

# State of Vermont

Buildings and General Services  
Office of Purchasing & Contracting  
109 State St  
Montpelier VT 05609-3001  
USA

## CONTRACT



**Supplier 0000153641**  
**St Johnsbury Subaru**  
**664 Memorial Dr**  
**ST Johnsbury VT 05819**  
**USA**

<b>Contract ID</b> 00000000000000000000000039162		Page 1 of 5
<b>Contract Dates</b> 12/31/2019 to 10/31/2024		<b>Origin</b> CPS
<b>Description:</b> MODEL YEAR VEHICLES SUBARU		<b>Contract Maximum</b> \$17,000,000.00
<b>Buyer Name</b> William A Vivian Jr.	<b>Buyer Phone</b> 828-4681	<b>Contract Status</b> Approved

**Phone #: 802-748-2000**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
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1		{{No Longer Available}} MFR: Subaru Model: Impreza 2.0i sedan with eyesight Model Number: LJB03 Model Year: Markup on Invoice Option: 1.04%	EA	20,183.00000	0.00	0.00
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Warranty:

3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

2		MFR: Subaru Model: Impreza 2.0i Hatchback with eyesight Model Number: RLA03 Model Year: 2024 Markup on Invoice Option: 1.00%	EA	24,455.00000	0.00	0.00
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Warranty:

3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

3		MFR: Subaru Model: Legacy Model Number: RAB02 Model Year: 2024 Markup on Invoice Option: 0.90%	EA	25,884.00000	0.00	0.00
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Warranty:

3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

4		MFR: Subaru Model: Outback Model Number: RDB01 Model Year: 2024 Markup on Invoice Option: 0.80%	EA	29,814.00000	0.00	0.00
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Warranty:

3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

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<b>Buyer Name</b> William A Vivian Jr.	<b>Buyer Phone</b> 828-4681	<b>Contract Status</b> Approved

**Phone #: 802-748-2000**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
5		MFR: Subaru Model: Crosstrek Premium with eyesight Model Number: RRB13 Model Year: 2024 Markup on Invoice Option: 0.90%	EA	27,231.00000	0.00	0.00
Warranty: 3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.						
6		MFR: Subaru Model: Forester 2.5i with alloy wheel package Model Number: RFA02 Model Year: 2024 Markup on Invoice Option: 0.83%	EA	28,651.00000	0.00	0.00
Warranty: 3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.						
7		MFR: Subaru Model: Ascent Model Number: RCB11 Model Year: 2024 Markup on Invoice Option: 0.60%	EA	37,110.00000	0.00	0.00
Warranty: 3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.						
8		Off the lot/Multi-Year Vehicles other than Current Model Year.	EA	0.01000	0.00	0.00

Multi-year and off-the-lot purchasing option:

When the State or an Additional Purchaser wishes to buy a vehicle or vehicles other than ones that are specifically listed on this contract, which might be an `off-the-lot;'purchase and/ or vehicle(s) of a different model year, or model, than covered in this contract, the process will proceed as identified in Attachment A, Section 7.

1. Parties. This is a contract for services between the State of Vermont, Department of Buildings and General Services (hereinafter called "State"), and Saint Johnsbury Subaru, with a principal place of business in St Johnsbury VT, (hereinafter called "Contractor"). Contractor's form of business organization is Corporation. It is Contractor's responsibility to contact the Vermont Department of Taxes to determine if, by law, Contractor is required to have a Vermont Department of Taxes Business Account Number.

2. Subject Matter. The subject matter of this contract is commodities generally on the subject of Model Year Vehicles. Detailed requirements to be provided by Contractor are described in Attachment A.

3. Maximum Amount. In consideration of the commodities to be provided by Contractor, the State agrees to pay Contractor, in accordance with the payment provisions specified in Attachment B, a sum not to exceed \$17,000,000.00.

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<b>Buyer Name</b> William A Vivian Jr.	<b>Buyer Phone</b> 828-4681	<b>Contract Status</b> Approved

**Phone #: 802-748-2000**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
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4. Contract Term. The period of contractor's performance shall begin on December 31, 2019 and end on October 31, 2023 with the option to renew for up to two additional 12-month periods..

5. Prior Approvals. This Contract shall not be binding unless and until all requisite prior approvals have been obtained in accordance with current State law, bulletins, and interpretations.

6. Amendment. No changes, modifications, or amendments in the terms and conditions of this contract shall be effective unless reduced to writing, numbered and signed by the duly authorized representative of the State and Contractor.

7. Termination for Convenience. This contract may be terminated by the State at any time by giving written notice at least thirty (30) days in advance. In such event, Contractor shall be paid under the terms of this contract for all services provided to and accepted by the State prior to the effective date of termination.

8. Attachments. This contract consists of 4 pages including the following attachments which are incorporated herein:

Attachment A - Statement of Work  
Attachment B - Payment Provisions  
Attachment C - "Standard State Provisions for Contracts and Grants" a preprinted form (revision date 12/15/2017)  
Attachment D

9. Order of Precedence. Any ambiguity, conflict or inconsistency between the documents comprising this contract shall be resolved according to the following order of precedence:

- (1) Standard Contract
- (2) Attachment C (Standard Contract Provisions for Contracts and Grants)
- (3) Attachment A
- (4) Attachment D
- (5) Attachment B

Vendor Contact Information  
John Martin  
Phone: 802.748.2000  
Fax: 802.748.8137  
Email: jmartin@stjauto.com

State Contact Information:  
Bill Vivian  
State Purchasing Agent  
Phone: 802.828.4681  
Fax: 802.828.2222  
Email: Bill.Vivian@Vermont.gov  
STATE OF VERMONT  
CONTRACT AMENDMENT #1`

It is hereby agreed by and between the State of Vermont, Office of Purchasing and Contracting (the "State") and Saint Johnsbury Subaru, with a principal place of business in Saint Johnsbury VT (the "Contractor") that the contract between them originally dated as of December 31, 2019, Contract # 39162, as amended to date, (the "Contract") is hereby amended as follows:

I. Amendment 1 hereby updates line items 1, 2, 5 and 6 with Model Year 2020 pricing.

Taxes Due to the State. Contractor certifies under the pains and penalties of perjury that, as of the date this contract amendment is signed, the Contractor is in good standing with respect to, or in full compliance with a plan to pay, any and all taxes due the State of Vermont.

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<b>Buyer Name</b> William A Vivian Jr.	<b>Buyer Phone</b> 828-4681	<b>Contract Status</b> Approved

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
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Contractor further certifies under pains and penalties of perjury that, as of the date this contract amendment is signed, Contractor is not presently debarred, suspended, nor named on the State's debarment list at: <http://bgs.vermont.gov/purchasing->

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<b>Buyer Name</b> William A Vivian Jr.	<b>Buyer Phone</b> 828-4681	<b>Contract Status</b> Approved

**Phone #: 802-748-2000**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
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**WE THE UNDERSIGNED PARTIES AGREE TO BE BOUND BY THIS CONTRACT**

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: **Jennifer M.V. Fitch**

**Commissioner - Buildings and**  
Title: **General Services**

Email: \_\_\_\_\_

**By the CONTRACTOR**

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

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**Phone #: 802-748-2000**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
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1		MFR: Subaru Model: Impreza 2.0i sedan with eyesight Model Number: LJB03 Model Year: 2020 Markup on Invoice Option: 1.04%	EA	20,183.00000	0.00	0.00
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Warranty:  
3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

2		MFR: Subaru Model: Impreza 2.0i Hatchback with eyesight Model Number: LLB03 Model Year: 2020 Markup on Invoice Option: 1.00%	EA	20,672.00000	0.00	0.00
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Warranty:  
3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

3		MFR: Subaru Model: Legacy Model Number: LAB02 Model Year: 2020 Markup on Invoice Option: 0.90%	EA	22,827.00000	0.00	0.00
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Warranty:  
3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

4		MFR: Subaru Model: Outback Model Number: LDB01 Model Year: 2020 Markup on Invoice Option: 0.80%	EA	26,121.00000	0.00	0.00
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Warranty:  
3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

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Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
5		MFR: Subaru Model: Crosstrek Premium with eyesight Model Number: LDR11 Model Year: 2019 Markup on Invoice Option: 0.90%	EA	24,250.00000	0.00	0.00
Warranty: 3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.						
6		MFR: Subaru Model: Forester 2.5i with alloy wheel package Model Number: LFB02 Model Year: 2020 Markup on Invoice Option: 0.83%	EA	24,717.00000	0.00	0.00
Warranty: 3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.						
7		MFR: Subaru Model: Ascent Model Number: LCB11 Model Year: 2020 Markup on Invoice Option: 0.60%	EA	33,047.00000	0.00	0.00
Warranty: 3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.						
8		Off the lot/Multi-Year Vehicles other than Current Model Year.	EA	0.01000	0.00	0.00

Multi-year and off-the-lot purchasing option:

When the State or an Additional Purchaser wishes to buy a vehicle or vehicles other than ones that are specifically listed on this contract, which might be an `off-the-lot;'purchase and/ or vehicle(s) of a different model year, or model, than covered in this contract, the process will proceed as identified in Attachment A, Section 7.

1. Parties. This is a contract for services between the State of Vermont, Department of Buildings and General Services (hereinafter called "State"), and Saint Johnsbury Subaru, with a principal place of business in St Johnsbury VT, (hereinafter called "Contractor"). Contractor's form of business organization is Corporation. It is Contractor's responsibility to contact the Vermont Department of Taxes to determine if, by law, Contractor is required to have a Vermont Department of Taxes Business Account Number.

2. Subject Matter. The subject matter of this contract is commodities generally on the subject of Model Year Vehicles. Detailed requirements to be provided by Contractor are described in Attachment A.

3. Maximum Amount. In consideration of the commodities to be provided by Contractor, the State agrees to pay Contractor, in accordance with the payment provisions specified in Attachment B, a sum not to exceed \$17,000,000.00.

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4. Contract Term. The period of contractor's performance shall begin on December 31, 2019 and end on October 31, 2023 with the option to renew for up to two additional 12-month periods..

5. Prior Approvals. This Contract shall not be binding unless and until all requisite prior approvals have been obtained in accordance with current State law, bulletins, and interpretations.

6. Amendment. No changes, modifications, or amendments in the terms and conditions of this contract shall be effective unless reduced to writing, numbered and signed by the duly authorized representative of the State and Contractor.

7. Termination for Convenience. This contract may be terminated by the State at any time by giving written notice at least thirty (30) days in advance. In such event, Contractor shall be paid under the terms of this contract for all services provided to and accepted by the State prior to the effective date of termination.

8. Attachments. This contract consists of 4 pages including the following attachments which are incorporated herein:

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Attachment C - "Standard State Provisions for Contracts and Grants" a preprinted form (revision date 12/15/2017)

Attachment D

9. Order of Precedence. Any ambiguity, conflict or inconsistency between the documents comprising this contract shall be resolved according to the following order of precedence:

- (1) Standard Contract
- (2) Attachment C (Standard Contract Provisions for Contracts and Grants)
- (3) Attachment A
- (4) Attachment D
- (5) Attachment B

#### Vendor Contact Information

John Martin

Phone: 802.748.2000

Fax: 802.748.8137

Email: jmartin@stjauto.com

#### State Contact Information:

Bill Vivian

State Purchasing Agent

Phone: 802.828.4681

Fax: 802.828.2222

Email: Bill.Vivian@Vermont.gov

STATE OF VERMONT

CONTRACT AMENDMENT #1`

It is hereby agreed by and between the State of Vermont, Office of Purchasing and Contracting (the "State") and Saint Johnsbury Subaru, with a principal place of business in Saint Johnsbury VT (the "Contractor") that the contract between them originally dated as of December 31, 2019, Contract # 39162, as amended to date, (the "Contract") is hereby amended as follows:

I. Amendment 1 hereby updates line items 1, 2, 5 and 6 with Model Year 2020 pricing.

Taxes Due to the State. Contractor certifies under the pains and penalties of perjury that, as of the date this contract amendment is signed, the Contractor is in good standing with respect to, or in full compliance with a plan to pay, any and all taxes due the State of Vermont.



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**Phone #: 802-748-2000**

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Child Support (Applicable to natural persons only; not applicable to corporations, partnerships or LLCs).  
Contractor is under no obligation to pay child support or is in good standing with respect to or in full compliance with a plan to pay any and all child support payable under a support order as of the date of this amendment.

Certification Regarding Suspension or Debarment. Contractor certifies under the pains and penalties of perjury that, as of the date this contract amendment is signed, neither Contractor nor Contractor's principals (officers, directors, owners, or partners) are presently debarred, suspended, proposed for debarment, declared ineligible or excluded from participation in federal programs, or programs supported in whole or in part by federal funds.

Contractor further certifies under pains and penalties of perjury that, as of the date this contract amendment is signed, Contractor is not presently debarred, suspended, nor named on the State's debarment list at:  
<http://bgs.vermont.gov/purchasing-contracting/debarment>

This document consists of 4 pages. Except as modified by this Amendment No. 1, all provisions of the Contract remain in full force and effect.

### WE THE UNDERSIGNED PARTIES AGREE TO BE BOUND BY THIS CONTRACT

By the STATE of VERMONT

By the CONTRACTOR

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_

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1		MFR: Subaru Model: Impreza Model Number: KLB01 Model Year: 2019 Markup on Invoice Option: 1.04%	EA	20,226.00000	0.00	0.00
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**Warranty:**

3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

2		MFR: Subaru Model: Impreza Model Number: KJB01 Model Year: 2019 Markup on Invoice Option: 1.00%	EA	19,796.00000	0.00	0.00
---	--	---	----	--------------	------	------

**Warranty:**

3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.

3		MFR: Subaru Model: Legacy Model Number: LAB02 Model Year: 2020 Markup on Invoice Option: 0.90%	EA	22,827.00000	0.00	0.00
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**Warranty:**

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Warranty: 3 year/36,000 mile basic warranty(bumper to bumper warranty) and a 5 year/60,000 mile power train warranty.						
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2. Subject Matter. The subject matter of this contract is commodities generally on the subject of Model Year Vehicles. Detailed requirements to be provided by Contractor are described in Attachment A.

3. Maximum Amount. In consideration of the commodities to be provided by Contractor, the State agrees to pay Contractor, in accordance with the payment provisions specified in Attachment B, a sum not to exceed \$17,000,000.00.

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**ST Johnsbury VT 05819**  
**USA**

<b>Contract ID</b> 0000000000000000000039162		<b>Page</b> 3 of 4
<b>Contract Dates</b> 12/31/2019 to 10/31/2023		<b>Origin</b> CPS
<b>Description:</b> MODEL YEAR VEHICLES SUBARU		<b>Contract Maximum</b> \$17,000,000.00
<b>Buyer Name</b> William A Vivian Jr.	<b>Buyer Phone</b> 828-4681	<b>Contract Status</b> Approved

**Phone #: 802-748-2000**

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
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4. Contract Term. The period of contractor's performance shall begin on December 31, 2019 and end on October 31, 2023 with the option to renew for up to two additional 12-month periods..

5. Prior Approvals. This Contract shall not be binding unless and until all requisite prior approvals have been obtained in accordance with current State law, bulletins, and interpretations.

6. Amendment. No changes, modifications, or amendments in the terms and conditions of this contract shall be effective unless reduced to writing, numbered and signed by the duly authorized representative of the State and Contractor.

7. Termination for Convenience. This contract may be terminated by the State at any time by giving written notice at least thirty (30) days in advance. In such event, Contractor shall be paid under the terms of this contract for all services provided to and accepted by the State prior to the effective date of termination.

8. Attachments. This contract consists of 4 pages including the following attachments which are incorporated herein:

Attachment A - Statement of Work

Attachment B - Payment Provisions

Attachment C - "Standard State Provisions for Contracts and Grants" a preprinted form (revision date 12/15/2017)

Attachment D

9. Order of Precedence. Any ambiguity, conflict or inconsistency between the documents comprising this contract shall be resolved according to the following order of precedence:

- (1) Standard Contract
- (2) Attachment C (Standard Contract Provisions for Contracts and Grants)
- (3) Attachment A
- (4) Attachment D
- (5) Attachment B

Vendor Contact Information

John Martin

Phone: 802.748.2000

Fax: 802.748.8137

Email: jmartin@stjauto.com

State Contact Information:

Bill Vivian

State Purchasing Agent

Phone: 802.828.4681

Fax: 802.828.2222

Email: Bill.Vivian@Vermont.gov

# State of Vermont

Buildings and General Services  
Office of Purchasing & Contracting  
109 State St  
Montpelier VT 05609-3001  
USA

## CONTRACT



**Supplier 0000153641**  
**St Johnsbury Subaru**  
**664 Memorial Dr**  
**ST Johnsbury VT 05819**  
**USA**

<b>Contract ID</b> 0000000000000000000039162		Page 4 of 4
<b>Contract Dates</b> 12/31/2019 to 10/31/2023		<b>Origin</b> CPS
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**WE THE UNDERSIGNED PARTIES AGREE TO BE BOUND BY THIS CONTRACT**

**By the STATE of VERMONT**

**By the CONTRACTOR**

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: Christopher Cole

Name: \_\_\_\_\_

Commissioner

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Email: Buildings & General Services

Email: \_\_\_\_\_

## ATTACHMENT A – STATEMENT OF WORK

The Contractor shall provide:

1. Line Items 1 through 8 as identified on Pages 1 through 2.
2. **WARRANTY:** Unless otherwise indicated, Warranties must be based on fleet and commercial use and shall extend for a minimum term of (36) thirty-six months / 36,000 miles from the date a vehicle is available for use by the purchaser.
3. **REPORTING REQUIREMENTS:** Contractor will be required to submit quarterly product sales report to the Purchasing Agent pursuant to the schedule below detailing the purchasing of all items under this Contractor. Contractor's reporting shall state "no activity" for any month in which there is no activity during a quarterly reporting period.
  - a. The reports shall be an excel spreadsheet transmitted electronically to the Purchasing Agent.
  - b. Reports are due for each quarter as follows:

Reporting Period	Report Due
January 1 to March 31	April 30
April 1 to June 30	July 31
July 1 to September 30	October 31
October 1 to December 31	January 31

- c. Failure to meet these reporting requirements may result in suspension or termination of this contract.
  - d. Notwithstanding the fact that any payment obligation for sales by contractor to any political subdivision or college, pursuant to "Purchasing Entities," below, shall be solely between the political subdivision or college and the contractor, the contractor must include, in reporting to State, the figures on quantities sold by contractor to, and amounts paid to contractor by, any such political subdivisions or independent colleges.
4. **DELIVERY LOCATIONS:** Responsibility for product delivery remains with Contractor until the product is properly delivered and signed for. Contractor shall securely and properly pack all shipments in accordance with accepted commercial practices. Upon delivery, all packaging and containers shall become the property of the State, unless otherwise stated. Delivered goods that do not conform to the specifications or are not in good condition upon receipt shall be replaced promptly by the Contractor. All State-owned vehicles must be delivered to one of three locations:
  - a. Fleet Management Services – 7 Green Mountain Drive, Montpelier, Vermont 05620-4502 – for all non-Public Safety and VTrans purchases.
  - b. Department Public Safety – 394 Hegeman Avenue, Colchester Vermont 05446 – for all Public Safety Vehicles.
  - c. Agency of Transportation – 1756 US Route 302, Berlin Vermont 05633 – for all VTrans Vehicles.

## 5. DELIVERY STANDARDS

### 5.1 ALL VEHICLES MUST MEET THE FOLLOWING CONDITIONS:

- a. Conform and be equipped to meet the requirements of the Vermont Department of Motor Vehicles.
- b. Meet California emissions standards
- c. Include manufacturers standard quantity of keys and fobs that normally are included with the vehicle.
- d. All necessary paperwork required to register vehicle.
- e. Be eligible to be registered in Vermont.
- f. Vendor is to provide order acknowledgement to “invoice to” address or an address determined by the ordering parties.
- g. Pricing for XM Satellite radio should be deducted from the bid price.
- h. OnStar (if standard with vehicle) may be included.
- i. All vehicles offered must be new; shall not be used, rebuilt, refurbished and shall not have been demonstration vehicles. Initial delivery of the vehicles shall not exceed 200 miles on the odometer without prior approval from the ordering entity.
- j. All products provided by the Contractor must meet all federal, state, and local standards for quality and safety requirements.
- k. All vehicle components, brake linings, clutch disks, etc. will be manufactured with asbestos free material.
- l. All equipment normally advertised as standard is to be included on the vehicles ordered unless superseded by the detailed specification.
- m. Vendor shall install a license plate bracket to the front of any purchased vehicle, so long as the option for a bracket exists.
- n. **Be completely serviced by vendor including:**
  - i. Steering geometry.
  - ii. Balancing of all wheels and tires.

**5.2** Products not meeting the requirements of this section will be deemed unacceptable and returned to the Contractor for credit at no charge to the State.

6. **TITLES:** All titles shall be written to the requesting department. All State-owned vehicles shall indicate the first lien holder as the State of Vermont, Buildings and General Services, 7 Green Mountain Drive, Montpelier, VT 05620-4502.
7. **MULTI-YEAR AND OFF THE LOT PURCHASING OPTIONS:** The State or Additional Purchaser will provide Contractor, in writing (email or other), with a clear and concise description of the required type(s) and model(s), and quantity of vehicles, along with any specifically required equipment or options. Contractor shall reply promptly in writing with their actual availability (and, if not immediately available off-the-lot, then a reliable delivery date) and proposed pricing. Prices for multi-year sales of vehicles of model year(s) different than those than this contract should reflect pricing structures and discounts comparable to those listed in this contract. Prices for off-the-lot sales should generally reflect pricing structures and discounts comparable to those listed in this contract, unless it can be demonstrated that fleet incentives were a component of pricing within this contract and that such fleet incentives are completely unavailable for off-the-lot sales. Sale of limited-inventory and/ or limited-availability vehicles not specifically listed on this contract is at contractor discretion. Contractor may opt to, but is not obligated to, extend multi-year and/or off-the-lot transactions to include vehicles that contractor could obtain from inventory already on-site at a different dealer. If the State or Additional Purchaser wants to proceed with the purchase at the price quoted by contractor, the State or

Additional Purchaser will confirm that in writing to contractor. Further negotiations are permissible, on condition that final price is mutually agreed to in writing prior to purchase.

8. **FUTURE YEARS' PRICING AND/OR ALTERNATIVE MODEL OFFERINGS:** All pricing must remain in effect for the entire model year production. Contractors may submit pricing for the next model year vehicles as they become available. Pricing must be based on a manufacturer's percentage increase or decrease, and the contract cannot incorporate additional pricing over and above the manufacturers. A letter from the manufacturer indicating the percentage increase or decrease must accompany the request by the contractor. If a manufacturer announces that it will be discontinuing production of a model of vehicle that is a subject of this contract, Contractor must notify the State at Contractor's earliest opportunity of the expected date of discontinuation of production, and any information that is available about opportunities to order or purchase prior to actual discontinuation. If, regardless of whether any model is discontinued, a manufacturer introduces an entirely new, distinct model that is not already a subject of this contract but that occupies a similar functional profile to a vehicle that is already a subject of this contract, Contractor should inform the State of the expected availability date, vehicle characteristics, and pricing information for the new model, and State may, in State's sole discretion, opt to add the different new model to this contract. Contractors are to indicate for each vehicle on the contract their percentage off MSRP for optional equipment, percentage off MSRP aftermarket options and labor rate to install any and all aftermarket options. No other pricing structure will be allowed. Failure to adhere to this requirement may be cause for cancellation.
9. **DEFAULT:** In case of default of the Contractor, the State may procure the materials or supplies from other sources and hold the Contractor responsible for any excess cost occasioned thereby, provided, that if public necessity requires the use of materials or supplies not conforming to the specifications they may be accepted and payment therefore shall be made at a proper reduction in price.
10. **Primary Contacts.** The Parties will keep and maintain current at all times a primary point of contact for this contract. The primary contacts for this this Contract are as follows:
  - e. **For the Contractor:**

Vendor Contact Information

Name: John Martin

Phone: 802.748.2000

Fax: 802.748.8137

Email: [jmartin@stjauto.com](mailto:jmartin@stjauto.com)



f. ***For the State:***

Name: State of Vermont, Bill Vivian  
Address: 109 State Street, Montpelier, VT 05633-3001  
Phone: 802/828-4681  
Fax: 802/828-2222  
Email: Bill.Vivian@Vermont.gov

11. **Purchasing Entities:** This contract may be used by (a) all departments, offices, institutions, and other agencies of the State of Vermont and counties (each a “State Purchaser”) according to the process for ordering and other restrictions applicable to State Purchasers set forth herein; and (b) political subdivisions of the State of Vermont and any institution of higher education chartered in Vermont and accredited or holding a certificate of approval from the State Board of Education as authorized under 29 V.S.A. § 902 (each an “Additional Purchaser”). Issues concerning interpretation and eligibility for participation are solely within the authority of the State of Vermont Chief Procurement Officer. The State of Vermont and its officers and employees shall have no responsibility or liability for Additional Purchasers. Each Additional Purchaser is to make its own determination whether this Participating Addendum and the Master Agreement are consistent with its procurement policies and regulations.

## ATTACHMENT B – PAYMENT PROVISIONS

The maximum dollar amount payable under this contract is not intended as any form of a guaranteed amount. The Contractor will be paid for products actually delivered or performed, as specified in Attachment A, up to the maximum allowable amount specified on page 1 of this contract.

1. Prior to commencement of work and release of any payments, Contractor shall submit to the State:
  - a. a certificate of insurance consistent with the requirements set forth in Attachment C, Section 8 (Insurance), and with any additional requirements for insurance as may be set forth elsewhere in this contract; and
2. Payment terms are **Net 30** days from the date the State receives an error-free invoice with all necessary and complete supporting documentation.
3. All invoices are to be rendered by the Contractor on the vendor's standard billhead and forwarded directly to the institution or agency ordering materials and shall specify the address to which payments will be sent. Percentage discounts may be offered for prompt payments of invoices; however, such discounts must be in effect for a period of 30 days or more in order to be considered in making awards.
4. **PRICING:** Contractor shall provide all products F.O.B. delivery to the ordering facility at no additional cost to the State. No request for extra delivery cost will be honored. All equipment shall be delivered assembled, serviced, and ready for immediate use, unless otherwise requested by the State. No charge for packing, shipping, or for any other purpose will be allowed over and above the price quoted.
5. Contractor shall submit invoice(s) to the State ordering entity in accordance with pages 1 through 4.
6. Following complete delivery of the items, each as specified in Attachment A, and the State's written confirmation to the Contractor of the State's acceptance of those items, Contractor will, within 30 business days, invoice the State in accordance with the rates specified in Attachment A.

**ATTACHMENT C: STANDARD STATE PROVISIONS  
FOR CONTRACTS AND GRANTS  
REVISED DECEMBER 15, 2017**

**1. Definitions:** For purposes of this Attachment, “Party” shall mean the Contractor, Grantee or Subrecipient, with whom the State of Vermont is executing this Agreement and consistent with the form of the Agreement. “Agreement” shall mean the specific contract or grant to which this form is attached.

**2. Entire Agreement:** This Agreement, whether in the form of a contract, State-funded grant, or Federally-funded grant, represents the entire agreement between the parties on the subject matter. All prior agreements, representations, statements, negotiations, and understandings shall have no effect.

**3. Governing Law, Jurisdiction and Venue; No Waiver of Jury Trial:** This Agreement will be governed by the laws of the State of Vermont. Any action or proceeding brought by either the State or the Party in connection with this Agreement shall be brought and enforced in the Superior Court of the State of Vermont, Civil Division, Washington Unit. The Party irrevocably submits to the jurisdiction of this court for any action or proceeding regarding this Agreement. The Party agrees that it must first exhaust any applicable administrative remedies with respect to any cause of action that it may have against the State with regard to its performance under this Agreement. Party agrees that the State shall not be required to submit to binding arbitration or waive its right to a jury trial.

**4. Sovereign Immunity:** The State reserves all immunities, defenses, rights or actions arising out of the State’s sovereign status or under the Eleventh Amendment to the United States Constitution. No waiver of the State’s immunities, defenses, rights or actions shall be implied or otherwise deemed to exist by reason of the State’s entry into this Agreement.

**5. No Employee Benefits For Party:** The Party understands that the State will not provide any individual retirement benefits, group life insurance, group health and dental insurance, vacation or sick leave, workers compensation or other benefits or services available to State employees, nor will the State withhold any state or Federal taxes except as required under applicable tax laws, which shall be determined in advance of execution of the Agreement. The Party understands that all tax returns required by the Internal Revenue Code and the State of Vermont, including but not limited to income, withholding, sales and use, and rooms and meals, must be filed by the Party, and information as to Agreement income will be provided by the State of Vermont to the Internal Revenue Service and the Vermont Department of Taxes.

**6. Independence:** The Party will act in an independent capacity and not as officers or employees of the State.

**7. Defense and Indemnity:** The Party shall defend the State and its officers and employees against all third party claims or suits arising in whole or in part from any act or omission of the Party or of any agent of the Party in connection with the performance of this Agreement. The State shall notify the Party in the event of any such claim or suit, and the Party shall immediately retain counsel and otherwise provide a complete defense against the entire claim or suit. The State retains the right to participate at its own expense in the defense of any claim. The State shall have the right to approve all proposed settlements of such claims or suits.

After a final judgment or settlement, the Party may request recoupment of specific defense costs and may file suit in Washington Superior Court requesting recoupment. The Party shall be entitled to recoup costs only upon a showing that such costs were entirely unrelated to the defense of any claim arising from an act or omission of the Party in connection with the performance of this Agreement.

The Party shall indemnify the State and its officers and employees if the State, its officers or employees become legally obligated to pay any damages or losses arising from any act or omission of the Party or an agent of the Party in connection with the performance of this Agreement.

Notwithstanding any contrary language anywhere, in no event shall the terms of this Agreement or any document furnished by the Party in connection with its performance under this Agreement obligate the State to (1) defend or indemnify the Party or any third party, or (2) otherwise be liable for the expenses or reimbursement, including attorneys’ fees, collection costs or other costs of the Party or any third party.

**8. Insurance:** Before commencing work on this Agreement the Party must provide certificates of insurance to show that the following minimum coverages are in effect. It is the responsibility of the Party to maintain current certificates of insurance on file with the State through the term of this Agreement. No warranty is made that the coverages and limits listed

herein are adequate to cover and protect the interests of the Party for the Party's operations. These are solely minimums that have been established to protect the interests of the State.

*Workers Compensation:* With respect to all operations performed, the Party shall carry workers' compensation insurance in accordance with the laws of the State of Vermont. Vermont will accept an out-of-state employer's workers' compensation coverage while operating in Vermont provided that the insurance carrier is licensed to write insurance in Vermont and an amendatory endorsement is added to the policy adding Vermont for coverage purposes. Otherwise, the party shall secure a Vermont workers' compensation policy, if necessary to comply with Vermont law.

*General Liability and Property Damage:* With respect to all operations performed under this Agreement, the Party shall carry general liability insurance having all major divisions of coverage including, but not limited to:

Premises - Operations

Products and Completed Operations

Personal Injury Liability

Contractual Liability

The policy shall be on an occurrence form and limits shall not be less than:

\$1,000,000 Each Occurrence

\$2,000,000 General Aggregate

\$1,000,000 Products/Completed Operations Aggregate

\$1,000,000 Personal & Advertising Injury

*Automotive Liability:* The Party shall carry automotive liability insurance covering all motor vehicles, including hired and non-owned coverage, used in connection with the Agreement. Limits of coverage shall not be less than \$500,000 combined single limit. If performance of this Agreement involves construction, or the transport of persons or hazardous materials, limits of coverage shall not be less than \$1,000,000 combined single limit.

*Additional Insured.* The General Liability and Property Damage coverages required for performance of this Agreement shall include the State of Vermont and its agencies, departments, officers and employees as Additional Insureds. If performance of this Agreement involves construction, or the transport of persons or hazardous materials, then the required Automotive Liability coverage shall include the State of Vermont and its agencies, departments, officers and employees as Additional Insureds. Coverage shall be primary and non-contributory with any other insurance and self-insurance.

*Notice of Cancellation or Change.* There shall be no cancellation, change, potential exhaustion of aggregate limits or non-renewal of insurance coverage(s) without thirty (30) days written prior written notice to the State.

**9. Reliance by the State on Representations:** All payments by the State under this Agreement will be made in reliance upon the accuracy of all representations made by the Party in accordance with this Agreement, including but not limited to bills, invoices, progress reports and other proofs of work.

**10. False Claims Act:** The Party acknowledges that it is subject to the Vermont False Claims Act as set forth in 32 V.S.A. § 630 *et seq.* If the Party violates the Vermont False Claims Act it shall be liable to the State for civil penalties, treble damages and the costs of the investigation and prosecution of such violation, including attorney's fees, except as the same may be reduced by a court of competent jurisdiction. The Party's liability to the State under the False Claims Act shall not be limited notwithstanding any agreement of the State to otherwise limit Party's liability.

**11. Whistleblower Protections:** The Party shall not discriminate or retaliate against one of its employees or agents for disclosing information concerning a violation of law, fraud, waste, abuse of authority or acts threatening health or safety, including but not limited to allegations concerning the False Claims Act. Further, the Party shall not require such employees or agents to forego monetary awards as a result of such disclosures, nor should they be required to report misconduct to the Party or its agents prior to reporting to any governmental entity and/or the public.

**12. Location of State Data:** No State data received, obtained, or generated by the Party in connection with performance under this Agreement shall be processed, transmitted, stored, or transferred by any means outside the continental United States, except with the express written permission of the State.

**13. Records Available for Audit:** The Party shall maintain all records pertaining to performance under this agreement. "Records" means any written or recorded information, regardless of physical form or characteristics, which is produced or

acquired by the Party in the performance of this agreement. Records produced or acquired in a machine readable electronic format shall be maintained in that format. The records described shall be made available at reasonable times during the period of the Agreement and for three years thereafter or for any period required by law for inspection by any authorized representatives of the State or Federal Government. If any litigation, claim, or audit is started before the expiration of the three-year period, the records shall be retained until all litigation, claims or audit findings involving the records have been resolved.

**14. Fair Employment Practices and Americans with Disabilities Act:** Party agrees to comply with the requirement of 21 V.S.A. Chapter 5, Subchapter 6, relating to fair employment practices, to the full extent applicable. Party shall also ensure, to the full extent required by the Americans with Disabilities Act of 1990, as amended, that qualified individuals with disabilities receive equitable access to the services, programs, and activities provided by the Party under this Agreement.

**15. Set Off:** The State may set off any sums which the Party owes the State against any sums due the Party under this Agreement; provided, however, that any set off of amounts due the State of Vermont as taxes shall be in accordance with the procedures more specifically provided hereinafter.

**16. Taxes Due to the State:**

- A. Party understands and acknowledges responsibility, if applicable, for compliance with State tax laws, including income tax withholding for employees performing services within the State, payment of use tax on property used within the State, corporate and/or personal income tax on income earned within the State.
- B. Party certifies under the pains and penalties of perjury that, as of the date this Agreement is signed, the Party is in good standing with respect to, or in full compliance with, a plan to pay any and all taxes due the State of Vermont.
- C. Party understands that final payment under this Agreement may be withheld if the Commissioner of Taxes determines that the Party is not in good standing with respect to or in full compliance with a plan to pay any and all taxes due to the State of Vermont.
- D. Party also understands the State may set off taxes (and related penalties, interest and fees) due to the State of Vermont, but only if the Party has failed to make an appeal within the time allowed by law, or an appeal has been taken and finally determined and the Party has no further legal recourse to contest the amounts due.

**17. Taxation of Purchases:** All State purchases must be invoiced tax free. An exemption certificate will be furnished upon request with respect to otherwise taxable items.

**18. Child Support:** (Only applicable if the Party is a natural person, not a corporation or partnership.) Party states that, as of the date this Agreement is signed, he/she:

- A. is not under any obligation to pay child support; or
- B. is under such an obligation and is in good standing with respect to that obligation; or
- C. has agreed to a payment plan with the Vermont Office of Child Support Services and is in full compliance with that plan.

Party makes this statement with regard to support owed to any and all children residing in Vermont. In addition, if the Party is a resident of Vermont, Party makes this statement with regard to support owed to any and all children residing in any other state or territory of the United States.

**19. Sub-Agreements:** Party shall not assign, subcontract or subgrant the performance of this Agreement or any portion thereof to any other Party without the prior written approval of the State. Party shall be responsible and liable to the State for all acts or omissions of subcontractors and any other person performing work under this Agreement pursuant to an agreement with Party or any subcontractor.

In the case this Agreement is a contract with a total cost in excess of \$250,000, the Party shall provide to the State a list of all proposed subcontractors and subcontractors' subcontractors, together with the identity of those subcontractors' workers compensation insurance providers, and additional required or requested information, as applicable, in accordance with Section 32 of The Vermont Recovery and Reinvestment Act of 2009 (Act No. 54).

Party shall include the following provisions of this Attachment C in all subcontracts for work performed solely for the State of Vermont and subcontracts for work performed in the State of Vermont: Section 10 ("False Claims Act"); Section 11 ("Whistleblower Protections"); Section 12 ("Location of State Data"); Section 14 ("Fair Employment Practices and

Americans with Disabilities Act”); Section 16 (“Taxes Due the State”); Section 18 (“Child Support”); Section 20 (“No Gifts or Gratuities”); Section 22 (“Certification Regarding Debarment”); Section 30 (“State Facilities”); and Section 32.A (“Certification Regarding Use of State Funds”).

**20. No Gifts or Gratuities:** Party shall not give title or possession of anything of substantial value (including property, currency, travel and/or education programs) to any officer or employee of the State during the term of this Agreement.

**21. Copies:** Party shall use reasonable best efforts to ensure that all written reports prepared under this Agreement are printed using both sides of the paper.

**22. Certification Regarding Debarment:** Party certifies under pains and penalties of perjury that, as of the date that this Agreement is signed, neither Party nor Party’s principals (officers, directors, owners, or partners) are presently debarred, suspended, proposed for debarment, declared ineligible or excluded from participation in Federal programs, or programs supported in whole or in part by Federal funds.

Party further certifies under pains and penalties of perjury that, as of the date that this Agreement is signed, Party is not presently debarred, suspended, nor named on the State’s debarment list at: <http://bgs.vermont.gov/purchasing/debarment>

**23. Conflict of Interest:** Party shall fully disclose, in writing, any conflicts of interest or potential conflicts of interest.

**24. Confidentiality:** Party acknowledges and agrees that this Agreement and any and all information obtained by the State from the Party in connection with this Agreement are subject to the State of Vermont Access to Public Records Act, 1 V.S.A. § 315 et seq.

**25. Force Majeure:** Neither the State nor the Party shall be liable to the other for any failure or delay of performance of any obligations under this Agreement to the extent such failure or delay shall have been wholly or principally caused by acts or events beyond its reasonable control rendering performance illegal or impossible (excluding strikes or lock-outs) (“Force Majeure”). Where Force Majeure is asserted, the nonperforming party must prove that it made all reasonable efforts to remove, eliminate or minimize such cause of delay or damages, diligently pursued performance of its obligations under this Agreement, substantially fulfilled all non-excused obligations, and timely notified the other party of the likelihood or actual occurrence of an event described in this paragraph.

**26. Marketing:** Party shall not refer to the State in any publicity materials, information pamphlets, press releases, research reports, advertising, sales promotions, trade shows, or marketing materials or similar communications to third parties except with the prior written consent of the State.

## **27. Termination:**

- A. Non-Appropriation:** If this Agreement extends into more than one fiscal year of the State (July 1 to June 30), and if appropriations are insufficient to support this Agreement, the State may cancel at the end of the fiscal year, or otherwise upon the expiration of existing appropriation authority. In the case that this Agreement is a Grant that is funded in whole or in part by Federal funds, and in the event Federal funds become unavailable or reduced, the State may suspend or cancel this Grant immediately, and the State shall have no obligation to pay Subrecipient from State revenues.
- B. Termination for Cause:** Either party may terminate this Agreement if a party materially breaches its obligations under this Agreement, and such breach is not cured within thirty (30) days after delivery of the non-breaching party’s notice or such longer time as the non-breaching party may specify in the notice.
- C. Termination Assistance:** Upon nearing the end of the final term or termination of this Agreement, without respect to cause, the Party shall take all reasonable and prudent measures to facilitate any transition required by the State. All State property, tangible and intangible, shall be returned to the State upon demand at no additional cost to the State in a format acceptable to the State.

**28. Continuity of Performance:** In the event of a dispute between the Party and the State, each party will continue to perform its obligations under this Agreement during the resolution of the dispute until this Agreement is terminated in accordance with its terms.

**29. No Implied Waiver of Remedies:** Either party's delay or failure to exercise any right, power or remedy under this Agreement shall not impair any such right, power or remedy, or be construed as a waiver of any such right, power or remedy. All waivers must be in writing.

**30. State Facilities:** If the State makes space available to the Party in any State facility during the term of this Agreement for purposes of the Party's performance under this Agreement, the Party shall only use the space in accordance with all policies and procedures governing access to and use of State facilities which shall be made available upon request. State facilities will be made available to Party on an "AS IS, WHERE IS" basis, with no warranties whatsoever.

**31. Requirements Pertaining Only to Federal Grants and Subrecipient Agreements:** If this Agreement is a grant that is funded in whole or in part by Federal funds:

- A. Requirement to Have a Single Audit:** The Subrecipient will complete the Subrecipient Annual Report annually within 45 days after its fiscal year end, informing the State of Vermont whether or not a Single Audit is required for the prior fiscal year. If a Single Audit is required, the Subrecipient will submit a copy of the audit report to the granting Party within 9 months. If a single audit is not required, only the Subrecipient Annual Report is required. For fiscal years ending before December 25, 2015, a Single Audit is required if the subrecipient expends \$500,000 or more in Federal assistance during its fiscal year and must be conducted in accordance with OMB Circular A-133. For fiscal years ending on or after December 25, 2015, a Single Audit is required if the subrecipient expends \$750,000 or more in Federal assistance during its fiscal year and must be conducted in accordance with 2 CFR Chapter I, Chapter II, Part 200, Subpart F. The Subrecipient Annual Report is required to be submitted within 45 days, whether or not a Single Audit is required.
- B. Internal Controls:** In accordance with 2 CFR Part II, §200.303, the Party must establish and maintain effective internal control over the Federal award to provide reasonable assurance that the Party is managing the Federal award in compliance with Federal statutes, regulations, and the terms and conditions of the award. These internal controls should be in compliance with guidance in "Standards for Internal Control in the Federal Government" issued by the Comptroller General of the United States and the "Internal Control Integrated Framework", issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).
- C. Mandatory Disclosures:** In accordance with 2 CFR Part II, §200.113, Party must disclose, in a timely manner, in writing to the State, all violations of Federal criminal law involving fraud, bribery, or gratuity violations potentially affecting the Federal award. Failure to make required disclosures may result in the imposition of sanctions which may include disallowance of costs incurred, withholding of payments, termination of the Agreement, suspension/debarment, etc.

**32. Requirements Pertaining Only to State-Funded Grants:**

- A. Certification Regarding Use of State Funds:** If Party is an employer and this Agreement is a State-funded grant in excess of \$1,001, Party certifies that none of these State funds will be used to interfere with or restrain the exercise of Party's employee's rights with respect to unionization.
- B. Good Standing Certification (Act 154 of 2016):** If this Agreement is a State-funded grant, Party hereby represents: (i) that it has signed and provided to the State the form prescribed by the Secretary of Administration for purposes of certifying that it is in good standing (as provided in Section 13(a)(2) of Act 154) with the Agency of Natural Resources and the Agency of Agriculture, Food and Markets, or otherwise explaining the circumstances surrounding the inability to so certify, and (ii) that it will comply with the requirements stated therein.

(End of Standard Provisions)

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*Contract 39162 Saint J Subaru Model Year Vehicle*

*Attachment D*

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Model Year Vehicle Bid

From: Saint J Subaru

Contact: John Martin

Vehicle Category: Compact Hatchback, All Wheel drive

Vehicle: 2019 Subaru Impreza 2.0i Hatchback

Model Code: KLB01

Options: Splash Guards, Front License Plate Bracket, All weather floor mats

Suggested List Price: 21,342

Discount off of MSRP: \$1,415.00

Discount percentage off of MSRP: 6.6%

Selling Price: \$19,927.00

Dealer Net Cost: \$19,727

Mark up over dealer net cost: \$200.00

Mark up percentage over dealer cost: 1.0%

4th Key: \$195.00

Dealer Documentation Fee: \$299.00

**Total Price: \$20,421.00**

Line Item 2

Model Year Vehicle Bid

From: Saint J Subaru

Contact: John Martin

Vehicle Category: Compact Sedan, all Wheel Drive

Vehicle: 2019 Subaru Impreza 2.0i sedan  
Model Code: KJB01  
Options: Splash Guards, Front License Plate Bracket, All weather floor mats

Suggested List Price: \$20,842.00  
Discount off of MSRP: \$1,345.00  
Discount percentage off of MSRP: 6.2%  
Selling Price: \$19,497.00

Dealer Net Cost: \$19,297.00  
Mark up over dealer net cost: \$200  
Mark up percentage over dealer cost: 1.04%

Cost of 4th Key: \$195.00  
Dealer Documentation Fee: \$299.00

Total Price: \$19,991.00

Line Item 3

Model Year Vehicle Bid

From: Saint J Subaru

Contact: John Martin

Vehicle Category: Mid Size Sedan, All wheel drive

Vehicle: 2020 Subaru Legacy 2.5i

Model Code: LAB02

Options: Splash Guards, Front License Plate Bracket, All weather floor mats

Suggested List Price: 24,284.00

Discount off of MSRP: \$1,756.00

Discount percentage off of MSRP: 7.2%

Selling Price: \$22,528.00

Dealer Net Cost: \$22,328.00

Mark up over dealer net cost: \$200.00

Mark up percentage over dealer cost: .90%

Cost of 4th Key: \$195.00

Dealer Documentation Fee: \$299.00

**Total Price: \$23,022.00**



Line Item 4

Model Year Vehicle Bid

From: Saint J Subaru

Contact: John Martin

Vehicle Category: Mid Size Wagon, All Wheel drive

Vehicle: 2020 Subaru Outback 2.5i  
Model Code: LDB01

Options: Splash guards, Front License plate bracket, All weather floor mats

Suggested List Price: \$27,924.00  
Discount off of MSRP: \$2,102.00  
Discount Percentage off of MSRP: 7.5%  
**Selling Price: \$25,822.00**

Dealer Net Cost: \$25,622.00  
Mark up over dealer cost: \$200.00  
Mark Up Percentage over dealer cost: .8%

4th Key: \$195.00  
Dealer Documentation Fee: \$299.00

**Total Cost: \$26,316.00**

Line Item 5

Model Year Vehicle Bid

From: Saint J Subaru

Contact: John Martin

Vehicle Category: Mini Crossover Utility Vehicle, All Wheel Drive

Vehicle: 2019 Subaru Crosstrek Premium

Model Code: KRD11

Options: Splash guards, Front License plate bracket, All weather floor mats

Suggested List Price: \$25,217.00

Discount off of MSRP: \$1,935.00

Discount Percentage off of MSRP: 7.7%

**Selling Price: \$23,282.00**

Dealer Net Cost: \$23,082.00

Mark up over dealer cost: \$200.00

Mark Up Percentage over dealer cost: .9%

4th Key: \$195.00

Dealer Documentation Fee: \$299.00

**Total Cost: \$23,776.00**



Line Item 6

Model Year Vehicle Bid

From: Saint J Subaru

Contact: John Martin

Vehicle Category: Compact Crossover Utility Vehicle, All wheel Drive

Vehicle: 2019 Subaru Forester 2.5i with alloy wheel package

Model Code: KFB02

Options: Splash Guards, Front License Plate Bracket, All weather floor mats

Suggested List Price: \$26,236.00

Dealer Net Cost: \$23,997.00

Mark up over dealer net cost: \$200.00 Mark up percentage over dealer cost: .83%

Vehicle Selling Price: \$24,197.00

Cost of 4th Key: \$195.00

Dealer Documentation Fee: \$299.00

**Total Price: \$24,691.00**

Line Item 7

Model Year Vehicle Bid

From: Saint J Subaru

Contact: John Martin

Vehicle Category: Mid Size Utility Vehicle, All Wheel Drive

Vehicle: 2020 Subaru Ascent Premium 8 passenger  
Model Code: LCB11

Options: Splash guards, Front License plate bracket, All weather floor mats

Suggested List Price: \$35,767.00  
Discount off of MSRP: \$3,019.00  
Discount Percentage off of MSRP: 8.4%  
**Selling Price: \$32,748.00**

Dealer Net Cost: \$32,548.00  
Mark up over dealer cost: \$200.00  
Mark Up Percentage over dealer cost: .6%

4th Key: \$195.00  
Dealer Documentation Fee: \$299.00

**Total Cost: \$33,242.00**