft, or Damage Coverage)

As THE CITY deems necessary it may request this service to be included in select instances.

Does your company provide this program: YES XXX NO _____

If yes please include the cost of this program in the pricing section and provide detail on your program including but not limited to:

- Deductibles
- Location(s) of service

D. DESCRIPTION/WORK STATEMENT

Project Organization and Management

The Contractor shall establish and maintain an appropriate organizational structure to enable local management of this contract. Documentation supporting the Contractor's ability to service the contract (including but not limited to office locations) should be included with the bid submission. All ordering will originate directly from the City.

Vehicle Quantities and Locations

The City fleet targeted to be satisfied by this lease contract consists of approximately up to one hundred and six (106) vehicles. **THIS IS A NON-GUARANTEED AMOUNT CONTRACT,** The City reserves the right to order any amount of leased vehicles and additional services it deems in the best interest of the City. Attached in a separate document is the list of the City fleet.

Vehicle Mileage and Term

The Contractor shall be able to support vehicle return and replacement as specified in the contract. The awarded Contractor may propose, and the City may consent to, a desired timeframe or mileage interval different than levels requested by the City, if such intervals provide advantages to the Contractor, the City, or both, such as lower lease prices due to better vehicle resale potential.

Vehicle Inspection

All vehicles leased under this contract shall be inspected, at which point vehicle inspection documentation will be provided indicating the general condition of the vehicle.

Condition of Leased Vehicles

Each vehicle furnished under this contract shall be of good quality and in safe operating condition. The City shall accept or reject the vehicles promptly after receipt. If the City determines that any vehicle is defective or unsafe at delivery, the City shall promptly inform the Contractor in writing.

DELIVERIES OR PERFORMANCE

Term of Contract and Period of Performance

This contract consists of a one (1) year period with four (4) 1-year option period(s). Vehicles ordered at any point under this contract are expected to remain in use for approximately 5 years. The Contractor's responsibilities under this contract and period of performance will cease when the last vehicle furnished under the contract has been returned to the Contractor, provided there are no remaining issues in dispute.

Ordering Periods

The ordering periods under this contract will extend as follows. Exact dates will be specified in the contract upon award.

* First Ordering Period - Date of award through model year
* Second Ordering Period - Expiration of First Ordering Period through one calendar year
* Third Ordering Period - Expiration of Second Ordering Period through one calendar year
* Fourth Ordering Period -Expiration of Third Ordering Period through one calendar year
* Fifth ordering Period - Expiration of Fourth Ordering Period through one calendar year

Option to Extend the Term of the Contract

The City may extend the term of this contract by written notice to the Contractor within 60 days prior to the expiration of the current initial contract. If the City exercises this option, the extended contract shall be considered to include this option clause. The total duration of this contract, including the exercise of any options under this clause, shall not exceed ten (10) years.

Delivery Schedule

The Contractor proposes to deliver vehicles within the following period after receipt of an order for a given vehicle:_____. In the event delivery cannot be completed within this period, the Contractor shall notify the City when it becomes aware it cannot meet the schedule and shall indicate the reason for delay and a projected delivery date. The City reserves the right to cancel the order at that time without cost to the City. In any event, the City's obligation to pay

does not commence until the City accepts delivery of a vehicle from the Contractor.

Reporting Requirements

The third and ninth months in each ordering period, the Contractor shall meet with the City to discuss a contract status report. This report shall cover all vehicles delivered, or otherwise in the possession of the City at any time during the previous six-month period. A separate section of the report shall address outstanding undelivered orders. The reports shall include, at a minimum, the following information for each vehicle: vehicle year, make and model; vehicle identification number; cost center (assigned by the City); date of delivery; months in service. This report should be presented in spreadsheet product compatible with Microsoft Excel and is preferred to be accessible online monthly. The Contractor shall provide two hard copies and two electronic copies of the report. The City will review this information and compare it to the City records to detect potential inconsistencies requiring resolution.

The City may also request additional meetings with the Contractor in relation to this agreement. The Contractor will work in good faith to meet with the City for any additional meetings in a timely fashion.

End of Lease Options (Open-End Lease)

At the end of lease term, the City may:

(1) Offer the vehicle for sale to a third party
(2) Purchase the vehicle from the Contractor for the end of term obligation (Reduced Book Value plus other charges)
(3) Turn the vehicle in to be disposed of by Contractor

When turning vehicles into the Contractor, the Contractor will:

(1) Check vehicle in with a written report
(2) Within four weeks, Contractor will communicate to the City a minimum market value for vehicle based on at least two offers or bids.

Funding Information

This contract does not, in itself, order any specific vehicles, nor does it create an obligation of funds. The City obligates funds through issuance of separate documents labeled "purchase orders." Prior to placement of orders, the City expects to issue purchase order(s) containing sufficient funding to cover the projected need through the end of the then-current ordering period. If additional orders create the need for funding in excess of amounts previously obligated, the City will obligate additional funding to cover the shortfall. The Contractor and the City will each monitor funding levels to ensure adequate funding is always in place to make payments required under this contract. In the event the Contractor believes a potential shortfall exists, the Contractor shall immediately notify the City and the parties shall take necessary action to address the situation.

Notice Regarding Availability of Annual Appropriations

Orders placed under this contract will be funded by annual appropriations. Regulations permit agencies to obligate annual appropriations for a period not exceeding twelve months, and the

City is budgeting resources for this program and intends to obligate amounts sufficient to cover projected payments over twelve-month periods coinciding with the ordering periods. Depending on the negotiated alternative selected, orders may be subject to availability of appropriations for future fiscal years. Federal law prohibits agencies from obligating the District to make payments in advance of appropriations, i.e., beyond the permitted 12-month window. Notwithstanding the City does indicate, by placement of orders under this contract, its intent to continue to lease the ordered vehicles for the length of time specified in the contract. Other than for reasons of default or convenience as authorized by applicable termination clauses, the parties acknowledge that orders will be cancelled, and obligations of the parties will cease, only in the event of non-appropriation or if the City's requirement no longer exists.

Invoice Instructions

Detailed invoicing instructions will be negotiated between the City and the tentatively selected contractor. Any credits due the City shall be separately identified on the invoice and shall be applied against outstanding charges due to the Contractor.

SPECIAL CONTRACT REQUIREMENTS

Insurance and Liability

(a) The City is insured for liability coverage. The City shall be responsible for damage to:

(1) Leased vehicles where such damage is not beyond economical repair, but the Contractor shall be liable for the following:
   i. normal wear and tear,
   ii. loss or damage caused by the negligence of the Contractor, its agents, or employees, and
   iii. damage covered by the manufacturer's warranty or damage attributable to a manufacturing defect; and

(2) Property of third persons, or the injury or death of third persons, where such damage results from the fault, negligence, or wrongful act or omission of the Government, its agents, or employees.

(b) The Contractor shall provide and maintain insurance covering its liabilities in amounts of at least $1,000,000.00 combined single limit.

(c) The Contractor shall certify to the Purchasing & Contracting Department in writing that the required insurance has been obtained. The policies evidencing required insurance should contain an endorsement to the effect that any cancellation or any material change adversely affecting the contract is to be performed as prescribed, or until 30 days after written notice to the Purchasing & Contracting Department, whichever period is longer. The policies shall exclude any claim by the insurer for subrogation against the City by reason of any payment under the policies.

SIGNATURE SHEET

City of Lake City

RFP-011-2010: FLEET LEASING AND MANAGEMENT PROGRAM

I, the undersigned, do hereby acknowledge I have read all the requests listed herein and have submitted my proposal accordingly. I have submitted all documentation required.

Company Name: Enterprise Leasing Company of Florida LLC

Principal Location of the Company: 11034 Atlantic Blvd

Jacksonville, FL 32225

Authorized Principal in Charge of Project: _____

Type or print name as signed above: John K Toma

Direct telephone: (904) 265-4352

Fax Number: (904) 398-8532

Cell Phone: (516) 316-3124

Email Address: john.k.toma@erac.com

Local Location if different from above: N/A

Authorized Person in Charge of Project at this Location: N/A

Signature: N/A

Type or print name as signed above: N/A

Direct telephone: (N/A)

Fax Number: (N/A)

Cell Phone: (N/A)

Email: N/A

PROPOSER CONFLICT OF INTEREST STATEMENT

STATE OF FLORIDA, CITY OF Jacksonville

Before me, the undersigned authority, personally appeared John K Toma, who was duly sworn deposes and states:

1. I am the Group Sales Manager of Enterprise Leasing Company of FL LLC with a local office in Jacksonville, FL (City & State) and principal office in Jacksonville, FL (City & State).
2. The above named entity is submitting a Proposal for the City of Lake City RFP-011-2010 described as Request for Proposal Fleet Leasing and Management Program.
3. The Affiant has made diligent inquiry and provides the information contained in the Affidavit based upon his/her own knowledge.
4. The Affiant states that only one submittal for the above proposal is being submitted and that the above named entity has no financial interest in other entities submitting proposals for the same project.
5. Neither the Affiant nor the above named entity has directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraints of free competitive pricing in connection with the entity's submittal for the above proposal. This statement restricts the discussion of pricing data until the completion of negotiations if necessary and execution of the Contract for this project.
6. Neither the entity not its affiliates, nor any one associated with them, is presently suspended or otherwise ineligible from participation in contract letting by any local, State, or Federal Agency.
7. Neither the entity nor its affiliates, nor any one associated with them have any potential conflict of interest due to any other clients, contracts, or property interests for this project.
8. I certify that no member of the entity's ownership or management is presently applying for an employee position or actively seeking an elected position with the City of Lake City.
9. I certify that no member of the entity's ownership or management, or staff has a vested interest in any aspect of the City of lake City.
10. In the event that a conflict of interest is identified in the provision of services, I, on behalf of the above named entity, will immediately notify the City of Lake City.

DATED this 12th day of March, 2010.

John K. Toma
(Affiant)

John K Toma / Group Sales Manager
Typed Name and Title

Sworn to and subscribed before me this 12 day of March, 2010.

Personally Known ✓ Or produced identification _____

Identification type: DL

Notary Public-State of Florida

Printed, typed, or stamped commissioned name of notary public.

My commission expires: Louann Hodges

LOUANN HODGES
MY COMMISSION # DD564517
EXPIRES: September 13, 2010
1-800-3-NOTARY FL Notary Discount Assoc. Co.

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

SWORN STATEMENT UNDER SECTION
287.133(3)(n), FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Proposal No. RFP-011-2010.
2. This sworn statement is submitted by John K Toma whose business address is 11034 Atlantic Blvd Jax, FL 32225 and (if applicable) its Federal Identification No.(FEIN) is 59-1664426. If entity has no FEIN, include the Social Security Number of the individual signing this sworn statement N/A.
3. My name is John K Toma and my relationship to the entity named above is employee.
4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to, and directly related to, the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy or material misrepresentations.
5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes means:
   - **a.** A predecessor or successor of a person convicted of a public entity crime; or
   - **b.** An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members and agents who are active in the management of an affiliate. The Ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or

income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(c), Florida Statutes, means any natural person or entity organized under the laws of any state of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members and agents who are active in management of an entity.

8. Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies)

__XX__ Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity, nor any affiliate of the entity have been charged with an convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity, or an affiliate of the entity has been charged with, and convicted of a public entity crime subsequent to July 1, 1989, and (Please indicate which additional statement applies)

_____ There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. (Please attach a copy of the final order)

_____ The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. (Please attach a copy of the final order)

_____ The person or affiliate has not been placed on the convicted vendor list. (Please describe any action taken by, or pending with, the Department of General Services)

Signature: John K. Jan Date 3/12/10

STATE OF Florida

COUNTY OF Duval

Personally appeared before me, the undersigned authority, John K. Toma who after first being sworn by me, affixed his/her signature in the space provided above on this 12th day of March 20 10.

Louann Hodges

Notary Public, State at large

My Commission Expires:

LOUANN HODGES
MY COMMISSION # DD564517
EXPIRES: September 13, 2010
Fl. Notary Discount Assoc. Co.
1-800-3-NOTARY

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

NON-COLLUSION AFFIDAVIT OF PROPOSER

STATE OF Florida

COUNTY OF Duval

John K Toma, being duly sworn, deposes and says that:

1. He/She is Group Sales Manager (Title) of Enterprise Leasing Company of FL LLC (Company Name) the proposer that has submitted the attached proposal;

2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all pertinent circumstances respecting such proposal;

3. Such Proposal is genuine and is not a collusive or sham proposal;

4. Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, connived, or agreed, directly or indirectly, with any other proposer, firm or person to submit a collusive or sham Proposal in connection with such Contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other proposer, firm, or person to fix the price or prices in the attached proposal or any other proposer, or to fix any overhead, profit or cost element of the proposal price or the proposal price of any other proposer, or to secure through any collusion, connivance, or unlawful agreement any advantage against the City of Lake City, Florida or any person interested in the proposed Contract; and

5. The price or prices quoted in the attached proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

SIGNED John K. Toma

TITLE Group Sales Manager

SUBSCRIBED AND SWORN TO BEFORE ME THIS 12th DAY OF MAR, 2010.

Louann Hodges

Notary Public, State of Florida My Commission Expires:

LOUANN HODGES
MY COMMISSION # DD564517
EXPIRES: September 13, 2010
Fl. Notary Discount Assoc. Co.
1-800-3-NOTARY

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DRUG FREE WORKPLACE CERTIFICATE

I, the undersigned, in accordance with Florida Statute 287.087, hereby certify

that, Enterprise Leasing Company of FL LLC (print or type name of firm) publishes a written statement notifying that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace named above, and specifying actions that will be taken against violations of such prohibition.

- Informs employees about the dangers of drug abuse in the work place, the firm's policy of maintaining a drug free working environment, and available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug use violations.
- Gives each employee engaged in providing commodities or contractual services that are under bid or proposal, a copy of the statement specified above.
- Notifies the employees that as a condition of working on the commodities or contractual services that are under bid or proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, plea of guilty or nolo contender to, any violation of Chapter 1893, of any controlled substance law of the State of Florida or the United States, for a violation occurring in the work place, no later than five (5) days after such conviction, and requires employees to sign copies of such written (*) statement to acknowledge their receipt.
- Imposes a sanction on, or requires the satisfactory participation in, a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by any employee who is so convicted.
- Makes a good faith effort to continue to maintain a drug free work place through the implementation of the drug free workplace program.

"As a person authorized to sign this statement, I certify that the above named business, firm or corporation complies fully with the requirements set forth herein"

John K. [illegible]
Authorized Signature

3/12/10
Date Signed

State of Florida
County of Duval
Sworn to and subscribed before me this 12 day of March 20 10.
Personally known ✓ or Produced Identification _____
(Specify type of identification)

LouAnn Hodges
Signature of Notary
My Commission Expires: _____

LOUANN HODGES
MY COMMISSION # DD564517
EXPIRES: September 13, 2010
FL Notary Discount Assoc. Co.
1-800-3-NOTARY

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

REFERENCES

As per the General Specifications Section, below is a list of at least three (3) client/customer references

including company name, address, contact person, telephone number and length of time services provided. (Note: only list those client/customers in which a similar type of equipment/product of scope of work/service was provided.)

1. Company Name: City of St. Petersburg
   Address: One 4th St. North, 5th Floor St. Petersburg, FL 33701
   Business Phone #: 727-893-7225
   Contact Person: Lawanda Bodden
   Length of time services provided: 8 months
2. Company Name: Seminole Community College
   Address: 100 Weldon Blvd. Sanford, FL 32773
   Business Phone #: 407-328-2174
   Contact Person: Scott Roche
   Length of time services provided: 18 months
3. Company Name: Pasco County Sheriff's Office
   Address: 8700 Citizen Drive New Port Richey, FL 34654
   Business Phone #: 727-834-3237
   Contact Person: Roger Cochrell
   Length of time services provided: 18 months

THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR PROPOSAL.

Fleet Management Division
11034 Atlantic Boulevard
Jacksonville, FL 32225
904-265-4350
enterprise.com

Copy of contractor's standard lease agreement and other related contract documents

Fueled By Passion

MASTER EQUITY LEASE AGREEMENT

This Master Equity Lease Agreement is entered into this tenth day of March, 2010, by and between Enterprise , a FL doing business as "Enterprise Fleet Management" ("Lessor"), and the lessee whose name and address is set forth on the signature page below ("Lessee").

1. LEASE OF VEHICLES: Lessor hereby leases to Lessee and Lessee hereby leases from Lessor the vehicles ("Vehicle(s)") described in the schedules from time to time delivered by Lessor to Lessee as set forth below ("Schedule(s)") for the rentals and on the terms set forth in this Agreement and in the applicable Schedule. References to this "Agreement" shall include this Master Equity Lease Agreement and the various Schedules and addenda to this Master Equity Lease Agreement. Lessor will, on or about the date of delivery of each Vehicle to Lessee, send Lessee a Schedule covering the Vehicle, which will include, among other things, a description of the Vehicle, the lease term and the monthly rental and other payments due with respect to the Vehicle. The terms contained in each Schedule will be binding on Lessee unless Lessee objects in writing to such Schedule within ten (10) days after the date of delivery of the Vehicle covered by such Schedule. This Agreement is a lease only and Lessor will at all times remain the owner of the Vehicles and Lessee will have no right, title or interest in or to the Vehicles except for the use of the Vehicles as described in this Agreement. This Agreement shall be treated as a true lease for federal and applicable state income tax purposes with Lessor having all benefits of ownership.

2. TERM: The term of this Agreement ("Term") for each Vehicle begins on the date such Vehicle is delivered to Lessee (the "Delivery Date") and, unless terminated earlier in accordance with the terms of this Agreement, continues for the "Lease Term" as described in the applicable Schedule.

3. RENT AND OTHER CHARGES:

(a) Lessee agrees to pay Lessor monthly rental according to the Schedules and this Agreement. The monthly rental payments will be in the amount listed as the "Total Monthly Rental Including Additional Services" on the applicable Schedule and will be due and payable in advance on the first day of each month. If a Vehicle is delivered to Lessee on any day other than the first day of a month, monthly rental payments will begin on the first day of the next month. In addition to the monthly rental payments, Lessee agrees to pay Lessor a pro-rated rental charge for the number of days that the Delivery Date precedes the first monthly rental payment date. A portion of each monthly rental payment, being the amount designated as "Depreciation Reserve" on the applicable Schedule, will be considered as a reserve for depreciation and will be credited against the Delivered Price of the Vehicle for purposes of computing the Book Value of the Vehicle under Section 3(c). Lessee agrees to pay Lessor the "Total Initial Charges" set forth in each Schedule on the due date of the first monthly rental payment under such Schedule. Lessee agrees to pay Lessor the "Service Charge Due at Lease Termination" set forth in each Schedule at the end of the applicable Term (whether by reason of expiration, early termination or otherwise).

(b) In the event the Term for any Vehicle ends prior to the last day of the scheduled Term, whether as a result of a default by Lessee, a Casualty Occurrence or any other reason, the rentals and management fees paid by Lessee will be recalculated in accordance with the rule of 78's and the adjusted amount will be payable by Lessee to Lessor on the termination date.

(c) Lessee agrees to pay Lessor within thirty (30) days after the end of the Term for each Vehicle, additional rent equal to the excess, if any, of the Book Value of such Vehicle over the greater of (i) the wholesale value of such Vehicle as determined by Lessor in good faith or (ii) except as provided below, twenty percent (20%) of the Delivered Price of such Vehicle as set forth in the applicable Schedule. If the Book Value of such Vehicle is less than the greater of (i) the wholesale value of such Vehicle as determined by Lessor in good faith or (ii) except as provided below, twenty percent (20%) of the Delivered Price of such Vehicle as set forth in the applicable Schedule, Lessor agrees to pay such deficiency to Lessee as a terminal rental adjustment within thirty (30) days after the end of the applicable Term. Notwithstanding the foregoing, if (i) the Term for a Vehicle is greater than forty-eight (48) months (including any extension of the Term for such Vehicle), (ii) the mileage on a Vehicle at the end of the Term is greater than 15,000 miles per year on average (prorated on a daily basis) (i.e. if the mileage on a Vehicle with a Term of thirty-six (36) months is greater than 45,000 miles) or (iii) in the sole judgment of Lessor, a Vehicle has been subject to damage or any abnormal or excessive wear and tear, the calculations described in the two immediately preceding sentences shall be made without giving effect to clause (ii) in each such sentence. The "Book Value" of a Vehicle means the sum of (i) the "Delivered Price" of the Vehicle as set forth in the applicable Schedule minus (ii) the total Depreciation Reserve paid by Lessee to Lessor with respect to such Vehicle plus (iii) all accrued and unpaid rent and/or other amounts owed by Lessee with respect to such Vehicle.

(d) Any security deposit of Lessee will be returned to Lessee at the end of the applicable Term, except that the deposit will first be applied to any losses and/or damages suffered by Lessor as a result of Lessee's breach of or default under this Agreement and/or to any other amounts then owed by Lessee to Lessor.

(e) Any rental payment or other amount owed by Lessee to Lessor which is not paid within twenty (20) days after its due date will accrue interest, payable on demand of Lessor, from the date due until paid in full at a rate per annum equal to the lesser of (i) Eighteen Percent (18%) per annum or (ii) the highest rate permitted by applicable law (the "Default Rate").

(f) If Lessee fails to pay any amount due under this Agreement (including maintenance management or VIP Rental billings) or to comply with any of the covenants contained in this Agreement, Lessor may, at its option, pay such amounts or perform such covenants and all sums paid or incurred by Lessor in connection therewith will be repayable by Lessee to Lessor upon demand together with interest thereon at the Default Rate.

4. USE AND SURRENDER OF VEHICLES: Lessee agrees to allow only duly authorized, licensed and insured drivers to use and operate the Vehicles. Lessee agrees to comply with, and cause its drivers to comply with, all laws, statutes, rules, regulations and ordinances and the provisions of all insurance policies affecting or covering the Vehicles or their use or operation. Lessee agrees to keep the Vehicles free of all liens, charges and encumbrances. Lessee agrees that in no event will any Vehicle be used or operated for transporting hazardous substances or persons for hire, for any illegal purpose or to pull trailers that exceed the manufacturer's trailer towing recommendations. Lessee agrees that no vehicle is intended to be or will be utilized as a "school bus" as defined in the Code of Federal Regulations or any applicable state or municipal statute or regulation. Lessee agrees not to remove any Vehicle from the continental United States without first obtaining Lessor's written consent. At the expiration or earlier termination of this Agreement with respect to each Vehicle, or upon demand by Lessor made pursuant to Section 14, Lessee at its risk and expense agrees to return such Vehicle to Lessor at such place and by such reasonable means as may be designated by Lessor. If for any reason Lessee fails to return any Vehicle to Lessor as and when required in accordance with this Section, Lessee agrees to pay Lessor additional rent for such Vehicle at twice the normal pro-rated daily rent. Acceptance of such additional rent by Lessor will in no way limit Lessor's remedies with respect to Lessee's failure to return any Vehicle as required hereunder.

5. COSTS, EXPENSES, FEES AND CHARGES: Lessee agrees to pay all costs, expenses, fees, charges, fines, tickets, penalties and taxes (other than federal and state income taxes on the income of Lessor) incurred in connection with the titling, registration, delivery, purchase, sale, rental, use or operation of the Vehicles during the Term. If Lessor incurs any such costs or expenses, Lessee agrees to promptly reimburse Lessor for the same.

6. LICENSE AND CHARGES: Each Vehicle will be licensed in Lessor's name at Lessee's expense. Certain other charges relating to the acquisition of each Vehicle and paid or satisfied by Lessor have been capitalized in determining the monthly rental, treated as an initial charge or otherwise charged to Lessee. Such charges have been determined without reduction for trade-in, exchange allowance or other credit attributable to any Lessor-owned vehicle.

7. REGISTRATION PLATES, ETC.: Lessee agrees, at its expense, to obtain in the name of Lessor all registration plates and other plates, permits, inspections and/or licenses required in connection with the Vehicles, except for the initial registration plates which Lessor will obtain at Lessee's expense. The parties agree to cooperate and to furnish any and all information or documentation, which may be reasonably necessary for compliance with the provisions of this Section or any federal, state or local law, rule, regulation or ordinance. Lessee agrees that it will not permit any Vehicle to be located in a state other than the state in which such Vehicle is then titled for any continuous period of time that would require such Vehicle to become subject to the titling and/or registration laws of such other state.

8. IMPROVEMENTS AND MAINTENANCE OF VEHICLES:

(a) Lessee agrees, at its expense, to (i) maintain the Vehicles in good condition, repair, maintenance and running order and in accordance with all manufacturer's instructions and warranty requirements and all legal requirements and (ii) furnish all labor, materials, parts and other essentials required for the proper operation and maintenance of the Vehicles. Any alterations, additions, replacement parts or improvements to the Vehicles will become and remain the property of Lessor and will be returned with the Vehicles pursuant to Section 4. Notwithstanding the foregoing, so long as no Event of Default has occurred and is continuing, Lessee shall have the right to remove any additional equipment installed by Lessee on a Vehicle prior to returning such Vehicle to Lessor under Section 4. The value of such alterations, additions, replacement parts and improvements will in no instance be regarded as rent. Without the prior written consent of Lessor, Lessee will not make any alterations, additions, replacement parts or improvements to any Vehicle which detract from its economic value or functional utility. Lessor will not be required to make any repairs or replacements of any nature or description with respect to any Vehicle, to maintain or repair any Vehicle or, except as set forth in Section 8(b) below, to make any expenditure whatsoever in connection with any Vehicle or this Agreement.

(b) Notwithstanding the provisions of Section 8(a) above, if Section 4 of a Schedule includes a charge for maintenance, Lessor agrees that, subject to the terms and conditions of this Section 8(b), it will pay for, or reimburse Lessee for its payment of, all costs and expenses incurred in connection with the maintenance or repair of the Vehicle(s) covered by such Schedule (each, a "Covered Vehicle"). This Section 8(b) does not cover, and Lessee will remain responsible for and pay for, (i) fuel, (ii) oil and other fluids between changes, (iii) tire repair and replacement, (iv) washing, (v) repair of damage due to lack of maintenance by Lessee between scheduled services (including, without limitation, failure to maintain fluid levels), (vi) maintenance or repair of any alterations to a Covered Vehicle or of any after-market components (this Section 8(b) covers maintenance and repair only of the Covered Vehicles themselves and any factory-installed components and does not cover maintenance or repair of chassis alterations, add-on bodies (including, without limitation, step vans) or other equipment (including, without limitation, lift gates and PTO controls) which is installed or modified by a dealer, body shop, upfitter or anyone else other than the manufacturer of the Covered Vehicle, (vii) any service and/or damage resulting from, related to or arising out of an accident, a collision, theft, fire, freezing, vandalism, riot, explosion, other Acts of God, an object striking the Covered Vehicle, improper use of the Covered Vehicle (including, without limitation, driving over curbs, overloading, racing or other competition) or Lessee's failure to maintain the Covered Vehicle as required by this Agreement, (viii) roadside assistance or towing for vehicle maintenance purposes, (ix) mobile services, (x) the cost of loaner or rental vehicles or (xi) if the Covered Vehicle is a truck, (A) manual transmission clutch adjustment or replacement, (B) brake adjustment or replacement or (C) front axle alignment.. Whenever it is necessary to have a Covered Vehicle serviced, Lessee agrees to have the necessary work performed by an authorized dealer of such Covered Vehicle or by a service facility acceptable to Lessor. In every case, if the cost of such service will exceed $50.00, Lessee must notify Lessor and obtain Lessor's authorization for such service and Lessor's instructions as to where such service shall be made and the extent of service to be obtained. Lessee agrees to furnish an invoice for all service to a Covered Vehicle, accompanied by a copy of the shop or service order (odometer mileage must be shown on each shop or service order). Lessor will not be obligated to pay for any unauthorized charges or those exceeding $50.00 for one service on any Covered Vehicle unless Lessee has complied with the above terms and conditions. Lessor will not have any responsibility to pay for any services in excess of the services recommended by the manufacturer, unless otherwise agreed to by Lessor. Notwithstanding any other provision of this Section 8(b), (i) all service performed within one hundred twenty (120) days prior to the last day of the scheduled Term must be authorized by and have the prior consent and approval of Lessor and any service not so authorized will be the responsibility of and be paid for by Lessee and (ii) Lessor is not required to provide or pay for any service to any covered Vehicle after 100,000 miles. Lessor may, at its option, provide Lessee with an authorization card (the "Enterprise Card") for use in authorizing the payment of charges incurred in connection with the maintenance of the Covered Vehicles. Lessee agrees to be liable to Lessor for, and upon receipt of a monthly or other statement from Lessor; Lessee agrees to pay to Lessor, all charges made by or for the account of Lessee with the Enterprise Card (other than any charges which are the responsibility of Lessor under the terms of this Section 8(b)). Lessor reserves the right to change the terms and conditions for the use of the Enterprise Card at any time. The Enterprise Card remains the property of Lessor and Lessor may revoke Lessee's right to possess or use the Enterprise Card at any time. Upon termination or expiration of the Agreement or upon the demand of Lessor, Lessee must return the Enterprise Card to Lessor. The Enterprise Card is non-transferable. The monthly maintenance charge set forth on each applicable Schedule allows the number of miles per month as set forth in such Schedule. Lessee agrees to pay Lessor at the end of the applicable Term (whether by reason of expiration, early termination or otherwise) an over mileage maintenance charge for any miles in excess of this average amount per month at the rate set forth in the applicable Schedule.

9. SELECTION OF VEHICLES AND DISCLAIMER OF WARRANTIES:

(a) LESSEE ACCEPTANCE OF DELIVERY AND USE OF EACH VEHICLE WILL CONCLUSIVELY ESTABLISH THAT SUCH VEHICLE IS OF A SIZE, DESIGN, CAPACITY, TYPE AND MANUFACTURE SELECTED BY LESSEE AND THAT SUCH VEHICLE IS IN GOOD CONDITION AND REPAIR AND IS SATISFACTORY IN ALL RESPECTS AND IS SUITABLE FOR LESSEE'S PURPOSE. LESSEE ACKNOWLEDGES THAT LESSOR IS NOT A MANUFACTURER OF OR A DEALER IN ANY VEHICLE OR AN AGENT OF A MANUFACTURER OF OR A DEALER IN ANY VEHICLE.

(b) LESSOR MAKES NO REPRESENTATION OR WARRANTY OF ANY KIND, EXPRESS OR IMPLIED, WITH RESPECT TO ANY VEHICLE, INCLUDING, WITHOUT LIMITATION, ANY REPRESENTATION OR WARRANTY AS TO CONDITION, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE, IT BEING AGREED THAT ALL SUCH RISKS ARE TO BE BORNE BY LESSEE. THE VEHICLES ARE LEASED "AS IS," "WITH ALL FAULTS." All warranties made by any supplier, vendor and/or manufacturer of a Vehicle are hereby assigned by Lessor to Lessee for the applicable Term and Lessee's only remedy, if any, is against the supplier, vendor or manufacturer of the Vehicle. No defect, unfitness or lack of governmental approval in, of or with respect to a Vehicle regardless of the cause or consequence will relieve Lessee from the performance of its obligations under this Agreement, including the payment of rent.

(c) Lessor will not be liable to Lessee for any liability, claim, loss, damage (direct, incidental or consequential) or expense of any kind or nature, caused directly or indirectly, by any Vehicle or any inadequacy of any Vehicle for any purpose or any defect (latent or patent) in any Vehicle or the use or maintenance of any Vehicle or any repair, servicing or adjustment of or to any Vehicle, or any delay in providing or failure to provide any Vehicle, or any interruption or loss of service or use of any Vehicle, or any loss of business or any damage whatsoever and however caused. In addition, Lessor will have no liability to Lessee under this Agreement or under any order authorization form executed by Lessee if Lessor is unable to locate or purchase a Vehicle ordered by Lessee or for any delay in delivery of any Vehicle ordered by Lessee.

10. RISK OF LOSS: Lessee assumes and agrees to bear the entire risk of loss of, theft of, damage to or destruction of any Vehicle from any cause whatsoever ("Casualty Occurrence"). No Casualty Occurrence to any Vehicle will relieve Lessee from its obligation to pay rent or to perform any of its other obligations under this Agreement. In the event of a Casualty Occurrence, Lessee shall give Lessor prompt notice of the Casualty Occurrence and thereafter will place the applicable Vehicle in good repair, condition and working order; provided, however, that if the applicable Vehicle is determined by Lessor to be lost, stolen, destroyed or damaged beyond repair (a "Totaled Vehicle"), Lessee agrees to pay Lessor no later than the date thirty (30) days after the date of the Casualty Occurrence the amounts owed under Sections 3(b) and 3(c) with respect to such Totaled Vehicle. Upon such payment, this Agreement will terminate with respect to such Totaled Vehicle.

11. INSURANCE:

(a) Lessee agrees to purchase and maintain in force during the Term, insurance policies in at least the amounts listed below covering each Vehicle, to be written by an insurance company or companies satisfactory to Lessor, insuring Lessee and Lessor against any damage, claim, suit, action or liability:

(i) Commercial Automobile Liability, (including Uninsured/Underinsured Motorist Coverage and No-Fault Protection where required by law), for the limits listed below. ($5,000,000 limits are required for Vehicles capable of transporting more than 8 passengers):

State of Vehicle Registration	Coverage
Connecticut, Massachusetts, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont	$1,000,000 Combined Single Limit Bodily Injury and Property Damage - No Deductible
Florida	$500,000 Combined Single Limit Bodily Injury and Property Damage or $100,000 Bodily Injury Per Person, $300,000 Per Occurrence and $50,000 Property Damage (100/300/50) - No Deductible
All Other States	$300,000 Combined Single Limit Bodily Injury and Property Damage or $100,000 Bodily Injury Per Person, $300,000 Per Occurrence and $50,000 Property Damage (100/300/50) - No Deductible

(ii) Physical Damage Insurance (Collision & Comprehensive: Actual cash value of the applicable Vehicle. Maximum deductible of $500 per occurrence - Collision and $250 per occurrence - Comprehensive).

If the requirements of any governmental or regulatory agency exceed the minimums stated in this Agreement, Lessee must obtain and maintain the high limits. Lessee agrees that each required policy of insurance will by appropriate endorsement or otherwise name Lessor as an additional insured and as loss payee, as its interests may appear. Further, each such insurance policy must provide the following: (i) that the same may not be cancelled, changed modified until after the insurer has given to Lessor or its assigns at least a thirty (30) day prior written notice of such proposed cancellation, change modification, (ii) that no act or default of Lessee or any other person shall affect the right of Lessor to recover under such policy or policies of insurance in th event of any loss of or damage to any Vehicle and (iii) that the coverage is "primary coverage" for the protection of Lessee and Lessor notwithstanding ar other coverage carried by Lessee or Lessor protecting against similar risks. Original certificates evidencing such coverage and naming Lessor as a additional insured and loss payee, shall be furnished to Lessor prior to the Delivery Date, and annually thereafter and/or as reasonably requested by Less from time to time. In the event of default, Lessee hereby appoints Lessor as Lessee's attorney-in-fact to receive payment of, to endorse all checks and oth documents and to take any other actions necessary to pursue insurance claims and recover payments if Lessee fails to do so. Any expense of Lessor adjusting or collecting insurance shall be borne by Lessee.

Lessee, its drivers, servants and agents agree to cooperate fully with Lessor and any insurance carriers in the investigation, defense and prosecution of a claims or suits arising from the use or operation of any Vehicle. If any claim is made or action commenced for death, personal injury or property damag resulting from the ownership, maintenance, use or operation of any Vehicle, Lessee will promptly notify Lessor of such action or claim and forward to Lessor copy of every demand, notice, summons or other process received in connection with such claim or action.

(b) Notwithstanding the provisions of Section 11(a) above: (i) if Section 4 of a Schedule includes a charge for physical damage management, Lessor agrees that (A) Lessee will not be required to obtain or maintain the minimum physical damage insurance (collision and comprehensive) required under Section 11(a) for the Vehicle(s) covered by such Schedule and (B) Lessor will assume the risk of physical damage (collision and comprehensive) to the Vehicle(s) covered by such Schedule; provided, however, that such physical damage management shall not apply to, and Lessee shall be and remain liable and responsible for, damage to a covered Vehicle caused by wear and tear or mechanical breakdown or failure, damage to or loss of any parts, accessories or components added to a covered Vehicle by Lessee without the prior written consent of Lessor and/or damage to or loss of any property and/or personal effects contained in a covered Vehicle. In the event of a Casualty Occurrence to a covered Vehicle, Lessor may, at its option, replace, rather than repair, the damaged Vehicle with an equivalent vehicle, which replacement vehicle will then constitute the "Vehicle" for purposes of this Agreement; and (ii) if Section 4 of a Schedule includes a charge for commercial automobile liability enrollment, Lessor agrees that it will, at its expense, obtain for and on behalf of Lessee (either by adding Lessee as an additional insured under a commercial automobile liability insurance policy insuring Lessor, obtaining insurance on behalf of Lessee or otherwise) the minimum commercial automobile liability insurance required under Section 11(a) for the Vehicle(s) covered by such Schedule. Lessor may at any time during the applicable Term terminate said obligation to provide physical damage management and/or commercial automobile liability enrollment and cancel such physical damage management and/or commercial automobile liability enrollment upon giving Lessee ten (10) days written notice. Upon such cancellation, insurance in the minimum amounts as set forth in 11(a) shall be obtained and maintained by Lessee at Lessee's expense. An adjustment will be made in monthly rental charges payable by Lessee to reflect such insurance change and Lessee agrees to furnish Lessor with satisfactory proof of insurance coverage within ten (10) days after mailing of the notice. In addition, Lessor may change the rates charged by Lessor under this Section 11(b) for physical damage management and/or commercial automobile liability enrollment upon giving Lessee thirty (30) days prior written notice.

12. INDEMNITY: To the extent permitted by Florida Law, Lessee agrees to defend and indemnify Lessor from and against any and all losses, damages, liabilities, suits, claims, demands, costs and expenses (including, without limitation, reasonable attorneys' fees and expenses) which Lessor may incur by reason of Lessee's breach or violation of, or failure to observe or perform, any term, provision or covenant of this Agreement, or as a result of any loss, damage, theft or destruction of any Vehicle or related to or arising out of or in connection with the use, operation or condition of any of the Vehicle. The provisions of this Section 12 shall survive any expiration or termination of this Agreement.

13. INSPECTION OF VEHICLES; ODOMETER DISCLOSURE; FINANCIAL STATEMENTS: Lessee agrees to accomplish, at its expense, all inspections of the Vehicles required by any governmental authority during the Term. Lessor will have the right to inspect any Vehicle at any reasonable time(s) during the Term and for this purpose to enter into or upon any building or place where any Vehicle is located. Lessee agrees to comply with all odometer disclosure laws, rules and regulations and to provide such written and signed disclosure information on such forms and in such manner as directed by Lessor. Providing false information or failure to complete the odometer disclosure form as required by law may result in fines and/or imprisonment. Lessee hereby agrees to promptly deliver to Lessor such financial statements and other financial information regarding Lessee as Lessor may from time to time reasonably request.

14. DEFAULT; REMEDIES: The following shall constitute events of default ("Events of Default") by Lessee under this Agreement: (a) if Lessee fails to pay when due any rent or other amount due under this Agreement; (b) if Lessee fails to perform, keep or observe any other term, provision or covenant contained in this Agreement; (c) any seizure or confiscation of any Vehicle or any other act (other than a Casualty Occurrence) otherwise rendering any Vehicle unsuitable for use (as determined by Lessor); (d) if any present or future guaranty in favor of Lessor of all or any portion of the obligations of Lessee under this Agreement shall at any time for any reason cease to be in full force and effect or shall be declared to be null and void by a court of competent

jurisdiction, or if the validity or enforceability of any such guaranty shall be contested or denied by any guarantor, or if any guarantor shall deny that it, he or she has any further liability or obligation under any such guaranty or if any guarantor shall fail to comply with or observe any of the terms, provisions or conditions contained in any such guaranty; (e) the occurrence of a material adverse change in the financial condition or business of Lessee or any guarantor; or (f) if Lessee or any guarantor is in default under or fails to comply with any other present or future agreement with or in favor of Lessor, Enterprise Rent-A-Car Company or any direct or indirect subsidiary of Enterprise Rent-A-Car Company. For purposes of this Section 14, the term "guarantor" shall mean any present or future guarantor of all or any portion of the obligations of Lessee under this Agreement.

Upon the occurrence of any Event of Default, Lessor, without notice to Lessee, will have the right to exercise concurrently or separately (and without any election of remedies being deemed made), the following remedies: (a) Lessor may demand and receive immediate possession of any or all of the Vehicles from Lessee, without releasing Lessee from its obligations under this Agreement; if Lessee fails to surrender possession of the Vehicles to Lessor on default (or termination or expiration of the Term), Lessor and its agents and independent contractors shall have the right to enter upon any premises where the Vehicles may be located and to remove and repossess the Vehicles; (b) Lessor may enforce performance by Lessee of its obligations under this Agreement; (c) Lessor may recover damages and expenses sustained by Lessor by reason of Lessee's default including, to the extent permitted by applicable law, all costs and expenses, including court costs and reasonable attorneys' fees and expenses, incurred by Lessor in attempting or effecting enforcement of its rights under this Agreement (whether or not litigation is commenced) and/or in connection with bankruptcy or insolvency proceedings; (d) upon written notice to Lessee, Lessor may terminate Lessee's rights under this Agreement; (e) with respect to each Vehicle, Lessor may recover from Lessee all amounts owed by Lessee under Sections 3(b) and 3(c) of this Agreement (and, if Lessor does not recover possession of a Vehicle, (i) the estimated wholesale value of such Vehicle for purposes of Section 3(c) shall be deemed to be $0.00 and (ii) the calculations described in the first two sentences of Section 3(c) shall be made without giving effect to clause (ii) in each such sentence); and/or (f) Lessor may exercise any other right or remedy which may be available to Lessor under the Uniform Commercial Code, any other applicable law or in equity. A termination of this Agreement shall occur only upon written notice by Lessor to Lessee. Any termination shall not affect Lessee's obligation to pay all amounts due for periods prior to the effective date of such termination or Lessee's obligation to pay any indemnities under this Agreement. All remedies of Lessor under this Agreement or at law or in equity are cumulative.

15. ASSIGNMENTS: Lessor may from time to time assign, pledge or transfer this Agreement and any or all of its rights and obligations hereunder to an affiliate of Lessor. Lessee agrees, upon notice of any such assignment, pledge or transfer, to pay all amounts due or to become due under this Agreement to such assignee, pledgee or transferee. Each such assignee, pledgee or transferee will have all of the rights and obligations of Lessor that have been assigned to it under this Agreement. Lessee's rights and interest in and to the Vehicles are and will continue at all times to be subject and subordinate in all respects to any assignment, pledge or transfer now or hereafter executed by Lessor with or in favor of any such assignee, pledgee or transferee, provided that Lessee shall have the right of quiet enjoyment of the Vehicles so long as no Event of Default under this Agreement has occurred and is continuing.

Without the prior written consent of Lessor, Lessee may not assign, sublease, transfer or pledge this Agreement, any Vehicle, or any interest in this Agreement or in and to any Vehicle, or permit its rights under this Agreement or any Vehicle to be subject to any lien, charge or encumbrance. Lessee's interest in this Agreement is not assignable and cannot be assigned or transferred by operation of law. Lessee will not transfer or relinquish possession of any Vehicle (except for the sole purpose of repair or service of such Vehicle) without the prior written consent of Lessor.

16. MISCELLANEOUS: This Agreement contains the entire understanding of the parties. Only an instrument in writing executed by both parties may make any modification or amendment of this Agreement. Lessor shall not by any act, delay, omission or otherwise be deemed to have waived any of its rights or remedies under this Agreement and no waiver whatsoever shall be valid unless in writing and signed by Lessor and then only to the extent therein set forth. A waiver by Lessor of any right or remedy under this Agreement on any one occasion shall not be construed as a bar to any right or remedy, which Lessor would otherwise have on any future occasion. If any term or provision of this Agreement or any application of any such term or provision is invalid or unenforceable, the remainder of this Agreement and any other application of such term or provision will not be affected thereby. Giving of all notices under this Agreement will be sufficient if mailed by certified mail to a party at its address set forth below or at such other address as such party may provide in writing from time to time. Any such notice mailed to such address will be effective one (1) day after deposit in the United States mail, duly addressed, with certified mail, postage prepaid. Lessee will promptly notify Lessor of any change in Lessee's address. This Agreement may be executed in multiple counterparts (including telecopy counterparts), but the counterpart marked "ORIGINAL" by Lessor will be the original lease for purposes of applicable law. All of the representations, warranties, covenants, agreements and obligations of each Lessee under this Agreement (if more than one) are joint and several.

17. SUCCESSORS AND ASSIGNS; GOVERNING LAW: Subject to the provisions of Section 15, this Agreement will be binding upon Lessee and its heirs, executors, personal representatives, successors and assigns, and will inure to the benefit of Lessor and its successors and assigns. This Agreement will be governed by and construed in accordance with the substantive laws of the state where Lessor's office is located (as set forth below), which law will apply in the event of any conflict of law.

IN WITNESS WHEREOF, Lessor and Lessee have duly executed this Master Equity Lease Agreement as of the day and year first above written.

LESSEE: City of Lake City

_____

By: Wendell Johnson
Title: City Manager

Address: 205 North Marion Avenue
Lake City, FL 32055

Date Signed:_____, _____

LESSOR: Enterprise Leasing Company of Florida LLC

_____

By: John K. Toma
Title: Group Sales Manager

Address: 11034 Atlantic Blvd
Jacksonville, FL 32225

Date Signed:_____, _____

enterprise

Fleet Management Division
11034 Atlantic Boulevard
Jacksonville, FL 32225
904-265-4350
enterprise.com

Proposal Questions

Thank you for the opportunity to respond to Lake City's Fleet Leasing and Management RFP. In reviewing the RFP, I have a few questions/clarification requests.

1. It is clear the City is asking for recommendations and a plan for replacement based on the provided fleet list. What is not clear is how to respond initially with lease pricing as it relates to specific vehicle choices. In most similar requests, an agency will give some definition to the vehicle types for initial evaluation purposes. Some examples include:
   Four Door Compact Sedan (4cyl)
   Regular Cab Compact Pickup (4 cyl)
   Regular Cab 1/2 Ton Pickup (V6 minimum)
   Etc

2. Can the city define minimum specifications for vehicles such as automatic transmission, four doors, air conditioning, power options, etc?

3. Does the City want lease pricing to include the cost of maintenance or should that be provided as a separate item?

NISSAN NORTH AMERICA, INC.
APPLICATION FOR NNA FLEET CERTIFICATION NUMBER

SECTION 1 – CERT NUMBER REQUEST (TO BE COMPLETED BY COMPANY APPLICANT)

NAME OF COMPANY The City of Lake City		AUTHORIZED COMPANY CONTACT NAME/TITLE Grayson Cason	
FEDERAL TAX ID# (TIN REQUIRED) 59-6000352	CHECK APPROPRIATE BOX: ☐ INDIVIDUAL/SOLE PROPRIETOR ☐ C CORP ☐ S CORP ☐ PARTNERSHIP ☐ TRUST/ESTATE ☐ LLC ☐ OTHER (DESCRIBE)		
AUTHORIZED COMPANY SIGNATURE Grayson Cason	TELEPHONE 386-719-5760	EMAIL casong@lcfla.com	
STREET ADDRESS 205 N Marion Ave	CITY Lake City	STATE FL	ZIP 32055

Note: All subsidiaries, franchisees and buying divisions of applicant must be listed and attached to this enrollment form if the total number of vehicles operated listed on this application listed below include those operated by said entity.

1. ☐ *Applicant agrees to register the vehicle **in the name of the company** and keep Nissan vehicles in fleet service a minimum of six months.*

2a. ☒ *Applicant has five or more vehicles registered in the name of the company (check one box below if 2a box has been checked):*

- ☐ BUSINESS FLEET, COMMERCIAL
  -OR-
- ☒ LEASE MANAGEMENT COMPANY
  -OR-
- ☐ DAILY RENTAL COMPANY
  -OR-
- ☐ DAILY RENTAL COMPANY, LICENSEE

2b. ☐ *Applicant has five or more vehicles registered in the name of franchisor or franchisee(s) company (check one box below if 2b box has been checked):*

- ☐ BUSINESS FLEET, COMMERCIAL FRANCHISOR
  -OR-
- ☐ BUSINESS FLEET, COMMERCIAL FRANCHISEE

3. ☒ *Applicant is a Government Agency or Public Utility with no quantity requirement.*

TOTAL NUMBER OF CARS 30	TOTAL NUMBER OF TRUCKS 55	TOTAL INCENTIVE OFF-INVOICE YES ☒ NO ☐	ACH/EFT YES ☐ NO ☒	LEASE MGT COMPANY YES ☒ NO ☐	INCENTIVE ASSIGNMENT (COMPLETE SECTION 2) YES ☒ NO ☐
PARENT FRANCHISOR NAME (IF APPLICABLE)			PARENT FRANCHISOR CERT#	TOTAL # OF FRANCHISEES	

SECTION 2 – INCENTIVE ASSIGNMENT REQUEST (TO BE COMPLETED BY COMPANY APPLICANT)

Please direct all incentive payments for eligible vehicles on this cert request via electronic funds or check to:

DEALERSHIP/ACCOUNT/FLEET MGT COMPANY Enterprise Fleet Management		TELEPHONE 9042653736	
ASSIGNEE CONTACT NAME Tiffanie Waddell	ASSIGNEE CONTACT EMAIL Incentives@efleets.com		
STREET ADDRESS 9315 Olive Boulevard	CITY Saint Louis	STATE MO	ZIP 63132
*AUTHORIZED COMPANY SIGNATURE			

This signature authorizes Nissan North America, Inc. to direct all incentive payments for eligible vehicles on this cert request via electronic funds or check to the company information listed in this section.

RFP-011-2010
Fleet Leasing and Management Program

Please rank the following firms 1 – 3 with # 1 being your first choice etc.

Acme Auto Leasing LLC 3

Enterprise Fleet Management 1

Mears Motor Leasing 2

Signature Gene Bullard Date 4/1/10

RFP-011-2010
Fleet Leasing and Management Program

Please rank the following firms 1 – 3 with # 1 being your first choice etc.

Acme Auto Leasing LLC 3

Enterprise Fleet Management 1

Mears Motor Leasing 2

Signature [signature] Date 4-1-16

RFP-011-2010
Fleet Leasing and Management Program

Please rank the following firms 1 – 3 with # 1 being your first choice etc.

Acme Auto Leasing LLC 2

Enterprise Fleet Management 1

Mears Motor Leasing 3

Signature  Date 4-1-10

RFP-011-2010
Fleet Leasing and Management Program

Please rank the following firms 1 – 3 with # 1 being your first choice etc.

Acme Auto Leasing LLC 2

Enterprise Fleet Management 1

Mears Motor Leasing 3

Signature Nick Harwell Date April 1, 2010

RFP-011-2010
Fleet Leasing and Management Program

Please rank the following firms 1 – 3 with # 1 being your first choice etc.

Acme Auto Leasing LLC 2

Enterprise Fleet Management 1

Mears Motor Leasing 3

Signature M Conn Date 4-1-10

City of Lake City

205 NORTH MARION AVENUE
LAKE CITY, FLORIDA 32055

TELEPHONE: (386) 719-5818
FAX: (386) 755-6112

October 20, 2010

Paul W. Hladun
Enterprise Fleet Management
11034 Atlantic Blvd
Jacksonville, FL 32225

Dear Paul:

After review and evaluation of the Fleet Leasing and Management Program, in response to RFP-011-2010, the City of Lake City, Florida, is pleased to award the contract to Enterprise Fleet Management.

The contract agreement prepared as a result of this award incorporates by reference all the requirements, terms, and conditions of the solicitation and the contract proposal as negotiated.

Other governmental entities, with local enabling legislation, have our permission to independently use this contract. Each agency is responsible for its own purchases and is liable for goods or services ordered, received and accepted by such agency.

On behalf of the City of Lake City, Florida, we thank you and look forward to a mutually beneficial relationship with your company.

Sincerely,

Grayson Cason

Grayson Cason
Executive Director of Administrative Services

cc: file

HFD/lss
C-10-999
8/12/2010

CITY COUNCIL RESOLUTION NO. 2010-082

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF LAKE CITY, FLORIDA, AUTHORIZING THE CITY TO ENTER INTO A MASTER EQUITY LEASE AGREEMENT AND A MAINTENANCE AGREEMENT EACH WITH ENTERPRISE FLEET MANAGEMENT, INC, A MISSOURI CORPORATION, RELATING TO LEASE AND MAINTENANCE OF VEHICLES.

WHEREAS, the City of Lake City, Florida ("City") finds that it is in its best interest to enter into a Mater Equity Lease Agreement and a Maintenance Agreement each with Enterprise Fleet Management, Inc., for the lease and maintenance of vehicles, pursuant to and in accordance with Master Equity Lease Agreement and Maintenance Agreement, copy of each which, while not attached to this resolution, is on file in the Office of the City Clerk (the "Lease Agreement" and Maintenance Agreement); and

WHEREAS, each the Lease Agreement and Maintenance Agreement is subject to such changes, modifications, or amendments required and authorized by Section 3 of this resolution.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF LAKE CITY, FLORIDA, AS FOLLOWS:

Section 1. The above recitals are all true and accurate and are incorporated herein.

Section 2. The City is hereby authorized to enter into the Lease Agreement and Maintenance Agreement. in accordance with the terms, provisions, conditions and limitations of Lease Agreement and Maintenance Agreement, subject to changes and modifications authorized by Section 3 of this resolution.

Section 3. The City Manager and City Attorney are authorized to make such reasonable changes and modifications to the Lease Agreement and Maintenance Agreement as may be deemed necessary to be in the best interest of the City and its citizens. The Mayor is authorized and directed to execute and deliver said Lease Agreement and Maintenance Agreement in the name and on behalf of the City, with such changes, amendments, modifications, omissions, and additions made by the City Manager and City Attorney. Execution by the Mayor and Enterprise Fleet Management, Inc., shall be deemed to be conclusive evidence of approval of such changes, amendments, modifications, omissions, and additions.

PASSED AND ADOPTED at a meeting of the City Council this 16 day of August, 2010.

Mayor-Councilman

ATTEST:

City Clerk

APPROVED AS TO FORM AND LEGALITY:

By:
HERBERT F. DARBY
City Attorney

MASTER EQUITY LEASE AGREEMENT

This Master Equity Lease Agreement is entered into this sixth day of October, 2010, by and between Enterprise FM Trust, a Delaware statutory trust ("Lessor"), and the lessee whose name and address is set forth on the signature page below ("Lessee").

1. LEASE OF VEHICLES: Lessor hereby leases to Lessee and Lessee hereby leases from Lessor the vehicles (individually, a "Vehicle" and collectively, the "Vehicles") described in the schedules from time to time delivered by Lessor to Lessee as set forth below ("Schedule(s)") for the rentals and on the terms set forth in this Agreement and in the applicable Schedule. References to this "Agreement" shall include this Master Equity Lease Agreement and the various Schedules and addenda to this Master Equity Lease Agreement. Lessor will, on or about the date of delivery of each Vehicle to Lessee, send Lessee a Schedule covering the Vehicle, which will include, among other things, a description of the Vehicle, the lease term and the monthly rental and other payments due with respect to the Vehicle. The terms contained in each such Schedule will be binding on Lessee unless Lessee objects in writing to such Schedule within ten (10) days after the date of delivery of the Vehicle covered by such Schedule. Lessor is the sole legal owner of each Vehicle. This Agreement is a lease only and Lessee will have no right, title or interest in or to the Vehicles except for the use of the Vehicles as described in this Agreement. This Agreement shall be treated as a true lease for federal and applicable state income tax purposes with Lessor having all benefits of ownership of the Vehicles. It is understood and agreed that Enterprise Fleet Management, Inc. or an affiliate thereof (together with any subservicer, agent, successor or assign as servicer on behalf of Lessor, "Servicer") may administer this Agreement on behalf of Lessor and may perform the service functions herein provided to be performed by Lessor.

2. TERM: The term of this Agreement ("Term") for each Vehicle begins on the date such Vehicle is delivered to Lessee (the "Delivery Date") and, unless terminated earlier in accordance with the terms of this Agreement, continues for the "Lease Term" as described in the applicable Schedule.

3. RENT AND OTHER CHARGES:

(a) Lessee agrees to pay Lessor monthly rental and other payments according to the Schedules and this Agreement. The monthly payments will be in the amount listed as the "Total Monthly Rental Including Additional Services" on the applicable Schedule (with any portion of such amount identified as a charge for maintenance services under Section 4 of the applicable Schedule being payable to Lessor as agent for Enterprise Fleet Management, Inc.) and will be due and payable in advance on the first day of each month. If a Vehicle is delivered to Lessee on any day other than the first day of a month, monthly rental payments will begin on the first day of the next month. In addition to the monthly rental payments, Lessee agrees to pay Lessor a pro-rated rental charge for the number of days that the Delivery Date precedes the first monthly rental payment date. A portion of each monthly rental payment, being the amount designated as "Depreciation Reserve" on the applicable Schedule, will be considered as a reserve for depreciation and will be credited against the Delivered Price of the Vehicle for purposes of computing the Book Value of the Vehicle under Section 3(c). Lessee agrees to pay Lessor the "Total Initial Charges" set forth in each Schedule on the due date of the first monthly rental payment under such Schedule. Lessee agrees to pay Lessor the "Service Charge Due at Lease Termination" set forth in each Schedule at the end of the applicable Term (whether by reason of expiration, early termination or otherwise).

(b) In the event the Term for any Vehicle ends prior to the last day of the scheduled Term, whether as a result of a default by Lessee, a Casualty Occurrence or any other reason, the rentals and management fees paid by Lessee will be recalculated in accordance with the rule of 78's and the adjusted amount will be payable by Lessee to Lessor on the termination date.

(c) Lessee agrees to pay Lessor within thirty (30) days after the end of the Term for each Vehicle, additional rent equal to the excess, if any, of the Book Value of such Vehicle over the greater of (i) the wholesale value of such Vehicle as determined by Lessor in good faith or (ii) except as provided below, twenty percent (20%) of the Delivered Price of such Vehicle as set forth in the applicable Schedule. If the Book Value of such Vehicle is less than the greater of (i) the wholesale value of such Vehicle as determined by Lessor in good faith or (ii) except as provided below, twenty percent (20%) of the Delivered Price of such Vehicle as set forth in the applicable Schedule, Lessor agrees to pay such deficiency to Lessee as a terminal rental adjustment within thirty (30) days after the end of the applicable Term. Notwithstanding the foregoing, if (i) the Term for a Vehicle is greater than forty-eight (48) months (including any extension of the Term for such Vehicle), (ii) the mileage on a Vehicle at the end of the Term is greater than 15,000 miles per year on average (prorated on a daily basis) (i.e., if the mileage on a Vehicle with a Term of thirty-six (36) months is greater than 45,000 miles) or (iii) in the sole judgment of Lessor, a Vehicle has been subject to damage or any abnormal or excessive wear and tear, the calculations described in the two immediately preceding sentences shall be made without giving effect to clause (ii) in each such sentence. The "Book Value" of a Vehicle means the sum of (i) the "Delivered Price" of the Vehicle as set forth in the applicable Schedule minus (ii) the total Depreciation Reserve paid by Lessee to Lessor with respect to such Vehicle plus (iii) all accrued and unpaid rent and/or other amounts owed by Lessee with respect to such Vehicle.

(d) Any security deposit of Lessee will be returned to Lessee at the end of the applicable Term, except that the deposit will first be applied to any losses and/or damages suffered by Lessor as a result of Lessee's breach of or default under this Agreement and/or to any other amounts then owed by Lessee to Lessor.

(e) Any rental payment or other amount owed by Lessee to Lessor which is not paid within twenty (20) days after its due date will accrue interest, payable on demand of Lessor, from the date due until paid in full at a rate per annum equal to the lesser of (i) Eighteen Percent (18%) per annum or (ii) the highest rate permitted by applicable law (the "Default Rate").

(f) If Lessee fails to pay any amount due under this Agreement or to comply with any of the covenants contained in this Agreement, Lessor, Servicer or any other agent of Lessor may, at its option, pay such amounts or perform such covenants and all sums paid or incurred by Lessor in connection therewith will be repayable by Lessee to Lessor upon demand together with interest thereon at the Default Rate.

(g) Lessee's obligations to make all payments of rent and other amounts under this Agreement are absolute and unconditional and such payments shall be made in immediately available funds without setoff, counterclaim or deduction of any kind. Lessee acknowledges and agrees that neither any Casualty Occurrence to any Vehicle nor any defect, unfitness or lack of governmental approval in, of, or with respect to, any Vehicle regardless of the cause or consequence nor any breach by Enterprise Fleet Management, Inc. of any maintenance agreement between Enterprise Fleet Management, Inc. and Lessee covering any Vehicle regardless of the cause or consequence will relieve Lessee from the performance of any of its obligations under this Agreement, including, without limitation, the payment of rent and other amounts under this Agreement.

4. USE AND SURRENDER OF VEHICLES: Lessee agrees to allow only duly authorized, licensed and insured drivers to use and operate the Vehicles. Lessee agrees to comply with, and cause its drivers to comply with, all laws, statutes, rules, regulations and ordinances and the provisions of all insurance policies affecting or covering the Vehicles or their use or operation. Lessee agrees to keep the Vehicles free of all liens, charges and encumbrances. Lessee agrees that in no event will any Vehicle be used or operated for transporting hazardous substances or persons for hire, for any illegal purpose or to pull trailers that exceed the manufacturer's trailer towing recommendations. Lessee agrees that no Vehicle is intended to be or will be utilized as a "school bus" as defined in the Code of Federal Regulations or any applicable state or municipal statute or regulation. Lessee agrees not to remove any Vehicle from the continental United States without first obtaining Lessor's written consent. At the expiration or earlier termination of this Agreement with respect to each Vehicle, or upon demand by Lessor made pursuant to Section 14, Lessee at its risk and expense agrees to return such Vehicle to Lessor at such place and by such reasonable means as may be designated by Lessor. If for any reason Lessee fails to return any Vehicle to Lessor as and when required in accordance with this Section, Lessee agrees to pay Lessor additional rent for such Vehicle at twice the normal pro-rated daily rent. Acceptance of such additional rent by Lessor will in no way limit Lessor's remedies with respect to Lessee's failure to return any Vehicle as required hereunder.

5. COSTS, EXPENSES, FEES AND CHARGES: Lessee agrees to pay all costs, expenses, fees, charges, fines, tickets, penalties and taxes (other than federal and state income taxes on the income of Lessor) incurred in connection with the titling, registration, delivery, purchase, sale, rental, use or operation of the Vehicles during the Term. If Lessor, Servicer or any other agent of Lessor incurs any such costs or expenses, Lessee agrees to promptly reimburse Lessor for the same.

6. LICENSE AND CHARGES: Each Vehicle will be titled and licensed in the name designated by Lessor at Lessee's expense. Certain other charges relating to the acquisition of each Vehicle and paid or satisfied by Lessor have been capitalized in determining the monthly rental, treated as an initial charge or otherwise charged to Lessee. Such charges have been determined without reduction for trade-in, exchange allowance or other credit attributable to any Lessor-owned vehicle.

7. REGISTRATION PLATES, ETC.: Lessee agrees, at its expense, to obtain in the name designated by Lessor all registration plates and other plates, permits, inspections and/or licenses required in connection with the Vehicles, except for the initial registration plates which Lessor will obtain at Lessee's expense. The parties agree to cooperate and to furnish any and all information or documentation, which may be reasonably necessary for compliance with the provisions of this Section or any federal, state or local law, rule, regulation or ordinance. Lessee agrees that it will not permit any Vehicle to be located in a state other than the state in which such Vehicle is then titled for any continuous period of time that would require such Vehicle to become subject to the titling and/or registration laws of such other state.

8. MAINTENANCE OF AND IMPROVEMENTS TO VEHICLES:

(a) Lessee agrees, at its expense, to (i) maintain the Vehicles in good condition, repair, maintenance and running order and in accordance with all manufacturer's instructions and warranty requirements and all legal requirements and (ii) furnish all labor, materials, parts and other essentials required for the proper operation and maintenance of the Vehicles. Any alterations, additions, replacement parts or improvements to a Vehicle will become and remain the property of Lessor and will be returned with such Vehicle upon such Vehicle's return pursuant to Section 4. Notwithstanding the foregoing, so long as no Event of Default has occurred and is continuing, Lessee shall have the right to remove any additional equipment installed by Lessee on a Vehicle prior to returning such Vehicle to Lessor under Section 4. The value of such alterations, additions, replacement parts and improvements will in no instance be regarded as rent. Without the prior written consent of Lessor, Lessee will not make any alterations, additions, replacement parts or improvements to any Vehicle which detract from its economic value or functional utility. Lessor will not be required to make any repairs or replacements of any nature or description with respect to any Vehicle, to maintain or repair any Vehicle or to make any expenditure whatsoever in connection with any Vehicle or this Agreement.

(b) Lessor and Lessee acknowledge and agree that if Section 4 of a Schedule includes a charge for maintenance, (i) the Vehicle(s) covered by such Schedule are subject to a separate maintenance agreement between Enterprise Fleet Management, Inc. and Lessee and (ii) Lessor shall have no liability or responsibility for any failure of Enterprise Fleet Management, Inc. to perform any of its obligations thereunder or to pay or reimburse Lessee for its payment of any costs and expenses incurred in connection with the maintenance or repair of any such Vehicle(s).

9. SELECTION OF VEHICLES AND DISCLAIMER OF WARRANTIES:

(a) LESSEE ACCEPTANCE OF DELIVERY AND USE OF EACH VEHICLE WILL CONCLUSIVELY ESTABLISH THAT SUCH VEHICLE IS OF A SIZE, DESIGN, CAPACITY, TYPE AND MANUFACTURE SELECTED BY LESSEE AND THAT SUCH VEHICLE IS IN GOOD CONDITION AND REPAIR AND IS SATISFACTORY IN ALL RESPECTS AND IS SUITABLE FOR LESSEE'S PURPOSE. LESSEE ACKNOWLEDGES THAT LESSOR IS NOT A MANUFACTURER OF ANY VEHICLE OR AN AGENT OF A MANUFACTURER OF ANY VEHICLE.

(b) LESSOR MAKES NO REPRESENTATION OR WARRANTY OF ANY KIND, EXPRESS OR IMPLIED, WITH RESPECT TO ANY VEHICLE, INCLUDING, WITHOUT LIMITATION, ANY REPRESENTATION OR WARRANTY AS TO CONDITION, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE, IT BEING AGREED THAT ALL SUCH RISKS ARE TO BE BORNE BY LESSEE. THE VEHICLES ARE LEASED "AS IS," "WITH ALL FAULTS." All warranties made by any supplier, vendor and/or manufacturer of a Vehicle are hereby assigned by Lessor to Lessee for the applicable Term and Lessee's only remedy, if any, is against the supplier, vendor or manufacturer of the Vehicle.

(c) None of Lessor, Servicer or any other agent of Lessor will be liable to Lessee for any liability, claim, loss, damage (direct, incidental or consequential) or expense of any kind or nature, caused directly or indirectly, by any Vehicle or any inadequacy of any Vehicle for any purpose or any defect (latent or patent) in any Vehicle or the use or maintenance of any Vehicle or any repair, servicing or adjustment of or to any Vehicle, or any delay in providing or failure to provide any Vehicle, or any interruption or loss of service or use of any Vehicle, or any loss of business or any damage whatsoever and however caused. In addition, none of Lessor, Servicer or any other agent of Lessor will have any liability to Lessee under this Agreement or under any order authorization form executed by Lessee if Lessor is unable to locate or purchase a Vehicle ordered by Lessee or for any delay in delivery of any Vehicle ordered by Lessee.

10. RISK OF LOSS: Lessee assumes and agrees to bear the entire risk of loss of, theft of, damage to or destruction of any Vehicle from any cause whatsoever ("Casualty Occurrence"). In the event of a Casualty Occurrence to a Vehicle, Lessee shall give Lessor prompt notice of the Casualty Occurrence and thereafter will place the applicable Vehicle in good repair, condition and working order; provided, however, that if the applicable Vehicle is determined by Lessor to be lost, stolen, destroyed or damaged beyond repair (a "Totaled Vehicle"), Lessee agrees to pay Lessor no later than the date thirty (30) days after the date of the Casualty Occurrence the amounts owed under Sections 3(b) and 3(c) with respect to such Totaled Vehicle. Upon such payment, this Agreement will terminate with respect to such Totaled Vehicle.

11. INSURANCE:

(a) Lessee agrees to purchase and maintain in force during the Term, insurance policies in at least the amounts listed below covering each Vehicle, to be written by an insurance company or companies satisfactory to Lessor, insuring Lessee, Lessor and any other person or entity designated by Lessor against any damage, claim, suit, action or liability:

(i) Commercial Automobile Liability Insurance (including Uninsured/Underinsured Motorist Coverage and No-Fault Protection where required by law) for the limits listed below (Note - $5,000,000 Combined Single Limit Bodily Injury and Property Damage with No Deductible is required for each Vehicle capable of transporting more than 8 passengers):

State of Vehicle Registration	Coverage
Connecticut, Massachusetts, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont	$1,000,000 Combined Single Limit Bodily Injury and Property Damage - No Deductible
Florida	$500,000 Combined Single Limit Bodily Injury and Property Damage or $100,000 Bodily Injury Per Person, $300,000 Per Occurrence and $50,000 Property Damage (100/300/50) - No Deductible
All Other States	$300,000 Combined Single Limit Bodily Injury and Property Damage or $100,000 Bodily Injury Per Person, $300,000 Per Occurrence and $50,000 Property Damage (100/300/50) - No Deductible

(ii) Physical Damage Insurance (Collision & Comprehensive): Actual cash value of the applicable Vehicle. Maximum deductible of $500 per occurrence - Collision and $250 per occurrence - Comprehensive).

If the requirements of any governmental or regulatory agency exceed the minimums stated in this Agreement, Lessee must obtain and maintain the higher insurance requirements. Lessee agrees that each required policy of insurance will by appropriate endorsement or otherwise name Lessor and any other person or entity designated by Lessor as additional insureds and loss payees, as their respective interests may appear. Further, each such insurance policy must provide the following: (i) that the same may not be cancelled, changed or modified until after the insurer has given to Lessor, Servicer and any other person or entity designated by Lessor at least thirty (30) days prior written notice of such proposed cancellation, change or modification, (ii) that no act or default of Lessee or any other person or entity shall affect the right of Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns to recover under such policy or policies of insurance in the event of any loss of or damage to any Vehicle and (iii) that the coverage is "primary coverage" for the protection of Lessee, Lessor, Servicer, any other agent of Lessor and their respective successors and assigns notwithstanding any other coverage carried by Lessee, Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns protecting against similar risks. Original certificates evidencing such coverage and naming Lessor, Servicer, any other agent of Lessor and any other person or entity designated by Lessor as additional insureds and loss payees shall be furnished to Lessor prior to the Delivery Date, and annually thereafter and/or as reasonably requested by Lessor from time to time. In the event of default, Lessee hereby appoints Lessor, Servicer and any other agent of Lessor as Lessee's attorney-in-fact to receive payment of, to endorse all checks and other documents and to take any other actions necessary to pursue insurance claims and recover payments if Lessee fails to do so. Any expense of Lessor, Servicer or any other agent of Lessor in adjusting or collecting insurance shall be borne by Lessee.

Lessee, its drivers, servants and agents agree to cooperate fully with Lessor, Servicer, any other agent of Lessor and any insurance carriers in the investigation, defense and prosecution of all claims or suits arising from the use or operation of any Vehicle. If any claim is made or action commenced for death, personal injury or property damage resulting from the ownership, maintenance, use or operation of any Vehicle, Lessee will promptly notify Lessor of such action or claim and forward to Lessor a copy of every demand, notice, summons or other process received in connection with such claim or action.

(b) Notwithstanding the provisions of Section 11(a) above: (i) if Section 4 of a Schedule includes a charge for physical damage waiver, Lessor agrees that (A) Lessee will not be required to obtain or maintain the minimum physical damage insurance (collision and comprehensive) required under Section 11(a) for the Vehicle(s) covered by such Schedule and (B) Lessor will assume the risk of physical damage (collision and comprehensive) to the Vehicle(s) covered by such Schedule; provided, however, that such physical damage waiver shall not apply to, and Lessee shall be and remain liable and responsible for, damage to a covered Vehicle caused by wear and tear or mechanical breakdown or failure, damage to or loss of any parts, accessories or components added to a covered Vehicle by Lessee without the prior written consent of Lessor and/or damage to or loss of any property and/or personal effects contained in a covered Vehicle. In the event of a Casualty Occurrence to a covered Vehicle, Lessor may, at its option, replace, rather than repair, the damaged Vehicle with an equivalent vehicle, which replacement vehicle will then constitute the "Vehicle" for purposes of this Agreement; and (ii) if Section 4 of a Schedule includes a charge for commercial automobile liability enrollment, Lessor agrees that it will, at its expense, obtain for and on behalf of Lessee, by adding Lessee as an additional insured under a commercial automobile liability insurance policy issued by an insurance company selected by Lessor, commercial automobile liability insurance satisfying the minimum commercial automobile liability insurance required under Section 11(a) for the Vehicle(s) covered by such Schedule. Lessor may at any time during the applicable Term terminate said obligation to provide physical damage waiver and/or commercial automobile liability enrollment and cancel such physical damage waiver and/or commercial automobile liability enrollment upon giving Lessee at least ten (10) days prior written notice. Upon such cancellation, insurance in the minimum amounts as set forth in 11(a) shall be obtained and maintained by Lessee at Lessee's expense. An adjustment will be made in monthly rental charges payable by Lessee to reflect any such change and Lessee agrees to furnish Lessor with satisfactory proof of insurance coverage within ten (10) days after mailing of the notice. In addition, Lessor may change the rates charged by Lessor under this Section 11(b) for physical damage waiver and/or commercial automobile liability enrollment upon giving Lessee at least thirty (30) days prior written notice.

12. INDEMNITY: Lessee agrees to defend and indemnify Lessor, Servicer, any other agent of Lessor and their respective successors and assigns from and against any and all losses, damages, liabilities, suits, claims, demands, costs and expenses (including, without limitation, reasonable attorneys' fees and expenses) which Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns may incur by reason of Lessee's breach or violation of, or failure to observe or perform, any term, provision or covenant of this Agreement, or as a result of any loss, damage, theft or destruction of any Vehicle or related to or arising out of or in connection with the use, operation or condition of any Vehicle. The provisions of this Section 12 shall survive any expiration or termination of this Agreement.

13. INSPECTION OF VEHICLES; ODOMETER DISCLOSURE; FINANCIAL STATEMENTS: Lessee agrees to accomplish, at its expense, all inspections of the Vehicles required by any governmental authority during the Term. Lessor, Servicer, any other agent of Lessor and any of their respective successors or assigns will have the right to inspect any Vehicle at any reasonable time(s) during the Term and for this purpose to enter into or upon any building or place where any Vehicle is located. Lessee agrees to comply with all odometer disclosure laws, rules and regulations and to provide such written and signed disclosure information on such forms and in such manner as directed by Lessor. Providing false information or failure to complete the odometer disclosure form as required by law may result in fines and/or imprisonment. Lessee hereby agrees to promptly deliver to Lessor such financial statements and other financial information regarding Lessee as Lessor may from time to time reasonably request.

14. DEFAULT; REMEDIES: The following shall constitute events of default ("Events of Default") by Lessee under this Agreement: (a) if Lessee fails to pay when due any rent or other amount due under this Agreement and any such failure shall remain unremedied for ten (10) days; (b) if Lessee fails to perform, keep or observe any term, provision or covenant contained in Section 11 of this Agreement; (c) if Lessee fails to perform, keep or observe any other term, provision or covenant contained in this Agreement and any such failure shall remain unremedied for thirty (30) days after written notice thereof is given by Lessor, Servicer or any other agent of Lessor to Lessee; (d) any seizure or confiscation of any Vehicle or any other act (other than a Casualty Occurrence) otherwise rendering any Vehicle unsuitable for use (as determined by Lessor); (e) if any present or future guaranty in favor of Lessor of all or any portion of the obligations of Lessee under this Agreement shall at any time for any reason cease to be in full force and effect or shall be declared to be null and void by a court of competent jurisdiction, or if the validity or enforceability of any such guaranty shall be contested or denied by any guarantor, or if any guarantor shall deny that it, he or she has any further liability or obligation under any such guaranty or if any guarantor shall fail to comply with or observe any of the terms, provisions or conditions contained in any such guaranty; (f) the occurrence of a material adverse change in the financial condition or business of Lessee or any guarantor; or (g) if Lessee or any guarantor is in default under or fails to comply with any other present or future agreement with or in favor of Lessor, The Crawford Group, Inc. or any direct or indirect subsidiary of The Crawford Group, Inc.. For purposes of this Section 14, the term "guarantor" shall mean any present or future guarantor of all or any portion of the obligations of Lessee under this Agreement.

Upon the occurrence of any Event of Default, Lessor, without notice to Lessee, will have the right to exercise concurrently or separately (and without any election of remedies being deemed made), the following remedies: (a) Lessor may demand and receive immediate possession of any or all of the Vehicles from Lessee, without releasing Lessee from its obligations under this Agreement; if Lessee fails to surrender possession of the Vehicles to Lessor on default (or termination or expiration of the Term), Lessor, Servicer, any other agent of Lessor and any of Lessor's independent contractors shall have the right to enter upon any premises where the Vehicles may be located and to remove and repossess the Vehicles; (b) Lessor may enforce performance by Lessee of its obligations under this Agreement; (c) Lessor may recover damages and expenses sustained by Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns by reason of Lessee's default including, to the extent permitted by applicable law, all costs and expenses, including court costs and reasonable attorneys' fees and expenses, incurred by Lessor, Servicer, any other agent of Lessor or any of their respective successors or assigns in attempting or effecting enforcement of Lessor's rights under this Agreement (whether or not litigation is commenced) and/or in connection with bankruptcy or insolvency proceedings; (d) upon written notice to Lessee, Lessor may terminate Lessee's rights under this Agreement; (e) with respect to each Vehicle, Lessor may recover from Lessee all amounts owed by Lessee under Sections 3(b) and 3(c) of this Agreement (and, if Lessor does not recover possession of a Vehicle, (i) the estimated wholesale value of such Vehicle for purposes of Section 3(c)

shall be deemed to be $0.00 and (ii) the calculations described in the first two sentences of Section 3(c) shall be made without giving effect to clause (ii) in each such sentence); and/or (f) Lessor may exercise any other right or remedy which may be available to Lessor under the Uniform Commercial Code, any other applicable law or in equity. A termination of this Agreement shall occur only upon written notice by Lessor to Lessee. Any termination shall not affect Lessee's obligation to pay all amounts due for periods prior to the effective date of such termination or Lessee's obligation to pay any indemnities under this Agreement. All remedies of Lessor under this Agreement or at law or in equity are cumulative.

15. ASSIGNMENTS: Lessor may from time to time assign, pledge or transfer this Agreement and/or any or all of its rights and obligations under this Agreement to any person or entity. Lessee agrees, upon notice of any such assignment, pledge or transfer of any amounts due or to become due to Lessor under this Agreement to pay all such amounts to such assignee, pledgee or transferee. Any such assignee, pledgee or transferee of any rights or obligations of Lessor under this Agreement will have all of the rights and obligations that have been assigned to it. Lessee's rights and interest in and to the Vehicles are and will continue at all times to be subject and subordinate in all respects to any assignment, pledge or transfer now or hereafter executed by Lessor with or in favor of any such assignee, pledgee or transferee, provided that Lessee shall have the right of quiet enjoyment of the Vehicles so long as no Event of Default under this Agreement has occurred and is continuing. Lessee acknowledges and agrees that the rights of any assignee, pledgee or transferee in and to any amounts payable by the Lessee under any provisions of this Agreement shall be absolute and unconditional and shall not be subject to any abatement whatsoever, or to any defense, setoff, counterclaim or recoupment whatsoever, whether by reason of any damage to or loss or destruction of any Vehicle or by reason of any defect in or failure of title of the Lessor or interruption from whatsoever cause in the use, operation or possession of any Vehicle, or by reason of any indebtedness or liability howsoever and whenever arising of the Lessor or any of its affiliates to the Lessee or to any other person or entity, or for any other reason.

Without the prior written consent of Lessor, Lessee may not assign, sublease, transfer or pledge this Agreement, any Vehicle, or any interest in this Agreement or in and to any Vehicle, or permit its rights under this Agreement or any Vehicle to be subject to any lien, charge or encumbrance. Lessee's interest in this Agreement is not assignable and cannot be assigned or transferred by operation of law. Lessee will not transfer or relinquish possession of any Vehicle (except for the sole purpose of repair or service of such Vehicle) without the prior written consent of Lessor.

16. MISCELLANEOUS: This Agreement contains the entire understanding of the parties. This Agreement may only be amended or modified by an instrument in writing executed by both parties. Lessor shall not by any act, delay, omission or otherwise be deemed to have waived any of its rights or remedies under this Agreement and no waiver whatsoever shall be valid unless in writing and signed by Lessor and then only to the extent therein set forth. A waiver by Lessor of any right or remedy under this Agreement on any one occasion shall not be construed as a bar to any right or remedy, which Lessor would otherwise have on any future occasion. If any term or provision of this Agreement or any application of any such term or provision is invalid or unenforceable, the remainder of this Agreement and any other application of such term or provision will not be affected thereby. Giving of all notices under this Agreement will be sufficient if mailed by certified mail to a party at its address set forth below or at such other address as such party may provide in writing from time to time. Any such notice mailed to such address will be effective one (1) day after deposit in the United States mail, duly addressed, with certified mail, postage prepaid. Lessee will promptly notify Lessor of any change in Lessee's address. This Agreement may be executed in multiple counterparts (including facsimile and pdf counterparts), but the counterpart marked "ORIGINAL" by Lessor will be the original lease for purposes of applicable law. All of the representations, warranties, covenants, agreements and obligations of each Lessee under this Agreement (if more than one) are joint and several.

17. SUCCESSORS AND ASSIGNS; GOVERNING LAW: Subject to the provisions of Section 15, this Agreement will be binding upon Lessee and its heirs, executors, personal representatives, successors and assigns, and will inure to the benefit of Lessor, Servicer, any other agent of Lessor and their respective successors and assigns. This Agreement will be governed by and construed in accordance with the substantive laws of the State of Missouri (determined without reference to conflict of law principles).

18. NON-PETITION: Each party hereto hereby covenants and agrees that, prior to the date which is one year and one day after payment in full of all indebtedness of Lessor, it shall not institute against, or join any other person in instituting against, Lessor any bankruptcy, reorganization, arrangement, insolvency or liquidation proceedings or other similar proceeding under the laws of the United States or any state of the United States. The provisions of this Section 18 shall survive termination of this Master Equity Lease Agreement.

IN WITNESS WHEREOF, Lessor and Lessee have duly executed this Master Equity Lease Agreement as of the day and year first above written.

LESSEE:	City of Lake City, Florida	LESSOR:	Enterprise FM Trust
		By:	Enterprise Fleet Management, Inc., its attorney in fact
By:	Stephen M. Witt	By:	John K. Toma
Title:	Mayor	Title:	Group Sales Manager
Address:	205 North Marion Ave Lake City, FL 32055	Address:	11034 Atlantic Blvd Jacksonville, FL 32225
Date Signed:	10/8/2010	Date Signed	10/12/10

Initials: EFS _____ Cust _____

MAINTENANCE AGREEMENT

This Maintenance Agreement (this "Agreement") is made and entered into this sixth day of October, 2010, by Enterprise Fleet Management, Inc., a Missouri corporation ("EFM"), and City of Lake City, Florida ("Lessee").

WITNESSETH

1. LEASE. Reference is hereby made to that certain Master Equity Lease Agreement dated as of the sixth day of October, 2010, by and between Enterprise FM Trust, a Delaware statutory trust, as lessor ("Lessor"), and Lessee, as lessee (as the same may from time to time be amended, modified, extended, renewed, supplemented or restated, the "Lease"). All capitalized terms used and not otherwise defined in this Agreement shall have the respective meanings ascribed to them in the Lease.

2. COVERED VEHICLES. This Agreement shall only apply to those vehicles leased by Lessor to Lessee pursuant to the Lease to the extent Section 4 of the Schedule for such vehicles includes a charge for maintenance (the "Covered Vehicle(s)").

3. TERM AND TERMINATION. The term of this Agreement ("Term") for each Covered Vehicle shall begin on the Delivery Date of such Covered Vehicle and shall continue until the last day of the "Term" (as defined in the Lease) for such Covered Vehicle unless earlier terminated as set forth below. Each of EFM and Lessee shall each have the right to terminate this Agreement effective as of the last day of any calendar month with respect to any or all of the Covered Vehicles upon not less than sixty (60) days prior written notice to the other party. The termination of this Agreement with respect to any or all of the Covered Vehicles shall not affect any rights or obligations under this Agreement which shall have previously accrued or shall thereafter arise with respect to any occurrence prior to termination, and such rights and obligations shall continue to be governed by the terms of this Agreement.

4. VEHICLE REPAIRS AND SERVICE. EFM agrees that, during the Term for the applicable Covered Vehicle and subject to the terms and conditions of this Agreement, it will pay for, or reimburse Lessee for its payment of, all costs and expenses incurred in connection with the maintenance or repair of a Covered Vehicle. This Agreement does not cover, and Lessee will remain responsible for and pay for, (a) fuel, (b) oil and other fluids between changes, (c) tire repair and replacement, (d) washing, (e) repair of damage due to lack of maintenance by Lessee between scheduled services (including, without limitation, failure to maintain fluid levels), (f) maintenance or repair of any alterations to a Covered Vehicle or of any after-market components (this Agreement covers maintenance and repair only of the Covered Vehicles themselves and any factory-installed components and does not cover maintenance or repair of chassis alterations, add-on bodies (including, without limitation, step vans) or other equipment (including, without limitation, lift gates and PTO controls) which is installed or modified by a dealer, body shop, upfitter or anyone else other than the manufacturer of the Covered Vehicle, (g) any service and/or damage resulting from, related to or arising out of an accident, a collision, theft, fire, freezing, vandalism, riot, explosion, other Acts of God, an object striking the Covered Vehicle, improper use of the Covered Vehicle (including, without limitation, driving over curbs, overloading, racing or other competition) or Lessee's failure to maintain the Covered Vehicle as required by the Lease, (h) roadside assistance or towing for vehicle maintenance purposes, (i) mobile services, (j) the cost of loaner or rental vehicles or (k) if the Covered Vehicle is a truck, (i) manual transmission clutch adjustment or replacement, (ii) brake adjustment or replacement or (iii) front axle alignment. Whenever it is necessary to have a Covered Vehicle serviced, Lessee agrees to have the necessary work performed by an authorized dealer of such Covered Vehicle or by a service facility acceptable to EFM. In every case, if the cost of such service will exceed $50.00, Lessee must notify EFM and obtain EFM's authorization for such service and EFM's instructions as to where such service shall be made and the extent of service to be obtained. Lessee agrees to furnish an invoice for all service to a Covered Vehicle, accompanied by a copy of the shop or service order (odometer mileage must be shown on each shop or service order). EFM will not be obligated to pay for any unauthorized charges or those exceeding $50.00 for one service on any Covered Vehicle unless Lessee has complied with the above terms and conditions. EFM will not have any responsibility to pay for any services in excess of the services recommended by the manufacturer, unless otherwise agreed to by EFM. Notwithstanding any other provision of this Agreement to the contrary, (a) all service performed within one hundred twenty (120) days prior to the last day of the scheduled "Term" (as defined in the Lease) for the applicable Covered Vehicle must be authorized by and have the prior consent and approval of EFM and any service not so authorized will be the responsibility of and be paid for by Lessee and (b) EFM is not required to provide or pay for any service to any Covered Vehicle after 100,000 miles.

5. ENTERPRISE CARDS: EFM may, at its option, provide Lessee with an authorization card (the "EFM Card") for use in authorizing the payment of charges incurred in connection with the maintenance of the Covered Vehicles. Lessee agrees to be liable to EFM for, and upon receipt of a monthly or other statement from EFM, Lessee agrees to promptly pay to EFM, all charges made by or for the account of Lessee with the EFM Card (other than any charges which are the responsibility of EFM under the terms of this Agreement). EFM reserves the right to change the terms and conditions for the use of the EFM Card at any time. The EFM Card remains the property of EFM and EFM may revoke Lessee's right to possess or use the EFM Card at any time. Upon the termination of this Agreement or upon the demand of EFM, Lessee must return the EFM Card to EFM. The EFM Card is non-transferable.

6. PAYMENT TERMS. The amount of the monthly maintenance fee will be listed on the applicable Schedule and will be due and payable in advance on the first day of each month. If the first day of the Term for a Covered Vehicle is other than the first day of a calendar month, Lessee will pay EFM, on the first day of the Term for such Covered Vehicle, a pro-rated maintenance fee for the number of days that the Delivery Date precedes the first monthly maintenance fee payment date. Any monthly maintenance fee or other amount owed by Lessee to EFM under this Agreement which is not paid within twenty (20) days after its due date will accrue interest, payable upon demand of EFM, from the date due until paid in full at a rate per annum equal to the lesser of (i) Eighteen Percent (18%) per annum or (ii) the highest rate allowed by applicable law. The monthly maintenance fee set forth on each applicable Schedule allows the number of miles per month as set forth in such Schedule. Lessee agrees to pay EFM at the end of the applicable Term (whether by reason of termination of this Agreement or otherwise) an overmileage maintenance fee for any miles in excess of this average amount per month at the rate set forth in the applicable Schedule. EFM may, at its option, permit Lessor, as an agent for EFM, to bill and collect amounts due to EFM under this Agreement from Lessee on behalf of EFM.

7. NO WARRANTIES. Lessee acknowledges that EFM does not perform maintenance or repair services on the Covered Vehicles but rather EFM arranges for maintenance and/or repair services on the Covered Vehicles to be performed by third parties. EFM MAKES NO REPRESENTATION OR WARRANTY OF ANY KIND, EXPRESS OR IMPLIED, WITH RESPECT TO ANY PRODUCTS, REPAIRS OR SERVICES PROVIDED FOR UNDER THIS AGREEMENT BY THIRD PARTIES, INCLUDING, WITHOUT LIMITATION, ANY REPRESENTATION OR WARRANTY AS TO MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, COMPLIANCE WITH SPECIFICATIONS, OPERATION, CONDITION, SUITABILITY, PERFORMANCE OR QUALITY. ANY DEFECT IN THE PERFORMANCE OF ANY PRODUCT, REPAIR OR SERVICE WILL NOT RELIEVE LESSEE OF ITS OBLIGATIONS UNDER THIS AGREEMENT, INCLUDING THE PAYMENT TO EFM OF THE MONTHLY MAINTENANCE FEES AND OTHER CHARGES DUE UNDER THIS AGREEMENT.

8. LESSOR NOT A PARTY. Lessor is not a party to, and shall have no rights, obligations or duties under or in respect of, this Agreement.

9. NOTICES. Any notice or other communication under this Agreement shall be in writing and delivered in person or sent by facsimile, recognized overnight courier or registered or certified mail, return receipt requested and postage prepaid, to the applicable party at its address or facsimile number set forth on the signature page of this Agreement, or at such other address or facsimile number as any party hereto may designate as its address or facsimile number for communications under this Agreement by notice so given. Such notices shall be deemed effective on the day on which delivered or sent if delivered in person or sent by facsimile, on the first (1st) business day after the day on which sent, if sent by recognized overnight courier or on the third (3rd) business day after the day on which mailed, if sent by registered or certified mail.

10. MISCELLANEOUS. This Agreement embodies the entire Agreement between the parties relating to the subject matter hereof. This Agreement may be amended only by an agreement in writing signed by EFM and Lessee. Any provision of this Agreement which is prohibited or unenforceable in any jurisdiction shall, as to such jurisdiction, be ineffective only to the extent of such prohibition or unenforceability without invalidating the remaining provisions of this Agreement or affecting the validity or enforceability of such provisions in any other jurisdiction. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns, except that Lessee may not assign, transfer or delegate any of its rights or obligations under this Agreement without the prior written consent of EFM. This Agreement shall be governed by and construed in accordance with the substantive laws of the State of Missouri (without reference to conflict of law principles).

IN WITNESS WHEREOF, EFM and Lessee have executed this Maintenance Agreement as of the day and year first above written.

LESSEE:	City of Lake City, Florida	LESSOR:	Enterprise Fleet Management, Inc.
By:	Stephen Witt	By:	John K. Toma
Title:	Mayor	Title:	Group Sales Manager
Address:	205 North Marion Ave Lake City, FL 32055	Address:	11034 Atlantic Blvd Jacksonville, FL 32225
Attention:		Attention:	
Facsimile No.:		Facsimile No.:	
Date Signed:	10/8/2010	Date Signed	10/12, 10

AMENDMENT TO MASTER EQUITY LEASE AGREEMENT

THIS AMENDMENT ("Amendment") dated this 8th day of October, 2010 is attached to, and made a part of, the MASTER EQUITY LEASE AGREEMENT entered into on the 8th day of October, 2010 ("Agreement") by and between Enterprise FM Trust, a Delaware statutory trust ("Lessor") and City of Lake City ("Lessee"). This Amendment is made for good and valuable consideration, the receipt of which is hereby acknowledged by the parties.

Section 1 of the Master Equity Lease Agreement is amended to read as follows:

Lessor hereby leases to Lessee and Lessee hereby leases from Lessor the vehicles (individually, a "Vehicle" and collectively, the "Vehicles") described in the schedules from time to time delivered by Lessor to Lessee as set forth below ("Schedule(s)") for the rentals and on the terms set forth in this Agreement and in the applicable Schedule, all of which shall be approved by Lessee and Lessor as evidence by their signatures. References to this "Agreement" shall include this Master Equity Lease Agreement and the various Schedules and addenda to this Master Equity Lease Agreement, all of which shall be approved by Lessee and Lessor as evidence by their signatures. Lessor will, on or about the date of delivery of each Vehicle to Lessee, send Lessee a Schedule covering the Vehicle, which will include, among other things, a description of the Vehicle, the lease term and the monthly rental and other payments due with respect to the Vehicle. The terms contained in each such Schedule will be binding on Lessee unless Lessee objects in writing to such Schedule within ten (10) days after the date of delivery of the Vehicle covered by such Schedule. Lessor is the sole legal owner of each Vehicle. This Agreement is a lease only and Lessee will have no right, title or interest in or to the Vehicles except for the use of the Vehicles as described in this Agreement. This Agreement shall be treated as a true lease for federal and applicable state income tax purposes with Lessor having all benefits of ownership of the Vehicles. It is understood and agreed that Enterprise Fleet Management, Inc. or an affiliate thereof (together with any subservicer, agent, successor or assign as servicer on behalf of Lessor, "Servicer") may administer this Agreement on behalf of Lessor and may perform the service functions herein provided to be performed by Lessor.

Section 16 of the Master Equity Lease Agreement is amended to read as follows:

This Agreement contains the entire understanding of the parties. This Agreement may only be amended or modified by an instrument in writing executed by both parties. Lessor shall not by any act, delay, omission or otherwise be deemed to have waived any of its rights or remedies under this Agreement and no waiver whatsoever shall be valid unless in writing and signed by Lessor and then only to the extent therein set forth. A waiver by Lessor of any right or remedy under this Agreement on any one occasion shall not be construed as a bar to any right or remedy, which Lessor would otherwise have on any future occasion. If any term or provision of this Agreement or any application of any such term or provision is invalid or unenforceable, the remainder of this Agreement and any other application of such term or provision will not be affected thereby. Giving of all notices under this Agreement will be sufficient if mailed to the "City Manager of The City of Lake City by regular mail. Any such notice mailed to such address will be effective one (1) day after deposit in the United States mail, duly addressed, with certified mail, postage prepaid. Lessee will promptly notify Lessor of any change in Lessee's address. This Agreement may be executed in multiple counterparts (including facsimile and pdf counterparts), but the counterpart marked "ORIGINAL" by Lessor will be the original lease for purposes of applicable law. All of the representations, warranties, covenants, agreements and obligations of each Lessee under this Agreement (if more than one) are joint and several.

Section 17 of the Master Equity Lease Agreement is amended to read as follows:

Subject to the provisions of Section 15, this Agreement will be binding upon Lessee and its heirs, executors, personal representatives, successors and assigns, and will inure to the benefit of Lessor, Servicer, any other agent of Lessor and their respective successors and assigns. This Agreement will be governed by and construed in accordance with the substantive laws of the State of Florida (determined without reference to conflict of law principles).

Section 19 of the Master Equity Lease Agreement is amended with the additional paragraph:

Non-Appropriation: Lessee's funding of this Agreement shall be on a Fiscal Year basis and is subject to annual appropriations by the City Council of the City of Lake City, Florida, each fiscal year commencing with fiscal year beginning October 1,2010. Lessor acknowledges that Lessee is a municipal corporation and is precluded by the Florida State Constitution and other laws from entering into obligations that financially bind future governing bodies, and that, therefore, nothing in this Agreement shall constitute an obligation of future City Council's of the City of Lake City, Florida to appropriate funds for purposes of this Agreement. Accordingly, the parties hereto agree that the lease terms within this Agreement or any Schedules relating hereto are contingent upon appropriation of funds by

the City Council of Lake City, Florida, for each fiscal year following the fiscal year commencing October 1, 2010. The parties further agree that should the City Council fail to appropriate such funds, the Lessor shall be paid all rentals due and owing hereunder up until the actual day of termination. In addition, Lessor reserves the right to be paid for any reasonable damages. These reasonable damages will be limited to the losses incurred by the Lessor for having to sell the vehicles on the open used car market prior to the end of the scheduled term (as determined in Section 3 of this Agreement, including the difference between the depreciated value of the vehicle and the wholesale value of the vehicle, if the wholesale value is less than the depreciated value in addition to general administrative expenses, including but not limited to cost of vehicle management, sales expense and re-marketing costs. The depreciated value is calculated based on net cost of the vehicle minus accumulated monthly depreciation, to be paid by Lessee. Funds for Lessee's fiscal year commencing October 1, 2010, have been appropriated by the City Council of the City of Lake City, Florida.

All references in the Agreement and in the various Schedules and addenda to the Agreement to the Agreement and any other references of similar import shall henceforth mean the Agreement as amended by this Amendment. Except to the extent specifically amended by this Amendment, all of the terms, provisions, conditions, covenants, representations and warranties contained in the Agreement shall be and remain in full force and effect and the same are hereby ratified and confirmed.

IN WITNESS WHEREOF, Lessor and Lessee have executed this Amendment to Master Equity Lease Agreement as of the 8th day of October, 2010.

City of Lake City (Lessee)

By Stephen Witt

Title: Mayor

Enterprise FM Trust (Lessor)
By: Enterprise Fleet Management, Inc., its attorney in fact

By John K. Toma

Title: Group Sales Manager

INDEMNITY AGREEMENT

This Agreement is entered into as of the 9th day of September, 2010, by and between Enterprise Fleet Management, Inc., (EFM), a Missouri corporation, and City of Lake City.

WITNESSETH:

INDEMNITY: Enterprise Fleet Management, Inc. ("EFM") agrees to defend and indemnify City of Lake City from and against any and all losses, damages, liabilities, suits, claims, demands, costs and expenses (including, without limitation, reasonable attorneys' fees and expenses) which City of Lake City may incur by reason of EFM's breach or violation of, or failure to observe or perform, any of its obligations as Servicer (EFM in such capacity, "Servicer") for Enterprise FM Trust in connection with the Master Equity Lease Agreement between City of Lake City and Enterprise FM Trust dated as of the date hereof, or as a result of any loss, damage, theft or destruction of any Vehicle or related to or arising out of or in connection with the use, operation or condition of any Vehicle, in each case, while the Vehicle was in possession of the Servicer.

Capitalized terms used herein and not defined herein shall have the meanings given in the Lease.

IN WITNESS WHEREOF, EFM and City of Lake City have executed this Indemnity Agreement as of the day and year first above written.

Company: City of Lake City

By: Stephen Witt
Title: Mayor
Address: 205 N. Marion Ave.
Lake City, FL 32055

EFM: ENTERPRISE FLEET MANAGEMENT INC.

By: JOHN K. TOMA
Title: Client Sales Manager
Address: 11034 ATLANTIC BLVD.
JACKSONVILLE, FL 32225

Replacement Schedule

EFM confidential and proprietary

Village of Palmetto Bay FLORIDA

enterprise FLEET MANAGEMENT

Year	Make	Model	VIN	EFM Unit ID	Current Equity Position
Vehicle Type: 1/2 Ton Pickup					
2020	RAM	1500	1C6SRECG1LN385877	23KBX5	$10,000.00
2020	RAM	1500	1C6SRECG5LN385879	23KBX4	$10,000.00
2020	RAM	1500	1C6SRECGXLN385876	23KBWX	$11,000.00
2020	RAM	1500	1C6SRECG3LN385878	23KBX9	$12,000.00
Vehicle Type: 3/4 Ton Pickup					
2020	RAM	2500	3C6UR4CJ1LG206566	23KC3K	$17,000.00
2020	RAM	2500	3C6UR4CJ5LG206568	23KC3M	$16,000.00
2020	RAM	2500	3C6UR4CJ3LG206567	23KC3L	$16,000.00
2020	RAM	2500	3C6UR4CJ8LG206564	23KC33	$17,000.00
2020	RAM	2500	3C6UR4CJXLG206565	23KC35	$18,000.00
Vehicle Type: SUV					
2020	Ford	Escape	1FMCU0BZ1LUB84645	23KC3C	$8,500.00
					$135,500.00

Village of Palmetto Bay FLORIDA

enterprise FLEET MANAGEMENT

New Vehicle	Number of Units	Montly Cost/Unit	Total Monthly Cost	Total Annual Cost
2026 RAM 2500	5	$976.82	$4,884.10	$58,609.20
2026 RAM 1500	4	$871.15	$3,484.60	$41,815.20
2026 Nissan Rogue	1	$551.37	$551.37	$6,616.44
Totals	**10**	**$2,399.34**	**$8,920.07**	**$107,040.84**

enterprise | FLEET MANAGEMENT

Open-End (Equity) Lease Rate Quote

Quote No: 9302718

Prepared For: Village of Palmetto Bay, Florida
Torres, Dio

Date 09/11/2025
AE/AM DP6/DC

Unit #
Year 2026 **Make** Nissan **Model** Rogue
Series S 4dr Front-Wheel Drive
Vehicle Order Type Ordered **Term** 36 **State** FL **Customer#** 449556

$ 24,240.00		Capitalized Price of Vehicle[1]
$0.00	*	Certain Other Charges 0.0000% **State** FL
$ 0.00	*	Initial License Fee
$ 0.00	*	Registration Fee
$ 60.00		Other: (See Page 2)
$ 0.00		Capitalized Price Reduction
$ 0.00		Gain Applied From Prior Unit
$ 0.00	*	Security Deposit
$0.00		Taxes
$ 24,300.00		Total Capitalized Amount (Delivered Price)
$ 425.25		Depreciation Reserve @ 1.7500%
$ 126.12		Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)[2]
$ 551.37		**Total Monthly Rental Excluding Additional Services**

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name	PLEASE LATER
Exterior Color	Glacier White
Interior Color	Charcoal w/Cloth Seat Trim
Lic. Plate Type	Unknown
GVWR	0

Additional Fleet Management

	Master Policy Enrollment Fees		
$ 0.00	Commercial Automobile Liability Enrollment		
	Liability Limit $0.00		
$ 0.00	Physical Damage Management	Comp/Coll Deductible	0 / 0
$ 0.00	Full Maintenance Program[3] Contract Miles 0	OverMileage Charge	$ 0.0504 Per Mile
	Incl: # Brake Sets (1 set = 1 Axle) 2	# Tires 4	Loaner Vehicle Not Included
$ 0.00	**Additional Services SubTotal**		
$ 0.00	Tax 0.0000% **State** FL		
$ 551.37	**Total Monthly Rental Including Additional Services**		
$ 8,991.00	Reduced Book Value at 36 Months		
$ 400.00	Service Charge Due at Lease Termination		

Quote based on estimated annual mileage of 6,500
(Current market and vehicle conditions may also affect value of vehicle)
(Quote is Subject to Customer's Credit Approval)
Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle.
Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, and agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement. In the event Lessee fails or refuses to accept delivery of the ordered vehicle, Lessee agrees that Lessor shall have the right to collect damages, including, but not limited to, a $500 disposal fee, interest incurred, and loss of value.

LESSEE Village of Palmetto Bay, Florida

BY **TITLE** **DATE**

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

[1] Capitalized price of vehicle may be adjusted to reflect final manufacturer's invoice, plus a pre delivery interest charge. Lessee hereby assigns to Lessor any manufacturer rebates and/or manufacturer incentives intended for the Lessee, which rebates and/or incentives have been used by Lessor to reduce the capitalized price of the vehicle.

[2] Monthly lease charge will be adjusted to reflect the interest rate on the delivery date (subject to a floor).

[3] The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Other Totals

Description	(B)illed or (C)apped	Price
Initial Administration Fee	C	$ 60.00
Courtesy Delivery Fee	C	$ 0.00
Total Other Charges Billed		$ 0.00
Total Other Charges Capitalized		$ 60.00
Other Charges Total		$ 60.00

Open-End (Equity) Lease Rate Quote

Quote No: 9302718

VEHICLE INFORMATION:

2026 Nissan Rogue S 4dr Front-Wheel Drive - US

Series ID: 22116

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	$27,348	$28,790.00
Total Options	$397.00	$465.00
Destination Charge	$1,495.00	$1,495.00
Total Price	**$29,240.00**	**$30,750.00**

SELECTED COLOR:

Exterior: QAK-Glacier White

Interior: G-Charcoal w/Cloth Seat Trim

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
FAK	First Aid Kit	Included	Included
G_03	Charcoal w/Cloth Seat Trim	NC	NC
L92	Floor Mats w/1-Piece Cargo Area Protector	$397.00	$465.00
PAINT	Monotone Paint Application	STD	STD
QAK_02	Glacier White	NC	NC
STDEN	Engine: 1.5L DOHC 12-Valve 3-Cylinder DI Turbo	STD	STD
STDRD	Radio: AM/FM NissanConnect	STD	STD
STDST	Front Bucket Seats	STD	STD
STDTM	Cloth Seat Trim	STD	STD
STDTN	Transmission: Xtronic CVT w/Manual Mode	STD	STD
STDTR	Tires: P235/65R17 All-Season	STD	STD
STDWL	Wheels: 17" Alloy	STD	STD

CONFIGURED FEATURES:

Body Exterior Features:

- Number Of Doors 4
- Rear Cargo Door Type: liftgate
- Driver And Passenger Mirror: power remote manual folding side-view door mirrors
- Spoiler: rear lip spoiler
- Door Handles: black
- Front And Rear Bumpers: body-coloured front and rear bumpers with black rub strip
- Body Material: galvanized steel/aluminum/composite body material
- Body Side Cladding: black bodyside cladding
- Grille: black w/chrome accents grille

Convenience Features:

- Air Conditioning manual air conditioning
- Air Filter: air filter
- Console Ducts: console ducts
- Cruise Control: cruise control with steering wheel controls
- Fuel Remote Release: power fuel remote release
- Power Windows: power windows with driver 1-touch down
- 1/4 Vent Rear Windows: power rearmost windows
- Remote Keyless Entry: yes remote keyless entry
- Illuminated Entry: illuminated entry
- Integrated Key Remote: integrated key/remote
- Auto Locking: auto-locking doors
- Passive Entry: Intelligent Key proximity key
- Trunk FOB Controls: keyfob trunk/hatch/door release
- Remote Engine Start: keyfob remote start - yes
- Steering Wheel: steering wheel with manual tilting, manual telescoping
- Day-Night Rearview Mirror: day-night rearview mirror
- Driver and Passenger Vanity Mirror: auxiliary driver and passenger-side visor mirrors
- Front Cupholder: front and rear cupholders
- Floor Console: full floor console with covered box
- Overhead Console: mini overhead console with storage
- Glove Box: glove box
- Driver Door Bin: driver and passenger door bins
- Rear Door Bins: rear door bins
- Seatback Storage Pockets: 1 seatback storage pockets
- Audio Media Storage: audio media storage
- Driver Footrest: driver's footrest
- Retained Accessory Power: retained accessory power
- Power Accessory Outlet: 1 12V DC power outlet

Entertainment Features:

- radio AM/FM/Satellite with seek-scan
- Radio Data System: radio data system
- Voice Activated Radio: voice activated radio
- Speed Sensitive Volume: speed-sensitive volume
- Steering Wheel Radio Controls: steering-wheel mounted audio controls
- Speakers: 4 speakers
- 1st Row LCD: 2 1st row LCD monitor
- Wireless Connectivity: wireless phone connectivity
- Antenna: integrated roof antenna

Lighting, Visibility and Instrumentation Features:

- Headlamp Type delay-off reflector LED low/high beam headlamps
- Auto-Dimming Headlights: High Beam Assist (HBA) auto high-beam headlights
- Front Wipers: variable intermittent speed-sensitive wipers wipers
- Rear Window wiper: rear window wiper with heating wiper park
- Rear Window Defroster: rear window defroster
- Tinted Windows: deep-tinted windows

Dome Light: dome light with fade
Front Reading Lights: front reading lights
Ignition Switch: ignition switch light
Variable IP Lighting: variable instrument panel lighting
Display Type: analog appearance
Tachometer: tachometer
Exterior Temp: outside-temperature display
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Park Distance Control: Rear Sonar System rear parking sensors
Trip Computer: trip computer
Trip Odometer: trip odometer
Lane Departure Warning: lane departure
Blind Spot Sensor: blind spot
Front Pedestrian Braking: front pedestrian detection
Forward Collision Alert: forward collision
Water Temp Gauge: water temp. gauge
Clock: digital clock
Systems Monitor: driver information centre
Check Control: redundant digital speedometer
Rear Vision Camera: rear vision camera
Oil Pressure Warning: oil-pressure warning
Battery Warning: battery warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Bulb Failure Warning: bulb-failure warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front and rear ventilated disc brakes
Daytime Running Lights: daytime running lights
Spare Tire Type: compact spare tire
Spare Tire Mount: spare tire mounted inside under cargo
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: curtain 1st and 2nd row overhead airbag
Knee Airbag: knee airbag
Rear Side Airbag: rear side-impact-impact airbag
Occupancy Sensor: front passenger airbag occupancy sensor
Height Adjustable Seatbelts: height adjustable front seatbelts
Seatbelt Pretensioners: front and rear seatbelt pre-tensioners
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Rear Child Safety Locks: rear child safety locks
Ignition Disable: immobilizer
Panic Alarm: panic alarm
Electronic Stability: Vehicle Dynamic Control (VDC) electronic stability
Traction Control: Traction Control System (TCS) ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints
Rear Headrest Control: 3 rear head restraints
First Aid Kit: first aid kit

Seats And Trim:

Seating Capacity max. seating capacity of 5

Front Bucket Seats: front bucket seats
Number of Driver Seat Adjustments: 6-way driver and passenger seat adjustments
Reclining Driver Seat: manual reclining driver and passenger seats
Driver Height Adjustment: manual height-adjustable driver and passenger seats
Driver Fore/Aft: manual driver and passenger fore/aft adjustment
Front Centre Armrest Storage: front centre armrest
Rear Seat Type: rear manual reclining 60-40 bench seat
Rear Folding Position: rear seat fold-forward seatback
Rear Seat Armrest: rear seat centre armrest with storage
Leather Upholstery: cloth front and rear seat upholstery
Door Trim Insert: vinyl door panel trim
Headliner Material: full cloth headliner
Floor Covering: full carpet floor covering
Shift Knob Trim: urethane shift knob
Floor Mats: carpet front and rear floor mats
Interior Accents: metal-look interior accents
Cargo Space Trim: carpet cargo space
Trunk Lid: plastic trunk lid/rear cargo door
Cargo Mats: vinyl/rubber cargo mat
Cargo Tie Downs: cargo tie-downs
Cargo Light: cargo light
Concealed Cargo Storage: concealed cargo storage

Standard Engine:

Engine 201-hp, 1.5-liter I-3 (regular gas)

Standard Transmission:

Transmission 2-speed CVT w/ OD and auto-manual

enterprise | FLEET MANAGEMENT

Open-End (Equity) Lease Rate Quote

Quote No: 9302664

Prepared For: Village of Palmetto Bay, Florida
Torres, Dio

Date 09/11/2025
AE/AM DP6/DC

Unit #
Year 2026 **Make** RAM **Model** 1500 Qty: 4
Series Tradesman 4x2 Crew Cab 144.5 in. WB
Vehicle Order Type Ordered **Term** 36 **State** FL **Customer#** 449556

$ 38,144.00		Capitalized Price of Vehicle[1]
$0.00	*	Certain Other Charges 0.0000% **State** FL
$ 0.00	*	Initial License Fee
$ 0.00	*	Registration Fee
$ 310.00		Other: (See Page 2)
$ 0.00		Capitalized Price Reduction
$ 0.00		Gain Applied From Prior Unit
$ 0.00	*	Security Deposit
$0.00		Taxes
$ 38,454.00		Total Capitalized Amount (Delivered Price)
$ 672.95		Depreciation Reserve @ 1.7500%
$ 198.20		Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)[2]
$ 871.15		**Total Monthly Rental Excluding Additional Services**

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name	PLEASE PROVIDE
Exterior Color	Bright White Clearcoat
Interior Color	Diesel Gray/Black w/Heavy Duty Vinyl 40/20/40
Lic. Plate Type	Yellow City
GVWR	0

Additional Fleet Management

Master Policy Enrollment Fees

$ 0.00 Commercial Automobile Liability Enrollment
Liability Limit $0.00

$ 0.00 Physical Damage Management — Comp/Coll Deductible 0 / 0

$ 0.00 Full Maintenance Program[3] Contract Miles 0 — OverMileage Charge $ 0.0504 Per Mile

Incl: # Brake Sets (1 set = 1 Axle) 2 — # Tires 4 — Loaner Vehicle Not Included

$ 0.00 **Additional Services SubTotal**

$ 0.00 Tax 0.0000% **State** FL

$ 871.15 **Total Monthly Rental Including Additional Services**

$ 14,227.80 Reduced Book Value at 36 Months

$ 400.00 Service Charge Due at Lease Termination

Quote based on estimated annual mileage of 6,500
(Current market and vehicle conditions may also affect value of vehicle)
(Quote is Subject to Customer's Credit Approval)
Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle.
Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, and agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement. In the event Lessee fails or refuses to accept delivery of the ordered vehicle, Lessee agrees that Lessor shall have the right to collect damages, including, but not limited to, a $500 disposal fee, interest incurred, and loss of value.

LESSEE Village of Palmetto Bay, Florida

BY **TITLE** **DATE**

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

[1] Capitalized price of vehicle may be adjusted to reflect final manufacturer's invoice, plus a pre delivery interest charge. Lessee hereby assigns to Lessor any manufacturer rebates and/or manufacturer incentives intended for the Lessee, which rebates and/or incentives have been used by Lessor to reduce the capitalized price of the vehicle.

[2] Monthly lease charge will be adjusted to reflect the interest rate on the delivery date (subject to a floor).

[3] The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Other Totals

Description	(B)illed or (C)apped	Price
Initial Administration Fee	C	$ 60.00
Courtesy Delivery Fee	C	$ 250.00
Total Other Charges Billed		$ 0.00
Total Other Charges Capitalized		$ 310.00
Other Charges Total		$ 310.00

Open-End (Equity) Lease Rate Quote

Quote No: 9302664

VEHICLE INFORMATION:

2026 RAM 1500 Tradesman 4x2 Crew Cab 144.5 in. WB - US

Series ID: DT1L98

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	$42,112	$43,775.00
Total Options	$837.00	$910.00
Destination Charge	$2,195.00	$2,195.00
Total Price	**$45,144.00**	**$46,880.00**

SELECTED COLOR:

Exterior: PW7-Bright White Clearcoat

Interior: X8-Diesel Gray/Black w/Heavy Duty Vinyl 40/20/40 Split Bench Seat Or Heavy Duty Vinyl 40/20/40 Split Bench Seat (Fleet)

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
23A	Quick Order Package 23A Tradesman	NC	NC
APA	Monotone Paint	STD	STD
CLF	MOPAR Front & Rear Rubber Floor Mats	$197.00	$215.00
DFT	Transmission: 8-Speed Automatic (850RE)	STD	STD
DMC	3.21 Rear Axle Ratio	STD	STD
ERG	Engine: 3.6L V6 24V VVT eTorque UPG I	STD	STD
MRU_	MOPAR Black Tubular Side Steps (Fleet)	$640.00	$695.00
NAS	50 State Emissions	STD	STD
PW7_01	Bright White Clearcoat	NC	NC
TUM	Tires: 275/65R18 BSW All Season LRR	STD	STD
TX	Heavy Duty Vinyl 40/20/40 Split Bench Seat	STD	STD
UBE	Radio: Uconnect 5 W w/8.4" Display	STD	STD
WARANT	FCA 5 Yr/100,000 Mile Powertrain Limited Warranty	NC	NC
WBF	Wheels: 18" X 7.5" Steel Painted	STD	STD
X8_02	Diesel Gray/Black w/Heavy Duty Vinyl 40/20/40 Split Bench Seat Or Heavy Duty Vinyl 40/20/40 Split Bench Seat (Fleet)	NC	NC
Z1C	GVWR: 6,900 lbs	STD	STD

CONFIGURED FEATURES:

Body Exterior Features:

- Number Of Doors 4
- Rear Cargo Door Type: tailgate
- Driver And Passenger Mirror: power remote heated manual folding side-view door mirrors
- Convex Driver Mirror: convex driver and passenger mirror
- Side Steps: yes
- Door Handles: black
- Front And Rear Bumpers: black front and rear bumpers with black rub strip
- Rear Step Bumper: rear step bumper
- Box Style: regular
- Body Material: galvanized steel/aluminum body material
- : class IV trailering with harness, hitch
- Grille: black grille

Convenience Features:

- Air Conditioning manual air conditioning
- Air Filter: air filter
- Console Ducts: console ducts
- Cruise Control: cruise control with steering wheel controls, adaptive
- Power Windows: power windows with driver and passenger 1-touch down
- Remote Keyless Entry: yes remote keyless entry
- Illuminated Entry: illuminated entry
- Integrated Key Remote: integrated key/remote
- Auto Locking: auto-locking doors
- Passive Entry: proximity key
- Valet Key: valet function
- Remote Engine Start: keyfob remote start - yes
- Steering Wheel: steering wheel with manual tilting, manual telescoping
- Day-Night Rearview Mirror: day-night rearview mirror
- Emergency SOS: RAM Connect
- Voice Recorder: voice recorder
- Front Cupholder: front and rear cupholders
- Overhead Console: mini overhead console with storage
- Glove Box: locking glove box
- Driver Door Bin: driver and passenger door bins
- Rear Door Bins: rear door bins
- Dashboard Storage: dashboard storage
- Interior Concealed Storage: interior concealed storage
- IP Storage: covered bin instrument-panel storage
- Driver Footrest: driver's footrest
- Retained Accessory Power: retained accessory power
- Power Accessory Outlet: 1 12V DC power outlet

Entertainment Features:

- radio with seek-scan
- Radio Data System: radio data system
- Voice Activated Radio: voice activated radio
- Speed Sensitive Volume: speed-sensitive volume
- Speakers: 6 speakers
- Internet Access: 4G LTE Wi-Fi Hot Spot internet access
- 1st Row LCD: 2 1st row LCD monitor
- Wireless Connectivity: wireless phone connectivity
- Antenna: fixed antenna

Lighting, Visibility and Instrumentation Features:

- Headlamp Type delay-off reflector LED low/high beam headlamps
- Auto-Dimming Headlights: auto high-beam headlights
- Cab Clearance Lights: cargo bed light
- Front Wipers: variable intermittent wipers

Tinted Windows: deep-tinted windows
Dome Light: dome light with fade
Front Reading Lights: front reading lights
Variable IP Lighting: variable instrument panel lighting
Display Type: analog appearance
Tachometer: tachometer
Voltometer: voltmeter
Compass: compass
Exterior Temp: outside-temperature display
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Park Distance Control: ParkSense front and rear parking sensors
Trip Odometer: trip odometer
Lane Departure Warning: lane departure
Blind Spot Sensor: blind spot
Front Pedestrian Braking: front pedestrian detection
Following Distance Indicator: following distance alert
Forward Collision Alert: forward collision
Oil Pressure Gauge: oil pressure gauge
Water Temp Gauge: water temp. gauge
Oil Temp Gauge: oil temperature gauge
Transmission Oil Temp Gauge: transmission oil temp. gauge
Engine Hour Meter: engine hour meter
Clock: digital clock
Systems Monitor: driver information centre
Rear Vision Camera: rear vision camera
Oil Pressure Warning: oil-pressure warning
Water Temp Warning: water-temp. warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Low Washer Fluid Warning: low-washer-fluid warning
Bulb Failure Warning: bulb-failure warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning
Transmission Fluid Temperature Warning: transmission-fluid-temperature warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front ventilated disc brakes
Daytime Running Lights: daytime running lights
Spare Tire Type: full-size spare tire
Spare Tire Mount: underbody mounted spare tire w/crankdown
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: curtain 1st and 2nd row overhead airbag
Occupancy Sensor: front passenger airbag occupancy sensor
Height Adjustable Seatbelts: height adjustable front seatbelts
Seatbelt Pretensioners: front seatbelt pre-tensioners
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Perimeter Under Vehicle Lights: remote activated perimeter/approach lights
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Rear Child Safety Locks: rear child safety locks
Ignition Disable: Sentry Key immobilizer
Panic Alarm: panic alarm
Electronic Stability: electronic stability stability control with anti-rollover

Traction Control: ABS and driveline traction control

Front and Rear Headrests: manual adjustable front head restraints with tilt

Rear Headrest Control: 2 rear head restraints

Break Resistant Glass: break resistant glass

Seats And Trim:

Seating Capacity max. seating capacity of 6

Front Bucket Seats: front split-bench 40-20-40 seats

Number of Driver Seat Adjustments: 4-way driver and passenger seat adjustments

Reclining Driver Seat: manual reclining driver and passenger seats

Driver Fore/Aft: manual driver and passenger fore/aft adjustment

Front Centre Armrest Storage: front centre armrest

Rear Seat Type: rear full bench seat

Rear Folding Position: rear seat fold-up cushion

Leather Upholstery: vinyl front and rear seat upholstery

Headliner Material: full cloth headliner

Floor Covering: full carpet floor covering

Deluxe Sound Insulation: deluxe sound insulation

Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert

Shift Knob Trim: urethane shift knob

Floor Mats: rubber front and rear floor mats

Interior Accents: chrome/metal-look interior accents

Standard Engine:

Engine 305-hp, 3.6-liter V-6 (regular gas)

Standard Transmission:

Transmission 8-speed automatic w/ OD

enterprise | FLEET MANAGEMENT

Open-End (Equity) Lease Rate Quote

Quote No: 9302675

Prepared For: Village of Palmetto Bay, Florida
Torres, Dio

Date 09/11/2025
AE/AM DP6/DC

Unit # Qty: 5
Year 2026 **Make** RAM **Model** 2500
Series Tradesman 4x2 Crew Cab 6.3 ft. box 149 in. WB
Vehicle Order Type Ordered **Term** 36 **State** FL **Customer#** 449556

$ 42,821.00		Capitalized Price of Vehicle[1]
$0.00	*	Certain Other Charges 0.0000% **State** FL
$ 0.00	*	Initial License Fee
$ 0.00	*	Registration Fee
$ 310.00		Other: (See Page 2)
$ 0.00		Capitalized Price Reduction
$ 0.00		Gain Applied From Prior Unit
$ 0.00	*	Security Deposit
$0.00		Taxes
$ 43,131.00		Total Capitalized Amount (Delivered Price)
$ 754.79		Depreciation Reserve @ 1.7500%
$ 222.03		Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)[2]
$ 976.82		**Total Monthly Rental Excluding Additional Services**

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name	PLEASE PROVIDE
Exterior Color	Bright White Clearcoat
Interior Color	Diesel Gray/Black w/Heavy Duty Vinyl 40/20/40
Lic. Plate Type	Yellow City
GVWR	0

Additional Fleet Management

Master Policy Enrollment Fees

$ 0.00 Commercial Automobile Liability Enrollment
Liability Limit $0.00

$ 0.00 Physical Damage Management — Comp/Coll Deductible 0 / 0

$ 0.00 Full Maintenance Program[3] Contract Miles 0 — OverMileage Charge $ 0.0504 Per Mile

Incl: # Brake Sets (1 set = 1 Axle) 2 — # Tires 4 — Loaner Vehicle Not Included

$ 0.00 **Additional Services SubTotal**

$ 0.00 Tax 0.0000% **State** FL

$ 976.82 **Total Monthly Rental Including Additional Services**

$ 15,958.56 Reduced Book Value at 36 Months

$ 400.00 Service Charge Due at Lease Termination

Quote based on estimated annual mileage of 6,500
(Current market and vehicle conditions may also affect value of vehicle)
(Quote is Subject to Customer's Credit Approval)
Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle.
Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, and agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement. In the event Lessee fails or refuses to accept delivery of the ordered vehicle, Lessee agrees that Lessor shall have the right to collect damages, including, but not limited to, a $500 disposal fee, interest incurred, and loss of value.

LESSEE Village of Palmetto Bay, Florida

BY **TITLE** **DATE**

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

[1] Capitalized price of vehicle may be adjusted to reflect final manufacturer's invoice, plus a pre delivery interest charge. Lessee hereby assigns to Lessor any manufacturer rebates and/or manufacturer incentives intended for the Lessee, which rebates and/or incentives have been used by Lessor to reduce the capitalized price of the vehicle.

[2] Monthly lease charge will be adjusted to reflect the interest rate on the delivery date (subject to a floor).

[3] The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Other Totals

Description	(B)illed or (C)apped	Price
Initial Administration Fee	C	$ 60.00
Courtesy Delivery Fee	C	$ 250.00
Total Other Charges Billed		$ 0.00
Total Other Charges Capitalized		$ 310.00
Other Charges Total		$ 310.00

Open-End (Equity) Lease Rate Quote

Quote No: 9302675

VEHICLE INFORMATION:

2026 RAM 2500 Tradesman 4x2 Crew Cab 6.3 ft. box 149 in. WB - US

Series ID: DJ2L91

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	$46,564	$49,300.00
Total Options	$1,062.00	$1,155.00
Destination Charge	$2,195.00	$2,195.00
Total Price	**$49,821.00**	**$52,650.00**

SELECTED COLOR:

Exterior: PW7-Bright White Clearcoat

Interior: X8-Diesel Gray/Black w/Heavy Duty Vinyl 40/20/40 Split Bench Seat Or Heavy Duty Vinyl 40/20/40 Split Bench St w/A7B/A7D

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
2UA	Quick Order Package 2UA Tradesman	NC	NC
ANP	Bed Convenience Group	$501.00	$545.00
APA	Monotone Paint	STD	STD
DFX	Transmission: 8-Speed Auto (8HP75-LCV)	STD	STD
DME	3.73 Axle Ratio	STD	STD
ESL	Engine: 6.4L V8 HEMI HD	STD	STD
LPL	LED Bed Lighting	Included	Included
MRU	MOPAR Black Tubular Side Steps	$561.00	$610.00
NAS	50 State Emissions	STD	STD
PW7_01	Bright White Clearcoat	NC	NC
TWD	Tires: LT245/70R17E BSW as	STD	STD
TX	Heavy Duty Vinyl 40/20/40 Split Bench Seat	STD	STD
UBE	Radio: Uconnect 5 w/8.4" Display	STD	STD
WAA	Wheels: 17" X 7.5" Black Steel Styled	STD	STD
WARANT	FCA 5 Yr/100,000 Mile Powertrain Limited Warranty	NC	NC
X8_01	Diesel Gray/Black w/Heavy Duty Vinyl 40/20/40 Split Bench Seat Or Heavy Duty Vinyl 40/20/40 Split Bench St w/A7B/A7D	NC	NC
XMF	MOPAR Spray in Bedliner	Included	Included
Z2D	GVWR: 10,000 lbs	STD	STD

CONFIGURED FEATURES:

Body Exterior Features:

- Number Of Doors 4
- Rear Cargo Door Type: tailgate
- Driver And Passenger Mirror: manual folding side-view door mirrors
- Mirror Type: manual extendable trailer mirrors
- Side Steps: yes
- Door Handles: black
- Front And Rear Bumpers: black front and rear bumpers
- Rear Step Bumper: rear step bumper
- Front Tow Hooks: 2 front tow hooks
- Bed Liner: bed liner
- Box Style: regular
- Body Material: galvanized steel/aluminum body material
- : class V trailering with harness, hitch, brake controller
- Grille: black grille

Convenience Features:

- Air Conditioning manual air conditioning
- Air Filter: air filter
- Console Ducts: console ducts
- Cruise Control: cruise control with steering wheel controls, adaptive
- Power Windows: power windows with driver and passenger 1-touch down
- Remote Keyless Entry: yes remote keyless entry
- Illuminated Entry: illuminated entry
- Integrated Key Remote: integrated key/remote
- Auto Locking: auto-locking doors
- Passive Entry: proximity key
- Valet Key: valet function
- Steering Wheel: steering wheel with manual tilting
- Day-Night Rearview Mirror: day-night rearview mirror
- Voice Recorder: voice recorder
- Front Cupholder: front and rear cupholders
- Overhead Console: mini overhead console
- Glove Box: glove box
- Driver Door Bin: driver and passenger door bins
- Rear Door Bins: rear door bins
- Dashboard Storage: dashboard storage
- IP Storage: bin instrument-panel storage
- Rear Underseat Storage Tray: rear underseat storage tray
- Retained Accessory Power: retained accessory power
- Power Accessory Outlet: 2 12V DC power outlets

Entertainment Features:

- radio AM/FM/Satellite with seek-scan
- Radio Data System: radio data system
- Voice Activated Radio: voice activated radio
- Speed Sensitive Volume: speed-sensitive volume
- Speakers: 6 speakers
- Internet Access: 4G LTE Wi-Fi Hot Spot internet access
- 1st Row LCD: 2 1st row LCD monitor
- Wireless Connectivity: wireless phone connectivity
- Antenna: integrated roof antenna

Lighting, Visibility and Instrumentation Features:

- Headlamp Type delay-off reflector LED low/high beam headlamps
- Front Fog Lights: front fog lights
- Cab Clearance Lights: cargo bed light
- Front Wipers: variable intermittent wipers
- Rear Window Defroster: rear window defroster

Tinted Windows: deep-tinted windows
Dome Light: dome light with fade
Front Reading Lights: front reading lights
Variable IP Lighting: variable instrument panel lighting
Display Type: analog appearance
Tachometer: tachometer
Voltometer: voltmeter
Compass: compass
Exterior Temp: outside-temperature display
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Trip Odometer: trip odometer
Front Pedestrian Braking: front pedestrian detection
Following Distance Indicator: following distance alert
Forward Collision Alert: forward collision
Oil Pressure Gauge: oil pressure gauge
Water Temp Gauge: water temp. gauge
Oil Temp Gauge: oil temperature gauge
Transmission Oil Temp Gauge: transmission oil temp. gauge
Engine Hour Meter: engine hour meter
Clock: digital clock
Systems Monitor: driver information centre
Rear Vision Camera: rear vision camera
Water Temp Warning: water-temp. warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Low Washer Fluid Warning: low-washer-fluid warning
Bulb Failure Warning: bulb-failure warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning
Transmission Fluid Temperature Warning: transmission-fluid-temperature warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front and rear ventilated disc brakes
Daytime Running Lights: daytime running lights
Spare Tire Type: full-size spare tire
Spare Tire Mount: underbody mounted spare tire w/crankdown
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: curtain 1st and 2nd row overhead airbag
Occupancy Sensor: front passenger airbag occupancy sensor
Height Adjustable Seatbelts: height adjustable front seatbelts
Seatbelt Pretensioners: front seatbelt pre-tensioners
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Rear Child Safety Locks: rear child safety locks
Ignition Disable: Sentry Key immobilizer
Panic Alarm: panic alarm
Electronic Stability: electronic stability stability control with anti-rollover
Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints with tilt
Rear Headrest Control: 3 rear head restraints

Seats And Trim:

Seating Capacity max. seating capacity of 6

Front Bucket Seats: front split-bench 40-20-40 seats

Number of Driver Seat Adjustments: 4-way driver and passenger seat adjustments

Reclining Driver Seat: manual reclining driver and passenger seats

Driver Fore/Aft: manual driver and passenger fore/aft adjustment

Front Centre Armrest Storage: front centre armrest with storage

Rear Seat Type: rear full bench seat

Rear Folding Position: rear seat fold-up cushion

Leather Upholstery: vinyl front and rear seat upholstery

Headliner Material: full cloth headliner

Floor Covering: full vinyl/rubber floor covering

Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert

Shift Knob Trim: urethane shift knob

Interior Accents: chrome/metal-look interior accents

Standard Engine:

Engine 405-hp, 6.4-liter V-8 (regular gas)

Standard Transmission:

Transmission 8-speed automatic w/ OD

To: Honorable Mayor and Village Council

Date: October 16, 2025

From: Nick Marano, Village Manager

Re: Fleet Leasing and Management Program

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATED TO PROCUREMENT; APPROVING A MASTER EQUITY LEASE AGREEMENT WITH ENTERPRISE FLEET MANAGEMENT, INC. BASED ON CONTINUUM APPROVAL OF RESOLUTION NUMBER 2020-43 APPROVED ON MARCH 2, 2020; AUTHORIZING THE VILLAGE MANAGER TO EXPEND BUDGETED FUNDS PER YEAR FOR A TOTAL OF THREE (3) YEARS IN AN AMOUNT NOT TO EXCEED ONE HUNDRED SEVEN THOUSAND FORTY DOLLARS AND EIGHTY-FOUR CENTS ($107,040.84) FOR THE REPLACEMENT OF TEN (10) VEHICLES IN BUILDIING, PARKS AND RECREATION, AND PUBLIC SERVICES DEPARTMENTS; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and prepared by Procurement Specialist, Alessia Bencomo)*

BACKGROUND AND ANALYSIS:

The Public Services Department, in an effort to modernize and streamline all the services provided for the vehicles owned by the Village, has been evaluating and investigating the Village's current vehicle fleet maintenance costs, fueling and future replacement options. As a result of this investigation, the Village staff is recommending a continuance of the program with Enterprise that was brought to Council back on March 2nd, 2020.

The proposed Fleet Leasing & Management Program will provide the Village with a continuously up-to-date fleet of vehicles, remove the burden of providing yearly increasing vehicle maintenance costs, increase reliability, and streamline vehicle fueling procedures. Based on the Village Staff review of the City of Lake City's results of the Fleet Leasing and Management Program, in which they converted approximately one hundred five (105) vehicles, the program allowed them to create a lower sustainable fleet cost, free-up maintenance resources and created an improved image to the community.

The Village has identified ten (10) 2020 vehicles with expired or about to expire 60-month term leases that are used by Building, Parks and Recreation, and the Public Services Departments. In addition to the rising maintenance and repair costs of these

vehicles, operations are affected each time these vehicles are out of commission. Based on the Fleet Leasing and Management Program administered by Enterprise Fleet Management, Inc., the Village's ten (10) vehicles would be replaced during fiscal year 2025-2026, and again at a minimum of three (3) years thereafter, depending on the vehicles' mileage and years of service.

The proposed fleet replacement schedule will ensure that the Village is able to take advantage of the latest vehicle technologies available and will ensure that the Village will save money on fuel costs and have the latest technology in place for "fuel efficiency" and lower "greenhouse gas emissions". The proposed contract is valid for a period of three (3) years.

All routine fleet maintenance will be the responsibility of the Village and will be performed by local vendors. Fueling services will also be coordinated through Fleet Management, Inc., increasing fueling options and utilizing local vendors.

In addition, one of the options specified is to authorize Enterprise Fleet Management, Inc. to act as the Village's "agent" in the sale/disposal of existing fleet vehicles. By Enterprise serving as the Village's agent, they will be able to sell or dispose the vehicle at a higher price and in turn utilize the sales proceeds as a credit to the Village against the lease. Another way to reduce the costs associated with the purchasing and maintenance of Village vehicles.

FISCAL IMPACT:
The annual cost for the Fleet Leasing and Management Program is One-Hundred Seven Thousand Forty Dollars and Eighty-Four cents ($107,040.84) for the replacement of ten (10) aging 2020 vehicles to be replaced with 2026 vehicles. The sale/disposal of the ten (10) Village vehicles is estimated at One-Hundred Twenty-Four Thousand and Fifty Dollars and Zero Cents ($124,050.00). The credit will be applied towards the annual leasing cost for FY 2025-2026. The details for the net cost for FY 2025-2026 are as follows:

FY25-26 Annual Lease	$107,040.84
Net estimated proceeds from sale of 2020 Vehicle Fleet	(- $135,500.00)
	- $28,459.16

Attachments:

A. Resolution 2020-43 Approved by Council on March 2nd, 2020.

B. City of Lake City
   1. Authorization to Piggyback – RFP# 011-2010 Fleet Leasing
   2. 2025 Renewal – RFP# 011-2010 Fleet Leasing
   3. Backup Documentation – RFP# 011-2010

C. Village of Palmetto Bay Deal with Enterprise Fleet Management, Inc.
   1. Schedule of Vehicles to be replaced/removed

2. Schedule of Costs for the new vehicles
3. Paperwork for New Vehicles
    a. (1) 2026 Nisan Rogue S FWD
    b. (4) 2026 RAM 1500 Crew Cab
    c. (5) 2026 RAM 2500 Crew Cab

AGENDA ITEM NO. 4.E

Item Cover Page

SPECIAL COUNCIL MEETING AGENDA ITEM REPORT

DATE: November 17, 2025

SUBMITTED BY: Missy Arocha, Village Manager's Office

ITEM TYPE: Resolution

AGENDA SECTION: **RESOLUTIONS WITH PUBLIC COMMENTS**

SUBJECT: A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF VILLAGE OF PALMETTO BAY, FLORIDA, PURSUANT TO SECTION 30-160 OF THE ART-IN-PUBLIC PLACES (AIPP) PROGRAM; ACCEPTING THE RECOMMENDATION OF THE ART-IN-PUBLIC PLACES ADVISORY BOARD TO ADVERTISE THE UPDATED "CALL TO ARTIST" FOR THE FUTURE TRAFFIC CIRCLE LOCATED AT SW 152 STREET AND OLD CULTER ROAD; IMPLEMENTING THE RECOMMENDATIONS FROM THE VILLAGE COUNCIL THAT WERE MADE AT THE MAY 13 2025 COMMITTEE OF THE WHOLE WORKSHOP, VIA RESOLUTION 2025-33, AS WELL AS THE RECOMMENDATIONS FROM THE AIPP BOARD; AUTHORIZING THE VILLAGE MANAGER, IN ACCORDANCE WITH THE ART-IN-PUBLIC PLACES ADVISORY BOARD, TO PROCEED WITH ADVERTISING A NEW CALL TO ARTIST FOR THE SW 152 STREET & OLD CUTLER ROAD TRAFFIC CIRCLE, AND PROVIDING AN EFFECTIVE DATE. *(Sponsored and Prepared by Sustainability & Resiliency Planner, Andrea Candelaria)*

SUGGESTED ACTION:

ATTACHMENTS:

AIPP_Updated_Call_SW_152_STR_OCR_11-3-25_Memo.doc
RESO- 2nd Call to Artist 152 OCR-11-3-25.doc
Attachment A- Resolution 2024-30.pdf
Attachment B-Resolution 2025-33.pdf
Attachment C-FINAL-Updated 152 STROCR Call.pdf

To: Honorable Mayor and Village Council

Date: November 3rd, 2025

From: Andrea Candelaria, MPA, Sustainability & Resiliency Planner

Re: Updated SW 152 Street & Old Cutler Road Call to Artist

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF VILLAGE OF PALMETTO BAY, FLORIDA, PURSUANT TO SECTION 30-160 OF THE ART-IN-PUBLIC PLACES (AIPP) PROGRAM; ACCEPTING THE RECOMMENDATION OF THE ART-IN-PUBLIC PLACES ADVISORY BOARD TO ADVERTISE THE UPDATED "CALL TO ARTIST" FOR THE FUTURE TRAFFIC CIRCLE LOCATED AT SW 152 STREET AND OLD CULTER ROAD; IMPLEMENTING THE RECOMMENDATIONS FROM THE VILLAGE COUNCIL THAT WERE MADE AT THE MAY 13 2025 COMMITTEE OF THE WHOLE WORKSHOP, VIA RESOLUTION 2025-33, AS WELL AS THE RECOMMENDATIONS FROM THE AIPP BOARD; AUTHORIZING THE VILLAGE MANAGER, IN ACCORDANCE WITH THE ART-IN-PUBLIC PLACES ADVISORY BOARD, TO PROCEED WITH ADVERTISING A NEW CALL TO ARTIST FOR THE SW 152 STREET & OLD CUTLER ROAD TRAFFIC CIRCLE, AND PROVIDING AN EFFECTIVE DATE. *(Sponsored and Prepared by Sustainability & Resiliency Planner Andrea Candelaria)*

BACKGROUND AND ANALYSIS:

The Village of Palmetto Bay values Art-in-Public Places (AIPP) and continuously seeks opportunities for public art. With the upcoming traffic circle located on SW 152 Street & Old Cutler Road, the Village's AIPP Advisory Board wishes to install art at the center of the circle. An original Call to Artist was approved by Village Council at the May 6, 2024, Regular Council meeting via Resolution 2024-30 (Attachment A). The Call was advertised during the Summer of 2024 and the Village's AIPP Advisory Board received and reviewed over one-hundred and sixty-five (165) applications. The AIPP Advisory Board then summoned a shortlist of four (4) final artists to produce a maquette sample for their proposed art piece and were each paid a $1,500 stipend. After the selected artists presented to the Board, the AIPP Advisory Board selected a final artist to be recommended to the Village Council for approval.

At the April 7, 2025, Regular Council Meeting, the Village Council deferred the recommendation of the AIPP Board to the May 13, 2025, Committee of the Whole Workshop. At the May 13, 2025, Committee of the Whole Workshop, the Village Council provided direction and feedback for the Call to Artist to include an increase of budget and change of scope. During the June 2, 2025, Regular Council Meeting, the Village Council directed the AIPP Advisory Board to construct a new Call to Artist with the feedback Council provided at the May 13, 2025, Committee of the Whole Workshop and rescinded the previously approved Call to Artist, via Resolution 2025-33 (Attachment B).

During this time, the AIPP Advisory Board has created an updated Call to Artist that implements the Board's recommendations as well as the following Council recommendations:

- For the traffic circle art piece to include a theme that identifies Palmetto Bay and speaks to the community. ***(page 3)***
- To include more lighting around the traffic circle. ***(page 3)***
- To include more language that heavily specifies the theme of environmentalism, conservation, and sustainability. ***(page 2)***

- To include verbiage of no water accessory fixtures. ***(page 3)***
- To include verbiage of prohibiting pedestrian activities. ***(page 2)***
- To include an increase in budget funds for the art piece. ***(page 3)***

These recommendations can be viewed in the updated Call to Artist (Attachment C) as well as the page number which these can be found on.

RECOMMENDATION:
The Administration recommends that the Mayor and Village Council approve the proposed resolution.

FISCAL IMPACT:
The cost to readvertise the Call to Artist would cost approximately $600 and will come directly out of the AIPP account. The budget for the traffic circle will be a maximum of $185,000.

ATTACHMENTS:
A. Resolution 2024-30
B. Resolution 2025-33
C. 2025 SW 152 Street & Old Cutler Road Traffic Circle Updated Call to Artist

RESOLUTION NO. 2025-_____

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF VILLAGE OF PALMETTO BAY, FLORIDA, PURSUANT TO SECTION 30-160 OF THE ART-IN-PUBLIC PLACES (AIPP) PROGRAM; ACCEPTING THE RECOMMENDATION OF THE ART-IN-PUBLIC PLACES ADVISORY BOARD TO ADVERTISE THE UPDATED "CALL TO ARTIST" FOR THE FUTURE TRAFFIC CIRCLE LOCATED AT SW 152 STREET AND OLD CULTER ROAD; IMPLEMENTING THE RECOMMENDATIONS FROM THE VILLAGE COUNCIL THAT WERE MADE AT THE MAY 13 2025 COMMITTEE OF THE WHOLE WORKSHOP, VIA RESOLUTION 2025-33, AS WELL AS THE RECOMMENDATIONS FROM THE AIPP BOARD; AUTHORIZING THE VILLAGE MANAGER, IN ACCORDANCE WITH THE ART-IN-PUBLIC PLACES ADVISORY BOARD, TO PROCEED WITH ADVERTISING A NEW CALL TO ARTIST FOR THE SW 152 STREET & OLD CUTLER ROAD TRAFFIC CIRCLE, AND PROVIDING AN EFFECTIVE DATE. *(Sponsored and Prepared by Sustainability & Resiliency Planner Andrea Candelaria)*

WHEREAS, the Village of Palmetto Bay values Art-in-Public Places (AIPP) and continuously seeks opportunities for public art; and

WHEREAS, the Village's Art-in-Public Places Advisory Board responsibilities include the approval and placement of public art within the community; and

WHEREAS, Miami-Dade County (MDC) is installing a traffic circle at the intersection of SW 152 Street and Old Cutler Road and is a very popular main road within the Village of Palmetto Bay; and

WHEREAS, it is the desire of the Art-in-Public Places Advisory Board to select an artist, or team of artists, that will create an art piece that signifies the Village's commitment to the environment,

predominantly because of the future traffic circle's proximity to Biscayne Bay; and

WHEREAS, the Village advertised a previous Call to Artist for the SW 152 Street & Old Cutler Road Traffic Circle in the Summer of 2024 that resulted in the Art-in-Public Places Advisory Board's review of over one-hundred and sixty-five (165) applications; and

WHEREAS, at the June 2, 2025 Regular Council Meeting, the Village Council directed the AIPP Board to construct a new Call to Artist with the feedback Council provided at the May 13, 2025, Committee of the Whole Workshop and rescinded the previously approved Call to Artist, via Resolution 2025-33; and

WHEREAS, the new Call to Artist will still follow the theme of environmental stewardship but will also emphasize on the theme that identifies Palmetto Bay and speaks to the community; and

WHEREAS the Art-in-Public Places Advisory Board recommended approval for the updated Call to Artist at the October 8, 2025, AIPP Meeting; and

WHEREAS, as of October 14, 2025, there is Four Hundred Eighty-Four Thousand, Thirty-Six Dollars and Thirty-Eight Cents ($484,036.38) in the public art fund for use of public art projects; and

WHEREAS, Village Staff will advertise the Call to Artist on https://www.callforentry.org/ (Café) for three (3) months and contain a budget amount of One Eighty-Five Thousand Dollars ($185,000) through the public art fund; and

WHEREAS, the Art-in-Public Places Advisory Board recommends the Village Council authorize Village Staff to release the Call to Artist for consideration by the Art-in-Public Places Advisory Board.

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AS FOLLOWS:

Section 1. The above recitals are incorporated as if set forth in full.

Section 2. The Village Council hereby authorizes the Village Manager to direct Staff to proceed with the Call to Artist, utilizing the funds above-mentioned.

Section 3. Effective Date. This Resolution shall take effect immediately upon approval.

PASSED and **ADOPTED** this 3rd day of November 2025.

Attest:

_____ _____

Missy Arocha **Karyn Cunningham**
Village Clerk **Mayor**

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

_____

John Quick
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore _____

Council Member Steve Cody _____

Council Member Marsha Matson _____

Vice-Mayor Mark Merwitzer _____

Mayor Karyn Cunningham _____

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RESOLUTION NO. 2024-30

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF VILLAGE OF PALMETTO BAY, FLORIDA, PURSUANT TO SECTION 30-160 OF THE ART-IN-PUBLIC PLACES (AIPP) PROGRAM; ACCEPTING THE RECOMMENDATION OF THE AIPP ADVISORY BOARD TO ADVERTISE "THE CALL TO ARTIST" FOR THE FUTURE TRAFFIC CIRCLE LOCATED AT SW 152 STREET AND OLD CULTER ROAD; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Councilmember Steve Cody and Prepared by Sustainability & Resiliency Planner, Andrea Candelaria)*

WHEREAS, the Village of Palmetto Bay values Art-in-Public Places (AIPP) and continuously seeks opportunities for public art; and

WHEREAS, the Village's Art-in-Public Places Advisory Board responsibilities include the approval and placement of public art within the community; and

WHEREAS, Miami-Dade County (MDC) is installing a traffic circle at the intersection of SW 152 Street and Old Cutler Road and is a very popular main road within the Village of Palmetto Bay; and

WHEREAS, it is the desire of the Art-in-Public Places Advisory Board to select an artist, or team of artists, that will create an art piece that signifies the Village's commitment to the environment, predominantly because of the future traffic circle's proximity to Biscayne Bay; and

WHEREAS the Art-in-Public Places Advisory Board emphasized that the art piece should not only reflect the theme of environmental stewardship, but also utilize sustainable materials whenever practical and that the artwork should be appropriate for a public space, resemble the beauty of Palmetto Bay and provide a focal point for this significant intersection; and

WHEREAS, the Art-in-Public Places Advisory Board desires to attract qualified artists, it has been determined that the "Call" to Artist shall be nationwide inclusive of Florida artists; and

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WHEREAS, the public art fund is fully funded through contributions required from private sector development projects and does not receive funding from the Village's general fund or other fund balances; and

WHEREAS, as of April 1st, 2024, there is Five Hundred Twenty-Six Thousand Nine Hundred-Forty-Seven Dollars and Fifty-Eight Cents ($526,947.58) in the public art fund for use of public art projects; and

WHEREAS, Village Staff will advertise the Call To Artist on https://www.callforentry.org/ (Café) for three (3) months and contain a budget amount of One Hundred Thousand up to One Hundred Thirty Thousand Dollars ($100,000-$135,000) through the public art fund; and

WHEREAS, the Art-in-Public Places Advisory Board recommends the Village Council authorizes Village Staff to release the Call to Artist for consideration by the Art-in-Public Places Advisory Board.

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AS FOLLOWS:

Section 1. The above recitals are incorporated as if set forth in full.

Section 2. The Village Council hereby authorizes the Village of Palmetto Bay's Department of Community & Economic Development Staff to proceed with the Call to Artist, utilizing the funds above-mentioned.

Section 3. Effective Date. This Resolution shall take effect immediately upon approval.

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PASSED and **ADOPTED** this 6th day of May 2024.

Attest:

DocuSigned by:
Missy Arocha
6EDC211E5E8C48C...

Missy Arocha
Village Clerk

DocuSigned by:
Karyn Cunningham
35B93CD2D0CB470...

Karyn Cunningham
Mayor

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

DocuSigned by:
John C. Dellagloria, Esq.
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John C. Dellagloria
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore	YES
Council Member Steve Cody	YES
Council Member Marsha Matson	YES
Vice-Mayor Leanne Tellam	YES
Mayor Karyn Cunningham	YES

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RESOLUTION NO. 2025-33

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF VILLAGE OF PALMETTO BAY, FLORIDA, PURSUANT TO SECTION 30-160 OF THE ART-IN-PUBLIC PLACES (AIPP) PROGRAM; RESCINDING RESOLUTION NO. 2024-30 THAT ACCEPTED THE CALL TO ARTIST THAT WAS ADVERTISED FROM JUNE 11, 2024 UNTIL SEPTEMBER 4, 2024; AUTHORIZING THE VILLAGE MANAGER, IN ACCORDANCE WITH THE ART-IN-PUBLIC PLACES ADVISORY BOARD, TO PROCEED WITH ADVERTISING A NEW CALL TO ARTIST FOR THE SW 152 STREET & OLD CUTLER ROAD TRAFFIC CIRCLE, AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and Prepared by Sustainability & Resiliency Planner Andrea Candelaria)*

WHEREAS, the Village of Palmetto Bay values Art-in-Public Places (AIPP) and continuously seeks opportunities for public art; and

WHEREAS, a Call to Artist was approved by Village Council on May 6, 2024, at the Regular Council meeting by Resolution 2024-30; and

WHEREAS, the Call to Artist was advertised on Café.com from June 11, 2024, until September 4, 2024 and received one hundred and sixty-five (165) applications; and

WHEREAS, the Art-in-Public Places Advisory Board (AIPP) met on September 12, 2024, November 14, 2024, and January 16, 2025, to interview the top four (4) artists for in-person proposal maquette presentations that resulted in the recommendation of the proposal titled “Radiance” by artists Cecilia Lueza and Rick Munne; and

WHEREAS, the Art-in-Public Places Advisory Board (AIPP) met on September 12, 2024, November 14, 2024, and January 16, 2025, to interview the top four (4) artists for in-person proposal maquette

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presentations that resulted in the recommendation of the proposal titled “Radiance” by artists Cecilia Lueza and Rick Munne; and

WHEREAS, at the April 7, 2025, Regular Council Meeting, the Village Council deferred the recommendation of the AIPP Board to the May 13, 2025 Committee of the Whole Workshop; and

WHEREAS, at the May 13, 2025, Committee of the Whole Workshop, the Village Council provided direction and feedback for the Call to Artist to include an increase of budget and change of scope.

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AS FOLLOWS:

Section 1. The above recitals are incorporated as if set forth in full.

Section 2. The Village Council hereby rescinds Resolution No. 2024-30 that accepted the call to artist that was advertised from June 11, 2024, until September 4, 2024.

Section 3. The recommendation of the AIPP advisory made on March 13th, 2025, will not be followed; and

Section 4. The Village Council hereby authorizes the Village Manager, in accordance with the Village’s Art-in-Public Places (AIPP) Advisory Board, with the following directions to include in the Call to Artist:

- For the traffic circle art piece to include a theme that identifies Palmetto Bay and speaks to the community.
- To include more lighting around the traffic circle.
- To include more language that heavily specifies the theme of environmentalism, conservation, and sustainability.
- To include verbiage of no water accessory fixtures.
- To include verbiage of prohibiting pedestrian activities.
- To include an increase in budget funds for the art piece.

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Section 5. Effective Date. This Resolution shall take effect immediately upon approval.

PASSED and **ADOPTED** this 2nd day of June 2025.

Attest:

Signed by:
Missel Arocha
65FDC211E5B8G48C...

Missy Arocha
Village Clerk

Signed by:
Karyn Cunningham
35B93CD2D0CB470...

Karyn Cunningham
Mayor

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

Signed by:
John C. Dellagloria, Esq.
0D0A0D709243466...

John C. Dellagloria
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore	NO
Council Member Steve Cody	NO
Council Member Marsha Matson	YES
Vice-Mayor Mark Merwitzer	YES
Mayor Karyn Cunningham	YES

Village of Palmetto Bay

Open Call to Artists:

SW 152 Street and Old Cutler Road Traffic Circle



Photo credit: Claudia Dominguez

Village of Palmetto Bay
9705 East Hibiscus Street
Palmetto Bay, FL 33157
Telephone: 305-259-1234

I. Overview

The Village of Palmetto Bay has a robust Art in Public Places program. In addition to requiring public art or a contribution to the Public Art Fund for all commercial construction projects exceeding $250,000, the Village continuously identifies opportunities for Village initiated public art. The Village, known as the "Village of Parks", is home to some of south Miami-Dade County's most picturesque assets including the historic Charles Deering Estate, Biscayne Bay, and the scenic Old Cutler Road and Trail for bicyclists. Although the proposed traffic circle at SW 152 Street and Old Cutler Road is designed to address traffic, the Village's Art-in-Public Places (AIPP) Advisory Board believes this circle is another opportunity to showcase public art. For reference, the traffic circle will be prohibited from any pedestrian activities.

The location of the Coral Reef Old Cutler Traffic Circle is situated at the intersection of SW 152 Street and Old Cutler Road and is a very popular main road within the Village of Palmetto Bay. Surrounded by stable residential areas, this intersection is used by residents and visitors alike to access local schools, natural and historic sites, and daily destinations. Additionally, these two roads provide connectivity from northern and eastern Miami-Dade County to south Miami-Dade. This intersection serves as a centerpiece for the Village, a place in which unites some of the Village's most prized possessions: Biscayne Bay that offers residents and visitors a tranquil environment for preservation, antique Old Cutler Road that offers a bike path with a rich history, native plants, such as mangroves, that are highly protected in Florida, endangered species of flora and fauna, such as the Pine Rockland, and wildlife that can be found around the area such as fish, birds, and other reptiles. ***The Village wishes for artists to strongly consider these qualities throughout every aspect of a potential art proposal.***







The Village of Palmetto Bay desires to select an artist, or team of artists, who will create an art piece that signifies the Village's commitment to the environment, predominantly because of its proximity to Biscayne Bay. The Village is seeking art that fosters a sense of place within the community, specifically the identity of Palmetto Bay, and enhances the aesthetics of the traffic circle. Through the lens of becoming a more sustainable Village, the art piece should not only reflect the theme of ***environmental stewardship***, but also utilize sustainable materials whenever practical. The artwork proposal should also be free of any water accessory features. The artwork should be appropriate for a public space, resemble the beauty of Palmetto Bay and provide a focal point for this significant intersection.

The Village of Palmetto Bay seeks to identify an artist or artist team who:

- ✓ Has a unique vision for the theme of ***sustainability, resiliency, and conservation***;
- ✓ Can provide an art piece that speaks to the community and provides the identity of Palmetto Bay;
- ✓ Create a piece that will contain enough lighting for drivers and pedestrians;
- ✓ Have the qualification and talent to create artwork that complements the future traffic circle and has a demonstrated track record of working "on-time and in budget".

Proposed Timeline: Contract approval is expected in Spring 2026 with installation in Spring/Summer 2026. This timeline is preliminary and contingent on the selection process, proposed art creation and traffic circle construction.

Deadline Date: Friday, January 16th, 2026, 5:00 PM (EST)

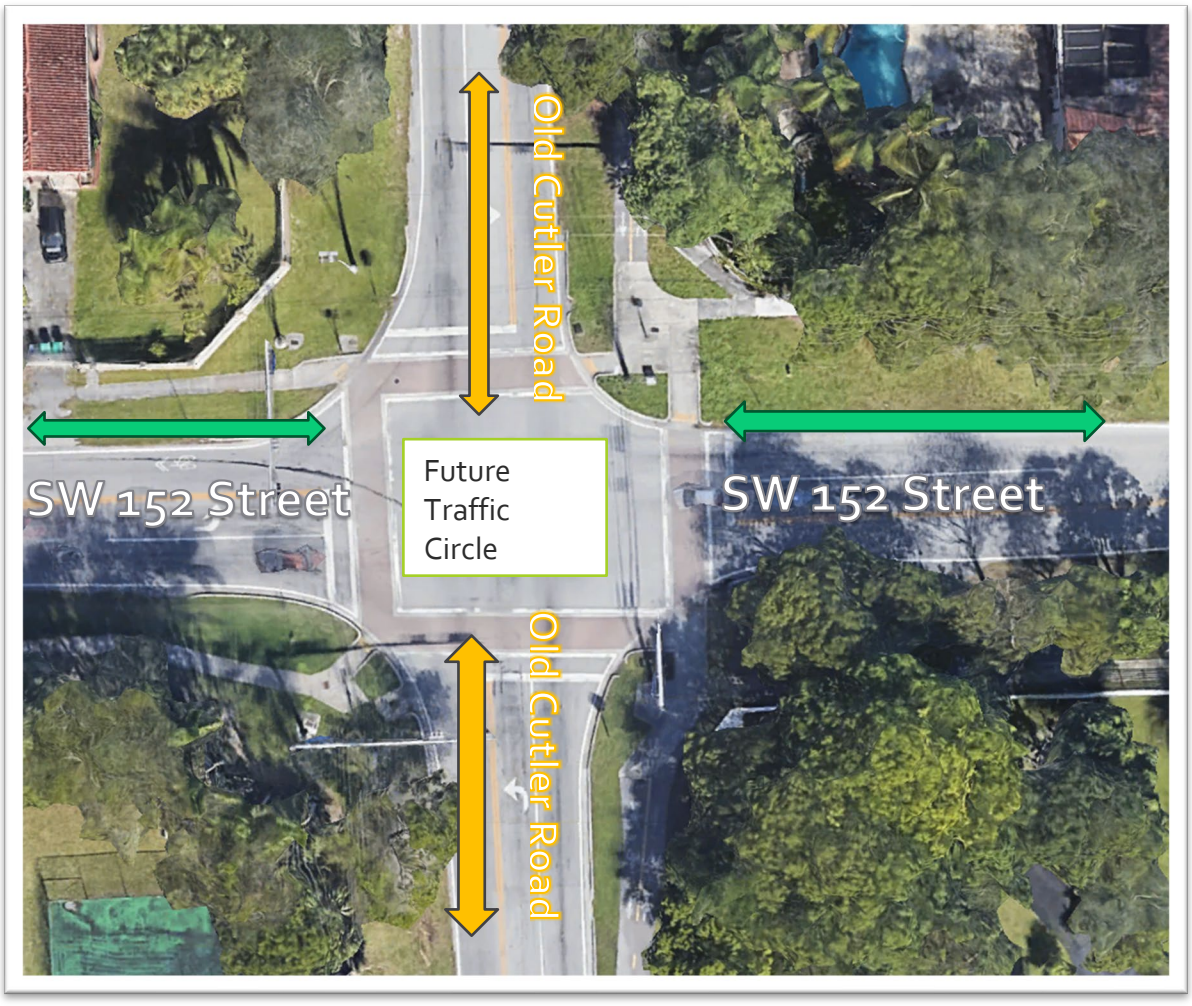
Project Budget: Budget: $185,000.

II. Traffic Circle Scope

The project location is at the intersection of Old Cutler Road and SW 152 Street and Old Cutler Road. This intersection is part of a larger Miami-Dade County initiative to create roundabouts with sidewalks, curbs and gutters, storm drainage systems, irrigation, pavement markings, signage, and roadway lighting.

This project, through infrastructure investments, will improve mobility, ensure public health and safety, while protecting and enhancing the environment. The project was designed by Miami-Dade County and the County is responsible for the construction implementation and timeline. The County hopes to have this project completed by Winter 2025.

III. Location Plan



SW 152 Street and Old Cutler Traffic Circle

IV. Eligibility:

This opportunity is open to all artists, both emerging and established artists, individuals and artist-led teams, and artists working with a wide variety of mediums, who have completed projects for private clients, public agencies or for grassroots/community projects. Artist teams of any size may apply. While this Call is a national search, we highly encourage local artists to also apply. Women, minorities, and veterans are encouraged to apply. Prior Public Art experience is not a requirement. The Village reserves the right to reject all submittals.

V. Selection Process:

The selection process will include a preliminary review by the Village Manager's Office, a review and recommendation to the Village Council by the AIPP Advisory Board, and a final selection by the Village Council. Based on the quantity and caliber of submissions, the selection process will be further refined.

VI. Application Process

A complete application consists of the following four items. Please be sure to clearly state name, address, email, phone, and website on all documents. All documents must be submitted electronically as PDFs.

- **Brief Artist Statement**
  - Maximum length one (1) page describe your medium, approach to your work and highlight any specific experience or collaborations that you feel may align with the proposed scope of work.
  - If you are applying as a team, include a one (1) page Artist Statement for all team members.

- **Professional CV/Resume**
  - Maximum length two (2) pages
  - If you are applying as a team, include resumés for all team members (Maximum length of each resume is two (2) pages.

- **Digital Images**
  - Include up to 10 images (no fewer than 6) of completed art works or projects.
  - If you are applying as a team, include images of projects that your team has previously collaborated on. If you have not collaborated, include images of projects from each team member that best illustrates the type of project or approach for this project. This submission is limited to 10 images total for a team.

- Each image should include the following information:
  - Budget
  - Title of Work
  - Medium
  - Dimensions
  - Date of Work
  - Current location
  - 1-2 sentences of explanatory text

HOW TO SUBMIT:
Submit the above materials by Friday, January 16th, 2026 5:00 PM (EST) on CAFÉ.com

PLEASE NOTE: that mailed and emailed submissions will not be accepted. Materials must be submitted electronically on Café.com by Friday, January 16th, 2026 5:00 PM (EST).

For additional information contact:
Andrea Candelaria
Sustainability & Resiliency Planner
305-259-1238

Attachments:
- **Complete Call to Artist (pdf)**
- **Typical Section Plan (TSP), Roadway Plan (RP), Signage and Pavement Marking Plan (SPMP), Lighting Plan (LP) (all combined, abbreviated attachment as "TSP, RP, SPMP, LP")**

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RESOLUTION NO. 2025-33

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF VILLAGE OF PALMETTO BAY, FLORIDA, PURSUANT TO SECTION 30-160 OF THE ART-IN-PUBLIC PLACES (AIPP) PROGRAM; RESCINDING RESOLUTION NO. 2024-30 THAT ACCEPTED THE CALL TO ARTIST THAT WAS ADVERTISED FROM JUNE 11, 2024 UNTIL SEPTEMBER 4, 2024; AUTHORIZING THE VILLAGE MANAGER, IN ACCORDANCE WITH THE ART-IN-PUBLIC PLACES ADVISORY BOARD, TO PROCEED WITH ADVERTISING A NEW CALL TO ARTIST FOR THE SW 152 STREET & OLD CUTLER ROAD TRAFFIC CIRCLE, AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and Prepared by Sustainability & Resiliency Planner Andrea Candelaria)*

WHEREAS, the Village of Palmetto Bay values Art-in-Public Places (AIPP) and continuously seeks opportunities for public art; and

WHEREAS, a Call to Artist was approved by Village Council on May 6, 2024, at the Regular Council meeting by Resolution 2024-30; and

WHEREAS, the Call to Artist was advertised on Café.com from June 11, 2024, until September 4, 2024 and received one hundred and sixty-five (165) applications; and

WHEREAS, the Art-in-Public Places Advisory Board (AIPP) met on September 12, 2024, November 14, 2024, and January 16, 2025, to interview the top four (4) artists for in-person proposal maquette presentations that resulted in the recommendation of the proposal titled “Radiance” by artists Cecilia Lueza and Rick Munne; and

WHEREAS, the Art-in-Public Places Advisory Board (AIPP) met on September 12, 2024, November 14, 2024, and January 16, 2025, to interview the top four (4) artists for in-person proposal maquette

Docusign Envelope ID: F9D02707-78F6-4967-B1F1-0E20CC2483CA

presentations that resulted in the recommendation of the proposal titled “Radiance” by artists Cecilia Lueza and Rick Munne; and

WHEREAS, at the April 7, 2025, Regular Council Meeting, the Village Council deferred the recommendation of the AIPP Board to the May 13, 2025 Committee of the Whole Workshop; and

WHEREAS, at the May 13, 2025, Committee of the Whole Workshop, the Village Council provided direction and feedback for the Call to Artist to include an increase of budget and change of scope.

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AS FOLLOWS:

Section 1. The above recitals are incorporated as if set forth in full.

Section 2. The Village Council hereby rescinds Resolution No. 2024-30 that accepted the call to artist that was advertised from June 11, 2024, until September 4, 2024.

Section 3. The recommendation of the AIPP advisory made on March 13th, 2025, will not be followed; and

Section 4. The Village Council hereby authorizes the Village Manager, in accordance with the Village’s Art-in-Public Places (AIPP) Advisory Board, with the following directions to include in the Call to Artist:

- For the traffic circle art piece to include a theme that identifies Palmetto Bay and speaks to the community.
- To include more lighting around the traffic circle.
- To include more language that heavily specifies the theme of environmentalism, conservation, and sustainability.
- To include verbiage of no water accessory fixtures.
- To include verbiage of prohibiting pedestrian activities.
- To include an increase in budget funds for the art piece.

Docusign Envelope ID: F9D02707-78F6-4967-B1F1-0E20CC2483CA

Section 5. Effective Date. This Resolution shall take effect immediately upon approval.

PASSED and **ADOPTED** this 2nd day of June 2025.

Attest:

Signed by:
Missel Arocha
65FDC211E5B8G48C...

Missy Arocha
Village Clerk

Signed by:
Karyn Cunningham
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Karyn Cunningham
Mayor

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

Signed by:
John C. Dellagloria, Esq.
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John C. Dellagloria
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore	NO
Council Member Steve Cody	NO
Council Member Marsha Matson	YES
Vice-Mayor Mark Merwitzer	YES
Mayor Karyn Cunningham	YES

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RESOLUTION NO. 2024-30

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF VILLAGE OF PALMETTO BAY, FLORIDA, PURSUANT TO SECTION 30-160 OF THE ART-IN-PUBLIC PLACES (AIPP) PROGRAM; ACCEPTING THE RECOMMENDATION OF THE AIPP ADVISORY BOARD TO ADVERTISE "THE CALL TO ARTIST" FOR THE FUTURE TRAFFIC CIRCLE LOCATED AT SW 152 STREET AND OLD CULTER ROAD; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Councilmember Steve Cody and Prepared by Sustainability & Resiliency Planner, Andrea Candelaria)*

WHEREAS, the Village of Palmetto Bay values Art-in-Public Places (AIPP) and continuously seeks opportunities for public art; and

WHEREAS, the Village's Art-in-Public Places Advisory Board responsibilities include the approval and placement of public art within the community; and

WHEREAS, Miami-Dade County (MDC) is installing a traffic circle at the intersection of SW 152 Street and Old Cutler Road and is a very popular main road within the Village of Palmetto Bay; and

WHEREAS, it is the desire of the Art-in-Public Places Advisory Board to select an artist, or team of artists, that will create an art piece that signifies the Village's commitment to the environment, predominantly because of the future traffic circle's proximity to Biscayne Bay; and

WHEREAS the Art-in-Public Places Advisory Board emphasized that the art piece should not only reflect the theme of environmental stewardship, but also utilize sustainable materials whenever practical and that the artwork should be appropriate for a public space, resemble the beauty of Palmetto Bay and provide a focal point for this significant intersection; and

WHEREAS, the Art-in-Public Places Advisory Board desires to attract qualified artists, it has been determined that the "Call" to Artist shall be nationwide inclusive of Florida artists; and

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WHEREAS, the public art fund is fully funded through contributions required from private sector development projects and does not receive funding from the Village's general fund or other fund balances; and

WHEREAS, as of April 1st, 2024, there is Five Hundred Twenty-Six Thousand Nine Hundred-Forty-Seven Dollars and Fifty-Eight Cents ($526,947.58) in the public art fund for use of public art projects; and

WHEREAS, Village Staff will advertise the Call To Artist on https://www.callforentry.org/ (Café) for three (3) months and contain a budget amount of One Hundred Thousand up to One Hundred Thirty Thousand Dollars ($100,000-$135,000) through the public art fund; and

WHEREAS, the Art-in-Public Places Advisory Board recommends the Village Council authorizes Village Staff to release the Call to Artist for consideration by the Art-in-Public Places Advisory Board.

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, AS FOLLOWS:

Section 1. The above recitals are incorporated as if set forth in full.

Section 2. The Village Council hereby authorizes the Village of Palmetto Bay's Department of Community & Economic Development Staff to proceed with the Call to Artist, utilizing the funds above-mentioned.

Section 3. Effective Date. This Resolution shall take effect immediately upon approval.

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PASSED and **ADOPTED** this 6th day of May 2024.

Attest:

DocuSigned by:
Missy Arocha
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Missy Arocha
Village Clerk

DocuSigned by:
Karyn Cunningham
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Karyn Cunningham
Mayor

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

DocuSigned by:
John C. Dellagloria, Esq.
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John C. Dellagloria
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore	YES
Council Member Steve Cody	YES
Council Member Marsha Matson	YES
Vice-Mayor Leanne Tellam	YES
Mayor Karyn Cunningham	YES

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RESOLUTION NO. 2024-80

A RESOLUTION OF THE MAYOR AND VILLAGE COUNCIL OF THE VILLAGE OF PALMETTO BAY, FLORIDA, RELATING TO LOBBYIST SERVICES; APPROVING THE SELECTION OF GRAYROBINSON, P.A. TO PROVIDE LOBBYIST SERVICES FOR AN ADDITIONAL YEAR AT THE SOLE DISCRETION OF THE VILLAGE; FURTHER AUTHORIZING THE VILLAGE MANAGER TO APPROVE A CONTRACT FOR THESE SERVICES FOR THE NEGOTIATED AMOUNT; AND PROVIDING FOR AN EFFECTIVE DATE. *(Sponsored by Administration and Prepared by Procurement Specialist, Alessia Bencomo)*

WHEREAS, the Mayor, Village Council and Village Administration proactively seeks funding and legislative support from the Florida Legislature; and

WHEREAS, the Village desires to engage with a lobbyist to assist with funding request and legislative priorities; and

WHEREAS, the Village published an RFP# 2023-00-010 “Lobbyist Services” on September 28th, 2023; and

WHEREAS, the Village Council authorized the Village Manager to approve a contract with GrayRobinson, P.A. for these services during the Regular Council Meeting on November 6th, 2023.

NOW, THEREFORE, BE IT RESOLVED BY THE VILLAGE OF PALMETTO BAY, FLORIDA, THAT:

Section 1. The above recitals are incorporated as if set forth in full.

Section 2. The Village Manager is authorized to extend the contract with GrayRobinson, P.A., for an additional year.

Section 3. This Resolution shall take effect immediately upon its adoption.

PASSED and **ADOPTED** this 4th day of November 2024.

Attest:

Signed by:
Missy Arocha
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Missy Arocha
Village Clerk

Signed by:

Karyn Cunningham
Mayor

APPROVED AS TO FORM AND LEGAL SUFFICIENCY:

Signed by:
John C. Dellagloria, Esq.
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John C. Dellagloria
Village Attorney

FINAL VOTE AT ADOPTION:

Council Member Patrick Fiore	YES
Council Member Steve Cody	YES
Council Member Marsha Matson	NO
Vice-Mayor Leanne Tellam	YES
Mayor Karyn Cunningham	YES