

# REQUEST FOR LEGISLATIVE ACTION

Completed by County Counselor's Office:

Res/Ord No.: 19014

Sponsor(s): Scott Burnett

Date: November 30, 2015

<p><b>SUBJECT</b></p>	<p>Action Requested  <input checked="" type="checkbox"/> Resolution  <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Awarding a Eleven Month Term and Supply Contract for the furnishing of New Vehicles for use by Various County Departments to Shawnee Mission Ford, of Shawnee Mission, KS; Roberts Chevrolet, of Platte City, MO; Olathe Ford, of Olathe, KS; Dick Smith Ford, of Raytown, MO; Summit Truck Group, of Kansas City, MO; KC Freightliner, of Kansas City, MO; and Landmark Dodge, of Independence, MO; under the terms and conditions set forth in Mid-America Council of Public Procurement Joint Bid Contract No. 251-14, a competitively bid contract.</u></p>										
<p><b>BUDGET INFORMATION</b>  <i>To be completed By Requesting Department and Finance</i></p>	<table border="1"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td>\$</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td>\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number; FROM / TO</td> <td></td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p><b>OTHER FINANCIAL INFORMATION:</b></p> <p><input type="checkbox"/> No budget impact (no fiscal note required)  <input checked="" type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract:          Department: Various County Departments Estimated Use: \$200,000</p> <p>The RLA only approves the term and supply contract; the funds were already appropriated through the annual budget adoption. Figures included in the background section are for informational purposes to provide an estimate of the contract value.</p> <p>Prior Year Budget (if applicable): \$200,000          Prior Year Actual Amount Spent (if applicable): \$ 231,180.00</p>	Amount authorized by this legislation this fiscal year:	\$	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$	Amount budgeted for this item * (including transfers):	\$	Source of funding (name of fund) and account code number; FROM / TO	
Amount authorized by this legislation this fiscal year:	\$										
Amount previously authorized this fiscal year:	\$										
Total amount authorized after this legislative action:	\$										
Amount budgeted for this item * (including transfers):	\$										
Source of funding (name of fund) and account code number; FROM / TO											
<p><b>PRIOR LEGISLATION</b></p>	<p>Prior ordinances and (date):          Prior resolutions and (date): 18820, May 4, 2015</p>										
<p><b>CONTACT INFORMATION</b></p>	<p>RLA drafted by (name, title, &amp; phone): Jessica Johnson, Senior Buyer, 881-3465</p>										
<p><b>REQUEST SUMMARY</b></p>	<p>Various County Departments require a Term &amp; Supply Contract to purchase New Vehicles. Jackson County is a Part of the Mid-America Council of Public Procurement that put out a Metro Wide Bid for New Vehicles in 2014.</p> <p>Pursuant to Section 1030.4 of the Jackson County Code, the director of Finance and Purchasing recommends the purchase of New Vehicles to Shawnee Mission Ford, of Shawnee Mission, KS; Roberts Chevrolet, of Platte City, MO; Olathe Ford, of Olathe, KS; Dick Smith Ford, of Raytown, MO; Summit Truck Group, of Kansas City, MO; KC Freightliner, of Kansas City, MO; and Landmark Dodge, of Independence, MO; under the terms and conditions set forth in Mid-America Council of Public Procurement Joint Bid Contract No. 251-14, a competitively bid contract.</p> <p>The Director of Finance and Purchasing recommends the purchase made under this contract due to higher volume discounts offered to larger government entities.</p> <p>This award is made on an "As Needed" basis and does not obligate Jackson County to pay any specific amount.</p>										

CLEARANCE	<input checked="" type="checkbox"/> Tax Clearance Completed (Purchasing & Department) <input type="checkbox"/> Business License Verified (Purchasing & Department) <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)	
ATTACHMENTS	Mid-America Council of Public Procurement Joint Bid Notice of Renewal for all vendors for 2016, Recap of Bids Received	
REVIEW	Department Director:	Date: 11/18/2015
	Finance (Budget Approval): <i>If applicable</i>	Date: 11/18/15
	Division Manager:	Date: 11/23/15
	County Counselor's Office:	Date:

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the \_\_\_\_\_ Fund in \_\_\_\_\_.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance # \_\_\_\_\_
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.



**CITY OF INDEPENDENCE, MISSOURI  
NOTICE OF RENEWAL**

**Vehicles – 2016 Model 251-14-1**

**Date:** October 26, 2015

**Phone:** 913-248-2287

**Vendor:** 20954

Shawnee Mission Ford  
11501 W Shawnee Missions Parkway  
Shawnee Mission, KS 66203

**Fax:** 913-631-7325

**E-Mail:** Jay.cooper@shawneemissionford.com

**Contact:** Jay Cooper

**Title:** Government Fleet Sales

**Price Agreement Period:** November 1, 2015 — October 31, 2016

**Renewal Options:** Final, one-year option.

**Status of Certificates:** *Please remember to keep your certificates current*

**Insurance** N/A

**Occupation License** N/A

**Vehicle Item Numbers:** 1, 2, 3, 4, 11, 12, 13, 15, 16, 17, 18, 21, 22, 23, 24, 25, 26, 27, 28, 34,  
35, 37, 39, 41, 42, 44

**Added in 2015:** 21-2015, 26-2015, 28-2015

(Vehicles Model Year 2015) Mid-America Council of Public Procurement Joint Bid.  
F.O.B.: Independence, Missouri

Detailed Specifications are located at: [www.macpp.com](http://www.macpp.com)

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**Tom Conrow, Procurement Specialist, (816) 325-7092**

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**Russell M. Pankey, Purchasing Manager  
Finance Department, Purchasing Division**

**Using Departments:** All Departments  
Cooperative  
File



**CITY OF INDEPENDENCE, MISSOURI  
NOTICE OF RENEWAL**

Res. 19014

**Vehicles – 2016 Model 251-14-2**

**Date:** November 2, 2015

**Phone:** 816-858-3200

**Vendor:** 34233  
Roberts Chevrolet  
1600 E Prairie View Road  
Platte City, MO 64079

**Fax:** 816-858-3055  
**E-Mail:** [fleet@robertscb.com](mailto:fleet@robertscb.com)  
**Contact:** Dean Meier  
**Title:** Fleet Sales Manager

**Price Agreement Period:** November 1, 2015 — October 31, 2016

**Renewal Options:** Final, one-year option.

**Status of Certificates:** *Please remember to keep your certificates current*

**Insurance** N/A

**Occupation License** N/A

**Vehicle Item Numbers:** 1, 2, 10, 11, 12, 13, 15, 16, 21, 22, 23, 26, 27, 28, 30, 31, 32, 38, 42, 43

**Added in 2015:** 20-2015, 25-2015

(Vehicles Model Year 2015) Mid-America Council of Public Procurement Joint Bid.  
F.O.B.: Independence, Missouri

Detailed Specifications are located at: [www.macpp.com](http://www.macpp.com)

**Tom Conrow, Procurement Specialist, (816) 325-7092**

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**Russell M. Pankey, Purchasing Manager  
Finance Department, Purchasing Division**

**Using Departments:** All Departments  
Cooperative  
File



**CITY OF INDEPENDENCE, MISSOURI  
NOTICE OF RENEWAL**

Res. 19014

**Vehicles – 2016 Model 251-14-3**

**Date:** October 26, 2015

**Phone:** 913-815-2224

**Vendor:** 20476  
Olathe Ford  
305 S Fir  
Olathe, KS 66061

**Fax:** 913-829-1804  
**E-Mail:** debijones@olatheford.com  
**Contact:** Debi Jones  
**Title:** Sales

**Price Agreement Period:** 11/1/2015 — 10/31/2016

**Renewal Options:** Final, one-year option.

**Status of Certificates:** *Please remember to keep your certificates current*

**Insurance** N/A

**Occupation License** N/A

**Vehicle Item Numbers:** 1, 4, 5, 6, 11, 12, 13, 15, 16, 17, 18, 24, 25, 26, 27, 28, 34, 35, 37, 39, 41, 42, 43, 44

(Vehicles Model Year 2015) Mid-America Council of Public Procurement Joint Bid.

**Delivery: \$1.00/Mile over 25 miles from dealership**

Detailed Specifications are located at: [www.macpp.com](http://www.macpp.com)

Tom Conrow, Procurement Specialist, (816) 325-7092

2015.11.04 14:35:13 -06'00'

**Russell M. Pankey, Purchasing Manager  
Finance Department, Purchasing Division**

**Using Departments:** All Departments  
Cooperative  
File



**CITY OF INDEPENDENCE, MISSOURI  
NOTICE OF RENEWAL**

**Res. 19014**

**Vehicles – 2016 Model 251-14-6**

**Date:** October 29, 2015

**Phone:** 816-833-2100

**Vendor:** 24462  
Landmark Dodge  
1900 S Noland Road  
Independence, MO 64055

**Fax:** 816-483-4391  
**E-Mail:** [Landmarkdodge1@yahoo.com](mailto:Landmarkdodge1@yahoo.com)  
**Contact:** Larry Wilson  
**Title:** Fleet Manager

**Price Agreement Period:** 11/1/2015 — 10/31/2016

**Renewal Options:** Final year.

**Status of Certificates:** *Please remember to keep your certificates current*

**Insurance** Valid through June 1, 2015

**Occupation License** Valid through July 31, 2015

**Vehicle Item Numbers:** 2, 11, 12, 14, 15, 21, 22, 23, 24, 25, 33, 36, 40  
**Added in 2015:** 11-2015

(Vehicles Model Year 2016) Mid-America Council of Public Procurement Joint Bid.

**Delivery: 1 vehicle up to 25 miles = \$40.00/unit**

**1 vehicle over 25 miles = \$40.00/unit plus \$0.75/mile**

**3 or more vehicles up to 25 miles = \$35.00/unit**

**3 or more vehicles over 25 miles = \$40.00/unit plus \$0.70/mile**

Detailed Specifications are located at: [www.macpp.org](http://www.macpp.org)

**Tom Conrow, Procurement Specialist, (816) 325-7092**

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-06'00'

**Russell M. Pankey, Purchasing Manager  
Finance Department, Purchasing Division**

**Using Departments:** All Departments  
Cooperative  
File



**CITY OF INDEPENDENCE, MISSOURI  
NOTICE OF RENEWAL**

Res. 19014

**Vehicles – 2016 Model 251-14-7**

**Date:** October 29, 2014

**Phone:** 816-353-1495

**Vendor:** 24462  
Dick Smith Ford  
9505 E 350 Highway  
Raytown, MO 64133

**Fax:** 816-358-4406  
**E-Mail:** [glofton@dicksmithford.com](mailto:glofton@dicksmithford.com)  
**Contact:** Greg Lofton  
**Title:** Fleet Manager

**Price Agreement Period:** 11/1/2015 — 10/31/2016

**Renewal Options:** Final year.

**Status of Certificates:** *Please remember to keep your certificates current*

**Insurance** N/A

**Occupation License** N/A

**Vehicle Item Numbers:** 1, 2, 3, 4, 10, 12, 13, 15, 16, 17, 18, 21, 22, 23, 24, 25, 26, 27, 28, 34, 35, 37, 39, 41, 42, 44  
Added in 2015: 21-2015, 26-2015, 28-2015  
F.O.B: 1 Vehicle: \$0.70/mile over 25 miles  
3 or more vehicles: \$0.10/mile over 25 miles

(Vehicles Model Year 2016) Mid-America Council of Public Procurement Joint Bid  
Lead Agency: City of Independence

Detailed Specifications are located at: [www.macpp.org](http://www.macpp.org)

Tom Conrow, Procurement Specialist, (816) 325-7092

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-06'00'

**Russell M. Pankey, Purchasing Manager  
Finance Department, Purchasing Division**

**Using Departments:** All Departments  
Cooperative  
File





**CITY OF INDEPENDENCE, MISSOURI  
RENEWAL OF PRICE AGREEMENT**

**Res. 19014**

**Vehicles – 2016 Model 251-14-8**

**Date:** September 21, 2015

**Phone:** 816-455-1833

**Vendor:** 20186  
Summit Truck Group  
7700 NE 38<sup>th</sup> Street  
Kansas City, MO 64161

**Fax:** 816-455-2796  
**E-Mail:** Howard.gentry@summittruckgroup.com  
**Contact:** Howard Gentry  
**Title:** Transportation Consultant

**Price Agreement Period:** 11/01/2015 — 10/31/2016

**Renewal Options:** Final year

**Status of Certificates:** *Please remember to keep your certificates current*

**Insurance** N/A

**Occupation License** N/A

**Vehicle Item Numbers: 4, 5, 6, 7, 8, 9**

(Vehicles Model Year 2016) Mid-America Council of Public Procurement Joint Bid.  
**F.O.B:** Independence, Missouri

Detailed Specifications are located at: [www.macpp.org](http://www.macpp.org)

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**Tom Conrow, Procurement Specialist, (816) 325-7092**

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**Russell M. Pankey, Purchasing Manager  
Purchasing Division, Finance Department**

**Using Departments:** All Departments  
Cooperative  
File



**CITY OF INDEPENDENCE, MISSOURI  
NOTICE OF AWARD**

**Res. 19014**

**Vehicles – 2016 Model 251-14-9**

**Date:** September 4, 2015

**Phone:** 816-453-4400

**Vendor:** 24462  
KC Freightliner  
7800 NE 38<sup>th</sup> Street  
Kansas City, MO 64161

**Fax:** 816-453-8470  
**E-Mail:** [lsetser@kcfreightliner.com](mailto:lsetser@kcfreightliner.com)  
**Contact:** Lee Setser  
**Title:** Sales Representative

**Price Agreement Period:** 11/1/2015 — 10/31/2016

**Renewal Options:** Final, one year renewal option.

**Status of Certificates:** *Please remember to keep your certificates current*

**Insurance** N/A

**Occupation License** N/A

**Vehicle Item Numbers:** 1, 6, 7, 8, 9, 29

(Vehicles Model Year 2014) Mid-America Council of Public Procurement Joint Bid.  
**Delivery: \$1.38 over 100 miles**

Detailed Specifications are located at: [www.macpp.org](http://www.macpp.org)

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**Tom Conrow, Procurement Specialist, (816) 325-7092**

2015.11.04 14:39:15 -06'00'

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**Russell M. Pankey, Purchasing Manager  
Finance Department, Purchasing Division**

**Using Departments:** All Departments  
Cooperative  
File

City of Independence  
 ITB #251-14 - MACPP Metro Vehicle Bid  
 FINAL YEAR OF THIS BID/CONTRACT  
 UPDATED PRICING FOR MODEL YEAR 2016  
 (FOR VEHICLES BID OUT SINCE FALL OF 2013)

Item	Item Name	Shawnee Mission Ford Shawnee, KS Unit Price	Roberts/Chevrolet Buick Platte City, MO Unit Price	Olathe Ford Sales, Inc Olathe, KS Unit Price	LANOMARK DODGE Independence, MO Unit Price	Dick Smith Ford Raytown, MO Unit Price	Summit Truck (Diamond Int'l) Kansas City, MO Unit Price	Kansas City Freightliner Kansas City, MO Unit Price
1	Group I-Cab & Chassis- Van Cutaway	\$20,386.00	\$22,262.00	\$21,969.00				\$38,495.00
	E-350 Cutaway		Chevrolet G Series	FORD E350 E3F				Freightliner Sprinter F3CC144
2	Group I-Cab & Chassis- 1-Ton	\$23,485.00	\$24,644.00	\$23,238.00	\$26,279.00	\$23,485.00		
	F-350 Cab & Chassis 4x2 XL SRW		2016 Chevrolet C3500	FORD F350 CC SRW	RAM	Ford F350		
3	Group I-Cab & Chassis-15,000 GVWR	\$29,671.00		\$29,424.00		\$29,669.00		
	F-450 Cab & Chassis 4x2 XL DRW			FORD F450 F4G		Ford F450 *see diesel only note		
4	Group I-Cab & Chassis-17,500 GVWR	\$30,628.00		\$30,381.00		\$30,625.00	\$45,984.00	
	F-550 Cab & Chassis 4x2 XL DRW			FORD F550 F5G		Ford F550 *see diesel only note	INTERNATIONAL TerraStar	
5	Group I-Cab & Chassis-21,000 GVWR			\$52,560.00			INTERNATIONAL 4300M7	\$57,377.00
6	Group I-Cab & Chassis-29,000 GVWR			\$57,730.00			INTERNATIONAL 4300M7	\$60,307.00
7	Group I-Cab & Chassis-34,000 GVWR						INTERNATIONAL 4300M7	\$66,428.00
8	Group I-Cab & Chassis-56,000 GVWR						INTERNATIONAL 7300	\$76,890.00
9	Group I-Cab & Chassis-66,000 GVWR						INTERNATIONAL 7400	\$81,402.00
10	Group II-Cars - Subcompact Sedan		\$16,387.00	\$14,982.00		\$14,829.00		\$58,187.00
			Chevrolet Sonic	FORD FIESTA		Ford Fiesta		Freightliner 108SD 108SD 29.000 (MY2017)
11	Group II-Cars - Compact Sedan	\$15,801.00	price combination	\$16,012.00	\$17,135.00	\$16,349.00		\$72,908.00
	Ford Focus SE		Chevrolet Cruze	FORD FOCUS P3F SE	DART	Ford Focus		Freightliner 108SD 108SD 37.700 (MY2017)
11-2015	Group II-Cars - Compact Sedan							\$82,982.00
12	Group II-Cars - Mid-Size Sedan	\$17,254.00	\$19,477.00	\$17,363.00	\$18,726.00	\$17,168.00		\$97,209.00
	Ford Fusion S		Chevrolet Malibu	FORD FUSION FWD S	CHRYSLER 200	Ford Fusion		Freightliner 108SD 108SD 56.000 (MY2017)
13	Group II-Cars - Full-Size Sedan FW Drive	\$20,625.00	\$17,996.00	\$20,594.00		\$20,527.00		\$114SD 66.000 (MY2017)
	Ford Taurus SE		Chevrolet Impala Limited	FORD TAURUS FWD SE		Ford Taurus		
14	Group II-Cars - Full-Size Sedan RW Drive				\$23,148.00			
					CHARGER			
15	Group III-SUVs - Subcompact	\$21,441.00	\$21,909.00	\$21,417.00	\$22,476.00	\$21,379.00		
	Ford Escape 4x4 SE		Chevrolet Equinox AWD	FORD ESCAPE SE 4WD	JEEP CHEROKEE	Ford Escape		
16	Group III-SUVs - Compact	\$26,273.00	\$25,985.00	\$26,160.00		\$26,209.00		
	Ford Explorer 4x4 Base		Chevrolet Traverse AWD	FORD EXPLORER BASE 4WD		Ford Explorer		
17	Group III-SUVs - Full-Size	\$32,484.00		\$23,704.00		\$32,879.00		
	Expedition 4x4 Base			FORD EXPEDITION XL		Ford Expedition		
18	Group III-SUVs - Large Size	\$34,941.00		\$33,896.00		\$37,163.00		
	Expedition EL 4x4 SSV			FORD EXPEDITION XL EL		Ford Expedition EL		
20-2015	Group IV-Pickup Trucks Mid-Size Pickup		\$22,546.00					
			Chevrolet Colorado					
21	Group IV-Pickup Trucks - 1/2 Ton		\$19,405.00	\$19,499.00	\$18,087.00			
			Chevrolet C1500	FORD F150 4X2 RC	RAM 1500			
21-2015	Group IV-Pickup Trucks 1/2-Ton Pickup ALUMINUM BODY	\$19,300.00				\$19,272.00		
	Ford F-150					Ford F-150		
22	Group IV-Pickup Trucks - 3/4 Ton	\$20,794.00	\$23,342.00	\$20,541.00	\$22,692.00	\$20,766.00		
	Ford F-250 4x2 XL		Chevrolet C2500	FORD F250 4X2 RC	RAM 2500	Ford F250		
23	Group IV-Pickup Trucks - 1 Ton	\$22,473.00	\$24,343.00	\$22,472.00	\$25,415.00	\$22,445.00		
	Ford F-350 4x2 XL SRW		Chevrolet C3500	FORD F350 4X2 RC	RAM 3500	Ford F350		
24	Group V-Vans - Minivan Passenger	\$22,131.00		\$22,051.00	\$21,564.00	\$22,056.00		
	Ford Transit Connect			FORD TRANSIT CONNECT	DODGE GRAND CARAVAN	Ford Transit Connect		
25	Group V-Vans - Minivan Cargo	\$19,741.00		\$19,808.00	\$19,971.00	\$19,745.00		
	Ford Transit Connect			FORD TRANSIT CONNECT	PRD CITY	Ford Transit Connect		
25-2015	Group V-Vans - Mini Cargo		\$20,159.00					
			Chevrolet City Express					
26	Group V-Vans - Full Size Cargo 3/4 Ton		\$21,728.00					
			Chevrolet Express G2500					
26-2015	Group V-Vans - Full Size Cargo	\$21,457.00				\$21,446.00		
	Ford Transit 150					Ford Transit 150		
27	Group V-Vans - Full Size Cargo 1 Ton		\$24,993.00					
			Chevrolet Express G3500					
28	Group V-Vans - Full Size Passenger		\$24,574.00					
			Chevrolet Express					
28-2015	Group V-Vans - Full Size Passenger Van	\$26,560.00				\$28,028.00		
	Ford Transit 350					Ford Transit 350		
29	Group V-Vans - Sprinter Size							\$44,684.00
30	Group VI-Police - Chevrolet Caprice		\$26,212.00					Freightliner F3CA144
			Chevrolet Caprice					
31	Group VI-Police - Chevrolet Impala		\$20,492.00					
			Chevrolet Impala					
32	Full Size Utility		\$33,648.00					
			Chevrolet Tahoe 9C1 4x4 Pursuit					
33	Group VI-Police - Dodge Charger				\$22,957.00			
					Dodge Charger			
34	Group VI-Police - Ford Sedan	\$23,833.00		\$24,183.00		\$23,789.00		
	Ford Police Sedan AWD			Ford Police Sedan		Ford Police Sedan		
35	Group VI-Police - Ford Utility	\$26,158.00		\$26,408.00		\$26,129.00		
	Ford Police Utility AWD			Ford Police Utility		Ford Police Utility		
36	Group VII-Special Services - Dodge Durango				\$26,774.00			

37	Group VII-Special Services - Ford Expedition	\$30,655.00			Dodge Durango SSV	\$30,493.00		
	Ford Expedition SSV 4x4				Ford Expedition SSV		Ford Expedition SSV	
38	Full Size Utility		\$36,135.00					
			Chevrolet Tahoe SSV 4X4					
39	Group VII-Special Services - Ford F150 1/2 ton pickup SSV	\$26,777.00			Ford F-150 SSV	\$27,109.00	Ford F-150 SSV	\$26,928.00
	Ford F-150 SSV Crew Cab 4x4							
40	Group VII-Special Services - Dodge Ram 1/2 ton pickup SSV				Dodge Ram SSV	\$26,458.00		
41	Group VIII-Hybrids & Electric - Subcompact Sedan	\$21,683.00			FORD CMAX HYBRID SE	\$22,157.00	Ford CMAX	\$21,689.00
	Ford C-Max							
42	Group VIII-Hybrids & Electric-Compact Sedan	\$22,470.00			FORD FUSION ENERGY SE	\$23,069.00	Ford Fusion	\$22,418.00
	Ford Fusion S Hybrid							
43	Group VIII-Hybrids & Electric - Mid-Size Sedan							
44	Group VIII-Hybrids & Electric - All Electric Sedan	\$26,077.00			FORD FOCUS HATCH ELEC	\$26,552.00	Ford Focus All Electric	\$25,952.00
	Ford Focus Sdr Electric Hatchback							
45	DELIVERY-1 vehicle over 25 miles	\$0.00	over 35 miles	\$0.50	\$1.00 PER MILE	plus \$40 base charge	\$0.75	\$0.70
					OVER 25 MILES:			over 100 miles \$1.38
46	DELIVERY-3 or more vehicles over 25 miles	\$0.00	over 35 miles	\$0.50	\$1.00 PER MILE	plus \$40 base charge	\$0.70	\$0.10
					OVER 25 MILES:			over 100 miles \$1.38
						\$40/unit del charge less than 25 miles \$35/unit del charge less than 25 miles; 3 or more vehicles		

\*Olathe Toyota did not respond to the renewal option  
 \*\*The dealers and prices in this spreadsheet reflect 2016 model year pricing unless stated otherwise