

Pricing Worksheet

| Program / Service | Fee |
|------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|
| Lease Term | 36-60 months Open Ended |
| Stock Fee | Dealer Invoice + 2% less applicable incentives |
| Factory Order Buy | Manufacturer Invoice less all applicable incentives |
| Management Fee | 0.10% |
| Interest Instrument | 3 Year T-Bill (currently 2.50%) |
| Interest Rate Fixed at Delivery | 3 Year T-Bill + 250 BP |
| Lease Termination Fee | \$400.00 |
| Courtesy Delivery Fee to Dealer (charge from dealer for vehicle prep) | \$200.00 |
| Delivery Fee (applicable if EFM delivers vehicle to the City from CD dealer) | \$100.00 |
| Maintenance Management -- per month per vehicle | \$5.00 |
| Full Maintenance -- per month per vehicle | varies based on vehicle type and annual miles driven |
| Risk Management | rates for both physical damage and liability to be provided upon completion of application should the City choose to pursue |
| Telematics / GeoTab | Device: \$0, Basic: \$17, Pro: \$24 per month |
| Fuel Program | No Card Fee. \$0.05/gallon rebate at preferred stations |
| Website | No charge |
| Reporting | No charge |
| Consultative Services / Account Management | No charge |
| Lost or Stolen Maintenance and Fuel Cards | No charge |
| Out of Network Maintenance Fees | No charge |
| Off Road / Off Lease Charge | No charge |
| Rental Admin Charges | No charge |