

**CURRENT**

**USD 434 SANTA FE TRAIL 2017 FLEET REPLACEMENT**

QTY	YEAR	PASS	AC	LIFT	FUEL	BRAKES	LEASE TERM	LEASE PAYMENT	TOTAL ANNUAL PAYMENT	MILEAGE ALLOWANCE	Comments
2	2011	20			DSL	HYD	5 YEAR	\$ 10,600	\$ 21,200	15k/YEAR	
1	2014	16+1	X	X	DSL	HYD	3 YEAR	\$ 10,555	\$ 10,555	15k/YEAR	
3	2012	53			DSL	HYD	5 YEAR	\$ 10,600	\$ 31,800	15k/YEAR	
1	2012	65			DSL	HYD	5 YEAR	\$ 10,600	\$ 10,600	15k/YEAR	
5	2013	65			DSL	HYD	5 YEAR	\$ 10,600	\$ 53,000	15k/YEAR	
9	2013	71			DSL	HYD	5 YEAR	\$ 10,600	\$ 95,400	15k/YEAR	
21									\$ 222,555		

**OPTION 1 (NEW ONLY - 3 YEAR LEASE TERM)**

**USD 434 SANTA FE TRAIL 2017 FLEET REPLACEMENT**

QTY	YEAR	PASS	AC	LIFT	FUEL	BRAKES	LEASE TERM	LEASE PAYMENT	TOTAL ANNUAL PAYMENT	MILEAGE ALLOWANCE	Comments
2	2017	29	X		GAS	HYD	3 YEAR	\$ 8,450	\$ 16,900	15k/YEAR	
1	2017	18+1	X	X	GAS	HYD	3 YEAR	\$ 9,180	\$ 9,180	15k/YEAR	
3	2018	65			DSL	HYD	3 YEAR	\$ 12,635	\$ 37,905	15k/YEAR	
15	2018	71			DSL	HYD	3 YEAR	\$ 12,760	\$ 191,400	15k/YEAR	
21									\$ 255,385		

**OPTION 2 (NEW ONLY - 5 YEAR LEASE TERM)**

**USD 434 SANTA FE TRAIL 2017 FLEET REPLACEMENT**

QTY	YEAR	PASS	AC	LIFT	FUEL	BRAKES	LEASE TERM	LEASE PAYMENT	TOTAL ANNUAL PAYMENT	MILEAGE ALLOWANCE	Comments
2	2017	29	X		GAS	HYD	5 YEAR	\$ 7,910	\$ 15,820	15k/YEAR	
1	2017	18+1	X	X	GAS	HYD	5 YEAR	\$ 8,640	\$ 8,640	15k/YEAR	
3	2018	65			DSL	HYD	5 YEAR	\$ 11,830	\$ 35,490	15k/YEAR	
15	2018	71			DSL	HYD	5 YEAR	\$ 11,955	\$ 179,325	15k/YEAR	
21									\$ 239,275		

**OPTION 3 (NEW AND USED)**

**USD 434 SANTA FE TRAIL 2017 FLEET REPLACEMENT**

QTY	YEAR	PASS	AC	LIFT	FUEL	BRAKES	LEASE TERM	LEASE PAYMENT	TOTAL ANNUAL PAYMENT	MILEAGE ALLOWANCE	Comments
2	2017	29	X		GAS	HYD	3 YEAR	\$ 8,450	\$ 16,900	15k/YEAR	
1	2017	18+1	X	X	GAS	HYD	3 YEAR	\$ 9,180	\$ 9,180	15k/YEAR	
3	2018	65			DSL	HYD	3 YEAR	\$ 12,470	\$ 37,410	15k/YEAR	
3	2018	71			DSL	HYD	3 YEAR	\$ 12,760	\$ 38,280	15k/YEAR	
3	2017	65			DSL	HYD	2 YEAR	\$ 12,635	\$ 37,905	15k/YEAR	
3	2017	71			DSL	HYD	2 YEAR	\$ 12,760	\$ 38,280	15k/YEAR	
3	2016	65			DSL	HYD	1 YEAR	\$ 11,860	\$ 35,580	15k/YEAR	
3	2016	71			DSL	HYD	1 YEAR	\$ 11,995	\$ 35,985	15k/YEAR	
21									\$ 249,520		

**OPTION 4 (ADD-ON EQUIPMENT)**

ADD'L PRICING	PER YEAR PER BUS			
	5 year	3 year	2 year	1 year
ZONAR GPS	\$ 225	\$ 350	\$ 500	\$ 950
SEON CAMERA	\$ 300	\$ 475	\$ 675	\$ 1,250
AIRFOILS	\$ 130	\$ 200	\$ 300	\$ 500

Purchase 2012 MV-1 outright = \$15,000

Used buses subject to availability, need letter of intent to place on hold.