

MOTOR VEHICLES (2510000-23-STC)

Exhibit B: Cost Sheet - Group 1: Law Enforcement Vehicles

Commodity Codes: 25101702 (POLICE VEHICLES), 25101509 (ELECTRICALLY POWERED VEHICLE), 25101511 (PLUG-IN-HYBRID ELECTRIC VEHICLE), 25101801 (MOTORCYCLES)

Sub-Group	Brand	Line Number	Model	Lowest Cost Plus %	Contractor	2nd Lowest Cost Plus %	Contractor	3rd Lowest Cost Plus %	Contractor
Sub-Group A: Police Pursuit Vehicles	Chevrolet	1	Blazer EV Police Pursuit Vehicle (Electric)	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		2	Silverado Police Pursuit Vehicle	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		3	Tahoe Police Pursuit Vehicle	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
	Dodge	4	Charger Pursuit	2.80%	Step One Automotive dba CDJR Ft Walton Beach	3.00%	Alan Jay Automotive Management, Inc.		
		5	Durango Pursuit	2.90%	Step One Automotive dba CDJR Ft Walton Beach	3.00%	Alan Jay Automotive Management, Inc.		
	Ford	6	F-150 Police Responder	2.86%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview
	Ford	7	Police Interceptor Utility	2.90%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.	3.02%	Tropical Ford, Inc
	Ford	8	Police Interceptor Utility (Hybrid)	2.91%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview
Sub-Group B: Special Service Vehicles	Chevrolet	9	Bolt EUV Special Service Vehicle	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		10	Bolt EV Special Service Vehicle	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		11	Silverado Special Service Vehicle	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		12	Tahoe Special Service Vehicle	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
	Dodge	13	Traverse Special Service Vehicle	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		14	Durango Special Service	3.00%	Alan Jay Automotive Management, Inc.	3.50%	Step One Automotive dba CDJR Ft Walton Beach		
	Ford	15	Expedition Special Service Vehicle	2.75%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview
		16	F-150 Special Service Vehicle	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview	3.10%	Tropical Ford, Inc
		17	F-150 Special Service Vehicle (Hybrid)	2.99%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview
		18	F-150 Lightning Pro Special Service Vehicle (Electric)	2.56%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	5.17%	Bozard Ford Co.
Ram	19	1500 Classic Special Service	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba CDJR Ft Walton Beach			
Sub-Group C: Transport Vans	Chevrolet	20	Express Transport Van	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
	Ford	21	E-Transit Prisoner Transport Vehicle (Electric)	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Tropical Ford, Inc	5.00%	Step One Automotive dba Ford Crestview
		22	Transit Prisoner Transport Vehicle	2.82%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	4.00%	Step One Automotive dba Ford Crestview
Sub-Group D: Non-Specialized Vehicles for Law Enforcement Use*	Chevrolet	23	Camaro 1LS, 1LT, LT1, and 1SS Coupes	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
	Dodge	24	Challenger SXT, GT, and R/T	3.00%	Alan Jay Automotive Management, Inc.				
Sub-Group E: Motorcycles	Ford	25	Mustang GT Fastback and EcoBoost Fastback	3.00%	Alan Jay Automotive Management, Inc.	3.50%	Step One Automotive dba Ford Crestview	3.79%	Tropical Ford, Inc
		26	CE 04-P (Electric)						
	BMW	27	F 750 GS-P						
		28	F 850 GS-P						
		29	R 1250 RT-P						
		30	Police Electra Glide						
	Harley-Davidson	31	Police Iron 883						
		32	Police Road King						
	Honda	33	ST1300PA Police Motorcycle						
	Kawasaki	34	Concours14						
	Yamaha	35	FJR1300P						

* Availability is limited to the trims and configurations specifically listed for each Model.

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Exhibit: Cost Sheet - Group 2: Sedans and Hatchbacks

Commodity Codes: 25101503 (AUTOMOBILES OR CARS), 25101509 (ELECTRICALLY POWERED VEHICLE), 25101511 (PLUG-IN-HYBRID ELECTRIC VEHICLE)

Sub-Group	Brand	Line Number	Model	Lowest Cost Plus %	Contractor	2nd Lowest Cost Plus %	Contractor	3rd Lowest Cost Plus %	Contractor
Sub-Group A: Sedans	Chevrolet	1	Malibu	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
	Dodge	2	Charger	3.00%	Alan Jay Automotive Management, Inc.				
	Honda	3	Accord						
		4	Accord (Hybrid)						
		5	Civic Sedan						
		6	Civic Si Sedan						
		7	Insight (Hybrid)						
	Hyundai	8	Accent						
		9	Elantra	6.00%	Step One Automotive dba Hyundai Brunswick				
		10	Elantra (Hybrid)	6.00%	Step One Automotive dba Hyundai Brunswick				
		11	Sonata	6.00%	Step One Automotive dba Hyundai Brunswick				
		12	Sonata (Hybrid)	6.00%	Step One Automotive dba Hyundai Brunswick				
	Kia	13	Forte	3.00%	Alan Jay Automotive Management, Inc.				
		14	K5	3.00%	Alan Jay Automotive Management, Inc.				
		15	Rio	3.00%	Alan Jay Automotive Management, Inc.				
		16	Stinger	3.00%	Alan Jay Automotive Management, Inc.				
	Mazda	17	Mazda3 Sedan						
	Mitsubishi	18	Mirage G4						
	Nissan	19	Altima	3.00%	Alan Jay Automotive Management, Inc.				
		20	Maxima	3.00%	Alan Jay Automotive Management, Inc.				
		21	Sentra	3.00%	Alan Jay Automotive Management, Inc.				
		22	Versa	3.00%	Alan Jay Automotive Management, Inc.				
	Subaru	23	Legacy						
	Toyota	24	Avalon	3.00%	Alan Jay Automotive Management, Inc.				
		25	Avalon (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.				
		26	Camry	3.00%	Alan Jay Automotive Management, Inc.				
		27	Camry (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.				
		28	Corolla	3.00%	Alan Jay Automotive Management, Inc.				
		29	Corolla (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.				
		30	Crown	3.00%	Alan Jay Automotive Management, Inc.				
	Volkswagen	31	Arteon						
		32	Jetta						
Sub-Group B: Hatchbacks	Chevrolet	33	Bolt EV (Electric)	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
	Honda	34	Civic Hatchback						
	Kia	35	Rio 5-Door	3.00%	Alan Jay Automotive Management, Inc.				
	Mazda	36	Mazda3 Hatchback						
	Mitsubishi	37	Mirage						
	Nissan	38	LEAF (Electric)	3.00%	Alan Jay Automotive Management, Inc.				
	Subaru	39	Impreza						
	Toyota	40	Corolla Hatchback	3.00%	Alan Jay Automotive Management, Inc.				
		41	Prius (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.				
		42	Prius Prime (Plug-In)	3.00%	Alan Jay Automotive Management, Inc.				
	Volkswagen	43	Golf						

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Exhibit B: Cost Sheet - Group 3: Minivans and Vans

Commodity Code: 25101505 (MINIVANS OR VANS)

Sub-Group	Brand	Line Number	Model	Lowest Cost Plus %	Contractor	2nd Lowest Cost Plus %	Contractor	3rd Lowest Cost Plus %	Contractor
Sub-Group A: Minivans	Chrysler	1	Pacifica	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba CDJR Ft Walton Beach		
		2	Pacifica (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.	5.00%	Step One Automotive dba CDJR Ft Walton Beach		
	Ford	3	Transit Connect Cargo Van	3.00%	Alan Jay Automotive Management, Inc.	3.53%	Tropical Ford, Inc	5.74%	Duval Ford LLC
		4	Transit Connect Passenger Wagon	3.00%	Alan Jay Automotive Management, Inc.	3.50%	Tropical Ford, Inc	5.74%	Duval Ford LLC
	Honda	5	Odyssey						
	Kia	6	Carnival						
	Mercedes-Benz	7	Metris Cargo Van						
		8	Metris Passenger Van						
	Toyota	9	Sienna (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.				
	Volkswagen	10	ID.Buzz (Electric)						
Sub-Group B: Vans	Chevrolet	11	Express Cargo Van	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		12	Express Passenger Van	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
	Ford	13	E-Transit Cargo Van (Electric)	2.69%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	5.00%	Step One Automotive dba Ford Crestview
		14	Transit Cargo Van	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview	3.09%	Tropical Ford, Inc
		15	Transit Crew Van	2.99%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview
		16	Transit Passenger Van	2.82%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview
	GMC	17	Savana Cargo Van	3.00%	Alan Jay Automotive Management, Inc.				
		18	Savana Passenger Van	3.00%	Alan Jay Automotive Management, Inc.				
	Mercedes-Benz	19	eSprinter Van (Electric)						
		20	Sprinter Cargo Van						
		21	Sprinter Crew Van						
		22	Sprinter Passenger Van						
	Ram	23	ProMaster Cargo Van	3.00%	Alan Jay Automotive Management, Inc.	4.00%	Step One Automotive dba CDJR Ft Walton Beach		
		24	ProMaster City Cargo Van	3.00%	Alan Jay Automotive Management, Inc.				
25		ProMaster City Wagon	3.00%	Alan Jay Automotive Management, Inc.					
26		ProMaster EV (Electric)	3.00%	Alan Jay Automotive Management, Inc.					
27		ProMaster Window Van	3.00%	Alan Jay Automotive Management, Inc.	4.00%	Step One Automotive dba CDJR Ft Walton Beach			
Sub-Group C: Cutaways/ Chassis Cabs	Chevrolet	28	Express Cutaway	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		29	E-Transit Cutaway (Electric)	2.84%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	4.00%	Step One Automotive dba Ford Crestview
	Ford	30	Transit Cutaway	3.00%	Alan Jay Automotive Management, Inc.	3.24%	Tropical Ford, Inc	4.00%	Step One Automotive dba Ford Crestview
		31	Savana Cutaway	3.00%	Alan Jay Automotive Management, Inc.				
	Mercedes-Benz	32	Cab Chassis						
	Ram	33	ProMaster Chassis Cab	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba CDJR Ft Walton Beach		
		34	ProMaster Cutaway	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba CDJR Ft Walton Beach		

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Exhibit B: Cost Sheet - Group 4: Sport Utility Vehicles

Commodity Codes: 25101507 (LIGHT TRUCKS OR SPORT UTILITY VEHICLES), 25101509 (ELECTRICALLY POWERED VEHICLE), 25101511 (PLUG-IN-HYBRID ELECTRIC VEHICLE)

Sub-Group	Brand	Line Number	Model	Lowest Cost Plus %	Contractor	2nd Lowest Cost Plus %	Contractor	3rd Lowest Cost Plus %	Contractor
Sub-Group A: Crossover Sport Utility Vehicles	Buick	1	Enclave	3.00%	Alan Jay Automotive Management, Inc.				
		2	Encore	3.00%	Alan Jay Automotive Management, Inc.				
		3	Encore GX	3.00%	Alan Jay Automotive Management, Inc.				
		4	Envision	3.00%	Alan Jay Automotive Management, Inc.				
	Chevrolet	5	Blazer	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		6	Bolt EUV	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		7	Equinox	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		8	Trailblazer	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		9	Traverse	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		10	Bronco Sport	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview	3.97%	Tropical Ford, Inc
		11	Edge	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview	3.36%	Tropical Ford, Inc
	Ford	12	Escape	2.80%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.	4.15%	Tropical Ford, Inc
		13	Explorer	2.70%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.	3.44%	Tropical Ford, Inc
		14	Mustang Mach-E	2.78%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	4.00%	Step One Automotive dba Ford Crestview
		15	Acadia	3.00%	Alan Jay Automotive Management, Inc.				
	GMC	16	Terrain	3.00%	Alan Jay Automotive Management, Inc.				
		17	CR-V (Hybrid)						
	Honda	18	HR-V						
		19	Passport						
		20	Pilot						
		21	CR-V						
	Hyundai	22	Kona	6.00%	Step One Automotive dba Hyundai Brunswick				
		23	Kona Electric	6.00%	Step One Automotive dba Hyundai Brunswick				
		24	Palisade	6.00%	Step One Automotive dba Hyundai Brunswick				
		25	Santa Fe	6.00%	Step One Automotive dba Hyundai Brunswick				
		26	Santa Fe (Hybrid)	6.00%	Step One Automotive dba Hyundai Brunswick				
		27	Santa Fe (Plug-In Hybrid)	6.00%	Step One Automotive dba Hyundai Brunswick				
		28	Tucson	6.00%	Step One Automotive dba Hyundai Brunswick				
		29	Tucson (Hybrid)	6.00%	Step One Automotive dba Hyundai Brunswick				
		30	Tucson (Plug-In Hybrid)	6.00%	Step One Automotive dba Hyundai Brunswick				
		31	Venue	6.00%	Step One Automotive dba Hyundai Brunswick				
	Jeep	32	Cherokee	3.00%	Alan Jay Automotive Management, Inc.	4.00%	Step One Automotive dba CDJR Ft Walton Beach		
		33	Compass	3.00%	Alan Jay Automotive Management, Inc.	4.00%	Step One Automotive dba CDJR Ft Walton Beach		
		34	Renegade	3.00%	Alan Jay Automotive Management, Inc.	3.50%	Step One Automotive dba CDJR Ft Walton Beach		
	Kia	35	Niro	3.00%	Alan Jay Automotive Management, Inc.				
		36	Seltos	3.00%	Alan Jay Automotive Management, Inc.				
		37	Sorento	3.00%	Alan Jay Automotive Management, Inc.				
		38	Soul	3.00%	Alan Jay Automotive Management, Inc.				
		39	Sportage	3.00%	Alan Jay Automotive Management, Inc.				
		40	Telluride	3.00%	Alan Jay Automotive Management, Inc.				
	Mazda	41	CX-30						
		42	CX-5						
		43	CX-50						
		44	CX-9						
	Mitsubishi	45	Eclipse Cross						
		46	Outlander						
		47	Outlander PHEV (Plug-In Hybrid)						
	Nissan	48	Outlander Sport						
		49	ARIYA	3.00%	Alan Jay Automotive Management, Inc.				
		50	Kicks	3.00%	Alan Jay Automotive Management, Inc.				
		51	Murano	3.00%	Alan Jay Automotive Management, Inc.				
		52	Pathfinder	3.00%	Alan Jay Automotive Management, Inc.				
		53	Rogue	3.00%	Alan Jay Automotive Management, Inc.				
		54	Rogue Sport	3.00%	Alan Jay Automotive Management, Inc.				
		55	Ascent						
	Subaru	56	Crosstrek						
		57	Forester						
		58	Outback						

MOTOR VEHICLES (25100000-23-STC)

Exhibit B: Cost Sheet - Group 4: Sport Utility Vehicles

Commodity Codes: 25101507 (LIGHT TRUCKS OR SPORT UTILITY VEHICLES), 25101509 (ELECTRICALLY POWERED VEHICLE), 25101511 (PLUG-IN-HYBRID ELECTRIC VEHICLE)

Sub-Group	Brand	Line Number	Model	Lowest Cost Plus %	Contractor	2nd Lowest Cost Plus %	Contractor	3rd Lowest Cost Plus %	Contractor	
Sub-Group A: Electrically Powered Vehicles	Toyota	59	Solterra (Electric)							
		60	bZ4X (Electric)	3.00%	Alan Jay Automotive Management, Inc.					
		61	C-HR	3.00%	Alan Jay Automotive Management, Inc.					
		62	Corolla Cross	3.00%	Alan Jay Automotive Management, Inc.					
		63	Corolla Cross (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.					
		64	Highlander	3.00%	Alan Jay Automotive Management, Inc.					
		65	Highlander (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.					
		66	RAV4	3.00%	Alan Jay Automotive Management, Inc.					
		67	RAV4 (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.					
		68	Venza (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.					
	Volkswagen	69	ID.4 (Electric)							
		70	Atlas							
		71	Atlas Cross Sport							
		72	Tiguan							
73		Taos								
Sub-Group B: Traditional Sport Utility Vehicles	Chevrolet	74	Suburban	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC			
		75	Tahoe	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC			
	Dodge	76	Durango	3.00%	Alan Jay Automotive Management, Inc.	3.20%	Step One Automotive dba CDJR Ft Walton Beach			
	Ford	77	Bronco	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Tropical Ford, Inc	4.00%	Step One Automotive dba Ford Crestview	
		78	Expedition	2.68%	Tropical Ford, Inc	2.90%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.	
	GMC	79	Yukon	3.00%	Alan Jay Automotive Management, Inc.					
		80	Yukon XL	3.00%	Alan Jay Automotive Management, Inc.					
	Jeep	81	Grand Cherokee	2.90%	Step One Automotive dba CDJR Ft Walton Beach	3.00%	Alan Jay Automotive Management, Inc.			
		82	Grand Cherokee 4xe	3.00%	Alan Jay Automotive Management, Inc.	5.90%	Step One Automotive dba CDJR Ft Walton Beach			
		83	Wagoneer	3.00%	Alan Jay Automotive Management, Inc.	5.50%	Step One Automotive dba CDJR Ft Walton Beach			
		84	Wrangler	3.00%	Alan Jay Automotive Management, Inc.	3.50%	Step One Automotive dba CDJR Ft Walton Beach			
		85	Wrangler 4xe (Plug-in Hybrid)	3.00%	Alan Jay Automotive Management, Inc.	5.00%	Step One Automotive dba CDJR Ft Walton Beach			
	Nissan	86	Armada	3.00%	Alan Jay Automotive Management, Inc.					
	Toyota	87	4Runner	3.00%	Alan Jay Automotive Management, Inc.					
88		Sequoia (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.						

MOTOR VEHICLES (25100000-23-STC)

Exhibit B: Cost Sheet - Group 5: Light Duty Trucks

Commodity Codes: 25101507 (LIGHT TRUCKS OR SPORT UTILITY VEHICLES), 25101509 (ELECTRICALLY POWERED VEHICLE), 25101511 (PLUG-IN-HYBRID ELECTRIC VEHICLE)

Sub-Group	Brand	Line Number	Model	Lowest Cost Plus %	Contractor	2nd Lowest Cost Plus %	Contractor	3rd Lowest Cost Plus %	Contractor
Sub-Group A: Compact and Mid-Size Pickup Trucks	Chevrolet	1	Colorado	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
	Ford	2	Maverick	3.00%	Alan Jay Automotive Management, Inc.	3.20%	Step One Automotive dba Ford Crestview	4.80%	Tropical Ford, Inc
		3	Maverick (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.	3.50%	Step One Automotive dba Ford Crestview	4.80%	Tropical Ford, Inc
		4	Ranger	2.90%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.	4.22%	Tropical Ford, Inc
		5	Canyon	3.00%	Alan Jay Automotive Management, Inc.				
	Honda	6	Ridgeline						
	Hyundai	7	Santa Cruz						
	Jeep	8	Gladiator	3.00%	Alan Jay Automotive Management, Inc.				
	Nissan	9	Frontier	3.00%	Alan Jay Automotive Management, Inc.				
	Toyota	10	Tacoma	3.00%	Alan Jay Automotive Management, Inc.				
Sub-Group B: Full-Size Pickup Trucks	Chevrolet	11	Silverado 1500	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		12	Silverado 2500 HD	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		13	Silverado EV (Electric)	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		14	F-150	2.90%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.	3.65%	Tropical Ford, Inc
	Ford	15	F-150 (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.	3.01%	Tropical Ford, Inc	3.10%	Step One Automotive dba Ford Crestview
		16	F-150 Lightning	2.56%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	5.17%	Bozard Ford Co.
		17	Super Duty F-250	2.81%	Tropical Ford, Inc	2.90%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.
	GMC	18	Sierra 1500	3.00%	Alan Jay Automotive Management, Inc.				
		19	Sierra 2500 HD	3.00%	Alan Jay Automotive Management, Inc.				
	Nissan	20	Titan	3.00%	Alan Jay Automotive Management, Inc.				
		21	Titan XD	3.00%	Alan Jay Automotive Management, Inc.				
	Ram	22	Ram 1500	3.00%	Alan Jay Automotive Management, Inc.	3.10%	Step One Automotive dba CDJR Ft Walton Beach		
		23	Ram 1500 Classic	2.90%	Step One Automotive dba CDJR Ft Walton Beach	3.00%	Alan Jay Automotive Management, Inc.		
		24	Ram 1500 (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.	3.90%	Step One Automotive dba CDJR Ft Walton Beach		
		25	Ram 2500	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba CDJR Ft Walton Beach		
	Toyota	26	Tundra	3.00%	Alan Jay Automotive Management, Inc.				
		27	Tundra (Hybrid)	3.00%	Alan Jay Automotive Management, Inc.				

MOTOR VEHICLES (2510000-23-STC)

Exhibit B: Cost Sheet - Group 6: Medium Duty Trucks

Commodity Codes: 25101600 (PRODUCT AND MATERIAL TRANSPORT VEHICLES)

Sub-Group	Brand	Line Number	Model	Lowest Cost Plus %	Contractor	2nd Lowest Cost Plus %	Contractor	3rd Lowest Cost Plus %	Contractor
Sub-Group A: Pickup Trucks	Chevrolet	1	Silverado 3500 HD	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
	Ford	2	Super Duty F-350	3.00%	Alan Jay Automotive Management, Inc.	3.03%	Tropical Ford, Inc	3.20%	Step One Automotive dba Ford Crestview
	Ford	3	Super Duty F-450	2.57%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	3.50%	Step One Automotive dba Ford Crestview
	GMC	4	Sierra 3500 HD	3.00%	Alan Jay Automotive Management, Inc.				
	Ram	5	3500	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba CDJR Ft Walton Beach		
Sub-Group B: Chassis Cabs	Chevrolet	6	Silverado 3500 HD	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		7	Silverado 4500 HD	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		8	Silverado 5500 HD	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		9	Silverado 6500 HD	3.00%	Alan Jay Automotive Management, Inc.	5.74%	Starke Motorcars LLC		
		10	Chassis Cab F-350	2.66%	Tropical Ford, Inc	2.90%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.
	Ford	11	Chassis Cab F-450	2.58%	Tropical Ford, Inc	2.90%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.
		12	Chassis Cab F-550	2.55%	Tropical Ford, Inc	2.90%	Step One Automotive dba Ford Crestview	3.00%	Alan Jay Automotive Management, Inc.
		13	Chassis Cab F-600	2.46%	Tropical Ford, Inc	3.00%	Alan Jay Automotive Management, Inc.	3.00%	Step One Automotive dba Ford Crestview
	GMC	14	Sierra 3500 HD Chassis Cab	3.00%	Alan Jay Automotive Management, Inc.				
	Ram	15	Chassis Cab 3500	2.90%	Step One Automotive dba CDJR Ft Walton Beach	3.00%	Alan Jay Automotive Management, Inc.		
		16	Chassis Cab 4500	2.90%	Step One Automotive dba CDJR Ft Walton Beach	3.00%	Alan Jay Automotive Management, Inc.		
		17	Chassis Cab 5500	2.90%	Step One Automotive dba CDJR Ft Walton Beach	3.00%	Alan Jay Automotive Management, Inc.		

MOTOR VEHICLES (25100000-23-STC)

Exhibit B: Cost Sheet - Group 7: Low Speed Vehicles

Commodity Codes: 25101500 (PASSENGER MOTOR VEHICLES), 25101509 (ELECTRICALLY POWERED VEHICLE), 25101918 (NEIGHBORHOOD ELECTRIC VEHICLE NEV)

Sub-Group	Brand	Line Number	Model*	Lowest Cost Plus %	Contractor	2nd Lowest Cost Plus %	Contractor	3rd Lowest Cost Plus %	Contractor
N/A	Advanced EV	1	Advanced HD						
		2	Advent						
		3	EV1						
	Bintelli	4	Beyond						
		5	Enclosed Shuttle						
		6	Transport Buddy						
	Club Car	7	Carryall						
		8	Current						
		9	Villager						
		10	Urban						
		11	Cru						
	Cushman	12	Hauler	5.00%	Love Power Equipment, Inc	5.95%	Affordable Carts Holdings, LLC		
		13	Refreshers	5.00%	Love Power Equipment, Inc	5.95%	Affordable Carts Holdings, LLC		
		14	Shuttle	5.00%	Love Power Equipment, Inc	5.95%	Affordable Carts Holdings, LLC		
		15	Spraytek	5.00%	Love Power Equipment, Inc				
		16	Truckster	5.00%	Love Power Equipment, Inc				
	Evolution	17	Carrier						
		18	Classic						
		19	Forester						
		20	Turfman						
	E-Z-GO	21	Express	5.00%	Love Power Equipment, Inc	5.95%	Affordable Carts Holdings, LLC		
		22	Freedom	5.00%	Love Power Equipment, Inc	5.95%	Affordable Carts Holdings, LLC		
		23	Liberty	5.00%	Love Power Equipment, Inc	5.95%	Affordable Carts Holdings, LLC		
	GEM	24	e2						
		25	e4						
		26	e6						
	ICON EV	27	I20						
		28	I40						
		29	I60						
	MotoEV	30	Electro Bubble Buddy	0.00%	Gatormoto Utility Vehicles and More LLC, DBA Moto Electric Vehicles				
		31	Electro Neighborhood	0.00%	Gatormoto Utility Vehicles and More LLC, DBA Moto Electric Vehicles				
		32	Electro Transit Buddy	0.00%	Gatormoto Utility Vehicles and More LLC, DBA Moto Electric Vehicles				
	Star EV	33	AK Series						
		34	AP Series						
		35	Capella						
		36	Classic						
		37	Sirius						
	Tomberlin	38	E-MERGE	5.00%	Love Power Equipment, Inc				
	Westward	39	GO-4						
		40	MAX-EV						

* Excludes variations of the listed Model that do not meet the statutory requirements for a low speed vehicle, :