

Sourcewell (NJPA) Pricing:

- Acquisition:
 - US: Manufacturer Published Invoice Less Applicable Incentives Less Applicable Advertising
 - Canada: Dealer Invoice less applicable incentives
- Acquisition Fee: US: \$60 | Canada: 2% of invoice + \$30 Management Fee per vehicle
- Courtesy Delivery Fee: (US & Canada) variable \$150-\$450 depending on location
- Service Charge:
 - US: \$400 fee per vehicle at the end of the lease
 - Canada: \$495 fee per vehicle at the end of the lease
- Management Fee: (US & Canada) 0.10% based on delivered cost of vehicle
- Interest Rate:
 - US: 3 year T-bill + 350 basis points
- Maintenance Management: US: \$6 per vehicle per month | Canada: \$8 per vehicle per month
- Full Maintenance: Pricing based on vehicle type and anticipated miles/kilometers driven over term

Town of Belleair Pricing:

- **Acquisition:**
 - Manufacturer Published Invoice Less Applicable Incentives Less Applicable Advertising
 - Acquisition Fee: \$0
 - Courtesy Delivery Fee: \$90
- Service Charge:
 - \$400 per vehicle at the end of the lease
- Resale of Customer Owned Vehicles:
 - \$200 per vehicle or 10% of sale price if vehicle is less than \$2,000
- Management Fee: flat fee of \$25.00 per vehicle per month
- Interest Rate:
 - 3 year T-Bill +325 basis points (fixed for duration of each lease at time of signed quote)
- Maintenance Management: \$6 per vehicle per month
- Full Maintenance: Pricing based on vehicle type and anticipated miles