Bid Award

Contract: 22-08-0913, Vehicle and Motorcycle Procurement

Group: SUVs

Item: 161, Ford, Explorer 4X4 2.3L, K8B

Description: Manufacturer's standard base model specifications and current model year for model/model number listed.

. Model Upgrade/Downgrade: There are no models offered as a model upgrade/downgrade for this vehicle.

Zone .	Rank	Vendor	Price	Percent (Taken off MSRP for options)	Build File	Options File
Appalachia	Primary	Four Seasons Ford Inc.	\$29,172.55	6.00%	Build	Options '
	Alternate	Performance Ford, Inc.	\$29,348.38	6.00%	Build	Options
Dogwood	Primary	Performance Ford, Inc.	\$29,242.38	6.00%	- Build	Options
	Alternate	Four Seasons Ford Inc.	\$29,254.54	6.00%	Build	Options
Cardinal	Primary	Performance Ford, Inc.	\$29,200.38	6.00%	Build	Options
	Alternate	Four Seasons Ford Inc.	\$29,234.54	6.00%	Build	Options
Longleaf Pine	Primary	Performance Ford, Inc.	\$29,264.38	6.00%	Build	Options
	Alternate	Four Seasons Ford Inc.	\$29,374.54	6.00%	Build	Options
No Delivery	Primary	Four Seasons Ford Inc.	\$29,172.55	6.00%	Build	Options
	Alternate	Performance Ford, Inc.	\$29,200.38	6.00%	Build	Options

Prepared for: , Brunswick County

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215



Client Proposal

Prepared by: Jeff Williams

Office: 828-693-4281

Email: jeff.williams@fourseasonsford.com

Quote ID: 1020202102

Date: 10/20/2021



Brunswick County Prepared by: Jeff Williams 10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina | 287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

, Brunswick County

Re: Quote ID 1020202102 10/20/2021

To Whom It May Concern,

All pricing provided in this quote is based on, and follows the guidelines of, the North Carolina Sheriffs' Association Vehicle Procurement Program. Contract # 22-08-0913. Specification # 161

Sincerely,

Jeff Williams

Fleet Manager 828-693-4281 jeff.williams@fourseasonsford.com

2

Brunswick County Prepared by: Jeff Williams 10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina | 287922722

2022 Explorer 4dr 4x4 Base (K8B)

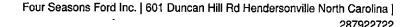
Price Level: 215 | Quote ID: 1020202102

Table of Contents

Description	Page
Cover Page	1
Cover Letter	2
Table of Contents	3
As Configured Vehicle	4
Pricing Summary - Single Vehicle	7

Brunswick County

Prepared by: Jeff Williams 10/20/2021



2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

As Configured Vehicle

Code

Description

Base Vehicle

K8B

Base Vehicle Price (K8B)

Packages

100A

Equipment Group 100A

includes:

- Engine: 2.3L EcoBoost I-4 Includes auto start-stop technology.

- Transmission: 10-Speed Automatic - 3.58 Non-Limited-Slip Rear Axle Ratio - GVWR: 6,160 lbs - Tires: P255/65R18 AS BSW

Includes mini spare.
- Wheels: 18" 5-Spoke Silver-Painted Aluminum

- Cloth Captain's Chairs

- Cloth Captain's Chairs Includes 8-way power driver's seat with power function for till and recline, 4-way manual front passenger seat with fore/aft and recline and 2-way manually adjustable driver and front passenger head restraints. - Radio: AM/FM Stereo Includes MP3 capability, 6 speakers, speed-compensated volume and SiriusXM radio with a 3 month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM require a subscription solo separately, or as a package, by sirus XM radio inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM customer agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Trial subscriptions not available in Alaska and Hawaii.

- FordPass Connect

Includes 4G LTE Wi-Fi hotspot connects up to 10 devices with wireless data trial that begins upon AT&T activation and expires at the end of 3 months or when 3GB of data is used, whichever comes first, but cannot extend beyond the trial subscription period for remote features. To activate, go to www.att.com/ford, remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status (FordPass Connect, the Ford Pass App., and Complimentary Connected Services are required for remote features (see FordPass terms for details). Connected Service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Connected services excludes Wi-Fi hotspot.). Note: connected features. Connected services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services prep included for fleet only: FordPass Connect 4G Wi-Fi modern provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts. Device enables telematics services through Ford or authorized providers. Activate at www.fleet.ford.com or call 833-FCS-Ford. (833-327-3673).

- SYNC 3 Communications & Entertainment System Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink, 911 Assist, Apple Car Play and Android Auto compatibility and 1 "A" and 1 "C" USB ports in the media hub.

media hub.

Powertrain

99H

Engine: 2.3L EcoBoost I-4 Includes auto start-stop technology.

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

4

Note: .

Brunswick County

Prepared by: Jeff Williams



Transmission: 10-Speed Automatic

10/20/2021

44T

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

As Configured	Vehicle ((cont'd)	ì
7 to comingatou			1

Code Description

STDAX 3.58 Non-Limited-Slip Rear Axle Ratio

STDGV GVWR: 6,160 lbs

Wheels & Tires

STDTR Tires: P255/65R18 AS BSW

Includes mini spare.

STDWL Wheels: 18" 5-Spoke Silver-Painted Aluminum

Seats & Seat Trim

7 Cloth Captain's Chairs

Includes 8-way power driver's seat with power function for tilt and recline, 4-way manual front passenger seat with fore/aft and recline and 2-way manually adjustable driver and front passenger head restraints.

Other Options

Note: .

PAINT Monotone Paint Application

119WB 119.1" Wheelbase

STDRD Radio: AM/FM Stereo

Brunswick County Prepared by: Jeff Williams 10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina | 287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

As Configured Vehicle (cont'd) Code

Description

Includes MP3 capability, 6 speakers, speed-compensated volume and SiriusXM radio with a 3 month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XII require a subscription sold separately, or as a package, by Sirlus XM radio inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM customer agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Trial subscriptions not available in Alaska and Hawaii. includés:

FordPass Connect
Includes 4G LTE Wi-Fi hotspot connects up to 10 devices with wireless data trial that begins upon AT&T activation and expires at the end of 3 months or when 3GB of data is used, whichever comes first, but cannot extend beyond the trial subscription period for remote features. To activate, go to www.att.com/ford, remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status (FordPass Connect, the Ford Pass App., and and check vehicle status (FordPass Connect, the Ford Pass App., and Complimentary Connected Services are required for remote features (see FordPass terms for details). Connected Service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Connected services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services prep included for fleet only: FordPass Connect 4G Wi-Fi modem provides data to support telematics and data services including but not limited to-vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts. Device enables telematics vehicle diagnostics and maintenance alerts. Device enables telematics services through Ford or authorized providers. Activate at www.lieet.ford.com.or.call 833-FCS-Ford. (833-327-3673). - SYNC 3 Communications & Entertainment System

Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink, 911 Assist, Apple Car Play and Android Auto compatibility and 1 "A" and 1 "C" USB ports in the media hub.

Front & 2nd Row Floor Liners (16B)

Includes standard front and 2nd row black carpet floor mats.

Emissions

425

16B

50 State Emissions System

Flexible Fuel Vehicle (FFV) system is standard equipment for vehicles with the 3.3L Ti-VCT V6 FFV engine.

Interior Color

7N 01

Sandstone

Fleet Options

YZ 02

Note: .

Oxford White

Prices and content availability as shown are subject to change and should be treated as estimates only. Actual base vehicle, package and option pricing may vary from this estimate because of special local pricing, availability or pricing adjustments not reflected in the dealer's computer system. See salesperson for the most current information.

6

Brunswick County

Prepared by: Jeff Williams 10/20/2021



Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina | 287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215 | Quote ID: 1020202102

Pricing Summary - Single Vehicle

		MSRP
Vehicle Pricing		\$36,545.00
Subtotal		\$36,545.00
Prę-Tax Adjustments	;	
Code	Description	MSRP
Discount	Dealer Discount	-\$3,322.46
Ford Gymnt GPC	Government GPC	-\$3,800.00
Total		(\$29,422,54)

Customer Signature Acceptance Date

NCSA Contract discount of 6% on all option pricing



Prepared by: Jeff Williams

08/14/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina |

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215

Available Options

Selected

Description

MSRP

Packages

100A

Equipment Group 100A

N/C

Includes:

Engine: 2.3L EcoBoost I-4

- Includes auto start-stop technology.
- Transmission: 10-Speed Automatic 3.58 Non-Limited-Slip Rear Axle Ratio GVWR: 6,160 lbs

- Tires: P255/65R18 AS BSW
- Includes mini spare. Wheels: 18" 5-Spoke Silver-Painted Aluminum Cloth Captain's Chairs

Includes 8-way power driver's seat with power function for tilt and recline, 4-way manual front passenger seat with fore/aft and recline and 2-way manually adjustable driver and front passenger head restraints.

tore/aft and recline and 2-way manually adjustable driver and front passenger nead restraints.

Radio: AM/FM Stereo
Includes MP3 capability, 6 speakers, speed-compensated volume and SiriusXM radio with a 3 month prepaid subscription. Service is not available in Alaska and Hawaii. SiriusXM audio and data services each require a subscription sold separately, or as a package, by Sirius XM radio inc. If you decide to continue service after your trial, the subscription plan you choose will automatically renew thereafter and you will be charged according to your chosen payment method at then-current rates. Fees and taxes apply. To cancel you must call SiriusXM at 1-866-635-2349. See SiriusXM customer agreement for complete terms at www.siriusxm.com. All fees and programming subject to change. Trial subscriptions not available in Alaska and Hawaii.

FortPass Connect

- FordPass Connect Includes 4G LTE Wi-Fi hotspot connects up to 10 devices with wireless data trial that begins upon AT&T activation and expires at the end of 3 months or when 3GB of data is used, whichever comes first, but cannot extend beyond the trial subscription period for remote features. To activate, go to www.att.com/ford, remotely start, lock and unlock vehicle, schedule specific times to remotely start vehicle, locate parked vehicle and check vehicle status (FordPass Connect, the Ford Pass App., and Complimentary Connected Services are required for remote features (see FordPass terms for details). Connected Service and features depend on compatible AT&T network availability. Evolving technology/cellular networks/vehicle capability may limit functionality and prevent operation of connected features. Connected services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services prep included for fleet only: FordPass Connect 4G Wi-Fi modern provides data to support telematics and data services including but not limited to vehicle location, speed, idle time, fuel, vehicle diagnostics and maintenance alerts. Device enables telematics services through Ford or authorized providers. Activate at www.fieet.ford.com or call 833-FCS-Ford. (833-327-3673).

SYNC 3 Communications & Entertainment System
 Includes enhanced voice recognition, 8" LCD capacitive touchscreen in center stack with swipe capability, AppLink,
 911 Assist, Apple Car Play and Android Auto compatibility and 1 "A" and 1 "C" USB ports in the media hub.

Powertrain

ewline	99H Includes auto start-stoj	Engine: 2.3L EcoBoost 1-4 o technology.	STD
igstyle	44 T	Transmission: 10-Speed Automatic	STD
abla	STDAX	3.58 Non-Limited-Slip Rear Axle Ratio	STD
\checkmark	STDGV	GVWR: 6,160 lbs	STD



Prepared by: Jeff Williams

08/14/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina | 287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215

Available Opti Selected	ions (cont'd)	Description Description	MSRP
Wheels & Tires			
	STDTR Includes mini spare.	Tires: P255/65R18 AS BSW	. STD
	STDWL	Wheels: 18" 5-Spoke Silver-Painted Aluminum	STD
Seats & Seat Trim	agagestas ambadadaga bibig siganyaga bibiyaa		
\checkmark	7 Includes 8-way power fore/aft and recline an	Cloth Captain's Chairs driver's seat with power function for tilt and recline, 4-way manual froid 2-way manually adjustable driver and front passenger head restraint	STD nt passenger seat with s.
Other Options	.,		
\checkmark	PAINT	Monotone Paint Application	STD
✓	119WB	119.1" Wheelbase	STD
<u> </u>	STDRD	Radio: AM/FM Stereo	STD
	subscription. Service subscription sold sept the subscription plan y chosen payment met 2349. See SiriusXM of to change. Trial subscription plan y choices: - FordPass Connect Includes: - FordPass Connect Includes at the end the trial subscription p vehicle, schedule speconnect, the Ford Pass forder Services terms for de Evolving technology/of features. Connected a fleet only: FordPass to not limited to vehicle in telematics services the 327-3673). - SYNC 3 Communication of the subscription of the s	ity, 6 speakers, speed-compensaled volume and SiriusXM radio with a is not available in Alaska and Hawaii. SiriusXM audio and data service grately, or as a package, by Sirius XM radio inc. If you decide to conting you choose will automatically renew thereafter and you will be charged and at then-current rates. Fees and taxes apply, To cancel you must consistency agreement for complete terms at www.siriusxm.com. All fees triptions not available in Alaska and Hawaii. Fi hotspot connects up to 10 devices with wireless data trial that begind of 3 months or when 3GB of data is used, whichever comes first, but deriod for remote features. To activate, go to www.att.com/ford, remote cific times to remotely start vehicle, locate parked vehicle and check was App., and Complimentary Connected Services are required for remotelular networks/vehicle capability may limit functionality and prevent of services excludes Wi-Fi hotspot.). Note: Ford Telematics and data servicence (4G Wi-Fi modem provides data to support telematics and data servicency and in the provides of the support telematics and data services excludes Wi-Fi hotspot.). Note: Ford Telematics and data services excludes Wi-Fi modem provides data to support telematics and data services excludes Wi-Fi modem provides. Activate at www.fleet.ford.com or a feature of the service of the services are required for the form of the ford or authorized providers. Activate at www.fleet.ford.com or a feature of the feature of the ford of the features of the featur	s each require a ue service after your trial, according to your all SiriusXM at 1-866-635- and programming subject as upon AT&T activation cannot extend beyond ly start, lock and unlock shicle status (FordPass ote features (see etwork availability, peration of connected ices prep included for services including but erts. Device enables call 833-FCS-Ford. (833-wipe capability, AppLink, the media hub.
	52 T	Class IV Trailer Tow Package	\$545.00



Prepared by: Jeff Williams 08/14/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina | 287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215

Available C Selected	options (cont'd) Code) Description	MSRP
	21F Includes cargo net, o	Cargo Area Management System cargo well rubber mat and reversible load floor.	\$165.00
	16B Includes standard bl	Front & Second Row Floor Liners (16B) ack front & second row black carpet floor mats.	\$200.00
	16A Deletes standard bla	Front & Second Row Floor Liners (16A) ack carpet floor mats.	\$160.00
	41H	Engine Block Heater	\$90.00
	153 Standard in state	Front License Plate Bracket s requiring 2 license plates and optional to all others.	. N/C
	C09	Priced DORA	N/C
	79V	COV Required	N/A
Dealer Installed	Options		
· 🔲	A6ZAB Late availability for Shipped separately t	Cargo Mat or fleet. from the vehicle for dealer installation. These features are ordered through	\$150.00 WBDO only.
	CLMHR Note: Not availab	Bumper Protector, Textured Black Film ble for Military Personnel Sales (WAFAC).	\$90.00
	FHLAH	Cargo Organizer, Soft-Sided Cooler Bag	\$35.00
		ole for Military Personnel Sales (WAFAC). Carrying strap and Ford logo.	1,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,



Prepared by: Jeff Williams 08/14/2021

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina | 287922722

2022 Explorer 4dr 4x4 Base (K8B)

Price Level: 215

		MSRP
BECAG	Cargo Organizer, Soft-Sided Large, Folding	\$90.00
Note: Not available Includes Ford log.	for Military Personnel Sales (WAFAC).	
BECAF	Cargo Organizer, Soft-Sided Standard, Folding	\$80.00
Note: Not available Includes Ford log.	e for Military Personnel Sales (WAFAC).	
J4JAE	Center Console In-Vehicle Safe by Console Vault	\$390.00
Includes coded lock.		
AHQAB	First Aid Kit	\$50.00
Note: Not available	e for Military Personnel Sales (WAFAC).	
АНМАВ	Road Side Assistance Kit	\$70.00
Note: Not available	of or Military Personnel Sales (WAFAC).	
ЈЗСАВ	Smoker's Package	\$70.00
-		n WBDO only.
A3EAB	Splash Guards	\$160.00
	m the vehicle for dealer installation. These features are ordered through	n:WBDO only.
-		
942	Daytime Running Lamps (DRL) (Non-Configurable)	\$45.00
	Note: Not available includes Ford log. BECAF Note: Not available includes Ford log. J4JAE Includes coded lock. AHQAB Note: Not available AHMAB Note: Not available J3CAB Late availability for Shipped separately from Shipped separately fr	Folding Note: Not available for Military Personnel Sales (WAFAC). Includes Ford log. BECAF Cargo Organizer, Soft-Sided Standard, Folding Note: Not available for Military Personnel Sales (WAFAC). Includes Ford log. J4JAE Center Console In-Vehicle Safe by Console Vault Includes coded lock. AHQAB First Aid Kit Note: Not available for Military Personnel Sales (WAFAC). AHMAB Road Side Assistance Kit Note: Not available for Military Personnel Sales (WAFAC). J3CAB Smoker's Package Late availability for fleet. Shipped separately from the vehicle for dealer installation. These features are ordered through. A3EAB Splash Guards Late availability for fleet. Shipped separately from the vehicle for dealer installation. These features are ordered through.



Prepared by: Jeff Williams

Four Seasons Ford Inc. | 601 Duncan Hill Rd Hendersonville North Carolina | 287922722

08/14/2021

2022 Explorer 4dr 4x4 Base (K8B)

Price	Leve	l: 215
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Selected	otions (cont'd)	Description	MSRP
	D9G	Built: Chicago Plant	N/C
. 🗆	D9G_	Built: Bartlett Plant	N/C
	31A	Ship-Thru: Auto Truck	\$0.00
	31L	Ship Thru: Crown North America	N/C
	FLADCR	Fleet Advertising Credit	N/A
	FINAL2	Fleet Final Order Date: TBD	N/C
	99B Requires valid FIN	Engine: 3.3L Ti-VCT V6 FFV (Fleet) code. Deletes standard active grille shutters.	N/A
Emissions	<u>.</u>	ent Constant on a second of the second of th	
\checkmark	425	50 State Emissions System	STD
	Flexible Fuel Vehic V6 FFV engine.	le (FFV) system is standard equipment for vehicles with	the 3.3L Ti-VCT
General info			. 1011000000000000000000000000000000000
	ORDER1	Initial Order Date: TBD	N/C
	ORDER1 START1	Initial Order Date: TBD	N/C
			······································