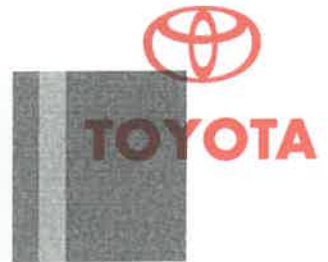


MRCA- NEW AUTOMOBILE RFB (Hybrid SUV)

1/22/2019 Bid Results

BIDDER		Base Price	Taxes, Fees, etc.	Total Purchase Price	Monthly Payment (including interest)	Total Cost
1	Acme Auto Leasing, LLC	\$38,649	<i>did not provide</i>	<i>cannot be calculated</i>		
2	Penske Toyota of Downey	\$37,350	\$2,838	\$40,188	\$775.05	\$46,503

Penske Toyota / Linh Lam
9136 Firestone Blvd Downey CA 90241
LLAM@socalpenske.com 562.904.5686



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 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 $\$37,350 + \$123.75 \text{ dmV} + \$2714.04 \text{ tax} = \$40,187.79$ 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 if you have any further questions

Sincerely,

A handwritten signature in black ink, appearing to be "Linh Lam", written over a horizontal line.

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

☒ 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.

lm hr

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: Lin Lam Title: Fleet Manager
 Address: 9136 Firestone Blvd
 Phone: 562-904-5680 E-mail: LLAME@SOCALPENSKE.COM
 Signature of Person Authorized to Sign Proposal: *lm*
 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.

Vehicle Type #	Base Vehicle Cost	Taxes & Fees	Lease Term	Interest Rate	Buyout Provision	Monthly Payment (per vehicle)	Total Cost (per type including allowance)
1	37,350	2837 ⁷⁹	60	5.8		775 ⁰⁵	

TOTAL COST (ALL vehicles, excluding alternates) = \$ 40,187⁷⁹

VENDOR RESPONSIVENESS

LEASE ITEMS:

Are all License and Registration Charges included in rates? (Yes/No) (Yes)

Estimated delivery once orders are received 0

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: PENSKE TOYOTA

Authorized Representative: Lin Lin LINH Lam

Title: Fleet Manager

Signature: [Signature]

Date: 1-10-19

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. See *Owner's Manual* for additional limitations and details. **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, whichever comes first. 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 emergency fuel delivery. See Toyota dealer for details and exclusions. **44.** CAUTION! When driving a hybrid vehicle, pay special attention to the area around the vehicle. Because 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 works under certain conditions at low speeds. See *Owner's Manual* for details. **45.** Meets Tier 2/Bin 3 Federal emissions standard. **46.** Cargo and load capacity limited by weight and distribution. **47.** Before towing, confirm 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 maximum you can tow depends on base curb weight plus the total weight of any cargo, occupants, and added vehicle equipment. "Added vehicle equipment" includes additional standard/optional equipment and accessories 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 mileage. Actual mileage will vary. **49.** Extra-cost color. **50.** Roof rack with cross bars is not recommended for luggage. **51.** This floor mat/floor liner was designed specifically for use in your model and model year vehicle and 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 liner. **52.** FWD models require purchase of Genuine Toyota Highlander mudguards at an additional cost. **53.** The Toyota Genuine Accessory Warranty will only apply when the installation is performed by a trained Toyota-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.

Toyota Highlander is designed to meet most off-road driving requirements. Abusive use may result in bodily harm or damage. Toyota encourages responsible operation to protect you, your vehicle and the environment. Seatbelts should be worn at all times. Please do not allow passengers to ride in the cargo area. Towing hitch receivers/ball mount kits are not intended to provide crash protection.

Toyota strives to build vehicles to match customer interest and thus they typically are built with popular options and option packages. Not all options/packages are available separately and some may not be available in all regions of the country. See toyota.com for information about options/packages commonly available in your area. If you would prefer a vehicle without any or with different options, contact your dealer to check for current availability or the possibility of placing a special order.

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 posting, 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).

Rust-Through: 60 months/unlimited miles (corrosion perforation of sheet metal).

Emissions: Coverages vary under Federal and California regulations. Refer to applicable *Warranty and Maintenance Guide* for details.

Accessories: For Genuine Toyota Accessories purchased at the time of the new vehicle purchase, the Toyota Accessory Warranty coverage is in effect for 36 months/36,000 miles from the vehicle's in-service date, which is the same coverage as the Toyota New Vehicle Limited Warranty.

For Genuine Toyota Accessories purchased after the new vehicle purchase the coverage is 12 months, regardless of mileage, from the date the accessory was installed on the vehicle, or the remainder of any applicable new vehicle warranty, whichever provides greater coverage.

You may be eligible for transportation assistance if it's necessary that your vehicle be kept overnight for repairs covered under warranty. Please see your authorized Toyota dealership for further details.

For complete details about Toyota's warranties, please visit www.toyota.com, refer to the applicable *Warranty and Maintenance Guide* or see your Toyota dealer.



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



Buyer Name and Address (Including County and Zip Code) MOUNTAINS RECREATION CONSERVAT 403 W HILLCREST DRIVE THOUSAND OAKS CA 90065 VENTURA COUNTY	Co-Buyer Name and Address (Including County and Zip Code) N/A	Seller-Creditor (Name and Address) PENSKE TOYOTA OF DOWNEY 9136 E. FIRESTONE BLVD DOWNEY, CA 90241
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You, the Buyer (and Co-Buyer, if any), may buy the vehicle below for cash or on credit. By signing this contract, you choose to buy the vehicle on credit under the agreements on the front and back of this contract. You agree to pay the Seller - Creditor (sometimes "we" or "us" in this contract) the Amount Financed and Finance Charge in U.S. funds according to the payment schedule below. We will figure your finance charge on a daily basis. The Truth-In-Lending Disclosures below are part of this contract.

New Used	Year	Make and Model	Odometer	Vehicle Identification Number	Primary Use For Which Purchased
NEW	2019	TOYOTA Highlander H		5TDBGRFH7KS058094	Personal, family or household unless otherwise indicated below. <input type="checkbox"/> business or commercial

FEDERAL TRUTH-IN-LENDING DISCLOSURES				
ANNUAL PERCENTAGE RATE The cost of your credit as a yearly rate.	FINANCE CHARGE The dollar amount the credit will cost you.	Amount Financed The amount of credit provided to you or on your behalf.	Total of Payments The amount you will have paid after you have made all payments as scheduled.	Total Sale Price The total cost of your purchase on credit, including your down payment of
5.80 %	\$ 6315.21(e)	\$ 40187.79(e)	\$ 46503.00 (e)	\$ 0.00 is \$ 46503.00 (e)
(e) means an estimate				
YOUR PAYMENT SCHEDULE WILL BE:				
Number of Payments:	Amount of Payments:	When Payments Are Due:		
One Payment of	N/A	N/A		
One Payment of	N/A	N/A		
One Payment of	N/A	N/A		
59	775.05	Monthly beginning 03/01/2019		
N/A	N/A	N/A		
One final payment	775.05	02/01/2024		
Late Charge. If payment is not received in full within 10 days after it is due, you will pay a late charge of 5% of the part of the payment that is late. Prepayment. If you pay early, you may be charged a minimum finance charge. Security Interest. You are giving a security interest in the vehicle being purchased. Additional Information: See this contract for more information including information about nonpayment, default, any required repayment in full before the scheduled date, minimum finance charges, and security interest.				

ITEMIZATION OF THE AMOUNT FINANCED (Seller may keep part of the amounts paid to others.)	
1. Total Cash Price	
A. Cash Price of Motor Vehicle and Accessories	\$ 37350.00 (A)
1. Cash Price Vehicle	\$ 37350.00
2. Cash Price Accessories	\$ N/A
3. Other (Nontaxable)	\$ N/A
Describe	\$ N/A
Describe	\$ N/A
B. Document Processing Charge (not a governmental fee)	\$ 85.00 (B)
C. Emissions Testing Charge (not a governmental fee)	\$ N/A (C)
D. (Optional) Theft Deterrent Device(s)	
1. (paid to)	\$ N/A (D1)
2. (paid to)	\$ N/A (D2)
3. (paid to)	\$ N/A (D3)
E. (Optional) Surface Protection Product(s)	
1. (paid to)	\$ N/A (E1)
2. (paid to)	\$ N/A (E2)
F. EV Charging Station (paid to)	\$ N/A (F)
G. Sales Tax (on taxable items in A through F)	\$ 2714.04 (G)
H. Electronic Vehicle Registration or Transfer Charge (not a governmental fee) (paid to)	MVSC \$ 30.00 (H)
I. (Optional) Service Contract(s)	
1. (paid to)	\$ N/A (I1)
2. (paid to)	\$ N/A (I2)
3. (paid to)	\$ N/A (I3)
4. (paid to)	\$ N/A (I4)
5. (paid to)	\$ N/A (I5)
J. Prior Credit or Lease Balance (e) paid by Seller to Vehicle 1	N/A Vehicle 2 N/A \$ N/A (J)
(see downpayment and trade-in calculation)	
K. (Optional) Debt Cancellation Agreement	\$ N/A (K)
L. (Optional) Used Vehicle Contract Cancellation Option Agreement	\$ N/A (L)
M. Other (paid to)	\$ N/A (M)
For	N/A
N. Other (paid to)	\$ N/A (N)
For	N/A
Total Cash Price (A through N)	\$ 40179.04 (1)
2. Amounts Paid to Public Officials	
A. Vehicle License Fees	ESTIMATE \$ N/A (A)

STATEMENT OF INSURANCE		
NOTICE. No person is required as a condition of financing the purchase of a motor 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 buy other insurance will not be a factor in the credit approval process.		
Vehicle Insurance		
\$ N/A	Ded. Comp., Fire & Theft	N/A Mos. \$ N/A
\$ N/A	Ded. Collision	N/A Mos. \$ N/A
Bodily Injury	\$ N/A Limits	N/A Mos. \$ N/A
Property Damage	\$ N/A Limits	N/A Mos. \$ N/A
Medical	N/A	N/A Mos. \$ N/A
N/A		N/A Mos. \$ N/A
Total Vehicle Insurance Premiums		\$ N/A
UNLESS A CHARGE IS INCLUDED IN THIS AGREEMENT FOR PUBLIC LIABILITY OR PROPERTY DAMAGE INSURANCE, PAYMENT FOR SUCH COVERAGE IS NOT PROVIDED BY THIS AGREEMENT.		
You may buy the physical damage insurance this contract requires (see back) from anyone you choose who is acceptable to us. You are not required to buy any other insurance to obtain credit.		
Buyer X	MOUNTAINS RECREATION CON	
Co-Buyer X	N/A	
Seller X	[Signature]	

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 in item 1K of the Itemization of Amount Financed. See your debt cancellation agreement for details on the terms and conditions it provides. It is a part of this contract.	
Term	N/A Mos. N/A
Debt Cancellation Agreement	
I want to buy a debt cancellation agreement.	
Buyer Signs X	N/A

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 1I.	
I1 Company	N/A
Term	N/A Mos. or N/A Miles
I2 Company	N/A
Term	N/A Mos. or N/A Miles
I3 Company	N/A
Term	N/A Mos. or N/A Miles
I4 Company	N/A
Term	N/A Mos. or N/A Miles
I5 Company	N/A
Term	N/A Mos. or N/A Miles
Buyer X	N/A

Trade-In Vehicle(s)	
1. Vehicle 1	
Year	N/A Make N/A
Model	N/A Odometer N/A
VIN	N/A
a. Agreed Value of Property	\$ N/A
b. Buyer/Co-Buyer Retained Trade Equity	\$ N/A
c. Agreed Value of Property Being Traded-In (a-b)	\$ N/A
d. Prior Credit or Lease Balance	\$ N/A
e. Net Trade-In (c-d) (must be ≥ 0 for buyer/co-buyer to retain equity)	\$ N/A
2. Vehicle 2	
Year	N/A Make N/A
Model	N/A Odometer N/A
VIN	N/A
a. Agreed Value of Property	\$ N/A
b. Buyer/Co-Buyer Retained Trade Equity	\$ N/A
c. Agreed Value of Property	