### MRCA- NEW AUTOMOBILE RFB (Hybrid SUV)

#### 1/22/2019 Bid Results

<table>
<thead>
<tr>
<th>BIDDER</th>
<th>Base Price</th>
<th>Taxes, Fees, etc.</th>
<th>Total Purchase Price</th>
<th>Monthly Payment (including interest)</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Acme Auto Leasing, LLC</td>
<td>$38,649</td>
<td>did not provide</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2 Penske Toyota of Downey</td>
<td>$37,350</td>
<td>$2,838</td>
<td>$40,188</td>
<td>$775.05</td>
<td>$46,503</td>
</tr>
</tbody>
</table>
1/10/2019

Mountains Recreation and Conservation Authority
Bid proposal for 2019 Toyota Highlander Hybrid
570 W Ave 26, Suite 100
Los Angeles, CA 90065

Dear Mountains Recreation and Conservation Authority,

This is for bid proposal is for a 2019 Toyota Highlander Hybrid, we have included bid proposal, contract, warranties information as requested.

Price of the car will be $37,350 + $123.75 dmv + $2714.04 tax = $40,187.79 out the door

60 months term at 5.80% rate with 0 down payments are $775.05

The bank will be Toyota Motor Credit Corp

I can deliver the car within 7 to 10 days once a PO is issued.

Please feel free to contact me is you have any further questions

Sincerely,

Penske Toyota / Linh Lam
Evaluation of Bids
MRCA intends to evaluate bids based on initial written presentations and to make a tentative selection of a successful bidder with whom MRCA will then engage in negotiations to finalize a contract.

REPRESENTATIONS, CERTIFICATIONS, AND ACKNOWLEDGMENTS:
Successful bidder shall defend, indemnify and save harmless Mountains Recreation and Conservation Authority and all its officers, agents and employees from all suits, actions, and other claims of any character, name and description brought for or on account of any injuries or damages receiver sustained by any person, persons, or property on account of any negligent act or fault of the successful bidder, or any agent, employee, subcontractor or supplier, in the execution of or performance under, any contract which may result from award. Successful bidder shall pay any judgment with costs, which may be obtained, against Mountains Recreation and Conservation Authority growing out of such injury or damages.

The bidder represents and certifies as part of its bid that:
(Check or complete all applicable boxes or blocks.)

1. TYPE OF BUSINESS ORGANIZATION
   It operates as:
   ( ) an individual
   ( ) a partnership
   ( ) a non-profit organization
   (x) a corporation, incorporated under the laws of the State of CA

2. EQUAL OPPORTUNITY
   It is an equal opportunity employer, and will not discriminate with regard to race, religion, color, national origin and sex in the performance of any contract or order resulting from this bid.

3. CERTIFICATION OF INDEPENDENT PRICE DETERMINATION
   By submission of this bid, the bidder certifies, and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement:

   (a) The prices in this bid have been arrived at independently, without consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor;

   (b) Unless otherwise required by law, the prices which have been bid herein have not knowingly been disclosed by the bidder and will not knowingly be disclosed by the bidder prior to opening of bids directly or indirectly to any other bidder or competitor; and

   (c) No attempt has been made by the bidder to induce any other person or firm to submit or not to submit a bid for the purpose of restricting competition.

4. CONFLICT OF INTEREST
   The bidder represents and warrants that they, he, she, or the officers, directors, and/or employees of bidder are not related by blood or marriage to any member of the governing boards of the Santa Monica Mountains Conservancy, the Santa Monica Mountains Conservancy Advisory Committee, the Mountains Recreation and Conservation Authority, or any other joint powers authority for which the
Santa Monica Mountains Conservancy is a constituent member, or to any officer, director or staff member that has discretion over the contract of any of the aforesaid public agencies. “Related by blood or marriage” is defined as being a parent, child (including step children), sibling, grandparent, grandchild, aunt, uncle, niece, nephew, spouse, domestic partner, father-in-law, mother-in-law, sister-in-law or brother-in-law. The MRCA reserves the right to immediately cancel any contract entered into if it discovers a breach of this warranty and representation. Bidder shall be liable for all damages sustained by the MRCA as a result of the breach.

Signature of Bidder

Please respond to each line item below. Failure to do so may result in rejection of the bid.

**CONTRACT ADMINISTRATIVE DATA:**
The following individuals are designated as primary points of contact for matters related to this contract.

For the Vendor: (bidder to insert information)

Name: **Linh Lam**
Title: **Fleet Manager**
Address: **9136 Stone Rd**
Phone: **562-904-5680**
E-mail: **LLAME_SOCAL_PENSKE.COM**

Signature of Person Authorized to Sign Proposal:

Date of Bid: **1-10-19**

Mountains Recreation and Conservation Authority reserves the right to reject any or all bids, to waive technicalities, to re-advertise, to proceed otherwise when in the best interest of the agency.

**PRICING SHEET**

*Financing must be quoted in arrears and **pricing must include all applicable taxes and fees.**

<table>
<thead>
<tr>
<th>Vehicle Type #</th>
<th>Base Vehicle Cost</th>
<th>Taxes &amp; Fees</th>
<th>Lease Term</th>
<th>Interest Rate</th>
<th>Buyout Provision</th>
<th>Monthly Payment (per vehicle)</th>
<th>Total Cost (per type including allowance)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>$71,350</strong></td>
<td><strong>$2,837</strong></td>
<td>60</td>
<td>5.8</td>
<td></td>
<td><strong>$775.05</strong></td>
<td></td>
</tr>
</tbody>
</table>

TOTAL COST (ALL vehicles, excluding alternates) = **$40,197.79**

**VENDOR RESPONSIVENESS**
LEASE ITEMS:
Are all License and Registration Charges included in rates? (Yes) No)

Estimated delivery once orders are received:

I understand that all prices included in this bid package are valid for 120 days from bid due date, including interest rates.

MRCA will provide a Purchase Order within 120 days from the Bid Award date.

Your signature below confirms that you have read and understood all pages of this RFB prior to the submission of this bid.

Company:
PENSEG TOYOTA

Authorized Representative:

Title:
Fleet Manager

Signature:

Date:
10-19

Mountains Recreation and Conservation Authority appreciates your time and effort in preparing this bid.
DISCLOSURES (continued)

function, detection and range of the system. See Owner’s Manual for additional limitations and details. 39. Rear parking assist sonar is designed to warn drivers of potential rear collisions at speeds of 6 mph or less. Certain vehicle and environmental factors, including an object’s shape and composition, may affect the ability of the rear parking assist sonar to detect it. Always look around outside the vehicle and use mirrors to confirm clearance. 40. Front and rear parking assist sonar is designed to warn drivers of potential front and rear collisions at speeds of 6 mph or less. Certain vehicle and environmental factors, including an object’s shape and composition, may affect the ability of the front and rear parking assist sonar to detect it. Always look around outside the vehicle and use mirrors to confirm clearance. See Owner’s Manual for additional limitations and details. 41. Before towing, confirm Stop and Start Engine System is disengaged (V6 gas models only). 42. ToyotaCare plan covers normal factory scheduled service for 2 years or 25K miles, emergency fuel delivery. See Toyota dealer for details and exclusions. Valid only in the continental U.S. and Alaska. 43. Roadside Assistance coverage is 2 years unlimited mileage. Does not include parts and fluids, except there is little vehicle noise in EV Mode, pedestrians, people riding bicycles or other people and vehicles in the area may not be aware of the vehicle starting off or approaching them, so take extra care while driving. EV Mode your vehicle and trailer are compatible, hooked up and loaded properly and that you have any necessary additional equipment. Do not exceed any Weight Ratings and follow all instructions in your Owner’s Manual. The added by the manufacturer, dealers, and/or vehicle owners. The only way to be certain of your vehicle’s exact curb weight is to weigh your vehicle without passengers or cargo. Tow hitch sold separately. 48. 2019 EPA-estimated SHOULD NOT be used in any other vehicle. To avoid potential interference with pedal operation, each mat/liner must be secured with its fasteners. Do not install a floor mat/floor liner on top of an existing floor mat/floor approved installer. Please see dealer for details. 54. Use only if aware of circumstances surrounding the vehicle at time of start. Operate only when safe to do so (e.g., do not remotely start engine if vehicle is in an enclosed space or is occupied by a child). See Owner’s Manual for limitations and details. 55. Available only for vehicles equipped with factory security and factory remote keyless entry system or Smart Key System.

For details on vehicle specifications, standard features and available equipment in your area, contact your Toyota dealer. A vehicle with particular equipment may not be available at the dealership. Ask your Toyota dealer to help locate a specifically equipped vehicle.

All information presented herein is based on data available at the time of printing, is subject to change without notice and pertains specifically to mainland U.S.A. vehicles only. Prototypes shown. Actual production vehicles may vary.

WARRANTIES

Every Toyota Car, Truck and SUV is built to exceptional standards. And that’s not idle boasting. We back it up with these Limited Warranty Coverages:

Basic: 36 months/36,000 miles (all components other than normal wear and maintenance items).

Hybrid-Related Component Coverage: Hybrid-related components, including the HV battery, battery control module, hybrid control module and inverter with converter, are covered for 8 years/100,000 miles. The HV battery may have longer coverage under emissions warranty. Refer to applicable Warranty and Maintenance Guide for details.

Powertrain: 60 months/60,000 miles (engine, transmission/transaxle, drive system, seatbelts and airbags).


For Toyota Mobility program details, go to www.toyota.com/mobility or call the Toyota Customer Assistance Center at 1-800-331-4331
### FEDERAL TRUTH-IN-LENDING DISCLOSURES

**ANNUAL PERCENTAGE RATE** The cost of your credit as a yearly rate.

- 5.80 % $6315.21 \( \text{(e)} \)
- $40187.79 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)

**FINANCE CHARGE** The dollar amount the credit will cost you.

- $6315.21 \( \text{(e)} \)
- $40187.79 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)

**AMOUNT FINANCED** The amount you will have paid after you have made all payments as scheduled.

- $6315.21 \( \text{(e)} \)
- $40187.79 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)

**TOTAL PAYMENTS** The total cost of your purchase on credit, including your down payment.

- $6315.21 \( \text{(e)} \)
- $40187.79 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)

**TOTAL SALE PRICE** The total cost of your purchase on credit, including your down payment.

- $6315.21 \( \text{(e)} \)
- $40187.79 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)
- $46503.00 \( \text{(e)} \)

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**STATEMENT OF INSURANCE**

No person is required as a condition of financing the purchase of a vehicle to purchase or negotiate any insurance through a particular insurance company, agent or broker. You are not required to buy any other insurance to obtain credit. Your decision to buy or not to buy other insurance will not be a factor in the credit approval process.

**Vehicle Insurance**
- Term \( N/A \)
- Premium \( N/A \)
- Bodily Injury \( N/A \)
- Property Damage \( N/A \)

**Total Vehicle Insurance Premium**

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**OPTIONAL DEBT CANCELLATION AGREEMENT**

A debt cancellation agreement is not required to obtain credit and will not be provided unless you sign below and agree to pay the extra charge. If you choose to buy debt cancellation, the charge is shown as 1% of the total amount of Amount Financed. See your debt cancellation agreement for details on the terms and conditions it provides. It is a part of this contract.

**Buyer Signs** \( N/A \)

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**OPTIONAL SERVICE CONTRACT(S)**

You want to purchase the service contract(s) written with the following company(ies) for the term(s) shown below for the charge(s) shown in item 1.

<table>
<thead>
<tr>
<th>Company</th>
<th>Term</th>
<th>Mileage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>2</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>3</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>4</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>5</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

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**MOUNTAINS RECREATION CON**