



AUBURN HILLS MEETING SCHEDULE

248-370-9402 | WWW.AUBURNHILLS.ORG

OCTOBER 2026

DAY	TITLE	TIME	LOCATION
5	City Council Workshop	5:30 PM	Administrative Conference Room 1827 N. Squirrel Road
5	City Council Meeting	7:00 PM	Council Chamber 1827 N. Squirrel Road
7	Planning Commission	6:00 PM	Council Chamber 1827 N. Squirrel Road
8	Zoning Board of Appeals	6:30 PM	Council Chamber 1827 N. Squirrel Road
12	Downtown Development Authority	5:30 PM	Administrative Conference Room 1827 N. Squirrel Road
12	Library Board	7:00 PM	Auburn Hills Public Library 3400 Seyburn Drive
13	Tax Increment Finance Authority	5:30 PM	Administrative Conference Room 1827 N. Squirrel Road
19	City Council Meeting	7:00 PM	Council Chamber 1827 N. Squirrel Road
20	Brownfield Redevelopment Authority	6:00 PM	Administrative Conference Room 1827 N. Squirrel Road
10/24-11/1	Early Voting	8:30 AM – 4:30 PM	Public Safety Building 1899 N. Squirrel Road

NOTE: Anyone planning to attend the meeting who has need of special assistance under the Americans with Disabilities Act (ADA) is asked to contact the City Clerk's Office at 248.370.9402 48 hours prior to the meeting. Staff will be pleased to make the necessary arrangements. PLEASE BE ADVISED, DUE TO A LACK OF AGENDA ITEMS, SOME MEETINGS MAY BE CANCELED.



CITY OF AUBURN HILLS
MONDAY, OCTOBER 5, 2026

Workshop Session ♦ 5:30 PM

Admin Conference Room, 1827 N. Squirrel Road, Auburn Hills MI

Regular City Council Meeting ♦ 7:00 PM

Council Chamber, 1827 N. Squirrel Road, Auburn Hills MI

248-370-9402 ♦ www.auburnhills.org

Workshop Topic: Budget Workshop (2 of 2)

1. MEETING CALLED TO ORDER

2. PLEDGE OF ALLEGIANCE

3. ROLL CALL OF COUNCIL

4. APPROVAL OF MINUTES

4a. City Council Workshop Minutes, September 28, 2026

4a. City Council Regular Meeting Minutes, September 28, 2026

5. APPOINTMENTS AND PRESENTATIONS

5a. AARP Michigan Age-Friendly Community Plaque, presented by Ramón Harris, Associate State Director of Community Outreach for AARP.

6. PUBLIC COMMENT

7. CONSENT AGENDA

All items listed are considered to be routine by the City Council and will be enacted by one motion. There will be no separate discussion of these items unless a Council Member so requests, in which event the item will be removed from the Consent Agenda and considered in its normal sequence on the agenda.

7a. Board and Commission Minutes

7a1. Election Commission, September 29, 2026

7b. Motion – To approve the 2027 City Council Meeting Schedule.

7c. Motion – To amend the 2026 Fleet Vehicle Budget.

7d. Motion – To approve a Budget Amendment for completion of past road projects.

8. UNFINISHED BUSINESS

9. NEW BUSINESS

9a. Public Hearing/Motion – To approve the second reading of amendments to the City of Auburn Hills Purchasing Ordinance, Ch. 2, Article VI "Finance" and to authorize the City Clerk to publish in accordance with State Law.

9b. Motion - To approve the Purchasing Resolution as required by the City of Auburn Hills Purchasing Ordinance, Ch. 2, Article VI "Finance".

10. COMMENTS AND MOTIONS FROM COUNCIL

11. CITY ATTORNEY REPORT

12. CITY MANAGER REPORT

13. CLOSED SESSION

13a. Motion - To meet in closed session to discuss property acquisition pursuant to MCL 15.268(1)(d) of the Open Meetings Act.

14. ADJOURNMENT

City Council meeting minutes are on file in the City Clerk's Office. **NOTE: Anyone planning to attend the meeting who has need of special assistance under the Americans with Disabilities Act (ADA) is asked to contact the City Clerk's Office at 248.370.9402 or the City Manager's Office at 248.370.9440 48 hours prior to the meeting. Staff will be pleased to make the necessary arrangements.**



CITY OF AUBURN HILLS CITY COUNCIL AGENDA

MEETING DATE: OCTOBER 5, 2026

AGENDA ITEM NO 4A

CITY COUNCIL



CITY OF AUBURN HILLS CITY COUNCIL WORKSHOP **DRAFT** MINUTES

September 28, 2026

CALL TO ORDER & Mayor Hawkins at 5:30 PM

PLEDGE OF ALLEGIANCE:

LOCATION:

Admin Conference Room, City Hall, 1827 N. Squirrel Rd, Auburn Hills, MI 48326

Present: Council Members Ferguson, Fletcher, Hawkins, Knight, Marzolf, Moniz, and Verbeke

Absent: None

Also Present: City Manager Tanghe, Asst City Manager Skopek, City Clerk Pierce, Chief of Police Gagon, Fire Chief Robinson, Deputy Fire Chief Strunk, Director of Community Development Cohen, Assistant Director of Community Development Lang, Finance Director/Treasurer Schulz, Deputy Treasurer Jones, Accountant Moss, Accountant Lines, Director of Recreation Stepp, Director of Senior Services Monroy Krieg, Fieldstone Golf Club Manager Hierlihy, Department of Public Works Director Baldante, Manager of Fleet & Roads Hefner, Manager of Public Utilities Deman, Economic Development Manager Carroll, Asst to the City Manager Hagge, Engineer Driesenga

0 Guests

Workshop Topic: Budget Workshop (1 of 2)

Ms. Schulz presented the budget and reviewed items carried forward into 2027. She noted that General Fund revenues have remained relatively stable since last year and that the City will be drawing from its fund balance.

Ms. Jones explained the property tax revenue. She pointed out the two-year lag in revenue recognition from assessments and noted there is no growth factor for 2027-2031 revenue projections because it is offset by appeals. She explained that the City continues to receive PPT reimbursement, but since it is not guaranteed, the budget assumes a conservative decrease.

The following items were presented: major projects, wages and benefits, general fund by millage function, major and local road funding and road projects, and special assessments. Ms. Schulz pointed out that a \$500K transfer to Retiree Health Care, over the annual required contribution, is included.

Mr. Lines presented the water and sewer fund. He noted that the 2027 assumption is that the water rate will increase by 2% and the sewer rate will increase by 4%. It was noted that the GLWA keeps raising the water rates. The City has been gradually increasing the rates to keep the taxpayer costs lower, which is less than the rate the City is being charged.

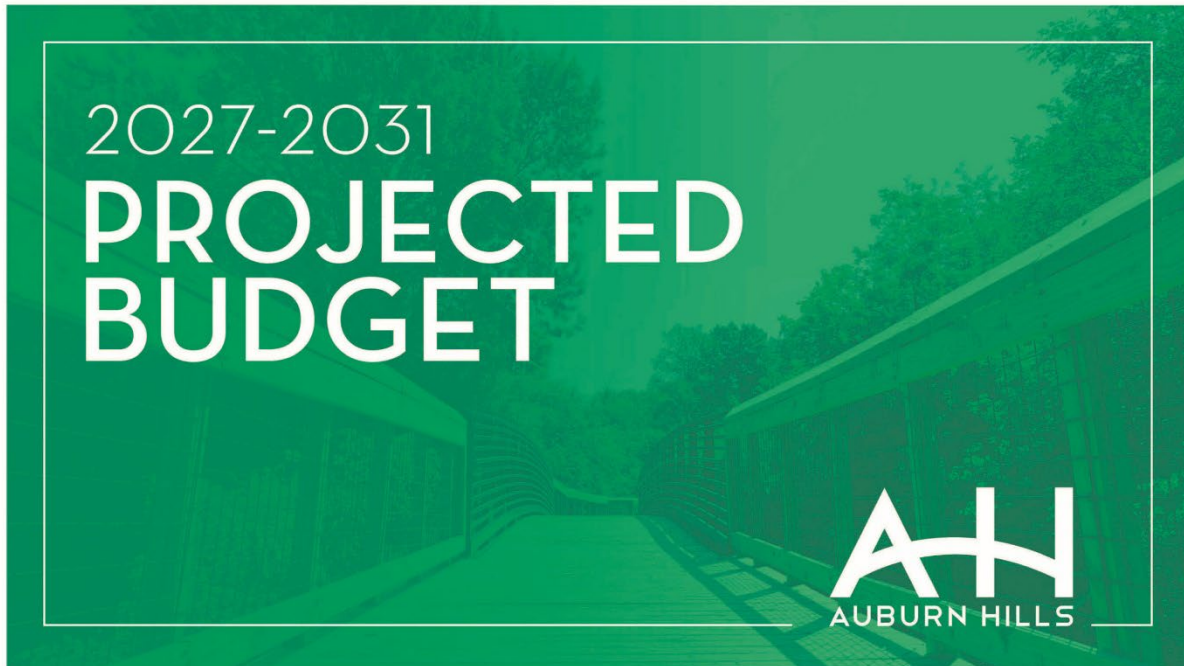
Mr. Lines presented the Fieldstone Golf Club budget and noted that they are projecting cash to increase each year except for 2029 due to the pond dredging project. It was explained that the revenue is exceeding its budget. It was proposed that golf pay back the funds for the veranda project to the general fund. Council discussed the cart path project which is proposed to be completed in 2027 and 2028. Council supported a budget amendment in order to complete the entire project in 2027.

Council supported increasing contributions to Avondale Youth Assistance and Pontiac Youth Assistance from \$13,000 to \$16,000 and requested information on the number of Auburn Hills residents served.

The meeting adjourned at 6:51 PM.

Eugene Hawkins III, Mayor

Laura M. Pierce City Clerk



THE GENERAL FUND

2027-2031 Projected Budget





Current Projections

GENERAL FUND								
Description	9.17.2022							
	2025 ACTUAL	2026 ORIGINAL BUDGET	2026 AMENDED	2027 BUDGET	2028 PROJECTED	2029 PROJECTED	2030 PROJECTED	2031 PROJECTED
Total General Fund Revenues	\$45,201,629	\$44,542,533	\$ 44,557,043	\$ 48,919,283	\$45,252,240	\$46,252,515	\$47,093,013	\$48,725,799
Total General Fund Expenditures	40,421,838	49,740,900	54,552,324	60,846,361	46,245,759	44,818,477	48,421,206	48,468,033
Revenue Over (Under) Expenditures	\$ 4,779,790	\$ (5,198,367)	\$ (9,995,281)	\$ (11,927,078)	\$ (993,519)	\$ 1,434,038	\$ (1,328,193)	\$ 257,766
Fund Balance ¹	\$63,262,151	\$58,063,784	\$ 53,266,870	\$ 41,339,792	\$40,346,273	\$41,780,311	\$40,452,118	\$40,709,884
as % of Expense	156.5%	116.7%	97.6%	67.9%	87.2%	93.2%	83.5%	84.0%
Unassigned Fund Balance	\$37,705,649	\$32,115,195	\$ 27,318,281	\$ 32,685,831	\$32,685,831	\$31,968,041	\$32,413,674	\$32,238,214
as % of Expense	93.28%	64.56%	50.08%	53.72%	70.68%	71.33%	66.94%	66.51%

¹Fund Balance includes Nonspendable, Restricted, Committed, Assigned, and Unassigned balances.

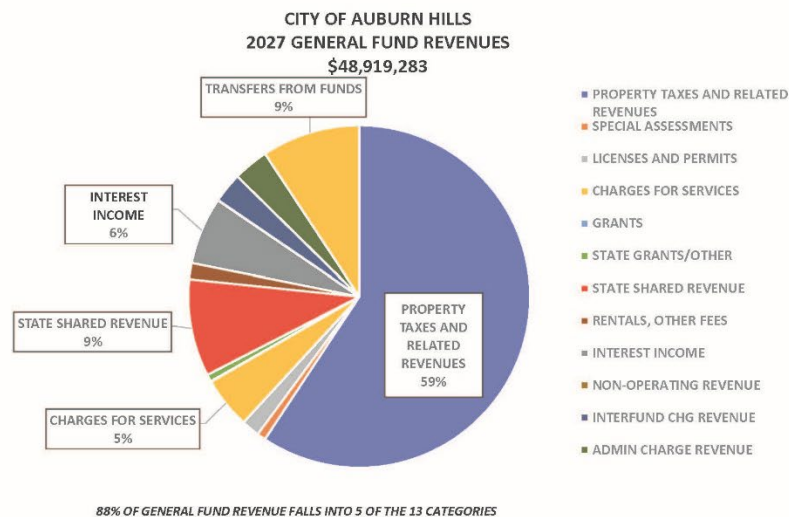
TOTAL CITY 2027 BUDGET (NO COMPONENT UNITS)

REVENUES: **\$96,644,126**
 EXPENDITURES: **\$108,283,836**
(\$16,192,387)

9.18.26



General Fund Revenues



PROPERTY TAXES & PERSONAL PROPERTY REIMBURSEMENT



Property Tax Revenue
Timeline/Assumptions

CURRENT PROPERTY TAX PROJECTIONS

Assessment Year	2024	2025	2026	2027	2028	2029
Estimated CPI	2.95%	2.73%	3.23% e	2.14% e	2.18% e	2.19% e
No Growth factor for periods shown						
Taxable Value Levied	2025	2026	2027	2028	2029	2030
Taxable Value (000)	2,223,665 a	2,303,552 a	2,377,957 e	2,428,845 e	2,481,794 e	2,536,145 e
% Change in Real and Personal Taxable Values	0.89%	3.59%	3.23%	2.14%	2.18%	2.19%
Budget Year	2026	2027	2028	2029	2030	2031
General Fund Tax Disbursements	\$ 24,779	\$ 27,990 e	\$ 28,894 e	\$ 29,512 e	\$ 30,155 e	\$ 31,358 e
		13%	3%	2%	2%	4%
City Tax Mills for Government Funds	12.0702	13.5702	13.5702 e	13.5702 e	13.5702 e	13.5702 e

*Two-year lag in revenue recognition from assessment
No growth factor for 2027-2031 revenue projections*

From Oakland County's most current Equalization Report

2025	2026	% Changed	2025	2026	% Changed
Assessed	Assessed	Assessed	Taxable	Taxable	Taxable
2,718,631,000	2,833,546,800	4.23%	2,223,664,670	2,303,551,270	3.59%

CPI Projections	
2027	2.14%
2028	2.18%
2029	2.19%
2030	2.19%
2031	2.18%

Note: 2031 tax disbursements include the city's portion of former DDA capture.



Expenditures by Function

GENERAL FUND EXPENDITURES BY FUNCTION				
	2025	2026 AMENDED	2027	% of Total
FUNCTION	ACTUAL	BUDGET	BUDGET	Expense/ Support
ADMINISTRATION	\$ 4,446,735	\$ 6,505,135	\$ 6,457,207	
STORMWATER, DEBT & OTHER CAPITAL (ROADS TRANSFERS SHOWN BELOW)	3,329,535	7,230,754	7,059,159	
FACILITIES, GROUNDS, IT	3,861,647	6,164,315	5,382,987	
SENIORS, RECREATION, PARKS	2,098,796	4,430,024	5,065,779	
BUILDING/COMMUNITY DEVELOPMENT	1,477,542	1,567,615	1,674,716	
	\$ 15,214,256	\$ 25,897,843	\$ 25,639,848	42.14%
TAX REVENUE SUPPORT PROVIDED BY 2.1049 MILLS =			\$ 4,347,927	17%
STREET DEPARTMENT	\$ 5,100,000	\$ 7,286,268	\$ 13,757,500	22.61%
TAX REVENUE SUPPORT PROVIDED BY 1.5 MILLS =			\$ 3,098,440	23%
POLICE DEPARTMENTS	10,848,112	11,795,240	\$ 13,420,034	22.06%
TAX REVENUE SUPPORT PROVIDED BY 5.9713 MILLS =			\$ 12,334,502	92%
FIRE DEPARTMENTS	4,940,805	4,893,420	\$ 3,242,939	5.33%
EMS/AMBULANCE	4,318,542	4,379,553	4,786,040	7.87%
TAX REVENUE SUPPORT PROVIDED BY 3.9940 MILLS =			\$ 8,208,703	102%
TOTAL GENERAL FUND EXPENDITURES	\$ 40,421,714	\$ 54,252,324	\$ 60,846,361	46%

Property Tax Revenue = 46% of General Fund Expenditure

NOTE: 49% 2026, 55% 2025, 63% 2024



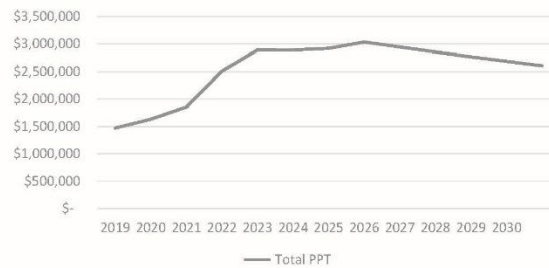
Personal Property Tax Assumptions

City continues to receive PPT reimbursement.
It has not phased out as suggested in past years.
No indication payments will not continue BUT budget assumes a conservative decrease.

PPT Reimbursement History and Projections	
Year	Total PPT
2018	\$ 1,470,414
2019	\$ 1,630,449
2020	\$ 1,852,006
2021	\$ 2,509,225
2022	\$ 2,892,262
2023	\$ 2,891,941
2024	\$ 2,919,690
2025	\$ 3,034,943
2026	\$ 2,943,894
2027	\$ 2,855,578
2028	\$ 2,769,910
2029	\$ 2,686,813
2030	\$ 2,606,209
2031	\$ 2,528,022

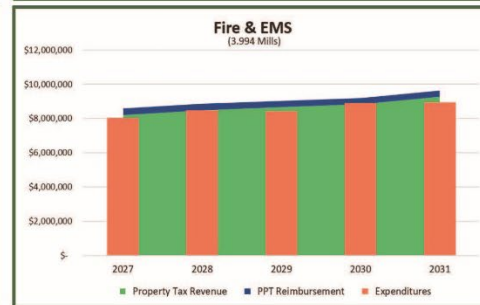
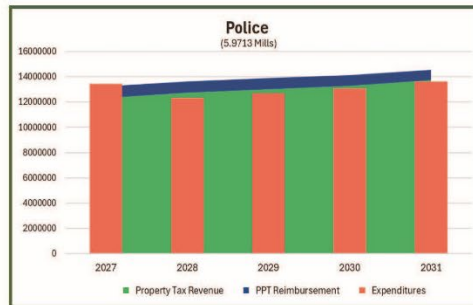
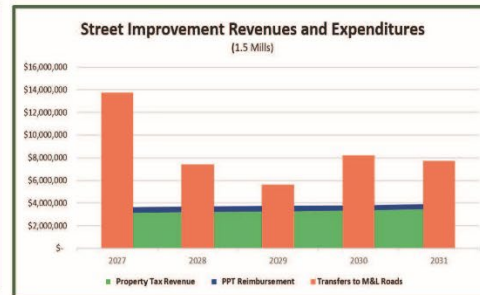
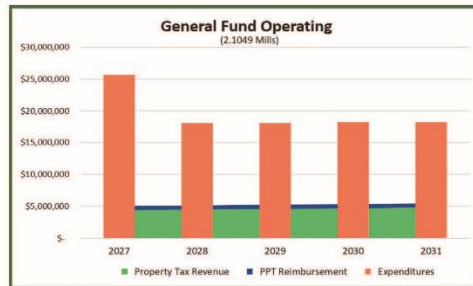
*2026-2031 amounts are estimated

General Fund Personal Property Tax Reimbursement

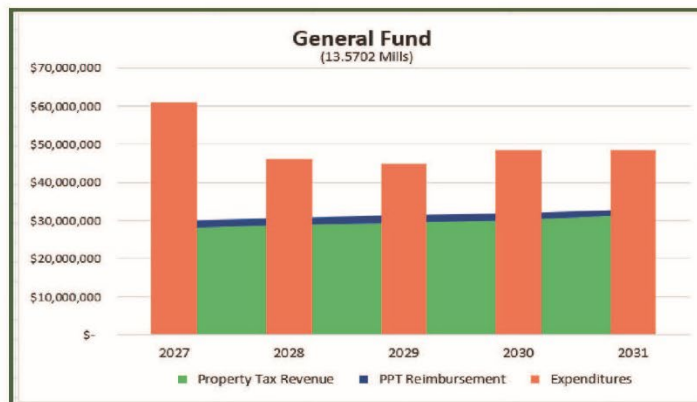




Property Tax Revenue



Property Tax Revenue



General Fund Property Tax Revenues and Expenditures					
	2027	2028	2029	2030	2031
Property Tax Revenue	\$ 27,989,652	\$ 28,893,717	\$ 29,512,043	\$ 30,155,405	\$ 31,357,520
PPT Reimbursement	\$ 1,906,654	\$ 1,849,454	\$ 1,793,970	\$ 1,740,151	\$ 1,687,947
Expenditures	\$ 60,846,361	\$ 46,245,759	\$ 44,818,477	\$ 48,421,206	\$ 48,468,033
Revenues Over Expenditures	\$ (30,950,055)	\$ (15,502,588)	\$ (13,512,464)	\$ (16,525,650)	\$ (15,422,566)

Note:

Property tax revenue in this slide is only ad valorem if does **not** include delinquent property tax, PILOT taxes etc.

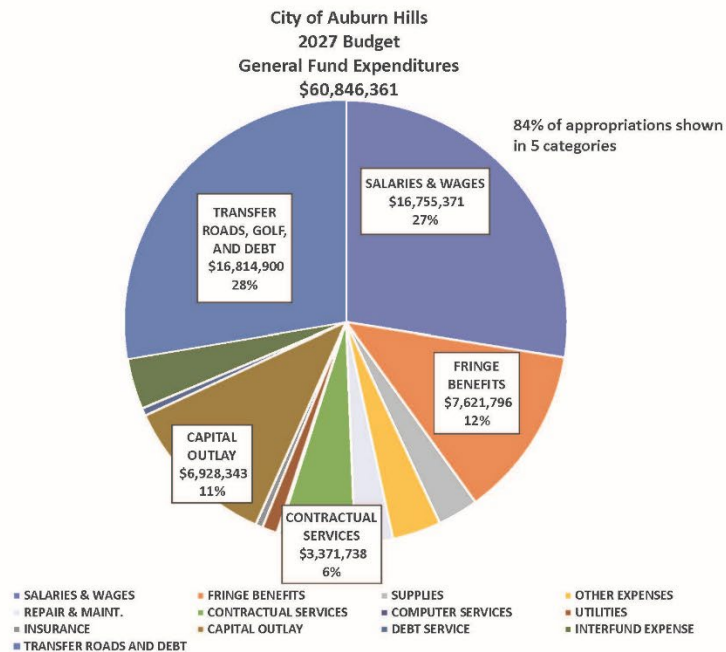
MAJOR PROJECTS APPROVED BY THE AUBURN HILLS CITY COUNCIL

Not Started or Under Construction
(SEPTEMBER 10, 2026)

Number	Project Name	Council Approval	Invest. (\$ millions)	Project Description	Not Started	Under Construction
1 - 2019	Ridgewood Villas PUD	4-22-19	33.0	113 detached single-family homes with a clubhouse and swimming pool		1
2	The Avant at Five Points PUD	11-18-19	15.0	3-story, 68-apartment unit residential building		2
3 - 2022	The Webster PUD	7-25-22 (Rev. 11-28-22)	28.0	6-story 126, 271 sq. ft. mixed-use building (7,687 sq. ft. retail) with 88 apartment units		3
4	Clean View Car Wash	11-28-22	4.0	16,307 sq. ft. car wash (One-year extension to 11-28-25)		4
5 - 2023	Residences at River Trail PUD (Rev.)	12-04-23	23.0	89 townhouse-style apartment units in 11 buildings		5
6 - 2024	Joslyn Road Fuel Station - Mobil PUD	5-20-24	4.0	4,608 sq. ft. convenience store and vehicle fueling station		6
7	The Learning Experience	7-15-24	3.5	10,000 sq. ft. childcare facility with an exterior playground		7
8 - 2025	975 S. Opdyke Self Storage	3-17-25	8.5	45,032-square-foot addition to the existing building (702 storage units)		8
9	Alo's Sports Bar	3-17-25	1.5	Reuse of a 6,371 sq. ft. building with a new restaurant with outside seating		9
10	Chillbox Corporate HQ (YMCA)	5-19-25	3.0	Reuse of a 61,756 sq. ft. building with office/café with outside seating		10
11	Auburn Hills Campus Fuel Island	9-22-25	0.8	Dual dispenser fuel island on the City's municipal campus		11
12 - 2026	DTWN Municipal Parking (Farm Boy)	3-16-26	1.5	131-space municipal parking lot	1	
13	River Bend Condominiums PUD	4-20-26	10.0	52 townhouse-style condominium units in 5 buildings	2	
14	CREST Center Building Addition	4-20-26	51.3	Renovation and expansion of the existing building to 78,784 sq. ft.	3	
15	FANUC SF Academy Parking Lot Exp.	4-20-26	18.0	Building renovation and 205-space parking lot expansion		12
16	Lear Corporation	4-20-26	87.0	Renovation of 431,051 sq. ft. clean industrial building with site improvements		13
17	Sheetz Auburn Hills	4-20-26	8.5	6,159 sq. ft. convenience store with a restaurant and 14 fueling positions	4	
Total Investment			300.6			

*Previous year total investment \$269M

General Fund Expenditures





WAGES & BENEFITS

39% of General Fund



Assumptions

HEADCOUNT/WAGE ASSUMPTIONS					
	2027 BUDGET	PROJECTIONS			
		2028	2029	2030	2031
BY BARGAINING GROUP					
NON BARGAINING	39	38	38	38	38
AFSCME	53	53	53	53	53
POLICE	53	53	53	53	53
FIRE	28	28	28	28	28
TOTAL	173	172	172	172	172
WAGE INCREASES and WAGE BUDGET ASSUMPTIONS					
Non Bargaining (actual varies by EE)	3.5%	3.5%	3.5%	3.5%	3.5%
AFSCME (EXPIRES 2027)	2%	3%	3%	3%	3%
COMMAND (EXPIRES 2028)	2.5%	3%	3%	3%	3%
DETECTIVES (EXPIRES 2027)	2.5%	2.5%	2.5%	2.5%	2.5%
POLC (EXPIRES 2027)	2.5%	2.5%	2.5%	2.5%	2.5%
IAFF (EXPIRES 2026)	3%	3%	3%	3%	3%

\$107,708 reserved for non-bargaining wage increases in 2027

% highlighted are estimates only

BENEFIT INCREASE ASSUMPTIONS					
Benefit	2027	2028	2029	2030	2031
RX	7%	7%	7%	7%	7%
Dental	0%	4%	0%	4%	0%
Optical	1%	1%	1%	1%	1%
Life	3%	3%	3%	3%	3%
Medical	10%	8%	8%	8%	8%
Disability	3%	3%	3%	3%	3%

Wage reserves	2027	2028	2029	2030	2031
Promotions	30,000.00	20,000.00	20,000.00	20,000.00	20,000.00
Bonuses	15,000.00	15,000.00	15,000.00	15,000.00	15,000.00

General Fund Wages

GENERAL FUND WAGES AND BENEFITS										
9/28/2026	Part-time Employee	Full-time Employee	2025 ACTUAL	2026 AMENDED	2027 BUDGET	PROJECTIONS				
						2028	2029	2030	2031	
WAGES & OVERTIME	count	count								
City Council	-	7	\$ 60,150	\$ 63,330	\$ 63,330	\$ 63,330	\$ 63,330	\$ 63,330	\$ 63,330	\$ 63,330
City Manager	3	4	505,787	533,772	545,361	547,304	549,266	551,248	552,548	
Clerks	1	2	191,426	291,773	226,405	357,829	227,653	302,389	228,945	
Human Resources	1	2	163,964	163,780	172,991	173,615	174,239	174,239	174,239	
Finance/Treasurer	-	7	442,459	487,338	505,375	511,650	518,180	523,711	529,408	
DPW Admin	2	7	562,789	578,246	582,572	586,174	589,883	593,704	597,640	
Administration Total	7	29	\$ 1,926,575	\$ 2,118,239	\$ 2,096,034	\$ 2,239,902	\$ 2,122,551	\$ 2,208,621	\$ 2,146,110	
Facilities	-	9	\$ 333,102	\$ 557,836	562,937	578,781	595,087	611,871	629,145	
Grounds	6	7	510,282	548,155	534,259	548,768	563,044	577,686	591,408	
Storm Water	1	-	25,491	28,600	28,600	28,600	28,600	28,600	28,600	
General Support Total	7	16	\$ 1,068,875	\$ 1,134,591	\$ 1,125,796	\$ 1,156,149	\$ 1,186,731	\$ 1,218,157	\$ 1,249,153	
Building	-	8	541,687	577,572	644,090	657,443	673,410	689,887	708,841	
Community Development	-	3	192,715	197,144	198,188	198,188	198,188	198,188	198,188	
Community Development Total	0	11	\$ 734,402	\$ 774,716	\$ 842,278	\$ 855,631	\$ 871,598	\$ 888,075	\$ 907,029	
Seniors	26	3	435,837	499,413	485,701	485,701	485,701	485,701	485,701	
Recreation	26	3	315,812	444,410	472,841	472,841	472,841	480,067	480,067	
Parks	10	2	279,732	366,989	402,762	411,544	417,063	421,893	425,283	
Community Program Total	62	8	\$ 1,031,381	\$ 1,310,812	\$ 1,361,304	\$ 1,370,086	\$ 1,375,605	\$ 1,387,661	\$ 1,391,051	
NON-PUBLIC SAFETY GENERAL FUND	76	64	\$ 4,761,233	\$ 5,338,358	\$ 5,425,412	\$ 5,621,768	\$ 5,556,485	\$ 5,702,514	\$ 5,693,343	
POLICE	20	60	5,820,347	6,501,610	6,897,839	7,213,197	7,486,111	7,715,922	7,945,044	
FIRE	3	12	1,294,799	1,358,976	1,405,459	1,466,847	1,507,745	1,548,243	1,581,753	
EMS/AMBULANCE	3	19	2,259,729	2,480,422	2,616,210	2,771,747	2,864,360	2,954,025	3,021,719	
PUBLIC SAFETY GENERAL FUND	26	91	\$ 9,374,876	\$ 10,333,008	\$ 10,919,508	\$ 11,451,791	\$ 11,858,216	\$ 12,218,190	\$ 12,548,516	
GENERAL FUND SUB-TOTAL	102	155	\$ 14,136,109	\$ 15,671,366	\$ 16,344,920	\$ 17,073,559	\$ 17,414,701	\$ 17,920,704	\$ 18,241,859	



General Fund Benefits

9/28/2026	2025	2026	2027	PROJECTIONS			
GENERAL FUND BENEFITS*	ACTUAL	AMENDED	BUDGET	2028	2029	2030	2031
Medical Insurance (Net) ¹	\$ 1,372,550	\$ 1,698,900	\$ 1,904,227	\$ 2,047,356	\$ 2,200,282	\$ 2,365,436	\$ 2,543,809
Prescription Drugs (Net) ¹	209,177	259,686	292,879	313,048	334,380	357,211	381,635
Eye/Dental Insurance	161,097	176,094	182,813	189,290	189,540	196,198	196,454
Healthcare Cost Sub-Total	\$ 1,742,824	\$ 2,134,680	\$ 2,379,919	\$ 2,549,694	\$ 2,724,202	\$ 2,918,845	\$ 3,121,898
401K/457	1,654,424	1,810,929	1,968,568	2,037,401	2,105,471	2,168,698	2,229,542
Retiree Health Care	265,213	1,087,190	1,070,211	502,447	423,263	370,469	343,554
Pension	612,423	1,148,666	1,061,000	827,000	689,000	605,000	598,000
Social Security	558,545	664,169	655,842	684,363	702,326	728,044	746,721
Accrual Payouts/Buyouts	355,237	369,823	247,858	226,022	229,739	233,558	237,489
Disability Insurance	180,655	217,318	205,307	211,437	217,408	223,559	230,175
Workers Compensation	309,297	214,088	167,180	169,264	170,104	170,104	170,104
Life Insurance	53,874	58,815	63,908	65,810	67,755	69,762	71,827
Retiree Health Savings	45,682	49,784	49,861	51,563	53,636	55,781	58,001
Clothing Allowance	10,275	9,210	9,885	9,885	9,885	9,885	9,885
GENERAL FUND SUB-TOTAL	\$ 5,788,448	\$ 7,764,672	\$ 7,879,539	\$ 7,334,886	\$ 7,392,789	\$ 7,553,705	\$ 7,817,196
*includes PT/seasonal							
¹ Assumes 7.5% employee contribution							



Wages/Benefits of Other Funds

OTHER FUNDS WAGES AND BENEFITS										
OTHER FUNDS WAGES Description	Part-time Employee	Full-time Employee	2025 ACTUAL	2026 Amended	2027 REQUESTED	2028 PROJECTION	2029 PROJECTION	2030 PROJECTION	2031 PROJECTION	
	count	count								
GENERAL FUND - sub total	102	155	\$ 14,136,109	\$ 15,671,366	\$ 16,344,920	\$ 17,073,559	\$ 17,414,701	\$ 17,920,704	\$ 18,241,859	
ROADS	3	7	518,027	613,681	601,583	631,116	659,706	689,218	719,158	
FLEET	1	3	217,045	222,236	257,762	265,854	273,258	280,862	288,050	
WATER AND SEWER FUND	2	11	751,782	772,666	799,368	827,167	855,836	885,398	915,882	
GOLF	41	1	354,033	399,543	404,118	413,354	422,591	490,987	430,551	
DDA	2		24,344	31,754	59,344	62,737	64,916	59,904	0	
TIFA	1		30,201	26,600	33,415	33,467	33,521	33,575	33,630	
TOTAL WAGES			\$ 16,031,541	\$ 17,737,846	\$ 18,500,510	\$ 19,307,254	\$ 19,724,529	\$ 20,360,648	\$ 20,629,130	
TOTAL COUNT	152	177								
9/28/2026										
OTHER FUNDS BENEFITS*	2025 ACTUAL	2026 AMENDED	2027 BUDGET	2028 PROJECTIONS	2029 PROJECTIONS	2030 PROJECTIONS	2031 PROJECTIONS			
Medical Insurance (Net) ¹	\$ 286,469	\$ 370,111	\$ 371,547	\$ 400,998	\$ 432,810	\$ 490,874	\$ 504,266			
Prescription Drugs (Net) ¹	46,474	62,663	60,899	65,159	69,721	78,336	79,503			
Eye/Dental Insurance	30,903	32,698	34,988	36,248	36,295	39,755	37,652			
Healthcare Cost Sub-Total	\$ 363,846	\$ 465,472	\$ 467,434	\$ 502,405	\$ 538,826	\$ 608,965	\$ 621,421			
401K/457	191,746	209,789	219,689	224,530	230,283	244,447	242,308			
Social Security	146,502	155,824	167,976	174,028	179,918	189,939	185,981			
Workers Compensation	52,600	36,813	32,304	32,708	32,870	32,870	32,870			
Accrual Payouts/Buyouts	43,768	44,679	32,274	33,096	33,943	34,816	35,716			
Retiree Health Care	(99,191)	35,708	31,032	27,160	22,879	20,025	18,446			
Disability Insurance	23,472	24,763	25,123	25,878	26,654	28,941	28,276			
Clothing Allowance	4,725	4,500	4,725	4,725	4,725	4,725	4,725			
Life Insurance	4,391	4,747	4,697	4,839	4,983	5,418	5,287			
Retiree Health Savings	2,265	2,258	2,315	2,315	2,315	4,115	2,315			
Pension	353,247	372,318	-	-	-	-	-			
OTHER FUNDS SUB-TOTAL	\$ 1,087,371	\$ 1,356,871	\$ 987,569	\$ 1,031,684	\$ 1,077,396	\$ 1,174,261	\$ 1,177,345			
TOTAL BENEFITS	\$ 6,875,819	\$ 9,121,543	\$ 8,867,108	\$ 8,366,570	\$ 8,470,185	\$ 8,727,966	\$ 8,994,541			
*includes PT/seasonal										
¹ Assumes 7.5% employee contribution										



GENERAL FUND By Millage Function





General Fund – Fire/EMS

Fire previous millage (2.494 mills)*:

FIRE/EMS GENERAL FUND	2025	2026 ORIGINAL	2026 AMENDED	2027	2028	2029	2030	2031	
	ACTUAL	BUDGET	BUDGET	BUDGET	PROJECTION	PROJECTION	PROJECTION	PROJECTION	
FIRE REVENUES	\$ 5,875,617	\$ 5,741,352	\$ 5,741,352	\$ 5,873,575	\$ 5,977,590	\$ 6,117,370	\$ 6,262,259	\$ 6,412,414	CUMULATIVE
EMS REVENUES	\$ 1,797,566	\$ 1,515,520	\$ 1,515,520	\$ 1,260,000	\$ 1,260,000	\$ 1,260,000	\$ 1,260,000	\$ 1,260,000	
LESS EXPENSES	9,259,347	7,801,186	9,562,573	7,615,858	7,937,522	7,854,593	8,293,696	8,295,390	2027-2031
IMPACT TO FUND BALANCE	\$ (1,586,164)	\$ (544,314)	\$ (2,305,701)	\$ (482,283)	\$ (699,932)	\$ (477,223)	\$ (771,437)	\$ (622,976)	(3,053,851)

2026 Fire approved millage (3.994 mills):

FIRE/EMS GENERAL FUND	2025	2026 ORIGINAL	2026 AMENDED	2027	2028	2029	2030	2031	
	ACTUAL	BUDGET	BUDGET	BUDGET	PROJECTION	PROJECTION	PROJECTION	PROJECTION	
FIRE REVENUES	\$ 5,875,617	\$ 5,741,352	\$ 5,741,352	\$ 8,926,614	\$ 9,136,026	\$ 9,292,368	\$ 9,456,053	\$ 9,862,760	CUMULATIVE
EMS REVENUES	\$ 1,797,566	\$ 1,515,520	\$ 1,515,520	\$ 1,410,000	\$ 1,410,000	\$ 1,410,000	\$ 1,410,000	\$ 1,410,000	
LESS EXPENSES	9,259,347	7,801,186	9,272,973	8,028,979	8,463,580	8,427,525	8,915,399	8,931,139	2027-2031
IMPACT TO FUND BALANCE	\$ (1,586,164)	\$ (544,314)	\$ (2,016,101)	\$ 2,307,635	\$ 2,082,446	\$ 2,274,843	\$ 1,950,654	\$ 2,341,621	10,957,199

An additional 1.5 Mills was approved August 4, 2026.

Compared to the projected cumulative net draw of \$3M prior to the election, the proposed Fire/EMS budget now provides \$11M net 2027-2031 allowing the General Fund to recoup both support of prior years and ongoing indirect costs.

*Note: "Before" numbers are an 8/5/2026 snapshot. Some changes in revenues and expenditures have been made since then.



Police 2027-2031 Budget and Capital Plan

Police Millage 5.9714 mills

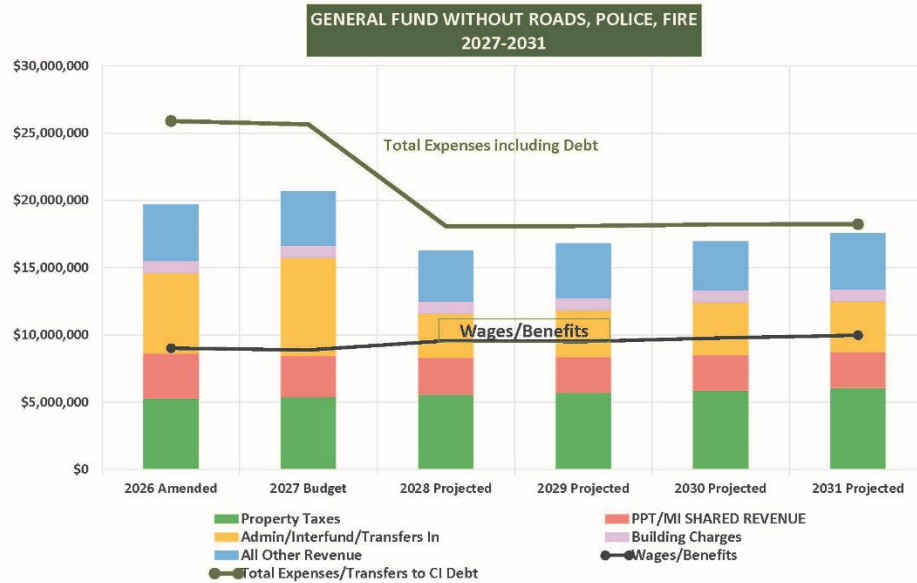
POLICE GENERAL FUND	2025	2026 ORIGINAL	2026 AMENDED	2027	2028	2029	2030	2031
	ACTUAL	BUDGET	BUDGET	BUDGET	PROJECTION	PROJECTION	PROJECTION	PROJECTION
REVENUES	\$ 13,661,272	\$ 13,515,550	\$ 13,515,550	\$ 13,844,298	\$ 14,199,663	\$ 14,438,181	\$ 14,678,656	\$ 15,094,711
LESS EXPENSES	10,848,112	11,692,609	11,795,240	13,420,034	12,303,508	12,696,059	13,067,825	13,604,666
IMPACT TO FUND BALANCE	\$ 2,813,160	\$ 1,822,941	\$ 1,720,310	\$ 424,264	\$ 1,896,155	\$ 1,742,122	\$ 1,610,831	\$ 1,490,045

Budgeted support for indirect costs of GF decreasing 2028-2031 an average of 7.72% annually
Cumulative General Fund support 2027-2031 \$7.1M

2027-2031 Capital Project Budget Plan						
General Fund - 101						
Police - 301 & 305						
Project	Account Description	2027	2028	2029	2030	2031
PSB Foundation Project	Bldg Additions/Improvements	150,000				
Police Fence gate	Bldg Additions/Improvements	100,000				
Office Chairs for Police Department	Furniture	45,000				
OFFICE CUBICLE UPDATE (SGT, TSC, FRONT DESK)	Furniture	43,000				
Motorola Radios	Electronic Equipment	9,500	9,500	9,500	9,500	9,500
VMS/Radar Trailer	Machinery & Equipment		25,000			
Copier for Records	Machinery & Equipment		12,000			
Police DB Copier	Machinery & Equipment				5,000	
SYNOLOGY NAS	Electronic Equipment					30,000
		347,500	46,500	9,500	14,500	39,500



General Fund Operating



General Fund - Operating

GENERAL OPERATIONS – 2.1049 Mills

Includes all General Fund expenses except Police, Fire/EMS and Road Departments

	2025	2026 ORIGINAL BUDGET	2026 AMENDED BUDGET	2027 BUDGET	2028 PROJECTION	2029 PROJECTION	2030 PROJECTION	2031 PROJECTION	
OPERATING GENERAL FUND	ACTUAL	BUDGET	BUDGET	BUDGET	PROJECTION	PROJECTION	PROJECTION	PROJECTION	
REVENUES	\$ 19,411,760	\$ 19,673,951	\$ 19,688,461	\$ 20,670,045	\$ 16,269,328	\$ 16,806,293	\$ 16,971,054	\$ 17,585,772	
LESS RHC AND PENSION ADDITIONAL FUNDING	-	1,000,000	1,000,000	500,000	-	-	-	-	
LESS TRANSFERS TO CAPITAL IMPROVEMENT DEBT	1,864,900	1,865,375	1,865,375	1,857,400	1,858,050	1,859,600	1,859,650	1,858,200	
LESS TRANSFER TO GOLF	-	-	-	1,200,000	-	-	-	-	
LESS ALL OTHER EXPENSES	13,349,637	21,806,730	23,032,468	23,282,448	16,224,190	16,235,293	16,353,332	16,368,842	CUMULATIVE
IMPACT TO FUND BALANCE	\$ 4,197,223	\$ (4,998,154)	\$ (6,209,382)	\$ (4,969,803)	\$ (1,812,912)	\$ (1,288,600)	\$ (1,241,928)	\$ (641,270)	2027-2031
									(9,954,513)

2027-2031 Highlighted non-recurring Initiatives

\$4.2M Parking Initiatives
Hawk Woods
East Parking
3157 Auburn

\$500K Riverbank Stabilization

\$500K RHC over ARC

\$1.2M Golf Support

\$850K Playgrounds

Debt related
2017 issue expires 2032
2021 issue expires 2033
2027-2031 \$9,292,900 total payments



Combined General Fund Components

Combined Related Millage Functions

	2025	2026	2026	2027	2028	2029	2030	2031
IMPACT TO FUND BALANCE	ACTUAL	ORIGINAL BUDGET	AMENDED BUDGET	BUDGET	PROJECTION	PROJECTION	PROJECTION	PROJECTION
OPERATING GENERAL FUND	\$ 4,197,223	\$ (4,998,154)	\$ (6,209,382)	\$ (4,969,803)	\$ (1,812,912)	\$ (1,288,600)	\$ (1,241,928)	\$ (641,270)
STREET IMPROVEMENT GENERAL FUND	\$ (644,428)	\$ (1,478,840)	\$ (3,490,108)	\$ (9,689,174)	\$ (3,159,208)	\$ (1,294,327)	\$ (3,647,750)	\$ (2,932,630)
POLICE GENERAL FUND	\$ 2,813,160	\$ 1,822,941	\$ 1,720,310	\$ 424,264	\$ 1,896,155	\$ 1,742,122	\$ 1,610,831	\$ 1,490,045
FIRE/EMS GENERAL FUND	\$ (1,586,164)	\$ (544,314)	\$ (2,016,101)	\$ 2,307,635	\$ 2,082,446	\$ 2,274,843	\$ 1,950,654	\$ 2,341,621
TOTAL IMPACT TO FUND BALANCE	\$ 4,779,791	\$ (5,198,367)	\$ (9,995,281)	\$ (11,927,078)	\$ (993,519)	\$ 1,434,038	\$ (1,328,193)	\$ 257,766
PROJECTED ENDING FUND BALANCE	\$ 63,262,151	\$ 58,063,784	\$ 53,266,870	\$ 41,339,792	\$ 40,346,273	\$ 41,780,311	\$ 40,452,118	\$ 40,709,884

Draw down of reserves 35% 2025-2027

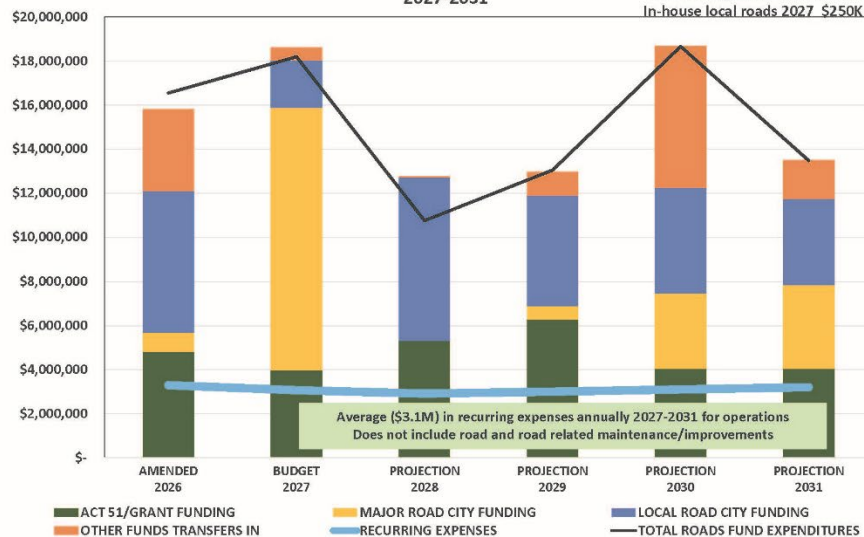
(Draw down of reserves 36% 2025 to 2031)

2027-2031
Funding - \$76.2M
 General Fund \$42.7M
 TIFAs \$9.3M
 Wayne Disposal \$575K
 Act 51 \$19.3M
 Grants \$3.8M

2027-2031
\$58.8M in road,
 pathway, sidewalk,
 parking lot and bridge
 related maintenance
 and improvements

MAJOR & LOCAL ROADS







Major Road Projects
2027-2031 | \$32,087,340

2027-2031 Capital Project Budget Plan						
Major Roads - 202						
Project	Description	2027	2028	2029	2030	2031
Great Lakes Crossing	Asphalt Mill & Resurface	3,057,875				
University Dr	Concrete Maintenance	3,000,000				
Grey Road	Asphalt Pulverize/Overlay	2,500,000				
Shimmons (Grove Ln to Squirrel)	Asphalt Mill & Resurface	610,000				
Great Lakes Crossing	Pathway Construction	525,000				
North Squirrel (Walton to Chrysler)	Concrete Maintenance	500,000			600,000	
Cross Creek/Squirrel HAWK Signal	Traffic Signal	375,000				
Tienken/Squirrel Roundabout	Roundabout Construction	275,000		3,500,000		
Cross Creek (SAD)	Asphalt Reconstruction			200,000	5,100,000	
Cross Creek (SAD)	Pathway Construction			40,000	400,000	
N. Squirrel Rd (Featherstone to Clinton River)	Concrete Maintenance				700,000	
High Meadow (SAD)	Asphalt Reconstruction				225,000	5,800,000
High Meadow (SAD)	Pathway Construction				30,000	300,000
Tri-Party Agreement	Road Maintenance	259,465	50,000	50,000	50,000	50,000
Pathway Maintenance	Maintenance	250,000	250,000	250,000	250,000	250,000
General Maintenance/Guardrail Maintenance	Road Maintenance	125,000	135,000	135,000	135,000	135,000
Signal Maintenance and Repair	Maintenance	115,000	115,000	115,000	115,000	115,000
Sidewalk Maintenance	Maintenance	100,000	100,000	100,000	100,000	100,000
Bridge Repairs	Maintenance	100,000	100,000	100,000	100,000	100,000
Pavement Markings	Maintenance	60,000	60,000	60,000	60,000	60,000
Storm Rehab program	Road Maintenance	20,000	20,000	20,000	20,000	20,000
		11,872,340	830,000	4,570,000	7,885,000	6,930,000



Local Road Projects
2027-2031 | \$25,401,000

2027-2031 Capital Project Budget Plan						
Local Roads - 203						
Project	Description	2027	2028	2029	2030	2031
St Lawrence Sub	Asphalt Pulverize/Overlay	1,240,000				
Churchill Sub	Asphalt Pulverize/Overlay	150,000	3,000,000			
Glenmeade (SAD)	Asphalt Reconstruction	60,000	1,200,000			
Bald Mountain (Walton to Shimmons)	Crush & Shape	50,000	900,000			
Primary	Asphalt Reconstruction	40,000	810,000			
Pond Run (SAD)	Asphalt Mill & Resurface	30,000	470,000			
Valley View (SAD)	Asphalt Mill & Resurface	20,000	280,000			
Nichols/Couchlin/Slocum	Asphalt Pulverize/Overlay	125,000		3,300,000		
Coe/Willet/Joy	Asphalt Replacement		55,000	750,000		
Hillfield	Asphalt Pulverize/Overlay		50,000	800,000		
Doris	Asphalt Construction			150,000	2,850,000	
Doris	Pathway Construction			35,000	540,000	
Vinewood Sub	Asphalt Pulverize/Overlay			125,000	2,600,000	
Collier (east of Joslyn)	Asphalt Replacement			50,000	850,000	
Collier (west of Joslyn)	Asphalt Mill & Resurface			25,000	425,000	
Hawthorn Forest	Asphalt Mill & Resurface				50,000	675,000
Thornwood Sub	Asphalt Mill & Resurface				35,000	850,000
Automation	Asphalt Mill & Resurface				35,000	575,000
Automation	Pathway Construction				8,000	80,000
Pinnacle (SAD)	Asphalt Mill & Resurface				17,500	250,000
Pinnacle (SAD)	Pathway Construction				4,000	40,000
Luella (SAD)	Asphalt Mill & Resurface				15,000	225,000
Luella (SAD)	Pathway Construction				4,000	40,000
Chrysler (SAD)	Asphalt Mill & Resurface					200,000
Briarvale/Brimfield	Asphalt Pulverize/Overlay					90,000
Waukegan Sub	Asphalt Replacement					80,000
Pathway Maintenance	Maintenance	100,000	100,000	100,000	100,000	100,000
Sidewalk Maintenance	Maintenance	50,000	50,000	50,000	50,000	50,000
General Maintenance/Guardrail Maintenance	Maintenance	39,500	39,500	39,500	39,500	39,500
Pavement Markings	Maintenance	20,000	20,000	20,000	20,000	20,000
Catch Basin repair	Maintenance	20,000	20,000	20,000	20,000	20,000
		1,944,500	6,994,500	5,464,500	7,663,000	3,334,500



New Special Assessments 2027-2031

ROAD TO BE ASSESSED	ROAD FUND	CONSTRUCTION TO BEGIN	ESTIMATED 50% TO BE ASSESSED
POND RUN	LOCAL	2028	\$ 250,000
VALLEYVIEW	LOCAL	2028	\$ 150,000
GLENMEADE	LOCAL	2028	\$ 630,000
			\$ 1,030,000
HIGHMEADOW	MAJOR	2031	\$ 3,012,500
AUTOMATION	LOCAL	2031	\$ 305,000
LUELLA LANE	LOCAL	2031	\$ 120,000
PINNACLE	LOCAL	2031	\$ 133,750
			\$ 3,571,250
TOTAL TO BE ASSESSED 2028-2031			\$ 4,601,250
IN PROGRESS:			
Superior Court, Centre, Corporate, Innovation and Executive Hills			
Atlantic Blvd. and West Entrance expire in 2029. Collections pay SA Bond			



Special Assessment Principal and Interest



Total expected collections 2027-2031: \$3,915,666



WATER/SEWER FUND

2% Water Rate Increase

4% Sewer Rate Increase

2027 Assumption



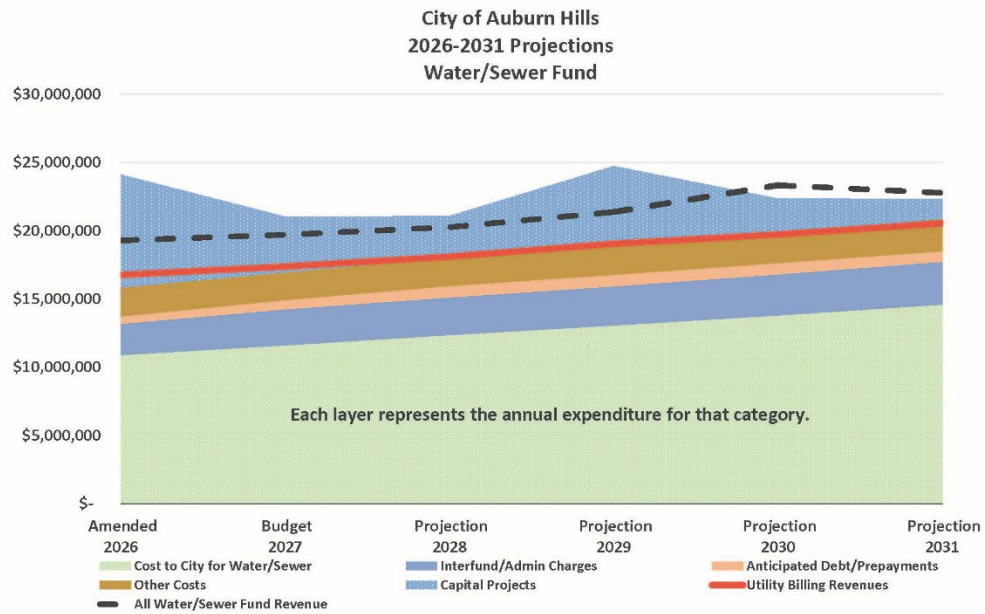
Water/Sewer Fund

City of Auburn Hills WATER/SEWER FUND 2027-2031 Budget Projections

	2025 ACTUAL	2026 AMENDED	2027 BUDGET	2028 PROJECTION	2029 PROJECTION	2030 PROJECTION	2031 PROJECTION	
ESTIMATED CASH POSITION								
Beginning Cash and Investments	\$ 37,170,859	\$ 37,942,491	\$ 33,286,791	\$ 32,369,599	\$ 32,135,371	\$ 29,378,785	\$ 30,971,601	
Projected Change in Cash	771,632	(4,655,700)	(917,192)	(234,228)	(2,756,586)	1,592,816	992,989	
ENDING CASH AND INVESTMENTS	\$ 37,942,491	\$ 33,286,791	\$ 32,369,599	\$ 32,135,371	\$ 29,378,785	\$ 30,971,601	\$ 31,964,590	
Increase(Decrease) from Prior Year		-12.27%	-2.76%	-0.72%	-8.58%	5.42%	3.21%	
% Of Expense of Cash and Investment			73%	63%	69%	77%	67%	
Includes the following sewer established debt obligations:								
Current Debt Payment plan:	\$	681,288	\$	837,562	\$	847,186	\$ 828,677	\$ 769,120



Water & Sewer Projections



Water Capital Plan 2027-2031 | \$11,460,000

2027-2031 Capital Project Budget Plan						
Water Department - 536						
Project	Description	2027	2028	2029	2030	2031
Grey Road WM Replacement	AC Water Main Replacement	2,600,000				
Squirrel & Opdyke Actuator replacement	Actuator replacement	60,000				
Churchill Sub AC replacement	AC Water Main Replacement	125,000	1,750,000			
Tall Oaks/175 WM abandon	Water Main Construction	15,000	250,000			
Nichols/Couchlin/Slocum WM Replacement	AC Water Main Replacement	225,000		3,750,000		
Coe Water Main	Water Main Replacement		15,000	285,000		
Tower Interior and Exterior Coating	Water/Sewer System Imp & Ext			580,000		
Doris WM Replacement	AC Water Main Replacement			75,000	1,400,000	
Adams/Briarvale/Brimfield WM replacement	AC Water Main Replacement					250,000
Waukegan Sub WM replacement	AC Water Main Replacement					80,000
		3,025,000	2,015,000	4,690,000	1,400,000	330,000

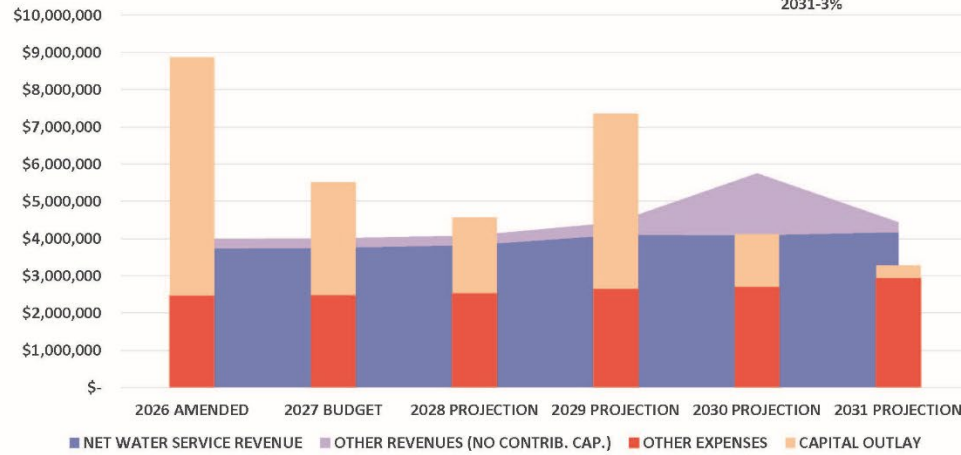


Water Department Projections

CITY OF AUBURN HILLS WATER DEPARTMENT PROJECTIONS 2026-2031

Rate Increase Assumptions

2027-2%
2028-4%
2029-5%
2030-2%
2031-3%



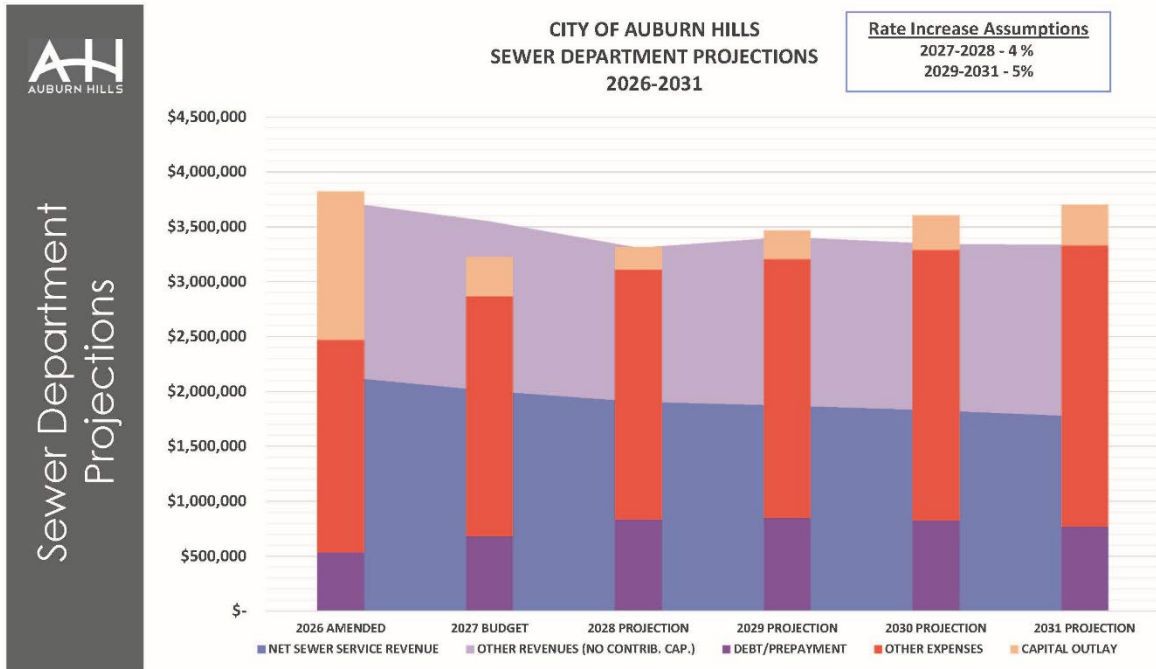
*Net water service revenue = Charges for water-Cost to city of water



Sewer Capital Plan 2027-2031 | \$1,499,000

2027-2031 Capital Project Budget Plan Sewer Department - 535

Project	Description	2027	2028	2029	2030	2031
Sewer Lining and Manhole Restore	Replacement	300,000	150,000	200,000	250,000	300,000
Lift Station Pumps	Replacement	55,000	57,000	60,000	62,000	65,000
		355,000	207,000	260,000	312,000	365,000





Fieldstone Golf Operations

City of Auburn Hills GOLF FUND 2027-2031 Budget Projections

ESTIMATED CASH POSITION

	2025 ACTUAL	2026 AMENDED	2027 BUDGET	2028 PROJECTION	2029 PROJECTION	2030 PROJECTION	2031 PROJECTION
Beginning Cash and Investments	\$ 1,474,796	\$ 1,276,239	\$ 1,189,038	\$ 1,429,373	\$ 1,791,464	\$ 1,153,689	\$ 1,517,840
Projected Change in Cash	(198,557)	(87,201)	240,335	362,091	(637,775)	364,151	481,619
ENDING CASH AND INVESTMENTS	\$ 1,276,239	\$ 1,189,038	\$ 1,429,373	\$ 1,791,464	\$ 1,153,689	\$ 1,517,840	\$ 1,999,459
Increase(Decrease) from Prior Year		-6.83%	20.21%	25.33%	-35.60%	31.56%	31.73%



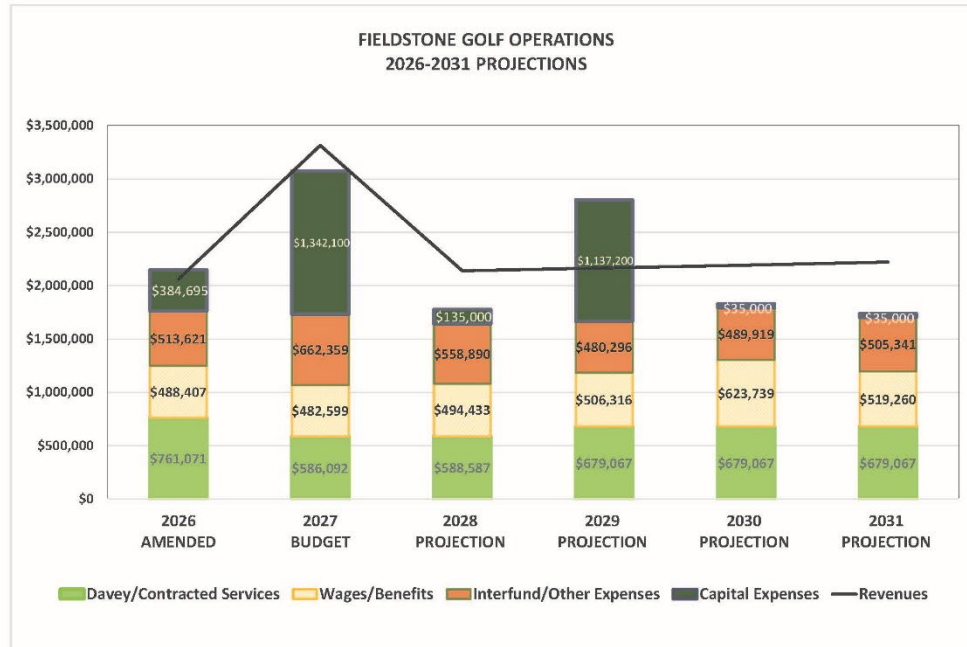
Fieldstone Golf Operations

FIELDSTONE GOLF COURSE 2027-2031 CAPITAL PROJECT PLAN

2027-2031 Capital Project Budget Plan						
Fieldstone Golf Course - 584						
Project	Description	2027	2028	2029	2030	2031
Cart Path	Land Improvements	100,000	100,000			
Pond Dredging	Land Improvements			1,100,000		
Bridge Repair	Land Improvements	35,000	35,000	35,000	35,000	35,000
Range Picker	Machinery & Equipment					
24-Irrigation Satellites	Machinery & Equipment					
ENCLOSURE OF VERANDA AND GRILLE/BAR RENOVATION	BLDG. ADDITIONS & IMPROVEMENTS	1,200,000				
Computer Bundle Replacement	Computer Equipment	7,100		2,200		
		1,342,100	135,000	1,137,200	35,000	35,000



Fieldstone Golf Operations



FIELDSTONE GOLF CLUB:

Reimburse General Fund Option





Fieldstone Golf Repayment Plan

City of Auburn Hills GOLF FUND 2027-2031 Budget Projections

ESTIMATED CASH POSITION

	2025 ACTUAL	2026 AMENDED	2027 BUDGET	2028 PROJECTION	2029 PROJECTION	2030 PROJECTION	2031 PROJECTION
Beginning Cash and Investments	\$ 1,474,796	\$ 1,276,239	\$ 1,289,038	\$ 1,529,373	\$ 1,291,464	\$ 353,689	\$ 517,840
Projected Change in Cash (using actual YTD activity)	(198,557)	12,799	240,335	362,091	(637,775)	364,151	481,619
Repayment to General Fund (no interest)	-	-	-	(600,000)	(300,000)	(200,000)	(100,000)
ENDING CASH AND INVESTMENTS	\$ 1,276,239	\$ 1,289,038	\$ 1,529,373	\$ 1,291,464	\$ 353,689	\$ 517,840	\$ 899,459
Increase(Decrease) from Prior Year		1.00%	18.64%	-15.56%	-72.61%	46.41%	73.69%

GL Number	Description	2026 Amended Budget	2026 Activity
584-753-642.001	GOLF LEAGUE GREEN FEES	182,325.00	283,136.99
		100,811.99	additional revenue not reflected in 2026 budget



Includes Fieldstone Golf Repayment Plan

GENERAL FUND

Description	2025 ACTUAL	2026 ORIGINAL BUDGET	2026 AMENDED	2027 BUDGET	2028 PROJECTED	2029 PROJECTED	2030 PROJECTED	2031 PROJECTED
Total General Fund Revenues	\$45,201,629	\$44,542,533	\$ 44,557,043	\$ 48,919,283	\$45,852,240	\$46,552,515	\$47,293,013	\$48,825,799
Total General Fund Expenditures	40,421,838	49,740,900	54,552,324	60,846,361	46,245,759	44,818,477	48,421,206	48,468,033
Revenue Over (Under) Expenditures	\$ 4,779,790	\$ (5,198,367)	\$ (9,995,281)	\$ (11,927,078)	\$ (393,519)	\$ 1,734,038	\$ (1,128,193)	\$ 357,766
Fund Balance ¹	\$ 63,262,151	\$ 58,063,784	\$ 53,266,870	\$ 41,339,792	\$ 40,946,273	\$ 42,680,311	\$ 41,552,118	\$ 41,909,884
as % of Expense	156.5%	116.7%	97.6%	67.9%	88.5%	95.2%	85.8%	86.5%
Unassigned Fund Balance	\$37,705,649	\$32,115,195	\$ 27,318,281	\$ 33,285,831	\$33,285,831	\$ 33,068,041	\$ 33,513,674	\$ 33,638,214
as % of Expense	93.28%	64.56%	50.08%	54.70%	71.98%	73.78%	69.21%	69.40%

¹Fund Balance includes Nonspendable, Restricted, Committed, Assigned, and Unassigned balances.

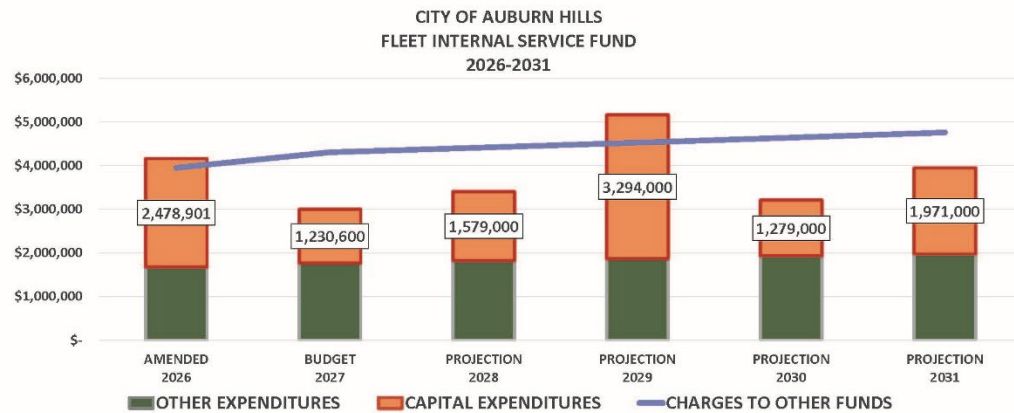


FLEET FUND





Internal Service Fund



Fleet Fund Cash Position

	2026	2027	2028	2029	2030	2031
	AMENDED	BUDGET	PROJECTION	PROJECTION	PROJECTION	PROJECTION
CHARGES TO OTHER FUNDS	\$ 3,948,809	\$ 4,305,246	\$ 4,411,808	\$ 4,523,931	\$ 4,638,427	\$ 4,757,452
LESS CAPITAL EXPENDITURES	2,478,901	1,230,600	1,579,000	3,294,000	1,279,000	1,971,000
LESS OTHER EXPENDITURES	1,681,089	1,768,370	1,824,621	1,866,138	1,930,204	1,975,950
Change in Cash	\$ (211,180)	\$ 1,306,276	\$ 1,008,187	\$ (636,207)	\$ 1,429,223	\$ 810,502
Estimated Cash Balance	\$ 6,281,001	\$ 7,587,277	\$ 8,595,464	\$ 7,959,257	\$ 9,388,480	\$ 10,198,982
% Change in Cash	-3.25%	20.80%	13.29%	-7.40%	17.96%	8.63%

*Staff may adjust allocation of costs it charges other funds in future years
IF reserves continue to grow AND equipment and vehicles needs hold to plan*



Fleet Capital Machinery & Equipment Purchases

2027-2031 Capital Project Budget Plan					
Fleet - 661					
	2027	2028	2029	2030	2031
REPLACE E149 BANDIT 18" CHIPPER	100,000				
REPLACE E163 HURCO	100,000				
E1825 Z Spray Fertilizer Sprayer	22,000				
REPLACE GATOR XUV - E152	20,000				
REPLACE DUMP TRAILER T112 - 2008 MANUFACTURE DATE	15,000				
REPLACEMENT LEAF LOADER	15,000				
NEW- ELECTRIC UTILITY VEHICLE FOR HAWKWOODS	15,000				
REPLACE TRAILER T37 - 2010 MANUFACTURE DATE	11,000				
NEW - 10 TON ROLLER		170,000			
NEW - TACK TANK MACHINE AND SWAP SKID		50,000			
NEW - 10 TON ROLLER TRAILER		40,000			
E165 Trailer Air Compressor		30,000			
REPLACE M30 FLOOR SCRUBBER (DPW GARAGE) - E1178			50,000		
REPLACE ATTENUATOR - E172			30,000		
Excavator E155				250,000	
NEW Excavator Trailer				60,000	
REPLACE E2003 MESSAGE BOARD				20,000	
REPLACE E2115 HOT PATCHER					30,000
REPLACE E119 SUPERZ MOWER					20,000
REPLACE E2202 INFRARED ASPHALT HEATER					20,000
Asphalt Roller E1601					20,000
TOTAL MACHINERY AND EQUIPMENT	298,000	290,000	80,000	330,000	90,000



Fleet Vehicle Purchases

2027-2031 Capital Project Budget Plan					
Fleet - 661					
	2027	2028	2029	2030	2031
AMBULANCE REPLACE AF2017	450,000				
D1803 RAM 3500 UTILITY	100,000				
REPL D1935 RAM 3500 Utility	100,000				
REPLACE AP 2164 DURANGO	47,000				
REPLACE AP 2165 DURANGO	47,000				
REPLACE AP 2167 DURANGO	47,000				
REPLACE AP 2268 CHARGER	47,000				
REPLACE AP 2203 RAM 1500 SSV (SIU)	47,000				
REPLACE AP2121 DURANGO (LT SHARED)	47,000				
D2101 VACTOR		700,000			
D1806 RAM 5500 DUMP		100,000			
D1807 RAM 5500 FLAT		100,000			
D1805 PROMASTER CITY		70,000			
REPLACE AP 2153 CHARGER		47,000			
REPLACE AP2163 CHARGER		47,000			
AF2016 RAM 1500		45,000			
AP2336 RAM SSV REPLACEMENT		45,000			
AP2371 DURANGO PURSUIT		45,000			
AP2372 DURANGO PURSUIT		45,000			
AP2374 DURANGO PURSUIT		45,000			
AF1512 FIRE ENGINE REPLACEMENT			1,500,000		
REPLACE AF2103 RESCUE			450,000		
REPLACE D1401 DUMP w/ WING			400,000		
D412 SEWER CAMERA			250,000		
REPL D410 Flatbed Tow			200,000		
REPLACE D2107 RAM 2500			62,000		
REPLACE AM1602 CHEROKEE			45,000		
REPLACE AP2475 DURANGO			45,000		
REPLACE AP2476 DURANGO			45,000		

Continued next slide



Fleet Vehicle Purchases

2027-2031 Capital Project Budget Plan					
Fleet - 661					
	2027	2028	2029	2030	2031
REPLACE AP2477 DURANGO			45,000		
REPLACE AP2478 DURANGO			45,000		
REPLACE AP2481 DURANGO			45,000		
REPLACE AF2328 DODGE DURANGO			42,000		
REPLACE AC2337 KIA SPORTAGE			40,000		
REPLACE D1518 DUMP w/WING				400,000	
REPLACE D1504 FORESTRY AERIAL				250,000	
REPLACE D1610 SIGN TRUCK				200,000	
REPLACE AM2301 COMM CTR PACIFICA				54,000	
REPLACE AP2389 RAM 1500SSV				45,000	
REPLACE FIRE RESCUE AF2327					475,000
REPLACE D1611 TANDEM PLOW W/WING					400,000
REPLACE D2434 RAM 3500 UTILITY					100,000
REPLACE AS2321 PROMASTER 2500 NEMT					90,000
REPLACE D2326 PROMASTER 3500-WATER MB					85,000
REPLACE AP2685 TAHOE PPV					65,000
REPLACE AP2684 TAHOE PPV					65,000
REPLACE D2311 RAM 2500 W/PLOW					62,000
REPLACE D2317 RAM 2500 W/PLOW					62,000
REPLACE D2322 RAM2500 W/PLOW					62,000
REPLACE AF2102 RAM 2500					50,000
REPLACE AF2329 FD COMMAND DURANGO					50,000
REPLACE AP2670 DURANGO PPV					50,000
REPLACE AP2522 DURANGO					50,000
REPLACE AP2269 RAM SSV					45,000
REPLACE AP2399 RAM SSV					45,000
REPLACE AR2313 RAM 1500 QUAD					45,000
REPLACE AP2316 RAM -DB					40,000
REPLACE AP2412 COMPASS-DB					40,000
TOTAL FLEET VEHICLES	932,000	1,289,000	3,214,000	949,000	1,881,000



CITY OF AUBURN HILLS CITY COUNCIL AGENDA

MEETING DATE: OCTOBER 5, 2026

AGENDA ITEM NO 4B

CITY COUNCIL



CITY OF AUBURN HILLS REGULAR CITY COUNCIL MEETING **DRAFT** MINUTES

SEPTEMBER 28, 2026

CALL TO ORDER & Mayor Hawkins at 7:00 PM.

PLEDGE OF ALLEGIANCE:

LOCATION: Council Chamber, 1827 N. Squirrel Road, Auburn Hills MI

ROLL CALL: Present: Council Members Ferguson, Fletcher, Hawkins, Knight, Marzolf, Moniz and Verbeke

Absent: None

Also Present: City Manager Tanghe, Assistant City Manager Skopek, City Attorney Kelly, City Clerk Pierce, Chief of Police Gagon, Fire Chief Robinson, Department of Public Works Director Baldante, Mgr of Fleet & Roads Hefner, Economic Development Mgr Carroll, Finance Director/Treasurer Schulz, Accountant Moss, Asst to the City Manager Hagge, Engineer Driesenga

8 Guests

A workshop session was held prior to the regular City Council meeting at 5:30 PM. Workshop Topic: Budget Workshop (1 of 2)

4. APPROVAL OF MINUTES

4a. City Council Regular Meeting Minutes, September 14, 2026

Moved by Knight, Seconded by Moniz.

RESOLVED: To approve the City Council Regular Meeting Minutes of September 14, 2026.

VOTE: Yes: Ferguson, Fletcher, Hawkins, Knight, Marzolf, Moniz, Verbeke

No: None

Resolution No. 26.09.133

Motion Carried (7 - 0)

5. APPOINTMENTS AND PRESENTATIONS

5a. Legislative Update, by State Rep. Brenda Carter

State Representative Carter provided a Legislative update. She also discussed the development of guardrails to AI, Data Centers and Flock Cameras and offered to come back to share more details about Medicare and Medicaid.

6. PUBLIC COMMENT

There was no public comment.

7. CONSENT AGENDA

Mr. Moniz requested Item 7d (Change order for additional pathway repairs) be removed from the Consent Agenda.

7a. Board and Commission Minutes

7a1. Downtown Development Authority, September 1, 2026

7a2. Election Commission, September 17, 2026

RESOLVED: To receive and file the Board and Commission Minutes.

7b. Motion – To amend the budget to increase revenues of the Major Street Fund and increase expenditures of the General Fund Street Improvement Department.

RESOLVED: To amend the Major Streets Fund revenue with an increase of \$300,000 and the General Fund's Street Improvement department appropriations with an increase of \$300,000.

7c. Motion – To amend appropriate Wage and Benefit lines within General Fund Departments and other Funds.

RESOLVED: To amend each General Fund department's 2026 wages and/or benefit lines increasing or decreasing appropriations as stated above. (Attachment A)

RESOLVED: To amend the Fieldstone Golf Fund increasing the 2026 Budget appropriations as stated above.

RESOLVED: To amend the Water/Sewer Fund increasing the 2026 Budget appropriations as stated above.

RESOLVED: To amend the Major Roads Fund decreasing the 2026 Budget appropriations as stated above.

RESOLVED: To amend the Local Roads Fund increasing the 2026 Budget appropriations and 2026 Budget revenue as stated above.

7e. Motion – To approve the 2026-2027 Winter Operations Agreement between the City of Auburn Hills and the Road Commission for Oakland County.

RESOLVED: To approve the 2026-2027 Winter Operations Agreement between the City of Auburn Hills and the Road Commission for Oakland County. Services to be reimbursed from the Road Commission for Oakland County to the City of Auburn Hills in the amount of \$53,779.79.

Moved by Verbeke, Seconded by Ferguson.

RESOLVED: To approve the Consent Agenda.

VOTE: Yes: Ferguson, Fletcher, Hawkins, Knight, Marzolf, Moniz, Verbeke

No: None

Resolution No. 26.09.134

Motion Carried (7 - 0)

7d. Motion – To approve a change order for additional pathway repairs.

Mr. Moniz requested this item be removed to discuss the process of how the repairs are determined. Mr. Baldante explained that a plan is followed, and this specific change order is for repairs to the current pathways and not new pathways.

Moved by Moniz, Seconded by Ferguson.

RESOLVED: To approve a change order for \$135,000 to Alpha Paving LLC for additional pathway repairs throughout the city.

VOTE: Yes: Ferguson, Fletcher, Hawkins, Knight, Marzolf, Moniz, Verbeke

No: None

Resolution No. 26.09.135

Motion Carried (7 - 0)

8. UNFINISHED BUSINESS

9. NEW BUSINESS

9a. Public Hearing/Motion – To approve Amendment No. 1 for the Bill Saad Properties, LLC Redevelopment of four parcels at Joslyn and Pacific Roads.

Ms. Carroll presented the Brownfield Plan Amendment for Bill Saad Properties LLC covering approximately 4.67 acres located at Joslyn and Pacific Roads. The projected amendment will provide greater flexibility to address the properties environmental and redevelopment needs.

City Council shared their concerns about the reimbursement of this development, the amount of dirt being brought in and questioned the intended use for the four parcels.

It was clarified that the Brownfield Authority has similar reimbursement accounts as TIFA so the developer will spend the money upfront and the city will reimburse them on the tax capture of the project.

The dirt being brought in is creating a disturbance to the house located near the development and the developer stated they will make sure to power wash the house once the land is settled.

The four parcels will at some point be combined into one parcel with the intent of a gas station being built, with plans to begin the building portion in the Spring/Summer of 2027.

Teresa Bruce of Premier Construction & Design stated that there are problematic issues at this location but they are ready to address the issues as they are presented to see the project completed.

Ms. Verbeke stated that she is not in favor of this project and that it is in the wrong location. However, every time she has had an issue with the process, Ms. Bruce has corrected the problem, and she is grateful for that.

Mayor Hawkins opened the Public Hearing at 7:33 PM.

Hearing no public comment, the Mayor closed the Public Hearing at 7:34 PM.

Mr. Knight shared that this is a tough project with pitfalls, however, the Brownfield Redevelopment Authority knows that City Council wanted this project completed and they are seeing this request through to the end.

Moved by Fletcher, Seconded by Ferguson.

RESOLVED: To approve Amendment No. 1 for the Bill Saad Properties, LLC Redevelopment of four parcels at Joslyn and Pacific Roads, including Parcels 02-14-04-451-023, 02-14-04-451-024, 02-14-04-451-025, and 02-14-04-451-026.

VOTE: Yes: Ferguson, Fletcher, Hawkins, Knight, Marzolf, Moniz

No: Verbeke

Resolution No. 26.09.136

Motion Carried (6 - 1)

9b. Motion – To approve the First Reading of an Ordinance to amend dollar and percent thresholds referenced in the Purchasing Ordinance of the Auburn Hills City Code to state such thresholds will be adopted by Resolution of the Council and to set for Public Hearing and Second Reading/Adoption at the meeting of October 5, 2026.

Ms. Schulz presented the proposed ordinance amendment for the dollar and percent thresholds as the last change was made in 2007. She shared that since that time there has been an increase of 61% in CPI so to increase the dollar limit is necessary as it will increase improved administrative efficiency yet still ensure proper established reviews for approvals on larger more costly projects.

It is proposed to also set the purchasing threshold by resolution which will allow City Council to update thresholds in the future on an as-needed basis without undertaking the process for a formal Ordinance Amendment. The current proposed changes align with surrounding communities.

It was noted that anything purchased or projects with a larger dollar significance, roads and water, will still follow the formal bid process.

Moved by Marzolf, Seconded by Ferguson.

RESOLVED: To approve the First Reading of an Ordinance to amend dollar and percent thresholds referenced in Sec. 2-197 (e) and (f), Sec 2-202, Section 2-207(a), Sec. 2-208 (c), Sec. 2-211(a) and (b)- Purchasing Ordinance of the Auburn Hills City Code to state such thresholds will be adopted by Resolution of the Council and Set for Public Hearing and Second Reading/Adoption at the Meeting of October 5, 2026.

VOTE: Yes: Ferguson, Fletcher, Hawkins, Knight, Marzolf, Moniz, Verbeke

No: None

Resolution No. 26.09.137

Motion Carried (7 - 0)

10. COMMENTS AND MOTIONS FROM COUNCIL

Mr. Knight stated that the collaboration and the presenting of the budget during the workshop was well done.

Mr. Moniz shared that Sips and Sounds was well attended. He expressed appreciation of the efforts of Ms. Carroll to provide successful events for the City. He asked Chief Gagnon how the purchase of the K-9 effort was coming along. Chief Gagnon shared that more information will be coming mid-November.

Dr. Fletcher questioned if contractors that place flags in the yards receive permission from the City to do work. Mr. Baldante shared that through the Metro Act permitting process, there is an agreement in place to work in the Right-Of-Way and not private properties. DPW asked the contractors to communicate with the residents if they are working in their area.

Mr. Ferguson thanked Friends of the Clinton River Trail and the Fall Classic Bicycle ride.

Mr. Marzolf complimented the leadership at OCC on the new signage located on the tower and the entrance signs as it brings awareness to the college.

Mayor Hawkins commented on the great line up of talent during the Summer concerts at the amphitheater. He also commented that October kicks off a lot of great activities in the city and encouraged people to attend them. He thanked Representative Carter for the update.

11. CITY ATTORNEY REPORT

12. CITY MANAGER REPORT

Mr. Tanghe placed emphasis on the October 9th Beer and Brats event taking place in the Public Square.

13. ADJOURNMENT

Moved by Ferguson, Seconded by Verbeke.

RESOLVED: To adjourn the meeting.

VOTE: Yes: Ferguson, Fletcher, Hawkins, Knight, Marzolf, Moniz, Verbeke

No: None

Resolution No. 26.09.138

Motion Carried (7 - 0)

The meeting adjourned at 7:53 PM.

Eugene Hawkins III, Mayor

Laura M. Pierce, City Clerk

ATTACHMENT A

Department	Net appropriations increase (decrease)	Primary Reason
172 - City Manager	22,915.00	Full time wage adjustments
253 - Treasurer/Finance	(30,000.00)	Hired lower-grade position
270 - Human Resources	(6,000.00)	Part time wage adjustments
441 - DPW Management	26,000.00	Full time wage adjustments
265 - Facilities	(5,500.00)	Overtime reduction
266 - Grounds	36,530.00	Part time wage adjustments
371 - Building Services	(64,295.00)	Retirement/Unfilled positions
301 - Police Patrol	(103,000.00)	Unfilled positions
305 - Police Administration	163,716.00	Part time wages & benefits
336 - Fire Administration	(70,000.00)	Unfilled Assistant Chief
339 - Fire Suppression	(75,500.00)	Overtime reduction
341 - Fire Prevention	20,500.00	Retirement payout
426 - Emergency Management	27,400.00	Water main break
651 - EMS	(192,000.00)	Overtime reduction
685 - Senior Citizens	(5,000.00)	Unfilled position
686 - SMART Grant	1,550.00	Part time 457 eligibility
703 - Community Development	2,000.00	Full time wage adjustment
755 - Recreation	3,000.00	Medical plan changes
770 - Parks	(36,500.00)	Part time unfilled positions
446 - Street Improvement	91,268.00	Transfer to match Roads
261 - General Administration	(191,866.00)	Reduce held wage reserves
Total General Fund	(384,782.00)	
202 - Major Roads Fund	(15,000.00)	Staffing adjustments
203 - Local Roads Fund	91,268.00	OT, pension contribution
	91,268.00 (revenue)	Transfer from General Fund
753- Golf Fund	101,192.00	Part time wage increases
592 - Water/Sewer Fund		
535 - Sewer	26,500.00	Staffing adjustments
536 - Water	(8,612.00)	Staffing adjustments
Total Water/Sewer Fund	17,888.00	



CITY OF AUBURN HILLS CITY COUNCIL AGENDA

MEETING DATE: OCTOBER 5, 2026

AGENDA ITEM NO 7A1

ELECTION COMMISSION



ELECTION COMMISSION MEETING

September 29, 2026, 5:30 PM

City Hall, Council Chamber

1827 N. Squirrel Road, Auburn Hills MI 48326

DRAFT MINUTES

1. CALL TO ORDER

Ms. Pierce called the meeting to order at 5:36 PM.

2. ROLL CALL

Present: Tamara Walker
Laura Pierce
Rolanda Peet (arrived at 5:45 PM)
Absent: None

3. APPROVAL OF THE MINUTES

3a. Minutes of September 17, 2026

MOTION by Walker, seconded by Pierce.

RESOLVED: To approve the minutes of September 17, 2026 as presented.

VOTE: Yes: All

No: None

MOTION CARRIED (2 - 0)

4. NEW BUSINESS

4a. Review List of Election Inspectors

MOTION by Pierce, seconded by Walker.

RESOLVED: To approve the list of election inspectors, chairpersons, absentee voter counting board inspectors, early voting inspectors, early voting receiving board members and regular receiving board members for the November 3, 2026 General Election pursuant to MCL 168.674(1) and to authorize the City Clerk to make revisions as needed.

VOTE: Yes: All

No: None

MOTION CARRIED (2 - 0)

4b. Public Accuracy Test

MOTION by Pierce, seconded by Walker.

RESOLVED: To designate Deputy Clerk Kristine Klassen to assist with the testing of the election

equipment at the Public Accuracy Test tonight.

VOTE: Yes: All

No: None

MOTION CARRIED (2 - 0)

Ms. Peet arrived at 5:45 PM.

The Election Commission conducted the Public Accuracy Test on Precinct Tabulator 1 and AV2 (Pct 2), Early Voting Tabulator EV 1 (Pct 7), Voter Assist Terminal 3/4 (Pct 3), and the Ballot On Demand 2 in accordance with Michigan Election Law.

5. PUBLIC COMMENT

Members of the public inquired about the election process.

6. ADJOURNMENT

The meeting was adjourned at 7:35 PM.



CITY OF AUBURN HILLS

CITY COUNCIL AGENDA

MEETING DATE: OCTOBER 5, 2026

AGENDA ITEM NO 7B

CITY CLERK'S OFFICE

To: Mayor and City Council
From: Thomas A. Tanghe, City Manager; Laura M. Pierce, City Clerk
Submitted: September 24, 2026
Subject: Motion – To approve the 2027 City Council Meeting Schedule.

INTRODUCTION AND HISTORY

Every year, City Council approves the annual meeting schedule. The meetings are held on the first and third Monday of the month, except when there is a conflict with a holiday or an election, in which case the meetings are held on the second and fourth Monday.

Section 4.14 of the City Charter requires City Council to meet twice each month. Only one regular meeting is scheduled in December due to the holidays. Per standard practice, a workshop will be held prior to the December meeting which will count as the second meeting for that month.

Attached is the proposed calendar for 2027. Please note that the meetings have been moved to the second and fourth Monday in the following months:

- January Due to the Martin Luther King Jr Holiday
- July Due to the Independence Day Holiday
- September Due to the Labor Day Holiday
- November Due to the City Election

City Council Members can amend any dates they wish, either now or during the year.

STAFF RECOMMENDATION

To approve the 2027 City Council Meeting Schedule as presented.

MOTION

Move to approve the 2027 City Council Meeting Schedule.

I CONCUR:

THOMAS A. TANGHE, CITY MANAGER

2027 Calendar - US

Full-year calendar designed for printing on 1 page.

Courtesy of [WinCalendar.com](https://www.wincalendar.com)

WinCalendar January 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

WinCalendar February 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28						

WinCalendar March 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

WinCalendar April 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

WinCalendar May 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

WinCalendar June 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

WinCalendar July 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

WinCalendar August 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

WinCalendar September 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

WinCalendar October 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

WinCalendar November 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

WinCalendar December 2027						
Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Date	Holiday
Jan 1	New Year's Day
Jan 18	Martin Luther King Jr.
Feb 15	Presidents Day
Mar 28	Easter
May 31	Memorial Day
Jun 19	Juneteenth
Jul 4	Indep. Day
Sep 6	Labor Day
Oct 11	Columbus Day
Nov 11	Veterans Day
Nov 25	Thanksgiving Day
Dec 25	Christmas

	City Council Meetings
	City Hall Closed

	Election Day
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For online version of this Calendar see:

<https://www.wincalendar.com/2027-Holiday-Calendar>



CITY OF AUBURN HILLS

CITY COUNCIL AGENDA

MEETING DATE: OCTOBER 5, 2026

AGENDA ITEM NO 7C

DEPARTMENT OF PUBLIC WORKS

To: Mayor and City Council
From: Thomas A. Tanghe, City Manager; Jason Hefner, Manager of Fleet & Roads
Submitted: September 29, 2026
Subject: Motion – Amend the 2026 Fleet Vehicle Budget

INTRODUCTION AND HISTORY

On June 2, 2025, City Council approved the purchase of a 2026 Wheeled Coach Ambulance. This purchase was budgeted in 2025, and a purchase order should have been created and subsequently rolled to the 2026 budget year for this purchase. However, a purchase order was not created at that time and the rescue arrived on Tuesday, September 29th. Included in exhibit 1 is the City Council Agenda item 7B from the June 2nd Meeting.

STAFF RECOMMENDATION

Staff Recommend amending the Fleet Vehicle budget (661-594-981.000) in the amount of \$425,289.00 to cover the purchase of the approved ambulance from Emergency Vehicles Plus.

MOTION

Move to amend the Fleet Vehicle budget in the amount of \$425,289.00 to cover the purchase cost of the approved ambulance from Emergency Vehicles Plus.

EXHIBITS

Exhibit 1 – June 2, 2025 item 7B

I CONCUR:

THOMAS A. TANGHE, CITY MANAGER



CITY OF AUBURN HILLS CITY COUNCIL AGENDA

MEETING DATE: JUNE 2, 2025

AGENDA ITEM NO 7B

FIRE DEPARTMENT

To: Mayor and City Council
From: Thomas A. Tanghe, City Manager; Adam Massingill, Fire Chief; Owen Milks, Administrative Officer
Submitted: May 28, 2025
Subject: Motion – To Approve the Purchase of a 2026 Wheeled Coach Ambulance

INTRODUCTION AND HISTORY

The Auburn Hills Fire Department respectfully requests approval to purchase a new ambulance to support the continued delivery of high-quality Emergency Medical Services (EMS) to our community. This request aligns with the City's established fleet replacement schedule, developed collaboratively by the Department of Public Works (DPW) and the Fire Department.

The ambulance to be replaced is a 2015 Chevrolet unit with approximately 130,000 miles. This vehicle will be retired from active service. The department currently operates three (3) frontline ambulances and one (1) reserve ambulance. The most recent replacements occurred in 2020, 2021, and 2023, with the two oldest vehicles now approaching 80,000 miles and the ambulance purchased in 2023 near 40,000 miles. The proposed ambulance will enter frontline service, and the Fire Department will work with the Fleet Division of the Department of Public works to determine which ambulance within our fleet should transition to reserve status. Mileage, current condition, and maintenance history are some of the factors that will go into making the reserve ambulance decision.

Since the introduction of EMS services in 2014, the department has responded to more than 30,000 medical emergencies. Maintaining a reliable and standardized fleet is essential for meeting growing service demands. This purchase will be made through the Sourcwell Government Cooperative Purchasing Program, which the City has successfully used in prior vehicle and equipment acquisitions. Sourcwell streamlines procurement by satisfying competitive bidding requirements and offering pre-negotiated contracts with reputable vendors.

The selected vendor is Emergency Vehicles Plus (EVP), a Michigan-based dealership and sales representative for Wheeled Coach Industries, Inc. The total cost of the proposed ambulance is \$425,289.00, with specifications identical to the last three ambulances purchased. This ensures operational consistency and simplifies maintenance and training across the fleet.

Detail	Emergency Vehicles Plus Wheeled Coach
Proposed Cost	\$425,289.00
Delivery	300-350 days from receipt of order
Chassis Truck	2026/27 Ford F-350 – 3 years/ 36000 miles
Diesel Engine	5 years / 100,000 miles
Powertrain	5 years / 60,000 miles
Conversion	1 year
Paint	5 years
Electrical	10 years

In addition to the ambulance purchase, the Fire Department requests approval of \$3,375.00 for the application of department-specific graphics. This work will be performed by Majik Graphics of Clinton Township, a trusted vendor used consistently by both the Fire and Police Departments. Majik Graphics has demonstrated high quality and cost-effectiveness in previous projects.

Wheeled Coach Industries, Inc. operates a 311,000 sq. ft. ISO 9001:2015-certified facility in Orlando, Florida. The company produced over 1,000 units in the past year and maintains membership with the Ambulance Manufacturers' Division (AMD) of the National Truck Equipment Association (NTEA).

Emergency Vehicles Plus (EVP) is a full-service emergency vehicle dealership with a strong track record of service and support. The Fire Department has previously purchased ambulances and fire apparatus through EVP, with consistently positive experiences.

The Public Safety Advisory Committee supported the purchase of a Wheeled Coach Ambulance from Emergency Vehicles Plus in the amount of \$425,289 and graphics work performed by Majik Graphics in the amount of \$3,375.00 for a total cost not to exceed \$428,664.00 at a meeting held on May 27, 2025.

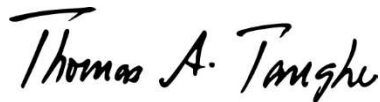
STAFF RECOMMENDATION

Approve the purchase of a Wheeled Coach Ambulance from Emergency Vehicles Plus in the amount of \$425,289.00 and graphics work performed by Majik Graphics in the amount of \$3,375.00.

MOTION

Move to approve the purchase of one (1) Wheeled Coach ambulance from Emergency Vehicles Plus in the amount of \$425,289.00, and associated decal and graphic work by Majik Graphics in the amount of \$3,375.00, for a total amount not to exceed \$428,664.00, to be paid from the Fleet Division of the Department of Public Works, GL #661-594-981.000.

I CONCUR:



THOMAS A. TANGHE, CITY MANAGER

**Solicitation Number: RFP #122123****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and REV Group, Inc., 245 S. Executive Dr., Suite 100, Brookfield, WI 53005 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Ambulance and Emergency Medical Service Vehicles from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.

EXPIRATION DATE AND EXTENSION. This Contract expires February 28, 2028, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

B. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. **SALES TAX.** Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. **HOT LIST PRICING.** At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;

- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. ORDERS AND PAYMENT. To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized

subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM. Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. SPECIALIZED SERVICE REQUIREMENTS. In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. TERMINATION OF ORDERS. Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. GOVERNING LAW AND VENUE. The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. PRIMARY ACCOUNT REPRESENTATIVE. Supplier will assign an Account Representative to Sourcewell for this Contract and must provide prompt notice to Sourcewell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcewell and Participating Entity inquiries; and
- Business reviews to Sourcewell and Participating Entities, if applicable.

B. BUSINESS REVIEWS. Supplier must perform a minimum of one business review with Sourcewell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. CONTRACT SALES ACTIVITY REPORT. Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcewell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcewell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted

price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. **AUDIT.** Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. **ASSIGNMENT.** Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. **AMENDMENTS.** Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. **WAIVER.** Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. **CONTRACT COMPLETE.** This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. **RELATIONSHIP OF THE PARTIES.** The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. INDEMNITY AND HOLD HARMLESS

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

12. GOVERNMENT DATA PRACTICES

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:

- a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.

- b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.
- 2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.
- 3. *Use; Quality Control.*
 - a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
 - b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.
- 4. *Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. **ENDORSEMENT.** The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

14. GOVERNING LAW, JURISDICTION, AND VENUE

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

16. SEVERABILITY

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

17. PERFORMANCE, DEFAULT, AND REMEDIES

A. **PERFORMANCE.** During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. **DEFAULT AND REMEDIES.** Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for products liability-completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms

no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance*. During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Network Security and Privacy Liability Insurance*. During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE. Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is

primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

19. COMPLIANCE

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED** (40 U.S.C. § 3141-3148). When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared

ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in

guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

22. CANCELLATION

Sourcwell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcwell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

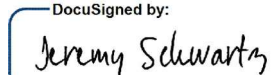
REV Group, Inc.

Sourcwell

DocuSigned by:

By: 20CB9FBE23E84E5...
Scott Barnes
Title: Vice President of Sales REV Ambulance
Group Inc.

Date: 3/2/2024 | 1:32 PM CST

DocuSigned by:

By: C0FD2A139D06489...
Jeremy Schwartz
Title: Chief Procurement Officer

Date: 3/3/2024 | 6:16 PM CST

RFP 122123 - Ambulance and Emergency Medical Service Vehicles

Vendor Details

Company Name: REV Group Inc.

Does your company conduct business under any other name? If yes, please state: REV Ambulance Group-Division-AEV-Wheeled Coach-Horton-Road Rescue-Leader-REV Remount Centers

Address: 245 S. Executive Dr. Ste 100
Brookfield, WI 53005

Contact: Holly Russell

Email: holly.russell@roadrescue.com

Phone: 407-754-7181

Fax: 407-754-7181

HST#: 26-301345

Submission Details

Created On: Tuesday December 19, 2023 11:12:38

Submitted On: Wednesday December 20, 2023 16:50:40

Submitted By: Holly Russell

Email: holly.russell@roadrescue.com

Transaction #: b44e8ba2-898d-4d84-b6e7-4c68d9da1177

Submitter's IP Address: 136.53.136.77

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	REV Group, Inc. (REV Ambulance Group Division) Tax ID# 26-301345 DUNS# 96-194-1494 NYSE: REVG
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	REV Group, Inc. REV Ambulance Group Division includes the following with this proposal. REV Ambulance Group Orlando, Inc.- Tax ID# 59-2309315 Road Rescue Emergency Vehicles Wheeled Coach Halcore, Inc.-Tax ID# 35-2018529 Horton Emergency Vehicles American Emergency Vehicles Leader Emergency Vehicles REV Ambulance Group Remount Centers
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	REV Ambulance Group Orlando, Inc. dba Road Rescue Emergency Vehicles dba Wheeled Coach Ambulance Halcore Group, Inc. dba Horton Emergency Vehicles, dba American Emergency Vehicles and dba REV Ambulance Remount Centers
4	Provide your CAGE code or Unique Entity Identifier (SAM):	REV Group Inc CAGE 7A3A4 Unique Entity ID JWL4MHDN6JS6 AIP LLC CAGE 7FQ94 REV Ambulance Group Orlando, Inc. CAGE/NCAGE 5X824 Unique Entity ID D5Q9M1N26P89 Road Rescue Emergency Vehicles Wheeled Coach Halcore Group, Inc CAGE Code 3JKM1 Unique Entity ID XUZPFKZXX518 American Emergency Vehicles (AEV) Horton Ambulance Leader Emergency Vehicles REV Ambulance Remount Centers
5	Proposer Physical Address:	REV Group, Inc.-245 S. Executive Dr., Suite 100, Brookfield, WI 53005 American Emergency Vehicles (AEV)-101 AEV Lane, Jefferson, NC 28640 Horton Emergency Vehicles (Horton)-3800 McDowell Rd, Gove City, OH 43123 Road Rescue Emergency Vehicles (Road Rescue)-2737 N. Forsyth Rd, Winter Park, FL 32792 Wheeled Coach Ambulance (Wheeled Coach)-2737 N. Forsyth Rd, Winter Park, FL 32792 Leader Emergency Vehicles 10941 Weaver Ave, South El Monte, CA 91733 REV Ambulance Remount Centers Grove City-3563 Southpark Place, Grove City, OH 43123 Jefferson-150 Northwest Drive, Jefferson, NC 28640

6	Proposer website address (or addresses):	REV Group, Inc. www.REVGROUP.com American Emergency Vehicles www.AEV.com Horton Emergency Vehicles www.HortonAmbulance.com Road Rescue Emergency Vehicles www.RoadRescue.com Wheeled Coach Ambulance www.WheeledCoach.com Leader Emergency Vehicles www.LeaderAmbulance.com REV Ambulance Remount Centers www.revambulanceremountcenters.com	*
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	Proposed Authorized Representative: Scott Barnes, Vice President of Sales, REV Ambulance Group, Inc. 2737 N. Forsyth Road, Winter Park, FL 32792 T. 321.441.8025 F. 866.427.8014 M. 407.462.6226 Scott.Barnes@revgroup.com	*
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Proposed Primary Contact: Holly Russell, Manager of Sales, Road Rescue Emergency Vehicles 2737 N. Forsyth Road, Winter Park, FL 32792 M. 407.754.7181 Holly.Russell@revgroup.com	*

9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Proposer's other contacts: American Emergency Vehicles (AEV): Randy Barr, Director of Sales 101 AEV Lane, Jefferson, NC 28640 Randy.Barr@AEV.com M. 336-846-8080 Jennifer Hurley, Coordinator of Sales 101 AEV Lane, Jefferson, NC 28640 jennifer.barker@revgroup.com M. 336-846-8173 Horton Emergency Vehicles (Horton) Dave Marshall, Director of Sales 3800 McDowell Rd, Gove City, OH 43123 Dave.Marsahl@HortonAmbulance.com M. 574.903.8673 Jason Cavallo, Manager of Sales 3800 McDowell Rd, Grove City, OH 43123 Jason.Cavallo@HortonAmbulance.com 614-563-4227 Leader Emergency Vehicles (Leader) Geoff Maze, Manager of Sales geoff.maze@leader-ambulance.com 626-377-2931 Irina Hot, General Manager Irina.Hot@RevGroup.com 786-877-0038 Road Rescue Emergency Vehicles (Road Rescue) Mark Schwartzbauer, Director of Sales 2737 N. Forsyth Road, Winter Park, FL 32792 Holly Russell, Manager of Sales 2737 N. Forsyth Road, Winter Park, FL 32792 Holly.Russell@revgroup.com M. 407.754.7181 Wheelled Coach Ambulance (Wheelled Coach): Abel Del Rio, Director of Sales 2737 N. Forsyth Road, Winter Park, FL 32792, Abel.delrio@revgroup.com M. 407-341-1452 Greg DeForge, Manager of Sales 2737 N. Forsyth Road, Winter Park, FL 32792 Gregory.DeForge@revgroup.com M.689.444.1738 REV Ambulance Remount Centers Dave Howard, Remount Specialist Grove City-3563 Southpark Place, Grove City, OH 43123 DHoward@REVgroup.com M (614) 305-2323 Jennifer Hurley, Coordinator of Sales Jefferson-150 Northwest Drive, Jefferson, NC 28640 jennifer.barker@revgroup.com M. 336-846-8173
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Table 2: Company Information and Financial Strength

Line Item	Question	Response *
10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	REV Group® manufactures specialty vehicles, including buses, fire trucks, ambulances, and recreational vehicles. Its history, values, and business philosophy have been shaped by various acquisitions and a commitment to producing reliable specialty vehicles for multiple industries.

REV Group® companies are leading designers and manufacturers of specialty vehicles and related aftermarket parts and services. Our companies serve a diversified customer base, primarily in the United States, through three segments: Fire & Emergency, Commercial, and Recreation. They provide customized vehicle solutions for applications, including essential needs for public services (ambulances, fire apparatus, school buses, and transit buses), commercial infrastructure (terminal trucks and industrial sweepers) and consumer leisure (recreational vehicles). REV's diverse portfolio is made up of well-established principal vehicle brands, including many of the most recognizable names within their industry. Several of our brands pioneered their specialty vehicle product categories and date back more than 50 years. REV Group® trades on the NYSE under the symbol REVG.

History:

The REV Group's history began when American Industrial Partners (AIP) established the company in 2010 by combining four well-established specialty vehicle brands. Over the next several years, REV Group® expanded its portfolio by acquiring various established brands in the specialty vehicle industry, allowing the company to increase its footprint and diversify its product offerings.

Company Values:

Safety:

Safety is paramount for REV Group®, given the nature of the vehicles it manufactures. The company is dedicated to ensuring the reliability and safety of its vehicles, whether they are ambulances, fire trucks, or other specialty vehicles, as they are used in critical and often life-saving situations.

Quality:

Quality is another core value of the REV Group®. The company aims to maintain high standards in manufacturing, ensuring its vehicles meet the expectations and needs of its diverse customer base.

Innovation:

The REV Group® also emphasizes innovation as a way to stay competitive and meet the evolving needs of its customers. The company invests in research and development to introduce new and improved vehicle designs and features.

Customer Focus:

The company is committed to understanding and fulfilling the needs of its customers. Providing reliable and efficient customer service and support is a priority, ensuring customers have the vehicles they need when they need them.

Business Philosophy:

REV Group's business philosophy is grounded in these core values, and it emphasizes the importance of collaboration internally among its various brands and externally with its customers. By working together and prioritizing safety, quality, innovation, and customer service, REV Group® aims to continue its success in the specialty vehicle industry.

Industry Longevity:

REV Group's longevity in the industry is attributed to its robust portfolio of established brands, many of which have histories dating back decades. The company's strategy of acquiring and integrating successful specialty vehicle manufacturers has allowed it to benefit from the experience and expertise of these brands, contributing to its longevity and success in the industry. Below is information related to each of the ambulance manufacturing brands under the umbrella of REV Group's division of ambulance REV Ambulance Group.

AEV

The History of AEV

In 1991, a vision was born out of a profound commitment to uphold the greatest standards of American craftsmanship in ambulance manufacturing. Recognizing the gravity of our role in saving lives, we are deeply dedicated to the responsibility we shoulder. This unwavering dedication has led AEV to its esteemed position as America's top-selling ambulance brand.

Hailing from North Carolina, a region celebrated for its exemplary furniture craftsmanship, AEV ambulances are sculpted by artisans whose skills have been honed over decades. With some boasting a craft legacy spanning 30 years, their unparalleled attention to minutiae and fervor ensures each AEV ambulance stands as a paragon of quality and worth. This spirit of camaraderie and warmth from our team endures well beyond the initial purchase.

The immaculate ambiance of our factory mirrors the pride and precision that goes into each ambulance. Our relentless pursuit of perfection, combined with an ingrained emphasis on safety, is evident not just in every product but also in every

craftsman's touch. At AEV, we don't just manufacture ambulances; we carry forward a legacy of unparalleled excellence.

Horton

The History of Horton

Established in 1968, Horton Emergency Vehicles stands as one of the longest-standing and most esteemed emergency medical vehicle brands. Horton has been at the forefront of numerous advancements that are now considered industry standards in the ambulance world. Among their pioneering achievements are the inception of the van-style ambulance, the creation of the first entirely aluminum modular body vehicle, the integration of hospital-grade electrically managed oxygen systems, user-friendly rear step lifts, solid-state digital electrical infrastructures, aluminum modular storage cabinets, power door lock mechanisms for patient doors, automated electrical load control systems, and the ambulance sector's inaugural rollover airbag mechanism for patient zones.

Horton is the pioneer in dynamic crash testing for its vehicles, a practice it adopted in 1972, well before it became a regulatory requirement. Utilizing instrumented mannequins, Horton's dedication to R&D has led to a multitude of safety innovations throughout the decades.

Guided by our mission to "Craft the world's premier custom ambulances," we pride ourselves on unparalleled customization options, a fully wood-free construction, standard rollover airbag safety in patient zones, a default multiplexed electrical configuration, universally integrated 4-point retractable seatbelts, multi-density-foam-protection-at-potential-head-impact-sites-, and sites, and a myriad of features that set us apart from the competition.

However, our unwavering commitment has been to safety amid our myriad of features. With half a century's worth of rigorous testing to underscore this dedication, Horton consistently produces superior-quality, technologically progressive, highly adaptable, and safe vehicles. Our enduring legacy is evident from our inception in 1968, with over 20,000 vehicles constructed and dispatched to date.

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However, our unwavering commitment has been to safety amid our myriad of features. With half a century's worth of rigorous testing to underscore this dedication, Horton consistently produces superior-quality vehicles that are technologically progressive, highly adaptable, and, above all, safe. Our enduring legacy is evident from our inception in 1968, with over 20,000 vehicles constructed and dispatched to date.

Leader Emergency Vehicles

The History of Leader

In 1974, Gary Hunter was working at a motor home manufacturer looking to expand its product line. Hunter's idea to build ambulances on cutaway truck chassis instead of the usual Cadillac station wagon chassis was met with skepticism. But his first efforts were so well received that the ambulance division was soon spun off. Gary Hunter and the other employees at the newly formed Leader Ambulance plant got to work. The first vehicles they produced were two 1975 Chevrolet G20 Type 2 ambulances with a revolutionary molded fiberglass design that wrapped around to a partial street-side wall.

Leader soon began building Type 3 modular ambulances in addition to van-chassis

ambulances. From gasoline shortages of the 1970s to the consolidation of the ambulance industry in the 1990s, we maintained a reputation for producing reliable vehicles built to last. In 2010, Leader became part of REV Group, a holding company comprised of over two dozen industry leading specialty vehicle manufacturers.

We have built our reputation on listening to the people who work in our ambulances day in and day out.

Each vehicle we make starts with a 3D CAD drawing customized to your specific needs.

production is then carefully scheduled to ensure your vehicle is ready by the promised date.

Components are cut to exacting tolerances using our industrial CNC high-speed router and our edge banding machine provides a long-lasting, highly durable finished edge.

At Leader we are constantly looking for new technologies to enhance the quality and durability of the product, like 3D printing, vacuum forming, decal and laser cutting.

Then the assembly process begins. We build our own wire harnesses to ensure an electrical system you can rely on, and even mix our own paint to avoid waste and make sure we match your colors perfectly.

Everything comes together in our state-of-the-art final assembly plant. We provide our personnel with only the best equipment and use lean manufacturing techniques to provide you with the best possible value.

Road Rescue

The History of Road Rescue

Leading the frontier of critical care transport, Road Rescue symbolizes America's unwavering commitment to saving lives. Operating seamlessly around the globe and clock, our ambulances consistently deliver patients safely and swiftly to necessary healthcare facilities. As a beacon of hope and assurance, our "vehicles for life" unite and safeguard lives in pivotal moments of need. Our emergency vehicles are "In Service for Life" sprawled across the United States, from Maryville, Washington to Winter Park, Florida, and the Tar Sands of Canada; our top-tier manufacturing facilities embody operational excellence, spanning over an impressive 311,000 square feet of space.

Profound Legacy of Road Rescue

Rooted in a robust history that dates back to 1976, Road Rescue Inc. was born out of Bill Huestis's unwavering commitment to creating ambulances that stand up to critical life-saving tasks. This enduring vision propelled the transformation from a modest warehouse in St. Paul, Minnesota, to a state-of-the-art 311,000 sq. ft. ISO-certified factory in Winter Park. Over 47 triumphant years, our ambulances, engineered with precision and excellence, have continuously shattered industry standards and exceeded the ordinary, offering unmatched durability and reliability.

Strategic Evolution

Navigating through eras and leadership, Road Rescue's relentless pursuit of innovation and quality has remained steadfast. Despite changes and relocations, today, located at the facilities of REV Ambulance Group Orlando Inc., we stand as a testament to the resilience and continual growth in ambulance manufacturing. This unwavering commitment amplifies our capability to ensure that your fleet remains perennially in service, fortified by pioneering innovations and features that revolutionize the rescue mission.

Core Values and Unyielding Commitment

For nearly half a century, our enduring values have fueled the creation of custom vehicles that define exceptional quality and safety. Each ambulance is a unique masterpiece, meticulously crafted by a dedicated team of skilled artisans in our Winter Park, FL factory, to deliver unmatched performance and timely delivery, consistently meeting the exigent demands of life-saving missions.

Comprehensive Business Philosophy

As a vital part of the expansive REV Group, we take pride in our extensive lineup of 30 specialty vehicle brands that contribute to diverse sectors, including emergency and recreational. With a formidable fleet of over 300,000 vehicles in active service, our integrated approach transcends mere manufacturing. Our robust business model harnesses our expansive scale to drive consistent growth and deliver high-quality, tailor-made products, ensuring shortened lead times and cost efficiency reinforcing our competitive edge in the market.

Unmatched Longevity and Service

Our illustrious legacy of manufacturing premier custom ambulances since 1976

underscores our unwavering commitment to elevating industry standards. Our comprehensive support framework, including a dedicated team and an extensive dealer network across the United States and Canada, reinforces our promise of unparalleled service and reliability. This enduring commitment solidifies our position as a trusted partner in the ambulance industry, echoing our unwavering pledge to life, safety, and unwavering service excellence.

In this rich tapestry of dedication, innovation, and service, Road Rescue stands as a beacon of reliability and excellence, reinforcing our unyielding commitment to supporting and enhancing life-saving missions worldwide, one custom ambulance at a time.

Wheeled Coach

History of Wheeled Coach

In the heart of downtown Orlando in 1975, Robert Collins Sr. envisioned a company that would revolutionize the emergency vehicle industry. With that vision, Wheeled Coach, Inc. was birthed. With only a team of five, they initially specialized in crafting Wheelchair Vans and Type II Ambulances. As the years progressed and the demand surged, 1980 saw them relocating to their present headquarters on North Forsyth Rd in Winter Park.

A pivotal moment arrived in 1983 when Wheeled Coach went public. By 1985, Collins Industries, a prominent name in Kansas bus and small ambulance production, acquired them. This acquisition briefly moved Wheeled Coach's operations to Kansas. However, by the early 1990s, all manufacturing operations returned to Orlando, marking a renewed emphasis on innovation, quality, and safety. The year 1993 was notable as the company began producing Type III ambulances.

Wheeled Coach's reputation in the EMS industry solidified in the early 2000s. A commitment to harnessing technology meant enhanced efficiency and consistency in production. The company was also setting new safety benchmarks, leveraging scientific data for better results. A landmark event in March 2010 saw Wheeled Coach testing their Type III ambulance using the Insurance Institute for Highway Safety Side Impact Crashworthiness Evaluation Protocol IV, which attested to the resilience of the Wheeled Coach design with only minor damages observed.

Incorporated within the REV Group family now, Wheeled Coach's commitment to pushing boundaries didn't wane. A 2017 independent test on modular body rollover further vouched for the robustness and safety of Wheeled Coach ambulances. 2020 celebrated 45 remarkable years, underscoring why they are deemed "Trusted by the Toughest."

Core Values

A lineage rooted in unyielding passion; Wheeled Coach ambulances are a testament to relentless performance even in the harshest conditions. They are crafted to mirror the indomitable spirit of the heroes who use them.

Longevity

For over four decades since 1975, Wheeled Coach has been synonymous with superior custom ambulances. Our vision is to amplify our footprint in the ambulance domain year after year. Our support extends beyond just products; our dedicated five-member team stands ready to assist customers with electrical schematics, engineering drawings, and more. Furthermore, our extensive dealer network, encompassing 19 dealers across the U.S., all come equipped with service facilities. Most even offer mobile services, ensuring our ambulances are always ready to serve.

REV Remount Centers

REV Ambulance Group, encompassing a diverse and prestigious portfolio of ambulance brands, including Horton, AEV, Wheeled Coach, Road Rescue, and Leader, stands at the forefront of innovation and quality in the emergency vehicle sector. Our extensive network of remount centers across the United States is a testament to our commitment to longevity, sustainability, and customer service.

At REV Ambulance Group, we understand that the lifecycle of an ambulance extends far beyond its initial purchase. That's why we've established a robust network of remount centers, strategically located to serve our diverse customer base effectively. These centers specialize in refurbishing and remounting ambulances, offering a cost-effective and environmentally friendly alternative to purchasing new vehicles.

Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, ensuring that each refurbished vehicle meets or exceeds original manufacturing specifications. Our skilled technicians, many of whom are direct employees of REV Ambulance Group, bring a wealth of experience and expertise to every project, whether it's a simple

refurbishment or a complex remount.

The remount process is not only an economical solution for budget-conscious departments but also an opportunity to upgrade and modernize existing fleets with the latest technology and equipment. This approach aligns with our commitment to sustainability, reducing waste and extending the useful life of each vehicle.

Moreover, the remount centers offer an extensive range of services, including custom modifications and upgrades, to ensure that each ambulance meets the specific needs of its users. Whether it's Horton's renowned durability, AEV's innovative design, Wheeled Coach's versatility, Road Rescue's custom solutions, or Leader's exceptional quality, each brand within REV Ambulance Group benefits from the shared knowledge and resources of our remount centers.

In summary, REV Ambulance Group's network of remount centers is a critical component of our comprehensive approach to serving the emergency vehicle market. By offering high-quality remount services, we provide our customers with cost-effective, sustainable solutions, while maintaining the integrity and reliability that our brands are known for.

Grove City

The REV Ambulance Remount Center in Grove City, Ohio spans over 60,000 sq feet and offers advanced service and remount capabilities.

Built-in 2021, the REV Ambulance Remount Center – Grove City offers OEM quality remount services for REV Ambulance brands. Additionally, the facility offers solutions for advanced body repair and service work. The REV Ambulance Remount Center supports dealers by offering a remount and service option for overflow work or by providing a solution to dealers who do not have these capabilities in-house. Over 35,000 square feet of the Grove City facility are exclusively committed to remount production. This modern facility has all the necessary equipment to unmount and remount bodies from old chassis and perform necessary repairs while maintaining the structural body warranty for REV-branded products. REV always follows the guidelines of the Ford Quality Vehicle Modifier (QVM) Program regardless of the brand of chassis. This ensures the same quality goes into each remounted ambulance as the original, new ambulance.

Apart from dedicated remount space, the REV Ambulance Remount Center – Grove City has 7,000 square feet of special project area. The space is designated to provide upfit services for command vehicles, fly cars, state vehicles, and other unique applications.

The Grove City facility also includes two state-of-the-art paint booths that cover 7,500 square feet. These paint booths are 40 feet long by 20 feet wide which allows Grove City to paint any emergency vehicle, including but not limited to: ambulances, single pumpers, and city trucks. Paint prep booths are equipped with new generation triple air filtration systems which improve the overall finish quality as well as provide enhanced protection of the environment. REV Remount Center – Grove City has installed the latest Graco plural component systems to ensure proper component mixing ratios for both primer and finishing coats. All paint booths have integrated electronically controlled baking cycles, capable of reaching 160 degrees Fahrenheit which reduces painting and curing time. REV Ambulance Remount Center – Grove City can help with the full remount and minor refurbishment needs based on each customer's requirements. The Grove City facility will quote your remount or service request based on your individual scope of work and current industry requirements, such as FMVSS, to ensure your vehicle is built to the latest federal safety requirements. Your remount will be performed by a trained remount team ensuring that all the work is performed to REV Remount standards.

Jefferson

The REV Ambulance Remount Center in Jefferson, North Carolina spans over 25,000 square feet and offers advanced remount services for the REV family of brands. The REV Ambulance Remount Center supports dealers by offering a remount option for overflow work and by providing a solution to dealers who do not have these capabilities in-house. This modern facility has all the necessary equipment to unmount and remount bodies from old chassis and perform necessary repairs while maintaining the structural body warranty for REV branded products. REV always follows the guidelines of the Ford Quality Vehicle Modifier (QVM) Program regardless of the brand of chassis. This ensures the same quality goes into each remounted ambulance as the original, new ambulance. The Jefferson facility offers optional body painting services utilizing its state-of-the-art paint booths. Prep booths are equipped with new generation triple air filtration systems which improve the overall finish quality as well as provide enhanced protection of the environment. Primers are applied using the latest advanced electrostatic technology.

		The latest Binks - plural component systems have been installed to ensure proper component mixing ratios for both primer and finishing coats. All paint booths have integrated electronically controlled baking cycles to reduce painting and cure time. REV Ambulance Remount Center – Jefferson specification writing team can help with any remount needs. The Jefferson facility will quote your remount starting with the base remount specifications and will build into the customer's individual scope of work. Each remount adheres to current industry requirements, such as FMVSS, to ensure your vehicle is built to the latest federal safety requirements. Your remount will be performed by a trained remount team ensuring that all the work is performed to REV Remount standards.	
11	What are your company's expectations in the event of an award?	If Sourcewell were to honor us with an award, it would undoubtedly serve as a powerful testament to the strength and excellence of REV Group and its subsidiary, REV Ambulance Group, along with all our renowned brands and remount centers. This recognition would resonate within our organization and across the entire Sourcewell community, showcasing our commitment to delivering top-notch products and services. The impact of receiving this contract would extend far beyond a mere acknowledgment of our reputation; it would open up a multitude of new opportunities. Firstly, it would elevate our profile among Sourcewell members, reaffirming our position as a trusted and dependable partner in the industry. This increased visibility would undoubtedly translate into a substantial boost in sales prospects for our brands, further solidifying our presence in the market. Furthermore, we anticipate tangible process enhancements for both our establishment and the broader Sourcewell membership. The Sourcewell award would serve as a catalyst for refining the procurement methodology, streamlining it to be more efficient, cost-effective, and user-friendly. Instead of grappling with the complexities and delays often associated with traditional acquisition processes, this award would pave the way for a smoother and more straightforward approach. It would eliminate the typical ambiguities and hurdles that can hinder equipment acquisitions, benefiting all parties involved. By being affiliated with Sourcewell through this prestigious award, we would forge a collaborative advantage that ensures Sourcewell, REV Group, REV Ambulance Group, our various brands, and our extensive network of remount centers all reap the rewards of this synergistic relationship. This partnership would enhance our collective capabilities and facilitate a more seamless and efficient experience for all Sourcewell members, fostering a win-win scenario that transcends the contract itself.	*

12	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.	December 13, 2023 NEWS RELEASE FOR IMMEDIATE RELEASE REV GROUP, INC. REPORTS STRONG FISCAL 2023 FOURTH QUARTER AND FULL YEAR RESULTS PROVIDES FISCAL 2024 FULL YEAR GUIDANCE • Fourth quarter and full year net sales of \$693.3 million and \$2,638.0 million, respectively • Fourth quarter and full year net income of \$29.7 million and \$45.3 million, respectively • Fourth quarter and full year Adjusted EBITDA1 of \$54.0 million and \$156.6 million, respectively • Fourth quarter and full year Adjusted Net Income1 of \$31.7 million and \$80.5 million, respectively • Full year cash provided by operating activities of \$126.5 million; end of year Net Debt2 of \$128.7 million Brookfield, Wis.-(BUSINESS WIRE) – REV Group, Inc. (NYSE: REVG) today reported results for the three months ended October 31, 2023 (“fourth quarter 2023”). Consolidated net sales in the fourth quarter 2023 were \$693.3 million, representing an increase of 11.2 percent compared to \$623.6 million for the three months ended October 31, 2022 (“fourth quarter 2022”). The increase in consolidated net sales was primarily due to an increase in net sales in the Fire & Emergency (“F&E”) and Commercial segments, partially offset by a decrease in net sales in the Recreation segment. Consolidated net sales were \$2,638.0 million for the twelve months ended October 31, 2023 (“full year 2023”), which was an increase of 13.1 percent over the twelve months ended October 31, 2022 (“full year 2022”). The company’s fourth quarter 2023 net income was \$29.7 million, or \$0.50 per diluted share, compared to net income of \$8.7 million, or \$0.15 per diluted share, in the fourth quarter 2022. Adjusted Net Income for the fourth quarter 2023 was \$31.7 million, or \$0.53 per diluted share, compared to Adjusted Net Income of \$16.2 million, or \$0.28 per diluted share, in the fourth quarter 2022. Net income for the full year 2023 was \$45.3 million, or \$0.77 per diluted share, compared to net income of \$15.2 million, or \$0.25 per diluted share in full year 2022. Adjusted EBITDA in the fourth quarter 2023 was \$54.0 million, compared to \$33.5 million in the fourth quarter 2022. The increase in Adjusted EBITDA during the quarter was driven by increased contributions from the F&E and Commercial segments, partially offset by a decrease in the Recreation segment. Full year 2023 Adjusted EBITDA was \$156.6 million, compared to \$105.1 million in full year 2022. “We are pleased to deliver strong fourth quarter and full year results which are a testament to the progress of the operational initiatives we have put in place over the past few quarters, and the hard work of our dedicated employees,” REV Group Inc. President and CEO Mark Skonieczny said. “We exited our 2023 fiscal year with a strong balance sheet, solid municipal end markets, and a record Fire & Emergency backlog which we believe positions us well for fiscal 2024.” REV Group Fourth Quarter Segment Highlights Fire & Emergency Segment F&E segment net sales were \$339.1 million in the fourth quarter 2023, an increase of \$86.1 million, from \$253.0 million in the fourth quarter 2022. The increase in net sales compared to the prior year quarter was primarily due to increased shipments of fire apparatus and ambulance units, a favorable mix of ambulances units and price realization. F&E segment backlog at the end of the fourth quarter 2023 was \$3,649.8 million, an increase of \$1,060.4 million compared to \$2,589.4 million at the end of the fourth quarter 2022. The increase was primarily the result of continued demand and strong order intake for fire apparatus and ambulance units, and pricing actions, partially offset by increased unit production and shipment activity against backlog. F&E segment Adjusted EBITDA was \$26.8 million in the fourth quarter 2023, an increase of \$24.9 million from \$1.9 million in the fourth quarter 2022. Profitability within the segment benefited from higher unit sales, a favorable mix of ambulance units, and price realization, partially offset by inflationary pressures. SEC Report attached Table 2:Financial Strength Line 12
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13	What is your US market share for the solutions that you are proposing?	With an impressive market share of approximately 57%, REV Group Ambulances unquestionably reigns supreme as the uncontested leader in the ambulance manufacturing industry. This substantial market dominance doesn't emerge in isolation but is intricately tied to REV Group's formidable strengths, making it a powerhouse in the field. First and foremost, this commanding market share is a testament to REV Group's unwavering commitment to producing top-quality ambulances. The brand has consistently delivered vehicles that meet and exceed the rigorous demands of emergency medical services, earning the trust and loyalty of customers across the industry. This reputation for reliability and excellence has been cultivated over years of dedication and meticulous attention to detail. Furthermore, REV Group's ability to command over half of the market brings significant strategic advantages. It enables the company to negotiate advantageous terms with suppliers, ensuring a steady supply of high-quality components while maintaining cost-efficiency. This leverage also empowers REV Group to influence industry standards, driving innovation and setting benchmarks that raise the bar for competitors. In addition to these strengths, REV Group's remarkable market presence underscores its dedication to innovation and customer service. By maintaining a deep understanding of the unique requirements of emergency medical services, the company consistently introduces cutting-edge features and improvements, enhancing the functionality and safety of its ambulance offerings. This dedication to continuous improvement and its relentless pursuit of excellence have allowed REV Group Ambulances to secure its premier position in the industry. Organizations seeking dependable and top-tier ambulance solutions naturally turn to REV Group due to its unmatched track record and the assurance of quality it brings. This leadership isn't just a source of pride for the company; it represents an unwavering commitment to excellence that ultimately benefits emergency medical service providers and the communities they serve, reinforcing REV Group's status as an industry titan.	*
14	What is your Canadian market share for the solutions that you are proposing?	REV Group Ambulance, as a subsidiary of the parent company REV Group, has a proud history of partnering with dealers in Canada to provide high-quality ambulance solutions. While specific market share data for the proposed solutions in Canada is currently being assessed, we are optimistic about our potential to expand REV Ambulance Group's presence in the Canadian market further. It's important to note that REV Group Ambulance's offerings, including brands like Road Rescue and Wheeled Coach, are designed to meet the stringent Alberta Health and Wellness Certification standards. This commitment to adhering to rigorous quality and safety standards clearly indicates our dedication to providing top-tier ambulance solutions in the region. As we continue to work with our Canadian partners and engage with the market, we anticipate that REV Group Ambulance's presence and market share in Canada will grow, driven by our unwavering commitment to delivering reliable and high-quality ambulance vehicles that meet the unique needs of Canadian healthcare providers and communities. We are excited about the opportunities to contribute to the Canadian healthcare landscape and enhance emergency medical services in the region.	*
15	Has your business ever petitioned for bankruptcy protection? If so, explain in detail.	No, neither REV Group nor REV Ambulance Group, along with our associated brands, has ever petitioned for bankruptcy protection. Our organizations maintain a strong financial standing and a commitment to delivering top-quality products and services to our customers.	*

16	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	REV Ambulance brands are best described as b) a manufacturer and service provider. As the leader in ambulance manufacturing, REV Ambulance Group's approach to delivering the products and services proposed in this RFP involves a strategic alignment with its portfolio of prestigious brands, each with unique strengths and distribution networks. Our relationship with our sales and service force, as well as our dealer network, is a well-orchestrated blend of dedicated employees and independent entities. For brands like Wheeled Coach and Road Rescue, known for their high-quality custom ambulances, we have established partnerships with a nationwide independent dealer network. These dealers are individually owned and managed entities. To ensure that our customers receive unparalleled service and expertise, Wheeled Coach and Road Rescue have invested in a dedicated Director of Sales and Sales Managers. These professionals are responsible for offering product training and guidance to our expansive dealer force, enabling them to represent our brands effectively. In the case of Horton, our approach is slightly different. Horton primarily operates as a manufacturer, directly handling sales, parts, and services in two states. However, for the rest of the country, we have established a comprehensive distributor network. This network comprises 14 businesses with 129 dedicated sales and support representatives. Each of these dealers operates as a distinct business, entering into contractual agreements to represent Horton. They work collaboratively with Horton to ensure impeccable sales, service, and support across all 50 states, providing a consistent and responsive customer experience. AEV, another valuable member of the REV Ambulance Group, specializes in manufacturing a broad range of ambulances, from Type II van styles to Medium Duty Chassis ambulances. AEV's strength lies in its robust dealer network, which is well-equipped to handle both sales and service inquiries. This dealer distribution network is extensive and includes both physical service centers and mobile units. It is designed to ensure that customers receive prompt, on-site service, regardless of their location anywhere in the country. Leader sells and services directly in the states of Arizona, Arkansas, California, Colorado, Connecticut, Delaware, Idaho, Illinois, Iowa, Kansas, Kentucky, Maine, Maryland, Massachusetts, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming. Leader Industries is the distributor for Horton Emergency Vehicles in California and Nevada. We are proud to say that we have been with Horton every step of the way as they developed one of the premier products in our industry. Horton has always been at the forefront of technology when it comes to ambulance design. We have not only been selling the Horton product, but also servicing it. We maintain a large variety of replacement parts as well as knowledgeable staff to help you diagnose and maintain your vehicles. Leader is an authorized dealer for AEV ambulances in California. AEV's full product line compliments our commitment to our customers to offer a wide range of ambulance models from other REV ambulance manufacturers. AEV's Traumahawk™ innovations have exceeded the industry standard, and Leader is pleased to offer this additional line of emergency vehicles. Sales, Parts, and Services are all supported by Leader for customers who have chosen AEV. REV Remount Centers are established to serve our dealer network and customers needing remount services. In summary, our approach is a well-structured combination of dedicated employees, such as Sales Directors and Managers, and independent dealers who operate as partners across our brands. This approach allows us to leverage the strengths of each brand while delivering the highest level of service and support to our customers throughout the United States; all of our service areas and sales area information can be conveniently found through our Dealer Locator on the individual websites for the brands.
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17	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	REV Ambulance Group and its parent company, REV Group, proudly uphold the most rigorous industry standards in the field of ambulance manufacturing. This commitment is reflected in an extensive array of licenses, certifications, and requirements that showcase our unwavering dedication to excellence. With nationwide recognition, we are licensed in all 50 states, and all of our ambulance brands carry a prestigious list of credentials that serve as a testament to our commitment to quality and safety. Our notable certifications and designations include: 1. ISO 9001:2015 Certification: Demonstrating our adherence to stringent quality management standards. 2. Designation as a Ford Quality Vehicle Modifier (QVM): Highlighting our expertise and competence in modifying vehicles to meet Ford's high-quality standards. 3. Successful completion of the Society of Automotive Engineers J3057 body integrity test: Ensuring the structural integrity and safety of our ambulance designs. 4. Adherence to the National Fire Protection Association (NFPA) 1917 standards: Meeting the highest safety and performance standards for ambulances. 5. Participation in CAAS Ground Vehicle Standards Development: Contributing to the development of standards for ground ambulance vehicles. 6. Compliance with GSA KKK-1822-F (including all change notices): Meeting the rigorous requirements set by the General Services Administration. 7. Affiliations with the National Institute for Occupational Safety and Health (NIOSH) and the National Institute of Standards and Technology (NIST): Demonstrating our commitment to staying at the forefront of safety and technology. Membership in the Ambulance Manufacturers Division of the National Truck Equipment Association (NTEA/AMD) as an MVP Member: Showcasing our active involvement and leadership in industry associations. Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, ensuring that each refurbished vehicle meets or exceeds original manufacturing specifications. Our skilled technicians, many of whom are direct employees of REV Ambulance Group, bring a wealth of experience and expertise to every project, whether it's a simple refurbishment or a complex remount. Our unwavering dedication to these exacting standards underscores our commitment to delivering nothing but the best to our stakeholders, including our customers, partners, and the communities that rely on our ambulances for critical healthcare needs.	*
18	Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.	None. There has not been suspension or debarment in the REV Group organization or any of the associated ambulance brands.	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *
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19	Describe any relevant industry awards or recognition that your company has received in the past five years	REV Group has been named a 2024 Bronze Military Friendly Employer and Military Friendly Spouse Employer by VIQTORY, a veteran-owned military marketing company. This marks the first year REV Group has been recognized for demonstrating its “commitment, effort and success in creating sustainable and meaningful benefit for the military community” and providing a positive work environment for military Veterans. “REV Group has a long history of supporting the military in each community our vehicles are made, so it’s an honor to be recognized,” said Mark Skonieczny, president and CEO, REV Group. “We are committed to providing a culture where our Veteran and active-duty military members and military spouses can thrive.” “Organizations earning the Military Friendly Employers designation have wholeheartedly invested in comprehensive and impactful initiatives that bring about positive, life-changing results for our valued service members, dedicated military spouses, and esteemed veterans within their ranks,” said Kayla Lopez, senior director of Military Partnerships at Military Friendly. “We salute these exemplary employers who raise the bar and understand that hiring military personnel is not merely an act of goodwill but a testament to a standard that truly embodies sound business wisdom.” Institutions earning the Military Friendly Employer designation were evaluated using both public data sources and responses from a proprietary survey. Over twelve hundred companies participated in the 2024 Military Friendly® survey. Methodology, criteria, and weightings were determined by VIQTORY with input from the Military Friendly® Advisory Council of independent leaders in the military recruitment community. Final ratings were determined by combining an organization’s survey score with an assessment of the organization’s ability to meet thresholds for Recruitment, New Hire Retention, Employee Turnover, and Promotion and advancement of veterans and military employees. REV Group will be showcased in the 2024 Military Friendly® Employers in the Winter issue of G.I. Jobs® magazine and on MilitaryFriendly.com Wheeled Coach and Road Rescue shine with esteemed accolades from QVM and NTEA and proudly hold the REV Safety Award. Their state-of-the-art factory meets the prestigious ISO 9001:2015 standard. Horton stands out with special recognitions from Ford QVM and NTEA and boasts the elite MVP title, all while upholding the ISO 9001:2015 certification. AEV is a trailblazer, celebrated by Frost and Sullivan, TRA Green Certification, QVM, and NTEA. Notably, they’re hailed as the Best Place to Work in Ashe Co, NC, possess the Star Certification, the revered REV Safety Award, and adhere to the ISO 9001:2015 standard. Leader stands out with special recognitions from Ford QVM, NTEA and been recognized as a Top National Upfitter by Mercedes Benz. Leader has been recognized multiple times in recent years by the REV Group for excellence in Safety. At Leader, innovation starts with listening to our customers. We’re not willing to sacrifice vehicle safety, ergonomics or performance. Instead, we find ways to integrate all three. We’re constantly looking for ways to improve the quality of our vehicles. We take the time to find the right materials and the right high-precision manufacturing techniques. All to ensure every component in our ambulances can stand up to the demanding job you do every day.
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20	What percentage of your sales are to the governmental sector in the past three years	REV Ambulance Group, encompassing a diverse portfolio of trusted brands, has a solid and longstanding relationship with the governmental sector. Over the past three years, each brand under our umbrella has demonstrated a significant commitment to serving government agencies, as evidenced by the percentage of sales in this sector. AEV (American Emergency Vehicles) has consistently supported government agencies, with approximately 25-30% of their sales over the past three years attributed to this sector. This reflects AEV's strong alignment with the needs of government-based emergency services. Horton, known for its high-quality ambulances, has an even more pronounced focus on government clients. About 90% of Horton's sales in the past three years have been to governmental agencies, underscoring the brand's significant role in public sector emergency medical services. Wheeled Coach, another key player in our group, has maintained over 80% of its customer base within the governmental sector. This highlights Wheeled Coach's expertise in meeting the specific requirements of government agencies for reliable and efficient emergency response vehicles. Road Rescue stands out, with an impressive 95+% of its clientele being governmental agencies. This extraordinary percentage showcases Road Rescue's dedication to and specialization in equipping government bodies with advanced, custom-fit ambulance services. Leader has consistently supported government agencies, with approximately 50% of their sales over the past three years being attributed to this sector. Leader is there to support any governmental agencies needs. In summary, the REV Ambulance Group, through its various brands, demonstrates a strong and focused presence in the governmental sector, with a significant portion of our sales in the past three years dedicated to meeting the rigorous demands of government agencies across the country.	*
21	What percentage of your sales are to the education sector in the past three years	For all REV Ambulance brands, including AEV, Horton, Wheeled Coach, Road Rescue, and Leader, the percentage of sales to the education sector in the past three years is 1 percent.	*
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Wheeled Coach boasts a diverse range of contracts and sales volumes: SAVVIK Buying Group 12 units HGAC 30 units Florida Sheriffs 85 units TX Buy Board 10 units Road Rescue boasts a diverse range of contracts and sales volumes: SAVVIK Buying Group 14 units HGAC 15 units TX Buy Board 5 units Florida Sheriffs 33 units Ohio State STS 12 units Horton boasts a diverse range of contracts and sales volumes: Ohio State Terms Schedule with 65 units Houston/Galveston Area Contract with 80 units Florida Sheriffs Contract with 20 units North Carolina Sheriffs Contract with 2 units SAAVIK with 10 units MAPC with 20 units Northwest Municipal Contract with 40 units Buy Board with 5 units WEMSA with 10 units Sourcewell 19 units AEV boasts a diverse range of contracts and sales volumes: HGAC 123 Units Florida Sheriffs 42 Units Savvik 9 Units First Choice 2 Units Ohio State Terms Schedule 8 Units Leader boasts a diverse range of contracts and sales volumes: HGAC new to contract 2024 no sales as of yet.	*

23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	GSA Not all REV Group Ambulance brands participate in GSA currently; the brands Wheeled Coach, Road Rescue, and Horton participate in GSA, although all brands have the ability to participate. REV Ambulance Group Orlando, Inc. – 90 units Halcore Group, Inc. – 5 units	*
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Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *	
Memphis Fire Department	Chief Shelton	901-636-1400	*
City of Burnsville	Terry Richie	952-895-4554	*
City of Philadelphia	Fredrick J. Harrison	215-626-1879	*
Flack USA	Steve Taylor	714-587-7707	
City of Long Beach	Juan "Luis" Mercado	562-570-5410	

Table 5: Top Five Government or Education Customers

Line Item 25. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *	
NA	Government	California - CA	E450 Type 3 units	4 units	1,700,000.00	*
NA	Government	Texas - TX	F450 Type I units built to specifications all within the past year,	40 units	10,574,126.00	*
NA	Government	Florida - FL	23 Type 1 units	23 units	13,225,125.00	*
NA	Government	Illinois - IL	Type 1 units	79 units	15,915,000.00	*
NA	Government	New York - NY	Type 1 units	356 units	146,733,000.00	*

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcwell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *	
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26	Sales force.	With its extensive network of sales and service providers, REV Group Ambulance is well-positioned to meet the needs of Sourcewell participating entities across the United States and Canada. Our capabilities in this regard are outlined in detail below: Locations of Network: REV Group Ambulance operates through a comprehensive network of independent dealers and service centers strategically located across North America. This network ensures widespread coverage and accessibility for all Sourcewell members, regardless of their geographical location. In the United States, our network spans all major regions, including the Northeast, Midwest, South, and West. In Canada, we have established partnerships with key individual dealers to extend our reach, ensuring that Sourcewell members in Canada also have access to our products and services. Number of Workers: Our sales and service network is supported by a robust workforce. Across our various locations, we employ a significant number of full-time equivalents (FTEs) who specialize in sales, customer service, engineering, and technical support. These professionals are committed to providing our dealers and customers with the highest standards of service and expertise. Overlap Between Sales and Service Functions: At REV Group Ambulance, we emphasize the integration of sales and service functions to provide a seamless customer experience. Many of our employees are cross-trained in both sales and technical aspects of our products, allowing them to effectively address a wide range of customer needs. This overlap ensures that our team can provide comprehensive support, from initial inquiries and sales to after-sales service and maintenance. In summary, REV Group Ambulance's extensive network, skilled workforce, and integrated approach to sales and service uniquely position us to effectively meet the needs of Sourcewell-participating entities throughout the United States and Canada. Specific Brand Information Apart from a single inside sales representative overseeing our Middle East and South American export sales, Wheeled Coach proudly presents our products solely via our independent dealer network. Similarly, Road Rescue Emergency Vehicles, with the exception of one inside sales staff for Middle East and South American exports, solely offers its products through its esteemed independent dealer network. Horton: Horton boasts a widespread presence with 14 dealers strategically located across the U.S. Additionally, we have a dedicated factory-direct team. Our dealers operate from key states such as Kentucky, Texas, Alabama, Utah, Minnesota, Michigan, California, Pennsylvania, Massachusetts, Illinois, Maryland, Florida, Tennessee, and New Jersey. Furthermore, our direct team operates out of Ohio. Dealers that cover multiple states ensure staff availability in each of these states, catering to both sales and service needs. Moreover, many, including our factory, offer the convenience of mobile services. AEV's dynamic team consists of seven dedicated Account Managers, each assigned to specific dealerships. On average, each Account Manager efficiently manages about 175 orders every year. These managers seamlessly guide each order from inception to completion, encompassing the quotation phase, post-purchase order receipt, build, and delivery. Leader Provides sales directly through their factory location in California and a selective independent dealer network. Since 1975, Leader has been exactly that: a leader in emergency vehicle manufacturing. We're a Southern California-based ambulance company that combines a "can do" attitude with an unwavering commitment to safety and quality. The result is a range of Type 1, Type 2 and Type 3 ambulances full of innovative features that can improve the safety and effectiveness of the crew. Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, ensuring that each refurbished vehicle meets or exceeds original manufacturing specifications. Our skilled technicians, many of whom are direct employees of REV Ambulance Group, bring a wealth of experience and expertise to every project, whether a simple refurbishment or a complex remount. The remount center has a full staff dedicated to assisting each of our independent dealers with their customer's remount needs. For more information on service and support for these brands, you can visit their respective websites, which provide access to their independent dealer service networks. See attached Insurance Form for example of COI
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27	Dealer network or other distribution methods.	REV Group Ambulance brands operate through a comprehensive network of independent dealers and service centers strategically located across North America. This network ensures widespread coverage and accessibility for all Sourcewell members, regardless of their geographical location. In the United States, our network spans across all major regions, including the Northeast, Midwest, South, and West. In Canada, we have established partnerships with key independent dealers to extend our reach, ensuring that Sourcewell members in Canada also have access to our products and services. Wheeled Coach: Wheeled Coach proudly serves its North American clientele through a robust network of 19 Independent Sales Dealerships. To find a dealer specific to any state, utilize our online dealer locator on our website. Road Rescue: For North America, Road Rescue Emergency Vehicles provides its products via a network of 17 Independent Sales Dealerships, encompassing 16 within the U.S. and 1 in Canada. Find your nearest dealer with ease using the dealer locator on our website. Horton: Horton boasts a widespread presence with 14 dealers strategically located across the U.S. Additionally, we have a dedicated factory-direct team. Our dealers operate from key states such as Kentucky, Texas, Alabama, Utah, Minnesota, Michigan, California, Pennsylvania, Massachusetts, Illinois, Maryland, Florida, Tennessee, and New Jersey. Furthermore, our direct team operates out of Ohio. Dealers that cover multiple states ensure staff availability in each of these states, catering to both sales and service needs. What's more, many, including our factory, offer the convenience of mobile services. Find your nearest dealer with ease using the dealer locator on our website. AEV: AEV champions a comprehensive dealer network that operates across the United States. Each dealer is assigned a specific territory, sometimes spanning multiple states, ensuring the broad reach of our products. To pinpoint the dealer nearest to you, visit our website's dealer locator at aev.com. Find your nearest dealer with ease using the dealer locator on our website. Leader: Leader Provides sales directly through their factory location in California and a selective independent dealer network. Since 1975, Leader has been exactly that: a leader in emergency vehicle manufacturing. We're a Southern California-based ambulance company that combines a "can do" attitude with an unwavering commitment to safety and quality. The result is a range of Type 1, Type 2 and Type 3 ambulances full of innovative features that can improve the safety and effectiveness of the crew. Find your nearest dealer with ease using the dealer locator on our website. REV Remount Centers: Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, ensuring that each refurbished vehicle meets or exceeds original manufacturing specifications. Our skilled technicians, many of whom are direct employees of REV Ambulance Group, bring a wealth of experience and expertise to every project, whether a simple refurbishment or a complex remount. The remount center has a full staff dedicated to assisting each of our independent dealers with their customer's remount needs. For more information on service and support for these brands, you can visit their respective websites, which provide access to their independent dealer service networks.
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28	Service force.	REV Ambulance Group, comprising brands like Wheeled Coach, Road Rescue, Horton, AEV, Leader and REV Remount Centers, emphasizes exceptional service and customer support. Here's a closer look at the commitment to service from each of these brands: Wheeled Coach prioritizes exceptional service by ensuring that all 19 of its Independent Sales Dealerships nationwide are equipped with service facilities. Many of these dealerships also offer the convenience of mobile service units. Their dedicated customer service team, consisting of five members, is always ready to assist and is equipped with access to electrical schematics and engineering drawings to facilitate swift repairs. You can reach their service team anytime, day or night, at their 24/7 Service Hotline: 855-661-9232, press #9, and then press #5 for customer service and warranty. Road Rescue Emergency Vehicles takes great pride in its commitment to service. Their 17 Independent Sales Dealerships across the U.S. and Canada are authorized service centers for Road Rescue Emergency Vehicles and ambulances. Similar to Wheeled Coach, many of these dealerships feature mobile service units. Their customer relations department is supported by a team of five specialists available around the clock, ready to provide guidance using detailed electrical schematics and engineering drawings. For instant support, dial their 24/7 Service Hotline at 855-661-9232, press #9, and then press #5 for customer service and warranty. Horton boasts a dynamic team of 87 service professionals, thanks to their Independent dealer network and factory collaboration. This team is fully dedicated to providing top-notch service and support. AEV relies on its extensive independent dealer distribution network as the backbone of its service commitment. This network includes traditional brick-and-mortar service centers as well as mobile service offerings. AEV's dealers stand ready to assist customers anywhere in the country, ensuring prompt and efficient service. Leader, headquartered in Southern California, has a strong reputation for excellent after-sales service and support. They are particularly well-versed in the California and West Coast markets. Additionally, Leader utilizes the independent dealer network of AEV and Horton to provide service after the sale, ensuring that customers receive comprehensive support. Leader manages Customer service issues through Sales Representatives and Service/Parts Manager. Primary service contact is LEVCustomerService@leader-ambulance.com 626-459-5150. Each remount center within the REV Ambulance Group network adheres to the highest standards of quality and craftsmanship, guaranteeing that every refurbished vehicle meets or exceeds the original manufacturing specifications. Skilled technicians, including direct employees of REV Ambulance Group, bring their extensive experience and expertise to every project, whether it involves a simple refurbishment or a complex remount. Furthermore, a dedicated staff at the remount center assists independent dealers with their customers' service and remount needs. For more information on service and support for these brands, you can visit their respective websites, which provide access to their independent dealer service networks.
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	REV Ambulance Group brands have a well-defined and efficient ordering process that ensures our customers a smooth and seamless experience. While our extensive network of independent dealers primarily handles orders, our role as the Proposer is integral to the overall process. Here's a detailed explanation of the ordering process and the respective roles of REV Ambulance Group and our distributors/dealers: Customer Inquiry and Consultation: The process typically begins with a customer inquiry. Customers can reach out directly to REV Ambulance Group brands and our individual dealer network. Our internal sales team and the dealer's sales representatives work collaboratively to understand the customer's specific requirements, including model preferences, customizations, and any additional features needed. Proposal and Quotation: The REV Ambulance Group brand or the individual dealer provides a detailed proposal and quotation based on the customer's needs. This proposal includes specifications, pricing, and any other relevant information. Our internal team assists dealers in creating accurate and comprehensive proposals, ensuring all customer requirements are met. Order Placement: The order is placed once the customer reviews and approves the proposal. If a dealer handles the order, the dealer communicates this to REV Ambulance Group's respective brand along with the necessary order details. Our role in this stage is to confirm the order details, ensure all specifications are correct, and begin the process of vehicle assembly preparation; if additional questions are had, and clarification on customization is required, the dealer will schedule a

preconstruction conference to work out any details.

This web-based approach to quoting and order placement not only expedites the entire process but also allows for greater transparency and communication between REV Ambulance Group, our dealers, and our customers. It exemplifies our commitment to leveraging technology to enhance customer experience and operational efficiency

Manufacturing and Customization: REV Ambulance Group brands take charge of manufacturing and customization. Our skilled workforce and state-of-the-art facilities ensure that every ambulance meets the highest standards of quality and craftsmanship. Throughout this phase, we communicate with the dealer to provide updates on the order's progress.

Delivery and Handover: Upon completion, an onsite or virtual inspection is scheduled with the dealer and customer, as the contract indicates. After the dealer and customer have approved the order, the ambulance is delivered to the dealer or directly to the customer, based on the agreed terms; the dealer plays a crucial role in this stage, facilitating the final inspection, handover, and any required on-site training for the customer.

After-Sales Support: After the delivery, both REV Ambulance Group brand and our dealers remain available to provide after-sales support, including service, maintenance, and any additional training or assistance required.

In summary, while our dealers and distributors play a significant role in customer interaction, proposal preparation, and delivery, REV Ambulance Group is closely involved in every step to ensure quality control, order accuracy, and customer satisfaction. This collaborative approach between REV Ambulance Group and our dealers ensures that our customers receive the best possible service from the moment they inquire until after their ambulance is delivered and beyond.

Wheeled Coach: Wheeled Coach manages the quarterly reporting to Sourcewell for our dealer network. Customers should notify their dealership of their Sourcewell membership. Within our order system, dealerships will select a dedicated option, confirming the customer's Sourcewell association. Following this, Wheeled Coach will notify Sourcewell with the pertinent details: Member ID, Application Name, Address, Ambulance Type, order reception date, and an estimated completion date. Upon vehicle delivery, our finance team will administer the relevant fee for the order.

Road Rescue: For our dealer network, Road Rescue Emergency Vehicles handles the quarterly Sourcewell report. Customers are to communicate their Sourcewell membership to the dealership. An option in our ordering system allows dealerships to confirm this membership. Subsequently, Road Rescue will relay key details to Sourcewell, from Member ID and Address to Ambulance Type and tentative completion dates. Once the vehicle is delivered, our finance section processes the necessary administrative fee.

Horton: Our sales team actively engages with potential clients in their designated regions, employing demonstration vehicles, parts samples, brochures, and more to elucidate product benefits. Collaboratively, the salesperson and customer craft the vehicle's specifications. This design is digitally crafted using our online sales configurator, where standard options are selected, and unique requests are made. A collaborative team, including engineers and procurement experts, reviews these specifications for feasibility and accurate pricing, also providing visual drawings for clarity. The refined quote is then sent to the customer for verification. As changes might arise, this process is iterative. Once the customer's purchase order is received, the manufacturing commences. Customers receive regular updates via progress photos and can opt for inspections. Once the ambulance is complete, a final check is scheduled. Depending on customer preference, the vehicle can be picked up, delivered by a hired driver, or transported on a flatbed.

AEV: American Emergency Vehicles handles Sourcewell's quarterly reporting for our dealer network. To benefit from this arrangement, customers should indicate their Sourcewell membership when engaging with our dealership. Within our ordering system, the designated option number verifies this membership. Consequently, AEV communicates essential details to Sourcewell, including Member ID, Application Name, Address, Ambulance Type, order reception date, and an estimated delivery date. Upon the vehicle's delivery, AEV's financial team ensures the administration of the Sourcewell-associated fee for each order.

Leader: handles Sourcewell's quarterly reporting for our dealer network. To benefit from this arrangement, customers should indicate their Sourcewell membership when engaging with our dealership. Within our ordering system, the designated option number verifies this membership. Consequently, Leader communicates essential details to Sourcewell, including Member ID, Application Name, Address, Ambulance Type, order reception date, and an estimated delivery date. Upon the vehicle's

		delivery, Leaders financial team ensures the administration of the Sourcewell-associated fee for each order. REV Remount Centers similarly handles all reporting to Sourcewell as the above brands. see attachment Table 10 New Order Sales Forms	
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	REV Ambulance brands, encompassing a range of top-tier emergency vehicle offerings, are committed to delivering exceptional customer service. Our customer service program is meticulously designed to ensure rapid, effective, and personalized responses to all customer inquiries and issues. Here is a detailed overview of our customer service process and procedures: 1. Customer Contact and Inquiry Handling: Our customers can reach out to us through various channels, including phone, email, and our websites. We have a dedicated customer service team available during business hours, with an emergency line for after-hours queries related to vehicle operation or urgent issues. Our customer service representatives are thoroughly trained in product knowledge, problem-solving, and effective communication. 2. Response Time Commitments: We aim to respond to all customer inquiries within 1 hour after inquiry. For urgent issues, especially those impacting vehicle functionality or patient safety, we strive for immediate response and resolution. Our emergency lines are monitored 24/7, ensuring that critical issues are addressed promptly, regardless of the time of day. 3. Issue Resolution Process: Once an issue is reported, it is logged into our customer service system for tracking and resolution. Our team evaluates the issue and, if necessary, escalates it to our technical specialists or engineering team for further analysis. We keep the customer informed throughout the resolution process, providing regular updates on the status of their issue. 4. After-Sales Support and Follow-Up: Following the resolution of an issue, our team conducts a follow-up to ensure customer satisfaction and to gather feedback for continuous improvement. We offer comprehensive after-sales support, including maintenance tips, updates on new features or upgrades, and reminders for regular vehicle servicing. 5. Service Goals and Incentives: REV Ambulance brands set high internal benchmarks for customer service, regularly reviewing performance metrics such as response times, resolution rates, and customer satisfaction scores. Our service providers and team members are incentivized to meet and exceed these goals through recognition programs, performance bonuses, and ongoing training opportunities. We conduct periodic customer satisfaction surveys to gather feedback and identify areas for improvement, ensuring our service continually evolves to meet customer needs. Wheeled Coach For parts requests, the F-432 Warranty Claim Form is available on the Wheeled Coach website. Ensure it's completely filled and send it to REVorlandoservice@revgroup.com. Additionally, a 24/7 hotline is available 407-677-7777. For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query. Road Rescue For parts requests, use the F-432 Warranty Claim Form available on the Road Rescue website, fully filled out, and email to REVorlandoservice@revgroup.com. Additionally, a 24/7 hotline is available 407-677-7777. For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query. Horton: Dealerships manage customer service following specific protocols with Horton's guidance. Horton support operates from M-F, 7:30 AM-5:00 PM EST, with additional after-hours assistance if needed. A 24-hour helpline is active all year for parts, warranty, service, and technical help, serving all dealers and customers 800-282-5113 or info@hortonambulance.com. For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query. AEV: AEV boasts a comprehensive team supporting our vast dealer network, with representation in almost every US state. Only two states currently lack representation, which is covered by the factory representative and can be reached 800-374-9749 or by filling out and inquiry form online at www.AEV.com. For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query. Leader: Have questions about Leader's custom-built ambulances or services? Whether you have a general question, need technical advice on an existing vehicle, or want to learn more about having a custom vehicle designed, built and delivered, our experts are ready to answer your questions and can be reached by phone 626-575-0880 or email sales.support@leader-ambulance.com. For after-sales concerns, immediate responses are prioritized, aiming for contact within an hour of the initial query.	*

		REV Remount Centers: These can be through the respective brand's individual dealers servicing the area or directly by an online inquiry form found at www.revambulanceremountcenters.com In conclusion, our customer service program at REV Ambulance brands is built around prompt response, effective resolution, and ongoing customer engagement. We are committed to maintaining the highest standards of customer service to ensure that our clients have the support they need to carry out their critical lifesaving missions effectively and efficiently.	
31	Describe your ability and willingness to provide your products and services to Sourcwell participating entities in the United States.	At REV Ambulance Group, we are fully committed to providing our wide range of products and services to Sourcwell participating entities across the United States. Our capacity and readiness to meet the needs of these entities are deeply rooted in the strength and diversity of our brands – Wheeled Coach, Road Rescue, Horton, AEV, Leader and REV Remount Centers. REV Ambulance Group is fully committed to providing our products and services to Sourcwell participating entities across the United States. Our ability and willingness to meet the needs of these entities are rooted in our extensive infrastructure, broad product range, and customer-centric approach. Here's an overview of our capabilities in this area: 1. Extensive Product Range: REV Ambulance Group offers diverse ambulance models and related emergency vehicles to suit a wide range of needs and budgets. Our product line includes Type I, II, and III ambulances, critical care transport units, and specialty vehicles. We also offer REV Remount Center service to all our brands. We continuously innovate and upgrade our offerings to ensure that our vehicles meet the latest industry standards and customer expectations. 2. Nationwide Network: Our distribution and service network spans the entire United States, ensuring that Sourcwell members can access our products and services, regardless of location. We have strategically located dealerships and service centers to provide prompt sales support and maintenance services. 3. Customization and Flexibility: Understanding that each Sourcwell entity may have unique requirements, we offer high customization options for our vehicles. Our team works closely with clients to tailor vehicles to their specific needs. We are flexible in terms of order size, whether the requirement is for a single unit or a fleet. 4. Competitive Pricing and Sourcwell Contract Compliance: As a Sourcwell cooperative purchasing program participant, we adhere to the competitive pricing structure outlined in our contract. This ensures that Sourcwell members receive our best pricing. We are committed to full compliance with all Sourcwell contract terms and conditions, offering all members transparency and ease of procurement. 5. After-Sales Support: Beyond sales, we provide comprehensive after-sales support, including warranty service, parts supply, and vehicle maintenance. Our customer service team can readily assist with any inquiries or support needs. 6. Training and Education: We offer training sessions and educational materials to ensure clients are fully equipped to use and maintain their vehicles effectively. In conclusion, REV Ambulance Group is able and enthusiastic about serving Sourcwell participating entities across the United States. We aim to provide top-quality products and exceptional service to all our customers, ensuring their complete satisfaction and the optimal performance of their emergency response fleets. REV Ambulance Group, our ability and willingness to serve Sourcwell participating entities are unparalleled. Each of our brands is strategically positioned, both geographically and operationally, to meet these entities' diverse and evolving needs, ensuring they receive the highest quality products and services wherever they are in the United States.	*

32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	REV Ambulance Group is fully committed to providing our products and services to Sourcewell participating entities across Canada. Our ability and willingness to meet the needs of these entities are rooted in our extensive infrastructure, broad product range, and customer-centric approach. Here's an overview of our capabilities in this area: Wheeled Coach operates via a dealer network and stands out as a top-tier custom ambulance manufacturer. We are currently negotiating with a potential dealership in Canada to expand our reach. Meanwhile, direct sales remain an option for us. Road Rescue conducts its operations through a dealer network and is recognized for crafting premium custom ambulances. Specifically, we have an independent dealership representing us in Canada. At the moment, Horton is focusing on the U.S. market and will not be providing sales to Canada through this contract. AEV has not completed the necessary testing to supply units to the Canadian market yet. Leader has not completed the necessary testing to supply units to the Canadian market yet. REV Remount Centers can provide services in Canada through the Road Rescue independent dealer and Wheeled Coach direct sales.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	Within the REV Ambulance Group, we have a diverse portfolio of brands, each with specific geographic service areas. For the proposed contract with Sourcewell, it's important to note the following distinctions regarding service coverage in the United States and Canada: United States Coverage: All of our brands, including Horton, AEV, Leader, Wheeled Coach, Road Rescue and REV Remount Centers, offer full service across the United States. There are no geographic areas within the U.S. that we will not be serving through the proposed contract. Our extensive network of independent dealers and service centers ensures comprehensive coverage and support throughout the country. Canada Coverage: In Canada, our service coverage is specific to certain brands. Wheeled Coach and Road Rescue are in Canada and fully equipped to serve Sourcewell participating entities within this region. These brands have either established dealer networks and service centers across various Canadian provinces or provide direct sales and service, ensuring they can effectively meet the needs of Canadian clients. However, our other brands, Horton, AEV, and Leader, currently do not have a sales or service presence in Canada. As such, they will not be serving Canadian areas through this proposed contract. This is due to a variety of factors, including market focus, regulatory compliance, and logistics. By maintaining this delineation in service areas, REV Ambulance Group ensures that each brand can focus on providing the highest quality of products and services within its designated regions. For Sourcewell participating entities, this means access to a tailored selection of ambulance brands that are best suited to their regional requirements and supported by a robust service network.	*

34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	REV Ambulance Group brands are committed to providing comprehensive services to all participating entity sectors within the Sourcewell network through the proposed contract. Our goal is to serve government, education, and not-for-profit organizations to the best of our ability. We have structured our operations and contractual arrangements to ensure inclusivity and comprehensive service delivery. Here are specific details to address each sector: Government Sectors: We understand that government entities have unique needs and requirements. REV Ambulance Group has established the necessary infrastructure and resources to cater to government agencies at various levels, from local municipalities to federal organizations. We have no limitations in serving government sectors. Education Sectors: Educational institutions often require specialized solutions. REV Ambulance Group has tailored our offerings to meet the needs of schools, colleges, and universities. Our team is equipped to handle the demands of the education sector, including student transportation and medical services. Not-for-Profit Sectors: Not-for-profit organizations play a vital role in communities. We are fully committed to supporting the missions of not-for-profits by offering our services without any limitations. Our flexible contract terms and pricing structures are designed to accommodate the budgets and requirements of not-for-profit entities. To elaborate further: Regional Presence: REV Ambulance Group has a national presence, ensuring that we can serve participating entities across the United States. We do not have any regional limitations that would prevent us from serving any specific geographic area. Contractual Limitations: Our participation in other cooperative purchasing contracts will not hinder our ability to promote or fulfill the proposed contract with Sourcewell. We have carefully reviewed our existing agreements to ensure that they do not conflict or restrict our engagement with Sourcewell or any of its participating entity sectors. In conclusion, REV Ambulance Group is fully prepared to serve all participating entity sectors within the Sourcewell network through the proposed contract. We have taken steps to eliminate any potential limitations related to regional presence or contractual obligations, ensuring that we can provide comprehensive and inclusive services to government, education, and not-for-profit organizations. Our commitment is to meet the diverse needs of all Sourcewell members efficiently and effectively.
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	REV Ambulance Group brands have no specific contract requirements or restrictions that apply uniquely to participating entities in Hawaii, Alaska, or US Territories. We are committed to providing our services and fulfilling our contracts consistently across all geographic regions within the United States, including these areas. Our approach is designed to ensure inclusivity and uniformity in service delivery. Here's a more detailed explanation: Hawaii and Alaska: While Hawaii and Alaska are geographically distant from the contiguous United States, REV Ambulance Group has the capacity and infrastructure to serve these states without any additional requirements or restrictions. Our contracts are structured to accommodate the needs of organizations in these regions just as effectively as those in the continental US. We understand the logistical challenges associated with servicing remote areas, and we have tailored our operations to address these challenges seamlessly. US Territories: Similarly, our commitment extends to US Territories, which may include places like Puerto Rico, Guam, the US Virgin Islands, and American Samoa. We do not impose any specific contract requirements or restrictions that would hinder our ability to serve participating entities in these territories. Our goal is to provide consistent and reliable ambulance services wherever our contracts extend. Our approach is based on ensuring equitable service access for all participating entities, regardless of their location within the United States or its territories. We prioritize flexibility and adaptability to meet the unique needs and circumstances of each region, and we do not differentiate contract terms or conditions based on geographic location. In summary, REV Ambulance Group does not define any specific contract requirements or restrictions that apply solely to participating entities in Hawaii, Alaska, or US Territories. Our commitment is to provide high-quality ambulance services uniformly and consistently throughout the United States and its territories, ensuring that all Sourcewell members receive the same level of service and support.

Table 7: Marketing Plan

Line Item	Question	Response *
36	Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.	REV Ambulance Group handles all marketing strategies for the brands and if selected, will promote the Sourcwell contract opportunity as a comprehensive, multifaceted, and designed to maximize awareness and engagement among our target audience. Led by REV Ambulance Group's Senior Director of Marketing, in collaboration with the Senior Director of Marketing and Communications for the REV Group, this strategy integrates various channels and tools to communicate the benefits of the Sourcwell contract effectively and the value of REV Ambulance Group brands. Additionally, REV Ambulance Group employs a renowned award-winning marketing organization to assist with marketing needs as they occur. Key Elements of Our Marketing Strategy: Digital Marketing Campaigns: We will leverage digital platforms, including social media, email newsletters, and online advertising, to reach a broad audience. These campaigns will highlight the advantages of the Sourcwell contract, emphasizing how it streamlines the procurement process for our customers. Content Marketing: Our strategy includes developing engaging content such as blog posts, case studies, and infographics. These materials will provide insights into the benefits of the Sourcwell contract and share success stories of how it has positively impacted customers. Targeted Outreach: We plan to directly reach potential and existing customers through personalized communication. This approach will involve informing them about the Sourcwell contract and how it can meet their specific needs. Public Relations Initiatives: In collaboration with the REV Group's marketing and communications team, we will release press statements and participate in industry events to publicize the award of the Sourcwell contract. Webinars and Online Demonstrations: To educate our audience about the contract and showcase our products, we will host webinars and online product demonstrations highlighting our ambulance models' specific benefits and features under the Sourcwell contract. Marketing Collateral: We will produce a range of marketing materials, including brochures, flyers, and product sheets, specifically focused on the Sourcwell contract offerings. These materials will be distributed through our dealer network and at industry events. In the document upload section, you will find representative samples of our marketing materials, which exemplify the approach and messaging we plan to employ. These samples include digital campaign visuals, content marketing examples, and a sample for our outreach communications. Press Releases and Media Engagement: Each brand will kickstart the campaign with an official press release announcing our collaboration with Sourcwell. These releases will be tailored to each brand's unique voice but will share a common theme of excitement and potential about this partnership. Brochures and Marketing Collateral: We will develop vibrant and informative brochures for each brand. These materials, available in both print and digital formats, will showcase the unique benefits of the Sourcwell contract in conjunction with the specific strengths of Wheeled Coach, Road Rescue Emergency Vehicles, Horton, Leader, AEV and the REV Remount Centers. These brochures will be distributed to our dealers and customers, ensuring widespread awareness. Dedicated Website Features: Each brand's website will feature a special section dedicated to our Sourcwell partnership. This section will include detailed information about the contract, adorned with the Sourcwell logo, and designed to inform and attract potential customers. Dealer Exhibitions and Industry Events: Across all brands, we will actively showcase our alliance with Sourcwell at various dealer exhibitions and industry conferences nationwide. This will involve booth designs that highlight our partnership and presentations or materials that explain the benefits of the Sourcwell contract. Social Media and Online Engagement: We will leverage popular social media channels, including Facebook, LinkedIn, YouTube, and Instagram, to announce and celebrate the partnership across all brands. This strategy will involve regular posts, updates, and interactive content that keeps our audience engaged and informed about the Sourcwell contract. Dealer Network Engagement: Through our extensive dealer network, we will disseminate

		contract-focused literature and provide training to ensure that dealers are well-equipped to promote the Sourcewell contract effectively. In conclusion, our marketing strategy is designed to be dynamic, engaging, and informative, ensuring that the value of the Sourcewell contract and the quality of REV Ambulance Group's offerings are effectively communicated to our target audience. At REV Ambulance Group, we are committed to a unified and cohesive marketing strategy across all our brands – Wheeled Coach, Road Rescue Emergency Vehicles, Horton, AEV, Leader and REV Remount Centers– to promote our partnership with Sourcewell. This strategy is designed to leverage the strengths of each brand while maintaining a consistent message about our collaboration with Sourcewell.
		See attachment Table 7 Marketing. Social Media. Communication Technology
37	Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.	At REV Ambulance Group, our approach to marketing effectiveness seamlessly integrates the latest technology and digital data, including a robust presence on social media and strategic metadata utilization. Our brands – Wheeled Coach, Road Rescue, Horton, AEV, and Leader – each employ a distinct yet complementary strategy to enhance our digital presence and effectively engage with diverse audiences. Wheeled Coach: Utilizing platforms such as Facebook, Instagram, LinkedIn, and YouTube, Wheeled Coach dominates the digital space. Our content, crafted with top marketing experts, educates and enlightens our clientele and dealer networks about the latest in emergency medical services. Our influential role in critical EMS platforms demonstrates our leadership in the industry. Road Rescue: Road Rescue's extensive reach across Facebook, Instagram, X (Twitter), LinkedIn, and YouTube ensures our brand's core values and offerings are widely communicated. Collaborating with corporate marketing specialists, we constantly create innovative educational materials, keeping our audience updated with the forefront of EMS trends and developments. Horton: Horton's dynamic engagement across Facebook, LinkedIn, YouTube, and Instagram, along with our comprehensive website, creates a potent digital presence. This is amplified through a synergistic strategy with our dealership partners, extending our reach and ensuring our message is delivered nationwide. AEV: AEV's significant footprint in social media, particularly on Facebook and LinkedIn, is enhanced by collaborations with premier marketing experts. This enables us to continuously release pioneering content, positioning AEV as a leader in emergency medical services. Leader: Leader Ambulance complements this digital strategy by leveraging its unique brand positioning across various social media channels. Through targeted content and strategic partnerships, Leader Ambulance aims to educate and engage its audience, emphasizing its commitment to quality and innovation in the EMS sector. REV Remount Centers: complements this digital strategy by leveraging its unique brand positioning across various social media channels. Through targeted content and strategic partnerships, Leader Ambulance aims to educate and engage its audience, emphasizing its commitment to quality and innovation in the EMS sector. Each brand within the REV Ambulance Group utilizes social media analytics and metadata to refine our marketing strategies, ensuring that our content resonates with our intended audience. This data-driven approach enables us to tailor our messaging, keep abreast of emerging trends, and optimize our digital campaigns for the greatest impact. At REV Ambulance Group, our marketing strategy is seamlessly integrated with our individual dealer network, and we take pride in providing comprehensive marketing support to our dealers whenever needed. We believe in fostering strong partnerships to ensure our dealers' success in promoting our brands and serving their customers effectively. In conclusion, our sophisticated use of technology and digital data forms the backbone of our marketing strategy at REV Ambulance Group. By leveraging the distinct strengths of each brand and employing a unified, data-informed approach, we enhance our marketing effectiveness, reinforcing our position as leaders in the emergency medical services industry. See attachment Table 7 Marketing. Social Media. Communication Technology

38	In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?	From the perspectives presented REV Ambulance Groups brands, Wheeled Coach, Road Rescue, Horton, AEV, Leader, and the REV Remount Centers, it is evident that Sourcewell's role in promoting contracts arising from this RFP is primarily centered around ensuring vendor qualification and adherence to quality standards, as well as facilitating the alignment of member needs with the most suitable vendor. Sourcewell's role is perceived as impartial and focused on creating a level playing field for all vendors involved. In the context of REV Ambulance Group, we share the belief that Sourcewell's role should indeed be impartial and geared toward the following key responsibilities: Vendor Qualification: Sourcewell's foremost duty should be to thoroughly assess and validate each vendor's capabilities to fulfill the commitments made in response to the RFP. This includes ensuring that the goods or services offered meet the quality benchmarks stipulated in the RFP. Member Needs Alignment: Sourcewell's unique position as a cooperative purchasing organization allows it to understand the diverse needs of its members. Sourcewell should actively engage with its members to pinpoint their specific requirements and subsequently connect them with the most qualified vendor. This involves acting as a facilitator in the vendor-selection process. Impartiality: It is crucial for Sourcewell to maintain strict impartiality and avoid any favoritism towards any vendor, ensuring that all vendors have an equal opportunity to serve Sourcewell members. This ensures fair competition and helps in securing the best possible value for Sourcewell members. Promotion of Partnerships: On our part as REV Ambulance Group, we are committed to actively promoting our partnership with Sourcewell. This includes educating our sales teams about Sourcewell's processes and member needs, maintaining visibility at relevant trade shows and events, and emphasizing our collaboration with Sourcewell during customer interactions. Integration into Sales Process: To integrate a Sourcewell-awarded contract into our sales process, we would ensure that our sales teams are well-informed about the specifics of the contract, including pricing, terms, and any unique requirements. This information would be incorporated into our sales materials and presentations to Sourcewell members. We would also actively communicate the benefits of the Sourcewell contract to potential customers, highlighting the advantages of choosing our ambulance offerings through this cooperative purchasing mechanism. In summary, Sourcewell's role is seen as pivotal in vendor qualification, impartial facilitation of member needs alignment, and the promotion of fair competition among vendors. REV Ambulance Group is committed to leveraging this partnership to offer our services effectively to Sourcewell members, ensuring that they receive the highest quality and value in ambulance solutions.	*
39	Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.	REV Ambulance Group and its associated brands, including Wheeled Coach, Road Rescue, Horton, AEV, Leader, and REV Remount Centers prioritize a high degree of customization and personalization in their ambulance products and services. As a result, the nature of their offerings necessitates direct and personalized interactions between customers and their respective sales teams. This approach aligns with the unique requirements of each project, often involving collaboration with engineering and procurement teams. Due to the personalized and complex nature of these engagements, the products and services offered by REV Ambulance Group and its brands are not typically available through an e-procurement ordering process. In summary, REV Ambulance Group, Wheeled Coach, Road Rescue, Horton, AEV, Leader and REV Remount Centers emphasize the importance of tailored solutions, personalized interactions, and collaborative relationships with customers, which do not align with e-procurement methodologies commonly used for more standardized and off-the-shelf products and services.	*

Table 8: Value-Added Attributes

Line Item	Question	Response *
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40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	REV Ambulance Group, home to renowned brands like Wheeled Coach, Road Rescue, Horton, AEV, Leader, and REV Remount Centers, is fully committed to delivering a comprehensive range of services to Sourcewell participating entities. This commitment extends beyond product offerings, encompassing essential training and support for customers and dealers alike. Our individual dealer network plays a pivotal role in ensuring that customers receive the necessary training and ongoing updates for their newly acquired products. Here's a detailed overview of our training programs: Wheeled Coach: Our dealerships offer in-use training for Sourcewell participants upon customer request. This training occurs at the dealership during the vehicle acceptance process. For those seeking specialized training, our dealerships can coordinate with Wheeled Coach to create a tailored training agenda. While this specialized training is provided at no additional charge to the dealership, customers are responsible for their employees' time and travel expenses. Road Rescue Emergency Vehicles: Similarly, our dealerships provide in-use training for Sourcewell customers during the vehicle reception process. Enhanced training sessions can be arranged by our dealerships in collaboration with Road Rescue Emergency Vehicles, tailored to the number of participants. There are no extra fees for this specialized training, but customers are accountable for their employees' time and travel costs. Horton: Horton offers a comprehensive training suite for Sourcewell entities, including training at the time of delivery and post-delivery if requested by vehicle operators. Advanced training modules covering electrical systems, programming, HVAC, and occupant restraint systems are also available. These training sessions can take place at our primary facility or at various dealer locations across the nation. Importantly, all these training initiatives are provided free of charge. AEV and Leader: Both AEV and Leader prioritize hands-on training and offer certification courses to both dealers and customers, ensuring optimal product utilization and maintenance. On-site training is a key component of these programs, equipping all users with the skills to proficiently operate and manage the vehicles. Additionally, road support is extended to our dealers throughout the United States, highlighting our commitment to continuous learning and operational efficiency. REV Remount Centers: Our REV Remount Centers provide comprehensive training for newly remounted ambulances through the appropriate individual dealer network, mirroring the training provided for newly constructed ambulances. In conclusion, REV Ambulance Group, in collaboration with its esteemed brands and the invaluable support of its individual dealer network, is dedicated to offering an extensive suite of training programs meticulously tailored to meet the unique needs of Sourcewell participating entities. These programs are designed to enhance knowledge about products, equipment, maintenance practices, and operator safety. Costs for training programs may vary based on program specifics and customization, and detailed pricing information can be obtained directly from REV Ambulance Group and its affiliated brands. We are unwavering in our commitment to ensuring the success and satisfaction of our valued customers and dealers.
41	Describe any technological advances that your proposed products or services offer.	REV Ambulance Group, along with its renowned brands such as Wheeled Coach, Road Rescue, Horton, AEV, and Leader, is at the forefront of providing cutting-edge technological advances in the field of ambulance manufacturing and services. These technological innovations are designed to enhance patient care, improve safety, and streamline operations for Sourcewell participating entities. Here are some of the key technological advances offered by REV Ambulance Group and its brands: Wheeled Coach: a) Our robust hard-wired printed circuit board electrical system epitomizes reliability and maintenance simplicity. An alternative offering is the Multi-plex electrical system by IDEX Corporation (known as Weldon). This system provides on-board diagnostics that streamline troubleshooting, drastically cutting down out-of-service periods. The Weldon V-Mux power distribution reduces wire splices by 75% and connections by 25%, bolstering system reliability and minimizing any potential downtime. This Peer-to-Peer System ensures each node maintains its configuration, incorporating load shedding and sequencing seamlessly. b) Our commitment to continuous product development grants our customers access to exclusive features unmatched by other manufacturers. c) Every Wheeled Coach product comes standard with Per4Max seat belts, integrating cutting-edge deceleration technology and the option for a RollTek Airbag System. d) Unique Trueform Wall Construction e) The AntiCor Protection System, our shield against corrosion f) Robust Safeguard Box Frame g) Cool Bar for optimized AC performance h) The resilient Toughcoat Paint Process i) Specialized Texas Edition Dual Evaporator System

k) Effortless On-Line REVO parts ordering system.

Road Rescue:

- a) The Multi-plex electrical system, a collaboration with IDEX Corporation (Weldon), features onboard diagnostics that make troubleshooting and repairs efficient, thus curtailing downtime. The Weldon V-Mux power distribution diminishes wire splices by 75% and connections by 25%, ensuring unparalleled reliability. The integrated Peer-to-Peer System allows nodes to self-configure, facilitating load shedding and sequencing.
- b) Our dedication to ongoing product innovation empowers customers with features and advantages other manufacturers cannot match.
- c) Road Rescue standardizes the Per4Max seat belts across its range, offering avant-garde deceleration technology and the RollTek Airbag System.
- d) The resilient MaxForce™ Mounting System
- e) The state-of-the-art WhisperQuiet™ Insulation System
- f) The sturdy CrewGuard™ Body
- g) The Brilliance™ Advanced Vehicle Lighting system
- h) The modern Amplitude™ Interior Design Package
- i) The ComfortBright™ Dome Light for optimum illumination
- j) The sleek HiddenHinges™ design
- k) User-friendly On-Line REVO parts ordering.

Horton:

Horton vehicles are equipped with a default multiplexed electrical system. This bespoke system, tailored specifically for emergency medical vehicles, boasts touch-screen technology, point-to-point wiring, diagnostics, and field programmability. Since 2008, Horton has incorporated the standard HOPS (Horton's Occupant Protection System) in the patient compartment, encompassing roll-over airbags, retractable 4-pt harnesses, progressive resistance foam at impact areas, rounded corners, and the state-of-the-art MBrace. Vanguard® Body Design: Horton's Vanguard® body design is a hallmark feature. It offers a spacious and ergonomic interior layout that maximizes patient care space, improves accessibility, and provides ample storage for medical equipment. The modular design also allows for flexibility in configuring the ambulance's interior to meet the specific needs of EMS providers.

Innovative HVAC Systems: Horton is known for its advanced HVAC (Heating, Ventilation, and Air Conditioning) systems. These systems ensure patient comfort by maintaining a controlled climate within the patient compartment, even in extreme weather conditions. Quiet Interior: Horton ambulances are designed with a focus on minimizing noise pollution. This results in a quieter interior environment, which enhances communication among medical personnel and creates a more comfortable experience for patients.

AEV:

- a) AEV offers the optional "LX1 & VX1" Multi-plex electrical system by IDEX Corporation. It facilitates on-board diagnostics, simplifying troubleshooting and repair processes, consequently minimizing service interruptions. The standard Solid State electrical system by AEV also includes on-board diagnostics.
- b) All AEV products come standard with the Per4Max seat belts, featuring the latest in deceleration technology and an optional RollTek Airbag System.
- c) Innovative Infinity Edge™ Body Panels
- d) Smart Action™ Door Mechanics for smooth operations
- e) Tru-Precision™ Door Gaskets ensuring a perfect seal
- f) The permanent, clear labeling of Perma-Labels™ Outlet Covers.

Leader:

Our versatile range of Type 1, Type 2 and Type 3 ambulances can be adapted for a variety of requirements, including BLS, ALS and CCT services. We also engineer custom EMS vehicles to your specific needs while meeting current local, state and federal standards. Fully EV Electrical Vehicle options are offered. Leader is one of the very few manufacturers of Ambulances to build on Electric chassis. We also incorporate use of Per4Max seat belt system, dual A/C systems, O2 bottle loader system and an unparalleled paint process and application, along with many other customized features in our units upon discussion with final customer

Leader is the Leader in the building of Electric Ambulances, we have already built and supplied a number of e-Ambulances that are on the road today. We are looked to within the REV Group as the primary manufacturer and engineer of these green vehicles. Leader adheres to and maintains production practices under strict environmental standards of the State of California.

Each vehicle we make starts with a 3D CAD drawing customized to your specific needs. Every step of production is then carefully scheduled to ensure your vehicle is ready by the promised date.

Components are cut to exacting tolerances using our industrial CNC high-speed router and our edge banding machine provides a long-lasting, highly durable finished edge.

At Leader we are constantly looking for new technologies to enhance the quality and durability of the product, like 3D printing, vacuum forming, decal and laser cutting.

Then the assembly process begins. We build our own wire harnesses to ensure an electrical system you can rely on, and even mix our own paint to avoid waste and make sure we match your colors perfectly.

Everything comes together in our state-of-the-art final assembly plant. We provide our personnel with only the best equipment and use lean manufacturing techniques to provide

		you with the best possible value REV Remount Centers: When a REV Ambulance Group brand ambulance undergoes a remounting process, it is executed with an unwavering commitment to the same rigorous standards and advanced manufacturing techniques that were employed during its original construction by the respective brand. Our dedication to excellence ensures that each remounted ambulance maintains the integrity, quality, and safety synonymous with our brand, providing our customers with a renewed and reliable vehicle that upholds the highest industry standards
42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	At REV Ambulance Group, we are unwaveringly dedicated to crafting superior products that champion a sustainable future for our planet. Our business ethos is firmly anchored in core tenets: Leadership, Inclusivity, Transparency, Integrity, Stewardship, and the relentless pursuit of Continuous Improvement. Every day, we live and breathe these commitments by: • Vigorously minimizing pollution • Prudently conserving resources and energy • Aggressively reducing consumption and waste These cardinal principles are not just strategies, but they are essential blueprints that underpin our vision for a sustainable and eco-friendly Earth. We recognize that manifesting this vision demands concerted efforts. As such, we pledge to diminish our pollution footprint and minimize the release of toxins into our environment. Being a Lean Six Sigma manufacturing facility, cutting waste is at the heart of all we do and how we operate our locations. As part of the esteemed REV Group family, all REV Ambulance Group manufacturing facilities wholeheartedly embrace a deep-rooted philosophy of environmental stewardship. This translates into fostering trust amongst our customers—trust in our brands, trust in the integrity of our products, and a fulfillment of our employees' expectations regarding our environmental ethos and practices. To this end, REV Ambulance Group is firmly committed to: • Empowering our employees through rigorous environmental awareness training, ensuring transparent communication at all levels; • Engaging in proactive, long-term partnerships with a wide array of stakeholders, encompassing regulators, customers, business associates, and the community at large, in our quest to address and surmount environmental challenges. Our leadership is unwavering in its commitment and will spare no resource in embedding this vision into every facet of our organization. Furthermore, every REV Ambulance Group member has proactively invested in initiatives that slash plant emissions and boost operational efficiency. This dual-focused strategy enables us to drive down costs while making impactful environmental conservation strides. AEV takes pride in being the only TRA-certified green ambulance manufacturer in the industry. Leader is a producer of an all-electric vehicle for ambulance services. Leader is one of the very few manufacturers of Ambulances to build on Electric chassis. We also incorporate the use of a Per4Max seat belt system, dual A/C systems, an O2 bottle loader system, and an unparalleled paint process and application, along with many other customized features in our units upon discussion with the final customer Leader is the Leader in the building of Electric Ambulances, we have already built and supplied several e-Ambulances that are on the road today. We are looked to within the REV Group as the primary manufacturer and engineer of these green vehicles. Leader adheres to and maintains production practices under strict environmental standards of the State of California. We are fully committed to promoting environmental sustainability and reducing our carbon footprint at REV Ambulance Group. As part of our green initiative, we actively seek to collaborate with vendors at the forefront of addressing environmental needs. This includes exploring innovative solutions like idle mitigation systems, electric vehicle options, and other emission-reduction technologies for our vehicles. By working hand in hand with these environmentally conscious partners, we aim to contribute to a cleaner and more sustainable future while providing our customers with advanced, eco-friendly ambulance solutions. See Attached Table 8 EHS Sustainability. Awards. Reports

43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	REV Group has forged a dynamic collaboration with several Idle Mitigation Systems, delivering cutting-edge solutions tailored to our customer's unique requirements. Our initiative aims to decrease vehicle idle times substantially. Furthermore, we are pioneering advancements in electrical transit and are in the advanced stages of R&D for Type 1 and 3 innovations. Additionally, we install solar panels on numerous agency vehicles at the customer's request. The nation's medical transportation leader recently made a strong statement about environmental stewardship in its industry. American Medical Response (AMR), with coast-to-coast operations, more than 26,000 employees, including teams in Santa Barbara County, recently added five electric ambulances to its California fleet. The purchase of the REV Ambulance Group vehicles also comes with the option to add 25 more. The move is part of a long-standing corporate commitment to environmental leadership, the company says, while emphasizing it's just one of many efforts it undertakes in the communities it serves. AMR Santa Barbara County is slated to receive one of the electric ambulances in June once production on the vehicles is completed. "The purchase of these electric vehicle ambulances is an important step in the transition from dependence on non-renewable resources to implementation of clean, sustainable energy sources to help our communities breathe a little easier," said Dave Schierman, director of operations for AMR Santa Barbara. https://www.vcstar.com/story/sponsor-story/american-medical-response/2022/04/11/electric-ambulances-now-part-amrs-california-fleets-more-coming/9495190002/ See attached Table 3 document for additional sustainability information.
44	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	REV Group Inc., as a publicly traded entity, adheres to rigorous standards and guidelines to ensure fairness and equity in all our business dealings. This commitment to integrity and transparency is foundational to our operations and corporate ethos. While REV Group does not directly hold certain certifications, we take pride in our diverse network of suppliers and dealers, many of whom are recognized under various categories such as minority-owned, women-owned, and veteran-owned businesses, among others. We value the diversity and inclusivity this network brings to our operations. Detailed information about the certification status of our suppliers and dealers is readily available to members upon request, demonstrating our commitment to transparency and support for diverse business communities. In alignment with our General Services Administration (GSA) contracts, REV Group has implemented robust Subcontracting Plans (Sub K plans). These plans delineate our strategy for subcontracting to a wide array of Small Business concerns, including but not limited to Alaska Native Corporations (ANCs), Indian tribes, Veteran-Owned Small Businesses (VOSBs), Service-Disabled Veteran-Owned Small Businesses (SDVOSBs), HUBZone-certified businesses, Small Disadvantaged Businesses (SDBs), and Women-Owned Small Businesses (WOSBs). Our Sub K plans are designed to ensure meaningful participation of these businesses in our contracts, reinforcing our commitment to fostering a diverse and inclusive supply chain. For a detailed insight into our subcontracting initiatives, please refer to the attached Sub K plan specific to REV Ambulance Group. See attached Table 8 Sub K plan

45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	The REV Ambulance Group brands stands as an industry titan, commanding a dominant presence and holding significant market share, a testament to our exceptional uniqueness and unwavering commitment to excellence. As an integral member of the REV Group, we transcend the mere manufacturing of ambulances, shaping vehicular masterpieces that define unparalleled reliability and enduring performance. Our distinction goes beyond superior product quality; it encompasses a realm of exceptional value-added services, setting us apart as the undeniable choice for Sourcewell participating entities. At the heart of our distinctiveness lies REV Finance, a hallmark of our innovative approach. Unlike mainstream financial institutions that offer generic, one-size-fits-all solutions, REV Finance specializes in crafting bespoke funding and equipment financing strategies meticulously tailored to the precise needs of Sourcewell members. Drawing from our profound understanding of the emergency medical services sector, we possess invaluable insights into the often unpredictable financial landscape. We are resolutely committed to our clients' success, shaping finance structures that empower Sourcewell members to acquire essential equipment without shouldering undue financial burdens. However, our offerings extend beyond financing; REV Finance boasts a comprehensive suite of services, encompassing vehicle leasing, comprehensive insurance packages, and a profound expertise in managing used equipment sales. Our unyielding dedication to equipment performance is reflected in our extensive network of dealers and strategically positioned regional technical centers (RTC) spanning the United States and Canada. These RTCs serve as epicenters of unparalleled expertise, delivering immaculate service and maintenance to ensure that vehicles under our care remain in a state of perpetual readiness. For those Sourcewell members who may find themselves geographically distant from our RTCs, we've bridged the gap with a meticulously curated online aftermarket parts catalog. Supported by a state-of-the-art parts warehouse and an elite team of dedicated professionals, this catalog guarantees seamless access to every essential component, fortifying the operational excellence of your fleet. In summary, the REV Ambulance Group not only elevates industry standards but also commands a commanding market presence. We deliver exceptional products and services meticulously designed to cater exclusively to the unique needs of Sourcewell participating entities. Our unswerving commitment to excellence, innovative financing solutions, and the vast support network of dealers and RTCs position us as the quintessential partner for those in pursuit of top-tier solutions in the realm of emergency medical services.	*
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Table 9: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *	
46	Do your warranties cover all products, parts, and labor?	Please find attached the comprehensive warranty registration details encompassing all facets of our warranty provisions and claims procedures for each distinguished brand within our portfolio. These warranties are a testament to our unwavering commitment to quality and serve as an iron-clad assurance against any defects in material and craftsmanship that can be attributed to the esteemed REV Ambulance Group brands arising during standard use and service. It's worth noting that components outside our direct purview come fortified with the manufacturer's robust warranty guarantees. Trust in our brand is not just about our superior products but also about our enduring promise of their longevity and performance. See attachment Table 9 Warranties	*
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	Our warranties, tailored specifically for the esteemed REV Ambulance Group brands, are designed for typical scenarios and the intensive usage that emergency services can often demand. Recognizing the rigorous conditions under which our products operate, we've meticulously crafted our warranties to stand resilient even in high-stress environments, ensuring that our commitment to you extends far beyond mere 'normal' use and service. For a comprehensive understanding and in-depth details on the scope and provisions of our warranties, we urge you to refer to the attached warranty documents for each brand under the REV Ambulance Group umbrella. Your trust in our products is paralleled by our assurance of their durability and performance, even in the most demanding situations.	*

48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Outlined in our dealer and distributor agreements, as well as our warranties, is the specification that travel time and mileage are typically not covered. However, as a manufacturer deeply committed to ethical practices and customer satisfaction, we evaluate every reimbursement request on its individual merits. Each case is assessed thoroughly to determine the most appropriate course of action, ensuring fairness and due diligence. While mileage isn't conventionally a covered item, some of our dedicated dealers may choose to accommodate this cost at their discretion.	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	Horton, AEV, and Leader are based solely in the US and have not expanded to Canada. In areas without an official dealer, we're committed to ensuring smooth warranty processes by allowing customers to select their preferred service center for approvals.	*
50	Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?	REV Ambulance Group and its esteemed brands, including Wheeled Coach and Road Rescue, are unwavering in their commitment to ensuring our customers' peace of mind throughout their ownership journey. In the event of a third-party component failure within our conversion warranty timeframe, you can trust us to handle the warranty service seamlessly. However, once the conversion warranty period concludes, the responsibility for warranty service transitions to the original equipment manufacturer (OEM). Horton, another trusted brand within the REV Ambulance Group, takes customer satisfaction to heart. Our foundational 2-year/24,000-mile conversion warranty goes above and beyond by covering components, even when the original manufacturer may not. We go the extra mile by actively assisting our clients in obtaining warranties and part replacements from our vendors. We take pride in offering an integrated 'one-stop-shop' warranty solution, setting us distinctly apart from many of our competitors. At AEV, our commitment is to bridge the gap for our clients. While we do align with the original equipment manufacturer's warranty terms, we also serve as active intermediaries with several vendors. This means we can readily supply new parts and coordinate directly with the vendor, streamlining the process for our esteemed customers. Similarly, Leader and REV Remount Centers share this commitment to bridging the gap for our clients. Just like AEV, we align with the original equipment manufacturer's warranty terms but also play an active intermediary role with multiple vendors. This enables us to promptly supply new parts and efficiently coordinate with vendors, simplifying the warranty process for our valued customers. At REV Ambulance Group and its brands, we are dedicated to ensuring that our customers experience seamless and hassle-free warranty service, whether during the conversion warranty period or beyond. Our commitment to customer satisfaction extends to every facet of our service, making us your trusted partner in the world of emergency vehicles and ambulance solutions. Specific warranty information can be located on the individual attached warranty documents. See attachment Table 9 Warranties	*
51	What are your proposed exchange and return programs and policies?	Given the myriad of factors involved, decisions will be made on an individual case basis, ensuring the most appropriate action is taken and seen through to completion. Generally, REV Ambulance Group does not facilitate exchanges or returns on entire vehicles except under specific trade-in conditions at the customer's request.	*
52	Describe any service contract options for the items included in your proposal.	REV Ambulance Group is proud to offer a comprehensive approach to meeting customers' unique service needs. Our dealer distributors, equipped with extensive expertise and a dedication to customer satisfaction, are poised to go the extra mile in customizing service contracts that align perfectly with customers' distinct requirements. In addition to tailored service contracts, our dealer distributors are empowered to present extended service contracts, providing an additional layer of assurance and peace of mind for our valued customers. Your satisfaction and confidence in our products and services are paramount to us. Our extended factory warranties are readily available upon request for those seeking extended protection. This underscores our unwavering commitment to ensuring that customers have the highest level of support and assurance when it comes to their REV Ambulance Group vehicles. Your trust in us drives our commitment to delivering excellence in every aspect of our service.	*

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *
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53	Describe your payment terms and accepted payment methods.	REV Ambulance Group, home to renowned brands, ensures a smooth and efficient transaction process for our valued customers. When it comes to payment, we have established clear guidelines to facilitate a seamless experience, whether you're acquiring an ambulance from one of our brands or engaging in a direct factory sale. Upon delivery to the designated brand, immediate payment is requisite. This commitment to prompt payment reflects our dedication to a hassle-free transaction process. We offer the convenience and security of payment options, typically through check or direct wire transfers. Our dealer distributors play a pivotal role in ensuring a tailored approach to payment terms, aligning them with the specific needs of our clients. We understand that flexibility is key, and our dealers are here to work with the customer to create terms that suit their requirements. We anticipate payment upon delivery for direct factory sales unless prior bespoke arrangements have been established. These arrangements are designed to enhance your buying experience, further demonstrating our commitment to providing you with the utmost convenience and satisfaction in your interactions with REV Ambulance Group. The customer's trust in us drives our dedication to excellence in every aspect of our service	*
54	Describe any leasing or financing options available for use by educational or governmental entities.	As a distinguished REV Group subsidiary, the REV Ambulance Group is uniquely positioned to present our clients with specialized Municipal Ambulance Financing solutions. Through REV Financial Services, we guarantee a swift response, unparalleled service, and adaptability in our financial products, all tailored to align seamlessly with our customer's fiscal aspirations. It's noteworthy that an overwhelming majority, 8 out of 10 organizations, choose financing as their pathway to secure new equipment. Our Municipal Financing offerings include: a) Extended Terms: Benefit from terms extending up to 7 years. Lock in fixed payments today, ensuring immunity from potential future inflation. b) Flexible Payment Schedules: Choose from annual, quarterly, or monthly payments, which effectively safeguard credit lines, ensuring you have ample credit when difficulties arise. c) Customized Financing Options: We prioritize capital conservation, whether lease purchasing or short-term financing spanning 1-12 months. With 100% equipment financing and more, funds can be redirected to other pivotal investments such as hiring, procuring materials, and amplifying business growth. d) Comprehensive Equipment Financing: Alongside the ambulance, we also cater to financing auxiliary equipment – from advanced electronics to state-of-the-art cots. Our adaptive payment structures can be meticulously molded to resonate with each client's financial landscape. Additionally, we suggest the customer check with any Sourcewell-awarded vendor to NCL to ensure they know their options and the full advantages of all available resources. Our dealers can also direct the customer to any local financial offices to investigate options. See attached financial brochures Table 10 Financial Brochures	*

55	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	At REV Ambulance Group and across our esteemed brands, we adhere to established protocols and procedures for awarded contracts. We employ standard transaction documents that are in line with industry best practices. These documents encompass various forms, such as order forms, terms and conditions, service level agreements, and more, all of which are essential for ensuring a seamless and transparent contractual process. For your convenience, we have attached relevant samples of these documents in the document upload section of our submission. These samples serve as valuable references and resources to help you navigate the contractual aspects of your engagement with REV Ambulance Group and our brands. Much of our quoting is web-based and order placement not only expedites the entire process but also allows for greater transparency and communication between REV Ambulance Group, our dealers, and our customers. It exemplifies our commitment to leveraging technology to enhance customer experience and operational efficiency. We are committed to providing clarity and transparency in all our interactions and transactions; these documents are a testament to that commitment. See attachment Table 10 New order sales forms	*
56	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	Regarding part orders placed directly with our dealers for parts purchases, some of our dealer distributors may accept P-cards (Purchase Cards) as a payment method. However, it's important to note that accepting P-cards may vary among individual dealers within the REV Ambulance Group network. We recommend that members who are interested in using P-cards for their parts purchases directly confirm this payment option with the specific dealer they are working with. Each dealer may have its own policies and procedures regarding payment methods, including whether or not P-cards are accepted. It's also worth mentioning that, as a general policy, REV Ambulance Group itself does not accept P-cards as a payment method. Therefore, any inquiries or arrangements related to P-card usage should be directed to the respective dealer with whom the member is conducting their parts purchase transactions. We are committed to facilitating a smooth and convenient purchasing experience for our customers, and our dealers are here to assist with any specific payment inquiries or preferences.	*

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

Line Item	Question	Response *
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57	Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	REV Ambulance Group, encompassing our esteemed brands Horton, AEV, Wheeled Coach, Road Rescue, Leader, and REV Remounts employs a transparent and competitive pricing model designed to offer value and flexibility to Sourcewell members. Our pricing structure includes both line-item discounts and product-category discounts across our diverse range of products. Pricing Model: Line-Item Discounts: We provide specific discounts on individual items, ensuring Sourcewell members receive competitive pricing on each product they select. Product-Category Discounts: Discounts are also applied at the category level, which includes ambulance types, medical equipment, and customization options, among others. Detailed Pricing Data: Standard/List Pricing: Our proposal includes a comprehensive list of standard pricing for our entire product range. This encompasses various ambulance models, medical equipment, and accessories. Sourcewell Discounted Price: Exclusive discounts for Sourcewell members are provided, showing the difference between standard pricing and the special pricing available through this contract. Breath of Offering: Ambulance Models: Including Type I, II, and III ambulances, with various chassis options available from each brand. Pricing Materials: Comprehensive Pricing Document: A detailed document outlining the pricing for each product and service is uploaded in the document upload section of our RFP response. REV Ambulance Group ensures that Sourcewell members can benefit from a pricing structure that is both economical and tailored to their specific needs. Our aim is to make high-quality emergency vehicles and equipment accessible and affordable to all members, ensuring they have the tools they need to provide effective emergency services.
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58	Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.	In light of our commitment to unparalleled value, all REV Ambulance brands consistently provide esteemed Sourcewell members with an exclusive offering. Whether it's Wheeled Coach's dedication to excellence, Road Rescue Emergency Vehicles' promise of top-tier service, Horton's unwavering prioritization of member needs, or AEV's, Leader and REV Remount Centers are dedication to presenting the best deals, all brands resonate with the same robust discount structure. Each offers an exclusive 3% discount on all premium base model chassis and conversion models. In addition, we collectively extend a generous 10% discount on our diverse and comprehensive options lists. To gain a deeper understanding of this commitment, accompanying documents showcase the list prices juxtaposed with the member-exclusive discount rates, emphasizing our most competitive price offerings. In conclusion, every brand under the REV Ambulance umbrella steadfastly upholds the same promise of exceptional value and exclusive discounts for our Sourcewell members. Wheeled Coach is proud to extend an exclusive 3% discount on all our premium base model chassis and conversion models exclusively for Sourcewell members. Moreover, we're pleased to offer an unparalleled 10% discount on our diverse options list. Enclosed, you will find a comprehensive breakdown showcasing the list price juxtaposed with the Sourcewell member-exclusive discount rate and our most competitive price offering. Road Rescue Emergency Vehicles is committed to delivering value to Sourcewell members. As such, we are granting a 3% off our list price on our elite base model chassis and conversion models. Further sweetening the deal, we're providing a generous 10% discount on our options list. A detailed price chart accompanying this showcases the advantageous pricing structure for our esteemed Sourcewell members. Horton prioritizes the needs of our Sourcewell members by offering a standout 3% discount on all base models. Beyond this, members can capitalize on a 10% price reduction on our vast range of published options. For a granular pricing perspective, please refer to the attached documents. AEV is thrilled to present a special 3% discount on all base models exclusively for Sourcewell members. In addition to this, we're offering a substantial 10% discount on our comprehensive range of published options. The attached document provides a detailed insight into our competitive pricing structure tailored for our valued Sourcewell members. Leader is additionally thrilled to present a special 3% discount on all base models exclusively for Sourcewell members. In addition to this, we're offering a substantial 10% discount on our comprehensive range of published options. The attached document provides a detailed insight into our competitive pricing structure tailored for our valued Sourcewell members. REV Remount Centers will to present a special 3% discount on all base models exclusively for Sourcewell members. In addition to this, we're offering a substantial 10% discount on our comprehensive range of published options. The attached document provides a detailed insight into our competitive pricing structure tailored for our valued Sourcewell members.	*
59	Describe any quantity or volume discounts or rebate programs that you offer.	We actively provide chassis rebates, leveraging the benefits available from chassis OEMs. At this time, we have chosen not to offer volume discounts, as our thorough analysis indicates that the operational savings for our clients would be minimal. Our focus remains on delivering substantial value through other means and avenues.	*
60	Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.	Every brand within the REV Ambulance Group is committed to offering detailed quotations tailored to the specific items required by our clients. Our quotations meticulously factor in the associated costs, anticipated labor, and a strategic margin to ensure sustained profitability. This margin is fine-tuned based on critical variables such as product availability, intricacy, and operational implications. For specialized requirements, we have a process where a written request is sent to the designated teams of the respective brands for thorough review and expedited approval.	*

61	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	The prices outlined in this RFP are exclusively F.O.B. and do not encompass any expenses related to inspection trips, training, or transportation. It's imperative to note that neither the REV Ambulance Group brands nor its affiliated dealer network levy any of the aforementioned additional costs.	*
62	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	For Wheeled Coach and Road Rescue, distributors can submit a written request for shipping. Upon review, a quotation will be furnished. Should any transportation-related issues arise with the vehicle, our distributors are to liaise directly with our delivery manager for claims processing. Regarding Horton, AEV, Leader and the REV Remount Centers freight or shipping is initiated upon customer request and is priced based on the quotes procured from transport companies. It's essential to understand that this is a pass-through expense; we bill the customer precisely what the shipping company charges us. Typically, shipping logistics are overseen by the dealer.	*
63	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	For all REV Ambulance Group brands, shipping arrangements are typically managed by our dealer distributor. Vehicles can be transported via flatbed or driven directly by the distributor. Often, dealers or customers choose to drive the vehicle on their own, bearing the associated costs. When flatbed transport is essential, we collaborate with a network of trucking companies to secure the most favorable rates and timely availability for our clients. On the rarest of occasions, for international destinations, we've facilitated air shipments of completed vehicles, should a customer prefer that approach.	*
64	Describe any unique distribution and/or delivery methods or options offered in your proposal.	For all REV Ambulance Group brands, shipping arrangements are jointly managed by our dealer distributors and our factories. Vehicles can either be transported via flatbed or driven directly by the distributor. For offshore destinations, we can make the necessary arrangements as required.	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
65	b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	NA

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
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66	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	REV Ambulance Group has a robust system in place to ensure compliance with our proposed Contract with Sourcewell. Our process begins at the customer's point of contact with their local REV Ambulance brand dealer, identified through the brand dealer locator on our website. Upon notifying the dealership of their Sourcewell membership, an option in our order entry system is selected to confirm this membership. Following this, we notify Sourcewell with key details such as the customer's Member ID, Application Name, Address, Ambulance Type, order receipt date, and estimated completion date. Once the vehicle is delivered, our accounting department processes the necessary administrative fee for the order. This systematic approach ensures accurate pricing for Sourcewell members and proper fee remittance. Furthermore, we prioritize education and communication, informing both dealers and customers about our partnership with Sourcewell. For non-member customers, we promote the benefits of Sourcewell membership, which streamlines their purchasing process and secures optimal pricing. To facilitate easy tracking and reporting, we've instituted an option code specifically for Sourcewell-associated orders. This enables seamless communication with Sourcewell, efficient report generation, and precise administrative fee calculation. Our brands come equipped with a full accounting staff and have established protocols and policies to meticulously capture all sales. Furthermore, we have mechanisms in place to conduct any necessary audits, ensuring that all transactions remain transparent and compliant.
67	If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.	Within the REV Ambulance Group, our approach to order processing is meticulously systematic. As we handle each order, we specifically segregate and monitor Sourcewell orders using a specialized accounting spreadsheet. This process is further bolstered by the use of corporate-wide tools such as SAP and Salesforce. Our precise tracking methods not only guarantee the accuracy and efficiency of our order processing but also enable us to identify new customer acquisitions and analyze any increases in sales volume by state. To ensure a comprehensive overview of our sales performance, we maintain a dedicated team of accounting professionals at each brand, including experienced controllers. This team plays a crucial role in managing and reviewing all financial aspects of our operations. They are instrumental in tracking inbound orders monthly, providing an additional layer of scrutiny and ensuring utmost financial accuracy. Every quarter, our robust accounting infrastructure facilitates the generation of an extensive report detailing our total sales under the Sourcewell contract. This report, meticulously compiled and submitted to the Sourcewell Contract Administrator, includes essential information such as the customer's name, full physical and mailing addresses, contact details, Sourcewell's assigned entity/participation number, detailed descriptions of purchased items, purchase prices, and dates of invoicing and revenue recognition. Our commitment to transparency and integrity in our business practices is unwavering. We consistently strive to uphold the highest standards in all our transactions. As part of this commitment, we pledge full cooperation with Sourcewell in auditing all transactions under the contract. This ensures that the administrative fee is accurately calculated and remitted for every purchase made under the contract's scope, reflecting our dedication to maintaining trust and reliability in our partnership with Sourcewell. See attachment Table 13 Sales Report Line 67

68	Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)	Every brand under the umbrella of the REV Ambulance Group firmly commits to forwarding an administrative fee of \$800.00 to Sourcewell for each vehicle order. This obligation will be unequivocally borne by the individual brand involved.	*
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Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *	
69	Provide a detailed description of the equipment, products, and services that you are offering in your proposal.	REV Ambulance Group is pleased to offer our comprehensive range of ambulance models under the brands of Horton, AEV, Wheeled Coach, Road Rescue, Leader and REV Remounts for the Sourcewell contract. Our proposal encompasses a wide spectrum of equipment, products, and services, ensuring that we cater to the diverse needs of emergency medical services across the country. 1. Ambulance Models: Horton: Renowned for its robust and durable construction, Horton ambulances are designed for reliability and longevity. Models include Type I, Type II, and Type III ambulances, each equipped with state-of-the-art safety features and advanced life support capabilities. AEV: AEV ambulances are known for their innovative design and technological integration. Our offerings include a range of models from compact Type II vans to spacious and versatile Type I and Type III configurations. Wheeled Coach: As a leader in customization, Wheeled Coach provides ambulances that are adaptable to various operational requirements. Our lineup includes all ambulance types, each customizable to specific department needs. Our offerings include a range of models from compact Type II vans to spacious and versatile Type I and Type III configurations. Road Rescue: Specializing in custom-built solutions, Road Rescue ambulances are tailored to match exact specifications for performance, comfort, and efficiency in emergency situations. Our offerings include a range of models from spacious and versatile Type I and Type III configurations. Leader: Focused on quality and craftsmanship, Leader ambulances offer a blend of advanced technology and user-centered design, ensuring comfort and efficiency for both patients and EMS professionals. Our offerings include a range of models from compact Type II vans to spacious and versatile Type I and Type III configurations. REV Remount: Are focused on remounting all the REV Ambulance brand models. 2. Equipment and Features: Our ambulances come equipped with the latest in emergency medical equipment, including advanced life support systems, integrated communication systems, and innovative safety features like rollover protection and advanced restraint systems. Each brand offers unique features such as Horton's HOPS system, AEV's TraumaHawk system, Wheeled Coach's Cool Bar HVAC system, Road Rescue's Ultramedic configurations, and Leader's ergonomic designs. 3. Services: Comprehensive After-Sales Support: Including maintenance, repairs, and parts replacement through our network of service centers and remount facilities. Customization and Consultation: Tailored solutions to meet specific operational needs, including custom cabinetry, electrical systems, and exterior graphics. Training and Education: Offering comprehensive training programs on the operation and maintenance of our ambulances to ensure optimal performance and longevity. In summary, our proposal includes a complete suite of ambulances from our diverse brands, each known for their quality, innovation, and reliability. Alongside our top-of-the-line vehicles, we provide an array of services designed to ensure the satisfaction and success of Sourcewell participating entities. We are committed to delivering excellence in emergency medical transportation and support.	*

70	Within this RFP category there may be subcategories of solutions. List subcategory titles that best describe your products and services.	REV Ambulance Group's diverse range of products and services can be categorized into the following subcategories: Custom Ambulance Manufacturing: Type I Ambulances: Built on a truck chassis with a modular ambulance box. Type II Ambulances: Based on a van chassis, ideal for urban and community-based services. Type III Ambulances: Featuring a cutaway van chassis with a modular ambulance box. Specialty Ambulances and Vehicles: Critical Care Transport (CCT) Units: Specifically designed for critical care patient transport. Bariatric Ambulances: Equipped to handle larger patients comfortably and safely. All-Terrain and 4x4 Ambulances: For rugged terrains and challenging emergency situations. Safety and Technology Integration: Rollover Protection Systems: Enhancing vehicle safety in adverse conditions. Advanced Restraint Systems: Ensuring patient and crew safety during transport. Integrated Communication Systems: Facilitating seamless communication with hospitals and emergency services. After-Sales Support and Services: Maintenance and Repairs: Regular servicing, repairs, and part replacements. Remount Services: Refurbishing and updating older ambulance models for extended service life. Training and Education Programs: For operational efficiency and optimal use of ambulances. Innovative Solutions and Technologies: Telematics and Fleet Management Systems: For real-time tracking and management of ambulance fleets. AI-Driven Diagnostic Tools: Enhancing on-scene patient care and diagnostics. These subcategories comprehensively encapsulate the range of products and services offered by REV Ambulance Group, ensuring a holistic solution for emergency medical and ambulance requirements. Each subcategory is designed to meet the specific needs of emergency medical services, providing state-of-the-art vehicles, equipment, and support services. Each of the brands has processes in place to support these special request requirements as needed through utilizing the expertise knowledge and leverage of our dealer network partners.
71	Describe available options for customization of the equipment and products offered in your proposal and any related order processes.	Customization and Upfitting Services can include but are not limited to: Interior Customization: Tailored cabinetry, seating configurations, and medical equipment installations. Exterior Customization: Lighting, cabinetry, and medical equipment installations. Exterior Graphics and Branding: Custom paint jobs and graphics to reflect agency branding. Electrical System Customizations: Upgrades for lighting, power management, and auxiliary systems. SR Special Requests are captured through the dealer network when working with the customer. Depending on the specific request, the order is processed by each brand's sales assistant and integrated into the work order. See attached Table 14A Special Request.

72	Describe available remount or refurbishing services included within your proposal, the pricing method for such services, and any related order processes.	REV Ambulance Group is committed to extending the lifecycle of emergency vehicles through our specialized Remount Centers. Our proposal includes comprehensive remount and refurbishing services, designed to modernize, upgrade, and extend the service life of ambulances. Remount and Refurbishing Services: Scope of Services: Complete Vehicle Evaluation: Detailed assessment of the ambulance to identify areas for remounting or refurbishment. Customization Options: Offering a range of upgrades including cabinetry, lighting, electrical systems, and exterior graphics. Safety and Technology Upgrades: Enhancements such as improved restraint systems, rollover protection, and advanced communication tools. Pricing Method: Transparent Quoting Process: Our Remount Centers provide detailed quotes based on the specific needs and requests of each vehicle. Pricing is determined by the extent of the remount or refurbishing work required, with options for various budgets. Attachment of Pricing Examples: Enclosed in our proposal are examples of quote documents that illustrate the pricing structure for different levels of remount and refurbishment services. Order Processes: Quote Request: Interested Sourcewell participating entities can request a quote through our Remount Centers. Contact details and a request form are available for ease of communication. Consultation and Evaluation: Our experts will consult with the client to understand their specific needs and conduct a thorough evaluation of the ambulance. Order Documentation: Once the scope of work is agreed upon, an order document is generated, outlining the services to be provided, the timeline, and the agreed pricing. Execution and Delivery: Our skilled technicians will execute the remount or refurbishment as per the agreed specifications and timeline. REV Ambulance Group's Remount Centers are equipped to handle a diverse range of refurbishing needs, ensuring that every ambulance returns to service in an optimal condition, both functionally and aesthetically. Our streamlined order process and transparent pricing methodology make it convenient for Sourcewell members to access these services. The enclosed examples of our quote and order documents provide a clear understanding of how we approach each remount project, ensuring customer satisfaction and the highest quality of service. See attached Table 14A Remount inquiry.
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73	Describe your compliance with US standards for the equipment and products offered in your proposal, including applicable Federal and state requirements.	REV Ambulance Group, encompassing renowned brands such as Horton, AEV, Wheeled Coach, Road Rescue, and Leader, is fully committed to adhering to all applicable US standards and regulations for our equipment and products. Our proposal is crafted with a strict adherence to Federal and state requirements, ensuring the highest standards of safety, quality, and performance. Compliance with Federal Standards: National Fire Protection Association (NFPA) Compliance: Our ambulances meet NFPA 1917 standards, ensuring safety in design, construction, and performance. K-K-K Specification Compliance: We adhere to the GSA KKK-1822-F (including change notices 1-10) standards for ambulance design and manufacturing. National Institute of Standards and Technology (NIST) Compliance: Our products and processes comply with NIST standards for accuracy and reliability. Adherence to State Requirements: Customized to State Regulations: Each ambulance is built considering the specific state requirements, ensuring full compliance with regional standards and regulations. Continual Monitoring of Regulations: Our compliance team keeps abreast of changes in state laws and regulations to ensure continuous adherence. Certifications and Quality Standards: ISO 9001:2015 Certification: Our manufacturing processes are certified under ISO 9001:2015, reflecting our commitment to quality management and customer satisfaction. Society of Automotive Engineers (SAE) Compliance: We comply with SAE J3057 for body integrity testing, ensuring the structural safety and integrity of our ambulances. CAAS Ground Vehicle Standards Development Participation: We actively participate in developing and adhering to the Commission on Accreditation of Ambulance Services (CAAS) standards. Specialized Equipment Standards: FDA and Other Health Standards: All medical equipment and supplies are FDA-approved and meet relevant health and safety standards. Advanced Life Support (ALS) Equipment Compliance: Our ALS equipment adheres to the specific standards required for emergency medical operations. In summary, REV Ambulance Group's proposal is built on a foundation of rigorous compliance with US Federal and state standards. This commitment not only underscores our dedication to safety and quality but also ensures that our emergency vehicles are equipped to meet the diverse and dynamic needs of our clients across various jurisdictions.
74	Describe your compliance with Canadian standards for the equipment and products offered in your proposal, including applicable federal and provincial requirements.	REV Ambulance Group, specifically through our Wheeled Coach and Road Rescue brands, is dedicated to adhering to the highest standards of compliance with Canadian regulations for our ambulances and associated equipment. In our proposal, we have ensured that all products offered meet or exceed the applicable Canadian federal and provincial requirements. Compliance with Canadian Federal Standards: Canada Motor Vehicle Safety Standards (CMVSS): Our ambulances are built in compliance with CMVSS regulations, ensuring they meet the national safety standards for motor vehicles in Canada. Health Canada Regulations: Medical devices and equipment used in our ambulances are compliant with Health Canada guidelines, ensuring safety and efficacy in emergency medical situations. Provincial and Territorial Compliance: Adherence to Provincial Standards: Each ambulance is tailored to meet the specific standards and requirements of the province in which it will operate, ensuring full compliance with regional healthcare and vehicle operation standards. Regular Updates on Regulations: We constantly monitor and adapt to changes in provincial and territorial regulations, ensuring ongoing compliance in all jurisdictions where our ambulances operate. Certifications and Quality Standards: ISO 9001:2015 Certification: Our commitment to quality management systems is underscored by our adherence to the ISO 9001:2015 standards, applicable internationally, including in Canada. Alberta Health and Wellness Certification: Road Rescue ambulances specifically comply with the Alberta Health and Wellness Certification, ensuring they meet the stringent requirements for ambulances in Alberta. Canadian-Specific Requirements: Cold Weather Performance: Special attention is given to the design and features of our ambulances to ensure optimal performance in Canada's diverse and often challenging climatic conditions. In summary, through Wheeled Coach and Road Rescue, REV Ambulance Group ensures that our ambulances and emergency medical equipment are fully compliant with Canadian federal and provincial standards. This commitment to compliance is fundamental to our operations in Canada, ensuring that we provide safe, reliable, and high-quality emergency vehicles suited to the unique needs of the Canadian market.

Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	New *	Remount *	Demo *	Used *	Comments
75	Type I ambulance units	☒ Yes ☐ No	☒ Yes ☐ No	☒ Yes ☐ No	☐ Yes ☒ No	Demo would still be new and untitled until purchased by end user.
76	Type I-AD ambulance units	☒ Yes ☐ No	☒ Yes ☐ No	☒ Yes ☐ No	☐ Yes ☒ No	Demo would still be new and untitled until purchased by end user.
77	Type II ambulance units	☒ Yes ☐ No	☒ Yes ☐ No	☒ Yes ☐ No	☐ Yes ☒ No	Demo would still be new and untitled until purchased by end user.
78	Type III ambulance units	☒ Yes ☐ No	☒ Yes ☐ No	☒ Yes ☐ No	☐ Yes ☒ No	Demo would still be new and untitled until purchased by end user.
79	Type III-AD ambulance units	☒ Yes ☐ No	☒ Yes ☐ No	☒ Yes ☐ No	☐ Yes ☒ No	Demo would still be new and untitled until purchased by end user.
80	Emergency medical transportation vehicles	☒ Yes ☐ No	☒ Yes ☐ No	☒ Yes ☐ No	☐ Yes ☒ No	Demo would still be new and untitled until purchased by end user.
81	Vehicles used in the delivery of pre-hospital and out of hospital care	☒ Yes ☐ No	☒ Yes ☐ No	☒ Yes ☐ No	☐ Yes ☒ No	Demo would still be new and untitled until purchased by end user.

Table 14C: Depth and Breadth of Offered Equipment Products and Services - Complementary/Incidental Offering

Indicate below if the listed types or classes of equipment, products, and services are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments
82	Equipment, accessories, and supplies complementary or incidental to the purchase of a turnkey or complete unit of the types of solutions described in Line Items 75 - 81 in Table 14B above	☒ Yes ☐ No	NA
83	Services complementary or incidental to the offering of the solutions described in Line Items 75 - 81 in Table 14B above, including installation, customization, refurbishment, inspection, repair and maintenance, training, and support.	☒ Yes ☐ No	NA

Table 15: Exceptions to Terms, Conditions, or Specifications Form

Line Item 84. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Contract terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Contract Template provided in the “Bid Documents” section. Proposer must upload the redline in the “Requested Exceptions” upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Contract.

Do you have exceptions or modifications to propose?	Acknowledgement *
	☐ Yes ☒ No

Documents**Ensure your submission document(s) conforms to the following:**

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as “Marketing Plan.”
 - [Pricing](#) - Table 12. Pricing Documents.zip - Wednesday December 20, 2023 15:08:05
 - [Financial Strength and Stability](#) - Table 2. SEC Financial Filing 4th QTR 2023.zip - Wednesday December 20, 2023 15:08:27
 - [Marketing Plan/Samples](#) - Table 7. Marketing. Social Media.Communication Technology (2).zip - Wednesday December 20, 2023 15:08:55
 - [WMBE/MBE/SBE or Related Certificates](#) - Table 8. Sub K plan for REV Ambulance Group.zip - Wednesday December 20, 2023 15:09:36
 - [Warranty Information](#) - Table 9. Warranties.zip - Wednesday December 20, 2023 15:09:50
 - [Standard Transaction Document Samples](#) - Table 10. New Order.Sales Forms.zip - Wednesday December 20, 2023 15:10:26
 - Requested Exceptions (optional)
 - [Upload Additional Document](#) - Additional Information.zip - Wednesday December 20, 2023 16:36:53

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

☒ By checking this box I acknowledge that I am bound by the terms of the Proposer’s Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Holly Russell, Manager Sales, REV Group Inc.

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

☒ Yes ☐ No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_2_Ambulance_RFP_122123 Wed November 29 2023 11:17 AM	☒	1
Addendum_1_Ambulance_RFP_122123 Wed November 22 2023 09:10 AM	☒	1



CITY OF AUBURN HILLS

CITY COUNCIL AGENDA

MEETING DATE: OCTOBER 5, 2026

AGENDA ITEM NO 7D

DEPARTMENT OF PUBLIC WORKS

To: Mayor and City Council
From: Thomas A. Tanghe, City Manager; Jason Hefner, Manager of Fleet & Roads
Submitted: September 29, 2026
Subject: Motion – Approve a Budget Amendment for Completion of Past Road Projects

INTRODUCTION AND HISTORY

Due to a couple of contractor schedules and difficulties, a couple of road projects were not completed in 2025 as originally planned. Since these projects did not have budgeted funds in 2026, a budget amendment is needed for each budget line of each project to properly account for corresponding revenues and expenses for these projects. The necessary amendments are as follows:

Project	GL Number	Amendment
Revenue		
M-24 Improvements	202-452-676.001-M24IMPROVMNT	+ \$745,138.62
Local Roads expense offset (GF Transfer to Local Roads)	203-453-699.101	+ \$30,196.00
Expenses		
M-24 Improvements	202-452-973.000-M24IMPROVMNT	+ \$305,100.00
Shimmons-Dexter Curve	202-452-973.000-SHIMDEXCURVE	+ \$ 1,000.00
2025 Concrete Maintenance	202-452-935.000-N.SQUIRRELRD	+ \$ 36,040.00
2025 Concrete Maintenance	203-453-937.003	+ \$ 26,070.00
2025 Concrete Maintenance	203-453-935.000	+ \$ 4,126.00
Transfer		
GF Transfer to Local Roads	101-446-995.203	+ \$30,196.00

While most lines are relatively small amounts for road projects, the M-24 Improvements make up the majority of the amendment. City Council may recall that, in 2024, the City was awarded a Transportation Economic Development Fund (TEDF) grant for Schostak to build the new development on the former Palace of Auburn Hills site. Within the development agreement, Schostak is responsible for reimbursing the City for expenses not covered by the grant. Therefore, the first line is an amendment to the revenue line and includes expenses that the City covered in 2025 but were not reimbursed until 2026. The second line is the expense line and is offset by revenue that will be received. So, the net impact of the amendment is a \$402,998.62 increase to the Major Streets fund balance and a \$30,196 increase to General Fund expenditures.

STAFF RECOMMENDATION

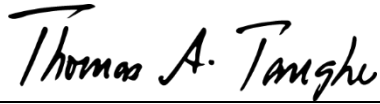
Staff recommend amending the 2026 Major Streets, Local Streets, and General Fund budgets as indicated within the chart in the body of this memo.

MOTION

Move to amend the Major and Local Streets 2026 Budget appropriations and revenues as stated above.

Also, move to amend the General Fund Street Improvement department 2026 Budget appropriations as stated above.

I CONCUR:

Handwritten signature of Thomas A. Tanghe in black ink.

THOMAS A. TANGHE, CITY MANAGER



CITY OF AUBURN HILLS CITY COUNCIL AGENDA

MEETING DATE: OCTOBER 5, 2026

AGENDA ITEM NO 9A

FINANCE/TREASURER

To: Mayor and City Council
From: Thomas A. Tanghe, City Manager; Michelle Schulz, Finance Director/Treasurer
Submitted: September 25, 2026
Subject: Motion – Motion to approve the second reading of amendments to the City of Auburn Hills Purchasing Ordinance, Ch. 2, Article VI “Finance” and authorize the City Clerk to publish in accordance with State Law.

INTRODUCTION AND HISTORY

City staff have been working to update the Purchasing Ordinance dollar limits that direct when to use the formal bid process, when to support purchases with quotes, and at what level direct purchases can be made.

The first reading was on September 28, 2026, and was approved by City Council.

There have been no changes from the first reading where staff requested that dollar and bid thresholds be set by Resolution of Council going forward. The proposed amounts are set forth in the attached Resolution. If the proposed amendments to the Ordinance pass second reading, the City Council will be asked to consider approval of the Resolution setting the threshold amounts on the same date as second reading. No changes are being proposed in the Resolution to current percent thresholds.

Per the Ordinance, the amendment will go into effect January 1, 2027.

STAFF RECOMMENDATION

Staff recommend amending the purchasing ordinance sections that allow direct purchases for all goods and services to be set by Resolution of City Council.

MOTION

Move to approve the second reading of amendments to the City of Auburn Hills Purchasing Ordinance, Ch. 2, Article VI “Finance” and authorize the City Clerk to publish in accordance with State Law.

I CONCUR:

THOMAS A. TANGHE, CITY MANAGER

DIVISION 2. PURCHASING

Sec. 2-196. Application of division.

This division applies to the contracts for the procurement of supplies, services, and construction entered into by the city. It shall apply to every expenditure of public funds by any city agency for public purchasing, irrespective of its source. When the procurement involves the expenditure of federal assistance or contract funds, the procurement shall be conducted in accordance with any applicable mandatory federal law and regulation which are not reflected in this division. Nothing in this division shall prevent the city from complying with the terms and conditions of any grant, gift or bequest which are otherwise consistent with law.

(Ord. No. 376, § 1, 1-27-86)

Sec. 2-197. Definitions.

The following words, terms and phrases, when used in this division, shall have the meanings ascribed to them in this section, except where the context clearly indicates a different meaning:

Contractual services means and includes the rental, repair or maintenance of equipment, machinery and other city-owned property. The term shall not include professional, insurance and personal services or other contractual services which are by their nature unique and not subject to competition.

- (a) *Manager* means the city manager.
- (b) *Purchasing agent* or *agent* means the city manager or his authorized representative(s).
- (c) *Supplies* mean and includes all supplies, materials and equipment.
- (d) *Using agency* means any department, agency, commission, board, bureau or other unit of city government using supplies, or procuring contractual services as provided for in this division.
- (e) *Bids* mean the process used to purchase supplies ~~over \$10,000.00~~ and contractual services ~~over \$25,000.00~~ when the estimated cost exceeds the applicable bid threshold established by resolution of the city council.
- (f) *Quotes* mean the process used to purchase supplies ~~over \$1,000.00 and under \$10,000.00~~ and contractual services ~~over \$1,000.00 and under \$25,000.00~~ when the estimated cost falls within the applicable quote threshold established by resolution of the city council.

(Ord. No. 376, § 2, 1-27-86; Ord. No. 802, § 1, 8-6-07)

Cross reference(s)—Definitions generally, § 1-2.

Sec. 2-198. Office of the purchasing agent; creation; official responsible; powers and duties.

- (a) There is hereby created the position of purchasing agent who shall be the city's principle public purchasing official.
- (b) The purchasing agent shall be the city manager of the city or his authorized representative(s).

-
- (c) The powers and duties of the purchasing agent are as follows:
- (1) The purchasing agent shall have general supervision over the purchasing activity. The purchasing agent shall perform all duties required by the City Charter or city ordinance or such duties delegated to him by the city manager.
 - (2) The agent shall have the power and it shall be his duty to purchase or contract for all supplies and contractual services needed by any using agency which derives its support wholly or in part from the city, in accordance with the purchasing procedures as prescribed by this division and such rules and regulations as the agent shall adopt for the purchasing activity, and such other rules and regulations as shall be prescribed by the city manager and/or the city council. No using agency of the city shall be exempt from utilizing the purchasing agent for the negotiation of purchases.
 - (3) In addition to the purchasing authority conferred in subsection (c)(2) of this section and in addition to any other powers and duties conferred by this division, the agent shall:
 - a. Act to procure for the city the highest quality in supplies and contractual services at the least expense to the city.
 - b. Discourage uniform bidding and endeavor to obtain as full and open competition as possible on all purchases and sales.
 - c. Establish and amend, when necessary, all rules and regulations authorized by this division and any other necessary to its operation.
 - d. Keep informed of current developments in the field of purchasing, prices, market conditions and products and secure for the city the benefits of research done in the fields of purchasing by other governmental jurisdictions, national technical societies, trade associations having national recognition and by private businesses and organizations.
 - e. Prescribe and maintain such forms as he shall find reasonable and necessary for the operation of this section.
 - f. Prepare and adopt a standard purchasing nomenclature for using agencies and suppliers.
 - g. Prepare, adopt and maintain a vendor's catalogue file. Such catalogue file shall be organized according to materials and shall contain the descriptions of vendor's commodities, prices and discounts.
 - h. Exploit the possibilities of buying in bulk so as to take full advantage of discounts.
 - i. Act so as to procure for the city all federal tax exemptions to which it is entitled.
 - j. Cooperate with the various departments of the city so as to secure for the city the maximum efficiency and budgeting and accounting.
 - k. Have the authority to declare vendors who default on their quotations to be irresponsible bidders and to disqualify them from receiving any business for the city for a stated period of time.

(Ord. No. 376, § 3, 1-27-86; Ord. No. 802, § 2, 8-6-07)

Sec. 2-199. Requisition and estimates.

- (a) All using agencies, either by or with the authorization of the head of the department under which the using agency operates, shall file with the agent detailed requisitions or estimates of their requirements in supplies and contractual services in such manner, at such time and for such future periods as the agent shall prescribe. A using agency shall not be prevented from filing, in the same manner, with the agent at any time,

a requisition or estimate for any supplies and contractual services, the need for which was not foreseen when the detailed estimates were initially filed.

- (b) The agent shall examine each requisition or estimate and shall have the authority to revise it as to quantity, quality or estimated cost, but any revision as to the quality of a requisition or estimate shall be in accordance with the standards and specifications established pursuant to this division.

(Ord. No. 376, § 4, 1-27-86)

Sec. 2-200. Official interest in contracts.

- (a) No person holding any elective or appointive office of the city shall take any official action on any city contract in which he shall have a direct personal interest in the profits to be derived therefrom, or be a bondsman or security on any contract or bond given to the city. Any officer violating the provisions of this section shall be deemed guilty of misconduct in office, and, upon conviction, shall forfeit his office.
- (b) The agent and every officer and employee of the city are expressly prohibited from accepting, directly or indirectly, from any person to whom any purchase order or contract is or might be awarded, any rebate, gift, money or anything of value whatsoever, except where given for the use and benefit of the city.

(Ord. No. 376, § 5, 1-27-86)

Sec. 2-201. Competitive bidding requirements.

All purchases of and contracts for supplies and contractual services and all sales of city property which has become obsolete and unusable shall, except as specifically provided in this division, be based, wherever possible, on competitive bids.

(Ord. No. 376, § 6, 1-27-86)

Sec. 2-202. Contract procedure.

All supplies and contractual services, except as otherwise provided in this division, when the estimated cost thereof shall exceed ~~\$10,000.00 for supplies and \$25,000.00 for contractual services~~ the applicable formal-contract threshold established by resolution of the city council, shall be purchased by formal, written contract from the lowest responsible bidder, after due notice inviting proposals. All sales of personal property which has become obsolete and unusable, when the estimated value shall exceed ~~\$10,000.00~~ the applicable formal-sale threshold established by resolution of the city council, shall be sold by formal written contract to the highest responsible bidder, after due notice inviting proposals.

(Ord. No. 376, § 7, 1-27-86; Ord. No. 609, § 1, 5-19-97)

Sec. 2-203. Notice inviting bids.

- (a) Notice inviting bids shall be advertised by one or more methods, the first of which shall be those generating no cost to the city. At a minimum, notice of bids shall be posted in the purchasing section of the city's website. Notice of bids shall also be posted, where applicable, on the website(s) of those bid cooperatives of which the city is a member. Additional trade magazines and/or the city's official newspaper shall be utilized only when such electronic posting is deemed to compromise the ability to garner adequate exposure to potential vendors. Notice of bids shall be posted at least seven calendar days preceding the last day set forth for the receipt of proposals. The notice required in this section shall include a general description of the

articles to be purchased or sold, shall state where bid blanks and specifications may be secured, and the time and place for opening bids.

- (b) Bidder's list. The agent may also solicit sealed bids from all responsible prospective suppliers who have requested their names to be added to a bidder's list, which the agent shall maintain, by sending them a copy of such notice as will acquaint them with the proposed purchase or sale. In any case, invitations sent to the vendors on the bidder's list shall be limited to commodities that are similar in character and ordinarily handled by the business or trade group to which the invitations are sent.
- (c) Other notice. The agent may also post notice of all pending purchases or sales on the bulletin board in city buildings or other appropriate locations.
- (d) Additional notice. The agent may also advertise all pending purchases or sales through such additional notices as he may feel is in the best interest of the city.

(Ord. No. 376, § 8, 1-27-86; Ord. No. 802, § 3, 8-6-07)

Sec. 2-204. Bid deposits.

When deemed necessary by the agent, bid deposits shall be prescribed in the public notices inviting bids. A successful bidder shall forfeit any bid deposit required by the agent upon failure on his part to enter into a contract within the time specified after the award.

(Ord. No. 376, § 9, 1-27-86)

Sec. 2-205. Submission, opening and tabulation of bids; recommendations of purchasing agent and city manager.

- (a) Bids shall be submitted in sealed envelopes identified as bids on the envelope and/or by electronic submission in a secured environment with a secure bid receipt, with the method or methods of submission of the bids being in the sole discretion of the purchasing agent and being identified in the notice inviting bids.
- (b) Bids shall be opened in public at the time and place stated in the public notice.
- (c) A tabulation of all bids received shall be available for public inspection.
- (d) After opening and tabulating all bids received, a recommendation shall be prepared and submitted to the city council by the city manager.

(Ord. No. 376, § 10, 1-27-86; Ord. No. 802, § 4, 8-6-07; Ord. No. 24-940, § 1, 7-15-24)

Sec. 2-206. Rejection of bidders; bidders in default to city.

The city council shall have the authority to reject all bids, parts of all bids, or all bids for any one or more supplies or contractual services included in the proposed contract, when the public interest will be served thereby.

(Ord. No. 376, § 11, 1-27-86)

Sec. 2-207. Award of contract generally; determination of lowest responsible bidder.

- (a) The agent shall have the authority to award contracts within the purview of this section when the estimated cost thereof is less than ~~\$10,000.00 for supplies and less than \$25,000.00 for contractual services.~~ [the applicable agent-award threshold established by resolution of the city council.](#) Where the estimated cost is

~~\$10,000.00~~at or ~~more for supplies and \$25,000.00 or more for contractual services~~above the applicable city-council-award threshold established by resolution of the city council, the city council shall have the authority to award contracts within the purview of this section. The agent, at the end of each month, shall prepare and submit a report to the city council listing the purchase of all supplies and contracts for service approved by the agent during the month where the cost was in excess of ~~\$2,500.00~~the applicable reporting threshold established by resolution of the city council.

- (b) In determining the lowest responsible bidder, in addition to price, the agent, city manager and city council shall consider:
- (1) The ability, capacity and skill of the bidder to perform the contract to provide the services required.
 - (2) Whether the bidder can perform the contract or provide the service promptly, or within the time specified, without delay or interference.
 - (3) The character, integrity, reputation, judgment, experience and efficiency of the bidder.
 - (4) The quality of performance of previous contracts or services.
 - (5) The previous and existing compliance by the bidder with laws and ordinances relating to the contract or services.
 - (6) The sufficiency of the financial resources and ability of the bidder to perform the contract or provide the service.
 - (7) The quality, availability and adaptability of the supplies or contractual services to the particular use required.
 - (8) The ability of the bidder to provide future maintenance and service for the use of the subject of the contract.
 - (9) The number and scope of conditions attached to bid.

(Ord. No. 376, § 12, 1-27-86; Ord. No. 609, § 2, 5-19-97)

Sec. 2-208. Awards to other than low bidder; tie bids.

- (a) When the award is not given to the lowest bidder, a full and complete statement of the reasons for placing the order elsewhere shall be prepared by the agent and filed with the other papers relating to the transaction.
- (b) If all bids received are for the same total amount or unit price, quality and service being equal, the contract shall be awarded to a local bidder; otherwise, in the case of tie bids, the agent shall award the contract to one of the tie bidders by drawing lots in public.
- (c) Notwithstanding (a) and (b) above, a bidder residing within the corporate limits of the City of Auburn Hills and identified and documented as a property owner or lessee within the city, may be awarded a bid, if quality and service is equal to other bidders, and if their total bid price is within ~~two percent~~the Auburn Hills resident-business preference percentage established by resolution of the city council more than the lowest qualified bidder. Such approval shall also apply to Michigan companies when their total bid price is within ~~one percent~~the Michigan-company preference percentage established by resolution of the city council more than the lowest qualified bidder, with Auburn Hills-based bidders maintaining priority. A resident business is defined as one that pays real and/or personal property taxes to the City of Auburn Hills, whose product is produced and/or shipped from their Auburn Hills business address, or whose corporate headquarters is located in Auburn Hills. A Michigan company is one whose primary company headquarters is located in Michigan.

(Ord. No. 376, § 13, 1-27-86; Ord. No. 802, § 5, 8-6-07)

Sec. 2-209. Performance bond.

The agent shall have the authority to require a performance, payment and/or bid bond, before entering into a contract, in such amount as he shall find reasonably necessary to protect the best interests of the city, and in compliance with state statute requiring such bonds.

(Ord. No. 376, § 14, 1-27-86; Ord. No. 802, § 6, 8-6-07)

Sec. 2-210. Prohibition against subdivision.

No contract or purchase shall be subdivided to avoid the requirements of this division.

(Ord. No. 376, § 15, 1-27-86)

Sec. 2-211. Open market procedure.

- (a) All purchases of supplies and contractual services and all sales of city property which has become obsolete and unusable, of less than the estimated value of ~~\$10,000.00 for supplies and \$25,000.00 for contractual services~~ the applicable open-market threshold established by resolution of the city council, shall be made in the open market, without observing the procedure prescribed by this section for the award of formal contract.
- (b) All open market purchases of more than ~~\$1,000~~ the applicable quote threshold established by resolution of the city council shall, wherever possible, be based on at least three competitive quotes, and shall be awarded to the lowest responsible vendor in accordance with the standards set forth in section 2-207 and 2-208. The agent shall solicit quotes by any one or more of the following methods: direct mail request to prospective vendors, telephone, internet/email, city website, and/or by public notice posted on the bulletin board of the city hall.
- (c) The agent shall keep a record of all open market orders and the quotes submitted in competition thereon. Such records shall be open to public inspection.

(Ord. No. 376, § 16, 1-27-86; Ord. No. 609, § 3, 5-19-97; Ord. No. 802, § 7, 8-6-07)

Sec. 2-212. Petty expenditures revolving fund.

There is hereby established in the city treasury a petty expenditure revolving fund. From this fund may be paid all purchases not in excess of the maximum dollar limitation established by the agent, made by the heads of using agencies for incidentals. The agent, subject to city council approval, shall promulgate rules and regulations for the use of the petty expenditures revolving fund.

(Ord. No. 376, § 17, 1-27-86)

Sec. 2-213. Price agreement contract procedure.

The head of the using agency shall have the authority to submit requisitions to the agent for supplies available under the terms of a price agreement contract made by the agent.

(Ord. No. 376, § 18, 1-27-86)

Sec. 2-214. Emergency purchases.

- (a) In case of an apparent emergency which requires the immediate purchase of supplies or contractual services, the city manager shall be empowered to authorize the agent to secure, by the open market procedure as set forth in this division, at the lowest obtainable price, any supplies or contractual services, regardless of the amount of the expenditure.
- (b) A full report of the circumstances of the emergency purchase shall be filed by agent with the city council and shall be entered in the minutes of the city council and shall be open to public inspection.
- (c) The agent, subject to city council approval, shall prescribe, by rules and regulations, the procedure under which emergency purchases by heads of using agencies may be made.

(Ord. No. 376, § 19, 1-27-86)

Sec. 2-215. Cooperative purchasing.

The agent shall have the authority to join with other units of government, education, or other non-profit or public sector agencies, in cooperative purchasing plans when the best interests of the city would be served thereby.

(Ord. No. 376, § 20, 1-27-86; Ord. No. 802, § 8, 8-6-07)

Secs. ~~2-216—2-225. Reserved~~2-216. Purchasing amounts established by resolution.

All dollar amounts, monetary limitations, purchasing thresholds, bid thresholds, quote thresholds, contract-award thresholds, reporting thresholds, sale thresholds, and bidder-preference percentages under this division shall be established by resolution of the city council. The city council may amend those amounts, thresholds, limitations, and percentages from time to time by resolution.

SECTION 2-2117. Effective Date.

This Ordinance shall take effect on January 1, 2027.

SECTION 2-118. Repealer.

All ordinances or parts of ordinances in conflict with this Ordinance are repealed only to the extent necessary to give this Ordinance full force and effect.

SECTION 2-119 Severability.

If any section, subsection, sentence, clause, phrase, or portion of this Ordinance is held invalid or unconstitutional by a court of competent jurisdiction, that holding shall not affect the validity of the remaining portions of this Ordinance.

Secs. 2-220—2-225. Reserved.

DIVISION 2. PURCHASING

Sec. 2-196. Application of division.

This division applies to the contracts for the procurement of supplies, services, and construction entered into by the city. It shall apply to every expenditure of public funds by any city agency for public purchasing, irrespective of its source. When the procurement involves the expenditure of federal assistance or contract funds, the procurement shall be conducted in accordance with any applicable mandatory federal law and regulation which are not reflected in this division. Nothing in this division shall prevent the city from complying with the terms and conditions of any grant, gift or bequest which are otherwise consistent with law.

(Ord. No. 376, § 1, 1-27-86)

Sec. 2-197. Definitions.

The following words, terms and phrases, when used in this division, shall have the meanings ascribed to them in this section, except where the context clearly indicates a different meaning:

Contractual services means and includes the rental, repair or maintenance of equipment, machinery and other city-owned property. The term shall not include professional, insurance and personal services or other contractual services which are by their nature unique and not subject to competition.

- (a) *Manager* means the city manager.
- (b) *Purchasing agent* or *agent* means the city manager or his authorized representative(s).
- (c) *Supplies* mean and includes all supplies, materials and equipment.
- (d) *Using agency* means any department, agency, commission, board, bureau or other unit of city government using supplies, or procuring contractual services as provided for in this division.
- (e) *Bids* mean the process used to purchase supplies and contractual services when the estimated cost exceeds the applicable bid threshold established by resolution of the city council.
- (f) *Quotes* mean the process used to purchase supplies and contractual services when the estimated cost falls within the applicable quote threshold established by resolution of the city council.

(Ord. No. 376, § 2, 1-27-86; Ord. No. 802, § 1, 8-6-07)

Cross reference(s)—Definitions generally, § 1-2.

Sec. 2-198. Office of the purchasing agent; creation; official responsible; powers and duties.

- (a) There is hereby created the position of purchasing agent who shall be the city's principle public purchasing official.
- (b) The purchasing agent shall be the city manager of the city or his authorized representative(s).
- (c) The powers and duties of the purchasing agent are as follows:

-
- (1) The purchasing agent shall have general supervision over the purchasing activity. The purchasing agent shall perform all duties required by the City Charter or city ordinance or such duties delegated to him by the city manager.
 - (2) The agent shall have the power and it shall be his duty to purchase or contract for all supplies and contractual services needed by any using agency which derives its support wholly or in part from the city, in accordance with the purchasing procedures as prescribed by this division and such rules and regulations as the agent shall adopt for the purchasing activity, and such other rules and regulations as shall be prescribed by the city manager and/or the city council. No using agency of the city shall be exempt from utilizing the purchasing agent for the negotiation of purchases.
 - (3) In addition to the purchasing authority conferred in subsection (c)(2) of this section and in addition to any other powers and duties conferred by this division, the agent shall:
 - a. Act to procure for the city the highest quality in supplies and contractual services at the least expense to the city.
 - b. Discourage uniform bidding and endeavor to obtain as full and open competition as possible on all purchases and sales.
 - c. Establish and amend, when necessary, all rules and regulations authorized by this division and any other necessary to its operation.
 - d. Keep informed of current developments in the field of purchasing, prices, market conditions and products and secure for the city the benefits of research done in the fields of purchasing by other governmental jurisdictions, national technical societies, trade associations having national recognition and by private businesses and organizations.
 - e. Prescribe and maintain such forms as he shall find reasonable and necessary for the operation of this section.
 - f. Prepare and adopt a standard purchasing nomenclature for using agencies and suppliers.
 - g. Prepare, adopt and maintain a vendor's catalogue file. Such catalogue file shall be organized according to materials and shall contain the descriptions of vendor's commodities, prices and discounts.
 - h. Exploit the possibilities of buying in bulk so as to take full advantage of discounts.
 - i. Act so as to procure for the city all federal tax exemptions to which it is entitled.
 - j. Cooperate with the various departments of the city so as to secure for the city the maximum efficiency and budgeting and accounting.
 - k. Have the authority to declare vendors who default on their quotations to be irresponsible bidders and to disqualify them from receiving any business for the city for a stated period of time.

(Ord. No. 376, § 3, 1-27-86; Ord. No. 802, § 2, 8-6-07)

Sec. 2-199. Requisition and estimates.

- (a) All using agencies, either by or with the authorization of the head of the department under which the using agency operates, shall file with the agent detailed requisitions or estimates of their requirements in supplies and contractual services in such manner, at such time and for such future periods as the agent shall prescribe. A using agency shall not be prevented from filing, in the same manner, with the agent at any time,

a requisition or estimate for any supplies and contractual services, the need for which was not foreseen when the detailed estimates were initially filed.

- (b) The agent shall examine each requisition or estimate and shall have the authority to revise it as to quantity, quality or estimated cost, but any revision as to the quality of a requisition or estimate shall be in accordance with the standards and specifications established pursuant to this division.

(Ord. No. 376, § 4, 1-27-86)

Sec. 2-200. Official interest in contracts.

- (a) No person holding any elective or appointive office of the city shall take any official action on any city contract in which he shall have a direct personal interest in the profits to be derived therefrom, or be a bondsman or security on any contract or bond given to the city. Any officer violating the provisions of this section shall be deemed guilty of misconduct in office, and, upon conviction, shall forfeit his office.
- (b) The agent and every officer and employee of the city are expressly prohibited from accepting, directly or indirectly, from any person to whom any purchase order or contract is or might be awarded, any rebate, gift, money or anything of value whatsoever, except where given for the use and benefit of the city.

(Ord. No. 376, § 5, 1-27-86)

Sec. 2-201. Competitive bidding requirements.

All purchases of and contracts for supplies and contractual services and all sales of city property which has become obsolete and unusable shall, except as specifically provided in this division, be based, wherever possible, on competitive bids.

(Ord. No. 376, § 6, 1-27-86)

Sec. 2-202. Contract procedure.

All supplies and contractual services, except as otherwise provided in this division, when the estimated cost thereof shall exceed the applicable formal-contract threshold established by resolution of the city council, shall be purchased by formal, written contract from the lowest responsible bidder, after due notice inviting proposals. All sales of personal property which has become obsolete and unusable, when the estimated value shall exceed the applicable formal-sale threshold established by resolution of the city council, shall be sold by formal written contract to the highest responsible bidder, after due notice inviting proposals.

(Ord. No. 376, § 7, 1-27-86; Ord. No. 609, § 1, 5-19-97)

Sec. 2-203. Notice inviting bids.

- (a) Notice inviting bids shall be advertised by one or more methods, the first of which shall be those generating no cost to the city. At a minimum, notice of bids shall be posted in the purchasing section of the city's website. Notice of bids shall also be posted, where applicable, on the website(s) of those bid cooperatives of which the city is a member. Additional trade magazines and/or the city's official newspaper shall be utilized only when such electronic posting is deemed to compromise the ability to garner adequate exposure to potential vendors. Notice of bids shall be posted at least seven calendar days preceding the last day set forth for the receipt of proposals. The notice required in this section shall include a general description of the

articles to be purchased or sold, shall state where bid blanks and specifications may be secured, and the time and place for opening bids.

- (b) Bidder's list. The agent may also solicit sealed bids from all responsible prospective suppliers who have requested their names to be added to a bidder's list, which the agent shall maintain, by sending them a copy of such notice as will acquaint them with the proposed purchase or sale. In any case, invitations sent to the vendors on the bidder's list shall be limited to commodities that are similar in character and ordinarily handled by the business or trade group to which the invitations are sent.
- (c) Other notice. The agent may also post notice of all pending purchases or sales on the bulletin board in city buildings or other appropriate locations.
- (d) Additional notice. The agent may also advertise all pending purchases or sales through such additional notices as he may feel is in the best interest of the city.

(Ord. No. 376, § 8, 1-27-86; Ord. No. 802, § 3, 8-6-07)

Sec. 2-204. Bid deposits.

When deemed necessary by the agent, bid deposits shall be prescribed in the public notices inviting bids. A successful bidder shall forfeit any bid deposit required by the agent upon failure on his part to enter into a contract within the time specified after the award.

(Ord. No. 376, § 9, 1-27-86)

Sec. 2-205. Submission, opening and tabulation of bids; recommendations of purchasing agent and city manager.

- (a) Bids shall be submitted in sealed envelopes identified as bids on the envelope and/or by electronic submission in a secured environment with a secure bid receipt, with the method or methods of submission of the bids being in the sole discretion of the purchasing agent and being identified in the notice inviting bids.
- (b) Bids shall be opened in public at the time and place stated in the public notice.
- (c) A tabulation of all bids received shall be available for public inspection.
- (d) After opening and tabulating all bids received, a recommendation shall be prepared and submitted to the city council by the city manager.

(Ord. No. 376, § 10, 1-27-86; Ord. No. 802, § 4, 8-6-07; Ord. No. 24-940, § 1, 7-15-24)

Sec. 2-206. Rejection of bidders; bidders in default to city.

The city council shall have the authority to reject all bids, parts of all bids, or all bids for any one or more supplies or contractual services included in the proposed contract, when the public interest will be served thereby.

(Ord. No. 376, § 11, 1-27-86)

Sec. 2-207. Award of contract generally; determination of lowest responsible bidder.

- (a) The agent shall have the authority to award contracts within the purview of this section when the estimated cost thereof is less than the applicable agent-award threshold established by resolution of the city council. Where the estimated cost is at or above the applicable city-council-award threshold established by

resolution of the city council, the city council shall have the authority to award contracts within the purview of this section. The agent, at the end of each month, shall prepare and submit a report to the city council listing the purchase of all supplies and contracts for service approved by the agent during the month where the cost was in excess of the applicable reporting threshold established by resolution of the city council.

- (b) In determining the lowest responsible bidder, in addition to price, the agent, city manager and city council shall consider:
- (1) The ability, capacity and skill of the bidder to perform the contract to provide the services required.
 - (2) Whether the bidder can perform the contract or provide the service promptly, or within the time specified, without delay or interference.
 - (3) The character, integrity, reputation, judgment, experience and efficiency of the bidder.
 - (4) The quality of performance of previous contracts or services.
 - (5) The previous and existing compliance by the bidder with laws and ordinances relating to the contract or services.
 - (6) The sufficiency of the financial resources and ability of the bidder to perform the contract or provide the service.
 - (7) The quality, availability and adaptability of the supplies or contractual services to the particular use required.
 - (8) The ability of the bidder to provide future maintenance and service for the use of the subject of the contract.
 - (9) The number and scope of conditions attached to bid.

(Ord. No. 376, § 12, 1-27-86; Ord. No. 609, § 2, 5-19-97)

Sec. 2-208. Awards to other than low bidder; tie bids.

- (a) When the award is not given to the lowest bidder, a full and complete statement of the reasons for placing the order elsewhere shall be prepared by the agent and filed with the other papers relating to the transaction.
- (b) If all bids received are for the same total amount or unit price, quality and service being equal, the contract shall be awarded to a local bidder; otherwise, in the case of tie bids, the agent shall award the contract to one of the tie bidders by drawing lots in public.
- (c) Notwithstanding (a) and (b) above, a bidder residing within the corporate limits of the City of Auburn Hills and identified and documented as a property owner or lessee within the city, may be awarded a bid, if quality and service is equal to other bidders, and if their total bid price is within the Auburn Hills resident-business preference percentage established by resolution of the city council more than the lowest qualified bidder. Such approval shall also apply to Michigan companies when their total bid price is within the Michigan-company preference percentage established by resolution of the city council more than the lowest qualified bidder, with Auburn Hills-based bidders maintaining priority. A resident business is defined as one that pays real and/or personal property taxes to the City of Auburn Hills, whose product is produced and/or shipped from their Auburn Hills business address, or whose corporate headquarters is located in Auburn Hills. A Michigan company is one whose primary company headquarters is located in Michigan.

(Ord. No. 376, § 13, 1-27-86; Ord. No. 802, § 5, 8-6-07)

Sec. 2-209. Performance bond.

The agent shall have the authority to require a performance, payment and/or bid bond, before entering into a contract, in such amount as he shall find reasonably necessary to protect the best interests of the city, and in compliance with state statute requiring such bonds.

(Ord. No. 376, § 14, 1-27-86; Ord. No. 802, § 6, 8-6-07)

Sec. 2-210. Prohibition against subdivision.

No contract or purchase shall be subdivided to avoid the requirements of this division.

(Ord. No. 376, § 15, 1-27-86)

Sec. 2-211. Open market procedure.

- (a) All purchases of supplies and contractual services and all sales of city property which has become obsolete and unusable, of less than the estimated value of the applicable open-market threshold established by resolution of the city council, shall be made in the open market, without observing the procedure prescribed by this section for the award of formal contract.
- (b) All open market purchases of more than the applicable quote threshold established by resolution of the city council shall, wherever possible, be based on at least three competitive quotes, and shall be awarded to the lowest responsible vendor in accordance with the standards set forth in section 2-207 and 2-208. The agent shall solicit quotes by any one or more of the following methods: direct mail request to prospective vendors, telephone, internet/email, city website, and/or by public notice posted on the bulletin board of the city hall.
- (c) The agent shall keep a record of all open market orders and the quotes submitted in competition thereon. Such records shall be open to public inspection.

(Ord. No. 376, § 16, 1-27-86; Ord. No. 609, § 3, 5-19-97; Ord. No. 802, § 7, 8-6-07)

Sec. 2-212. Petty expenditures revolving fund.

There is hereby established in the city treasury a petty expenditure revolving fund. From this fund may be paid all purchases not in excess of the maximum dollar limitation established by the agent, made by the heads of using agencies for incidentals. The agent, subject to city council approval, shall promulgate rules and regulations for the use of the petty expenditures revolving fund.

(Ord. No. 376, § 17, 1-27-86)

Sec. 2-213. Price agreement contract procedure.

The head of the using agency shall have the authority to submit requisitions to the agent for supplies available under the terms of a price agreement contract made by the agent.

(Ord. No. 376, § 18, 1-27-86)

Sec. 2-214. Emergency purchases.

- (a) In case of an apparent emergency which requires the immediate purchase of supplies or contractual services, the city manager shall be empowered to authorize the agent to secure, by the open market procedure as set forth in this division, at the lowest obtainable price, any supplies or contractual services, regardless of the amount of the expenditure.
- (b) A full report of the circumstances of the emergency purchase shall be filed by agent with the city council and shall be entered in the minutes of the city council and shall be open to public inspection.
- (c) The agent, subject to city council approval, shall prescribe, by rules and regulations, the procedure under which emergency purchases by heads of using agencies may be made.

(Ord. No. 376, § 19, 1-27-86)

Sec. 2-215. Cooperative purchasing.

The agent shall have the authority to join with other units of government, education, or other non-profit or public sector agencies, in cooperative purchasing plans when the best interests of the city would be served thereby.

(Ord. No. 376, § 20, 1-27-86; Ord. No. 802, § 8, 8-6-07)

Secs. 2-216. Purchasing amounts established by resolution.

All dollar amounts, monetary limitations, purchasing thresholds, bid thresholds, quote thresholds, contract-award thresholds, reporting thresholds, sale thresholds, and bidder-preference percentages under this division shall be established by resolution of the city council. The city council may amend those amounts, thresholds, limitations, and percentages from time to time by resolution.

SECTION 2-2117. Effective Date.

This Ordinance shall take effect on January 1, 2027.

SECTION 2-118. Repealer.

All ordinances or parts of ordinances in conflict with this Ordinance are repealed only to the extent necessary to give this Ordinance full force and effect.

SECTION 2-119 Severability.

If any section, subsection, sentence, clause, phrase, or portion of this Ordinance is held invalid or unconstitutional by a court of competent jurisdiction, that holding shall not affect the validity of the remaining portions of this Ordinance.

Secs. 2-220—2-225. Reserved.



CITY OF AUBURN HILLS CITY COUNCIL AGENDA

MEETING DATE: OCTOBER 5, 2026

AGENDA ITEM NO 9B

FINANCE/TREASURER

To: Mayor and City Council
From: Thomas A. Tanghe, City Manager; Michelle Schulz, Finance Director/Treasurer
Submitted: September 25, 2026
Subject: Motion – Motion to approve the Purchasing Resolution to set dollar and bid thresholds as amended in the City of Auburn Hills Purchasing Ordinance, Ch. 2, Article VI “Finance” and authorize the City Clerk to publish in accordance with State Law.

INTRODUCTION AND HISTORY

City staff updated the Purchasing Ordinance dollar limits that direct when to use the formal bid process, when to support purchases with quotes, and at what level direct purchases can be made.

The first reading was on September 28, 2026, and was approved by City Council.

Upon approval of the second reading, the Purchasing Resolution attached is to be considered for approval.

No changes are proposed in the Purchasing Resolution to current percent thresholds. The Resolution reflects new, desired dollar thresholds when determining if a formal bid process or quotes are necessary and when a direct purchase can be made.

Per the Ordinance, the amendment will go into effect January 1, 2027.

STAFF RECOMMENDATION

Staff recommend approving the Resolution.

MOTION

Move to approve the Purchasing Resolution as required by the City of Auburn Hills Purchasing Ordinance, Ch. 2, Article VI “Finance”.

I CONCUR:

THOMAS A. TANGHE, CITY MANAGER



RESOLUTION ESTABLISHING PURCHASING THRESHOLDS AND BIDDER-PREFERENCE PERCENTAGES PURSUANT TO SECTION 2-216 OF THE CITY CODE

At a regular meeting of the City Council of the City of Auburn Hills, Oakland County, Michigan, held in City Council Chamber at 1827 N. Squirrel Road, Auburn Hills, MI 48326 at 7:00 PM, on the ____ day of ____, 2026. The following resolution was offered by Council Member _____ and seconded by Council Member _____:

WHEREAS, Chapter 2, Article VI, Division 2, Purchasing, of the City Code governs the procurement of supplies, contractual services, construction, and certain sales of City property;

WHEREAS, the City Council has adopted Ordinance No. _____ to remove specific purchasing amounts and bidder-preference percentages from the text of Division 2 and to provide that those amounts and percentages shall be established by resolution of the City Council;

WHEREAS, the City Council desires to establish the initial purchasing amounts and bidder-preference percentages in the same amounts and percentages currently stated in Division 2 prior to the effective date of Ordinance No. _____;

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Auburn Hills that the following purchasing thresholds and bidder-preference percentages are established effective January 1, 2027, unless later amended by resolution of the City Council:

Item	Established Amount or Rate	Current Code Reference
Bid process for supplies	Over \$10,000.00	Sec. 2-197(e)
Bid process for contractual services	Over \$25,000.00	Sec. 2-197(e)
Quote process for supplies	Over \$3,000.00 and under \$20,000.00	Sec. 2-197(f)
Quote process for contractual services	Over \$3,000.00 and under \$35,000.00	Sec. 2-197(f)
Formal written contract threshold for supplies	Estimated cost exceeds \$20,000.00	Sec. 2-202
Formal written contract threshold for contractual services	Estimated cost exceeds \$35,000.00	Sec. 2-202

Item	Established Amount or Rate	Current Code Reference
Formal written contract threshold for sales of obsolete and unusable personal property	Estimated value exceeds \$20,000.00	Sec. 2-202
Purchasing agent contract-award authority for supplies	Estimated cost is less than \$20,000.00	Sec. 2-207(a)
Purchasing agent contract-award authority for contractual services	Estimated cost is less than \$35,000.00	Sec. 2-207(a)
City Council contract-award authority for supplies	Estimated cost is \$20,000.00 or more	Sec. 2-207(a)
City Council contract-award authority for contractual services	Estimated cost is \$35,000.00 or more	Sec. 2-207(a)
Monthly report threshold for agent-approved purchases and service contracts	Cost in excess of \$3,000.00	Sec. 2-207(a)
Open-market procedure threshold for supplies	Less than the estimated value of \$20,000.00	Sec. 2-211(a)
Open-market procedure threshold for contractual services	Less than the estimated value of \$35,000.00	Sec. 2-211(a)
Open-market quote threshold	More than \$3,000.00	Sec. 2-211(b)
Auburn Hills resident-business bidder preference	Within two percent (2%) more than the lowest qualified bidder	Sec. 2-208(c)
Michigan company bidder preference	Within one percent (1%) more than the lowest qualified bidder	Sec. 2-208(c)

BE IT FURTHER RESOLVED that the amounts and percentages established by this Resolution are intended to preserve the currently stated purchasing amounts and bidder-preference percentages in Division 2, Purchasing, unless and until amended by a later resolution of the City Council.

BE IT FURTHER RESOLVED that this Resolution shall take effect on January 1, 2027, concurrent with the effective date of Ordinance No. ____.

AYES: _____

NAYES: _____

ABSENT: _____

ABSTENTIONS: _____

RESOLUTION DECLARED

STATE OF MICHIGAN)
COUNTY OF OAKLAND)

I, the undersigned, the duly elected Mayor and appointed City Clerk for the City of Auburn Hills, Oakland County, Michigan do hereby certify that the foregoing is a true and complete copy of a resolution adopted at a regular meeting of the Auburn Hills City Council held on the ____ day of _____, 2026.

IN WITNESS WHEREOF, I have hereunto affixed my official signature on this ____ day of _____, 2026.

Laura M. Pierce, City Clerk



CITY OF AUBURN HILLS CITY COUNCIL AGENDA

MEETING DATE: OCTOBER 5, 2026

AGENDA ITEM NO 13A

13a. CLOSED SESSION

No Electronic Information Available

MOTION

Move to meet in closed session to discuss property acquisition pursuant to MCL 15.268(1)(d) of the Open Meetings Act.