



Open-End (Equity) Lease Rate Quote

STH CONTRACT: 2018-013
Quote No: 3782467

Prepared For: City of St. Helena
Mitts, April

Date 01/17/2018
AE/AM KW3

Unit #

Year 2018 Make Ford Model Explorer

Series Base 4dr Front-wheel Drive

Vehicle Order Type In-Stock Term 60 State CA Customer# 579445

\$ 27,711.11	Capitalized Price of Vehicle ¹
\$ 0.00 *	Sales Tax 0.0000% State CA
\$ 0.00 *	Initial License Fee
\$ 0.00 *	Registration Fee
\$ 0.00	Other: Courtesy Delivery Fee
\$ 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)

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

Order Information

Driver Name	JGA58750
Exterior Color	(0 P) Oxford White
Interior Color	(0 I) Medium Stone w/Cloth Bucket Seats
Lic. Plate Type	Exempt
GVWR	0

\$ 27,711.11	Total Capitalized Amount (Delivered Price)
\$ 374.10	Depreciation Reserve @ 1.3500%
\$ 119.03	Monthly Lease Charge (Based on Interest Rate - Subject to a Floor) ²

\$ 493.13 Total Monthly Rental Excluding Additional Services

Additional Fleet Management

Master Policy Enrollment Fees

\$ 0.00 Commercial Automobile Liability Enrollment (Estimate Only)
Liability Limit \$0.00

\$ 0.00 Physical Damage Management (Estimate Only)

\$ 41.29 Full Maintenance Program³ Contract Miles 50,000
Incl: # Brake Sets (1 set = 1 Axle) 0

Comp/Coll Deductible 0 / 0

OverMileage Charge \$ 0.0000 Per Mile

Tires 0

Loaner Vehicle Not Included

\$ 41.29 Additional Services SubTotal

\$ 40.68 Sales Tax 8.2500%

State CA

\$ 575.10 Total Monthly Rental Including Additional Services

\$ 5,265.11 Reduced Book Value at 60 Months

\$ 400.00 Service Charge Due at Lease Termination

Quote based on estimated annual mileage of 10,000
(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 City of St. Helena
BY *Mitts*

TITLE *CITY MANAGER*

DATE *1/18/2018*

* 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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VEHICLE INFORMATION:

2018 Ford Explorer Base 4dr Front-wheel Drive - US
Series ID: K7B

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	\$ 30,871.00	\$ 31,990.00
Total Options	\$ 0.00	\$ 0.00
Destination Charge	\$ 995.00	\$ 995.00
Total Price	\$ 31,866.00	\$ 32,985.00

SELECTED COLOR:

Exterior: YZ - (0 P) Oxford White
Interior: 7L - (0 I) Medium Stone w/Cloth Bucket Seats

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
100A	Equipment Group 100A	NC	NC
113WB	113" Wheelbase	STD	STD
153	Front License Plate Bracket	NC	NC
422	California Emissions System	NC	NC
44J	Transmission: 6-Speed SelectShift Automatic	Included	Included
7	Cloth Bucket Seats	Included	Included
7L_01	(0 I) Medium Stone w/Cloth Bucket Seats	NC	NC
998	Engine: 3.5L Ti-VCT V6 (FFV)	Included	Included
PAINT	Monotone Paint Application	STD	STD
STDAX	3.39 Non-Limited-Slip Axle Ratio	Included	Included
STDGV	GVWR: 6,160 lbs	Included	Included
STDRD	Radio: AM/FM Stereo	Included	Included
STDTR	Tires: P245/60R18 AS BSW	Included	Included
STDWL	Wheels: 18" Painted Aluminum	Included	Included
SYNC	SYNC Communication & Entertainment System	Included	Included
YZ_01	(0 P) Oxford White	NC	NC

CONFIGURED FEATURES:

STH CONTRACT: 2018-013

Body Exterior Features:

Number Of Doors 4
Rear Cargo Door Type: liftgate
Driver And Passenger Mirror: power remote heated manual folding side-view door mirrors
Convex Driver Mirror: convex driver and passenger mirror
Spoiler: rear lip spoiler
Door Handles: black
Front And Rear Bumpers: body-coloured front and rear bumpers with black rub strip
Rear Step Bumper: rear step bumper
Front License Plate Bracket: front license plate bracket
Body Material: galvanized steel/aluminum body material
Roof Rack: rails only
Body Side Cladding: black bodyside cladding
Grille: grey grille

Convenience Features:

Air Conditioning manual air conditioning
Air Filter: air filter
Rear Air Conditioning: rear air conditioning with separate controls
Cruise Control: cruise control with steering wheel controls
Power Windows: power windows with driver and passenger 1-touch down
1/4 Vent Rear Windows: power 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
Driver and Passenger Vanity Mirror: illuminated driver and passenger-side visor mirrors
Emergency SOS: 911 Assist emergency communication system
Front Cupholder: front and rear cupholders
Floor Console: full floor console with covered box
Overhead Console: full overhead console with storage
Glove Box: illuminated locking glove box
Driver Door Bin: driver and passenger door bins
Rear Door Bins: rear door bins
Seatback Storage Pockets: 2 seatback storage pockets
Driver Footrest: driver's footrest
Retained Accessory Power: retained accessory power
Power Accessory Outlet: 4 12V DC power outlets

Entertainment Features:

radio AM/FM/Satellite-prep with seek-scan
Voice Activated Radio: voice activated radio
Speed Sensitive Volume: speed-sensitive volume
Steering Wheel Radio Controls: steering-wheel mounted audio controls
Speakers: 6 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 aero-composite LED low beam headlamps
Front Wipers: variable intermittent speed-sensitive wipers wipers
Front Windshield Visor Strip: front windshield visor strip
Rear Window wiper: fixed interval 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 and rear reading lights
Variable IP Lighting: variable instrument panel lighting
Display Type: analog display
Tachometer: tachometer

Compass: compass
 Exterior Temp: outside-temperature display
 Low Tire Pressure Warning: tire specific low-tire-pressure warning
 Trip Computer: trip computer
 Trip Odometer: trip odometer
 Water Temp Gauge: water temp. gauge
 Clock: in-dash clock
 Systems Monitor: systems monitor
 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 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: Safety Canopy System curtain 1st, 2nd and 3rd row overhead airbag
 Knee Airbag: knee 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: SecuriLock immobilizer
 Panic Alarm: panic alarm
 Electronic Stability: AdvanceTrac w/Roll Stability Control electronic stability stability control with anti-roll
 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
 3rd Row Headrests: 2 fixed third row head restraints
 Break Resistant Glass: break resistant glass

Seats And Trim:

Seating Capacity max. seating capacity of 7
 Front Bucket Seats: front bucket seats
 Number of Driver Seat Adjustments: 8-way driver and passenger seat adjustments
 Reclining Driver Seat: manual reclining driver and passenger seats
 Driver Lumbar: power 2-way driver and passenger lumbar support
 Driver Height Adjustment: power height-adjustable driver and passenger seats
 Driver Fore/Aft: power driver and passenger fore/aft adjustment
 Driver Cushion Tilt: power driver and passenger cushion tilt
 Front Centre Armrest Storage: front centre armrest
 Rear Seat Type: rear manual reclining 60-40 split-bench seat
 Rear Folding Position: rear seat tumble forward
 Rear Seat Armrest: rear seat centre armrest
 3rd Row Seat Type: fixed third row 50-50 split-bench seat
 3rd Row Electric Control: fold into floor third row seat

Leather Upholstery: cloth front and rear seat upholstery

Door Trim Insert: cloth door panel trim

Headliner Material: full cloth headliner

Floor Covering: full carpet floor covering

Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert

Shift Knob Trim: leather/chrome 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 Tie Downs: cargo tie-downs

Cargo Light: cargo light

Standard Engine:

Engine 290-hp, 3.5-liter V-6 (regular gas)

Standard Transmission:

Transmission 6-speed automatic w/ OD and auto-manual

CITY OF ST. HELENA

RESOLUTION No. 2018-5

Resolution of the Council of the City of St. Helena authorizing the City Manager to execute a Master Equity Lease Agreement and Maintenance Agreement with Enterprise Fleet Management, Inc., for the replacement of two (2) City vehicles in FY 2017/18 and a Maintenance Management and Fleet Rental Agreement for the remainder of the City of St. Helena fleet vehicles at \$6.00 per vehicle/per month

RECITALS

- A. The City of St. Helena owns and maintains 30 vehicles used by City departments to provide essential services; and
- B. Twenty-five (25) of the fleet vehicle are over 10 years old and 11 of the vehicles are over 20 years old; and
- C. During the FY 2017/18 budget process the City Council authorized the purchase of a vehicle for the Public Works Water Treatment Plant and authorized the lease of a vehicle for the Planning & Building department; and
- D. Staff reached out to Enterprise Fleet services for their expertise in fleet management; and
- E. Staff is recommending the City of St. Helena lease two (2) vehicles through Enterprise Lease services; and
- F. Staff is recommending utilization of the Maintenance Management program through Enterprise for \$6.00 per vehicle per month.

RESOLUTION

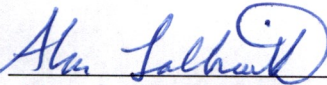
The City Council of the City of St. Helena hereby resolves as follows:

1. The City Council authorizes the City Manager to execute a Master Equity Lease Agreement and Maintenance Agreement with Enterprise Fleet Management, Inc., for the replacement of two (2) City vehicles in FY 2017/18 and a Maintenance Management and Fleet Rental Agreement for the remainder of the St. Helena fleet vehicles at \$6.00 per vehicle/per month.

Approved at a Regular Meeting of the St. Helena City Council on January 9, 2018, by the following vote:

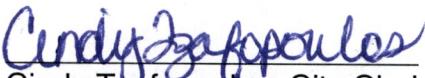
Mayor Galbraith: Yes
Vice Mayor White: Yes
Councilmember Koberstein: Yes
Councilmember Dohring: Yes
Councilmember Ellsworth: Yes

APPROVED:



Alan Galbraith, Mayor

ATTEST:



Cindy Tzafopoulos, City Clerk

