

AGENDA NOTES

Solicitation Name and Number	Purchase of Automobiles, Vans, Trucks and Accessories (Annual Contract with 2 Options to Renew) ITB No. 18-100963
Procurement Agent	Tammy Shew
Vendor(s) agree to renew under the same prices, terms and conditions	Yes
Solicitation Name, Number and Contract Number of expiring/expired contract (If no previous contract, please indicate.)	Purchase of Automobiles, Vans and Trucks and Accessories 18-100963 Wade Ford, Inc. – 1119757 Hardy Chevrolet – 1119777 Hardy Family Ford – 1119784 Don Jackson C/D/J/R – 1119786 Downtown Nashville Nissan - 1120326
Previous Contract Number, Contractor Name and Award Amount (Include Increases and Total Award Amount)	<p align="center">\$18,200,000.00</p> <p align="center"><u>Wade Ford, Inc.</u> Initial Award – \$725,000.00 1st Renewal - \$200,000.00</p> <p align="center"><u>Hardy Chevrolet</u> Initial Award - \$8,500,000.00 1st Renewal - \$7,200,000.00</p> <p align="center"><u>Hardy Family Ford</u> Initial Award - \$725,000.00 1st Renewal - \$500,000.00</p> <p align="center"><u>Don Jackson C/D/J/R</u> Initial Award - \$100,000.00 1st Renewal - \$50,000.00</p> <p align="center"><u>Downtown Nashville Nissan</u> Initial Award - \$150,000.00 1st Renewal - \$50,000.00</p>
Previous Amount Spent on Expiring/Expired Contract (If multiple award, List Amount Spent per contract and include Total Amount Spent)	<p align="center">\$11,045,196.58</p> <p align="center"><u>Wade Ford, Inc.</u> Initial Award – \$1036.65 1st Renewal - \$467,366.16 (\$50,000 transferred to Wade Ford from Downtown Nashville Nissan on 2/28/20 and \$250,000 from Hardy Family Ford on 4/12/20)</p> <p align="center"><u>Hardy Chevrolet</u> Initial Award - \$7,638,087.30 1st Renewal - \$2,664,624.17</p>

	<p style="text-align: center;"> <u>Hardy Family Ford</u> Initial Award - \$248,011.30 1st Renewal - \$0.00 <u>Don Jackson C/D/J/R</u> Initial Award - \$0.00 1st Renewal - \$26,071.00 <u>Downtown Nashville Nissan</u> Initial Award - \$0.00 1st Renewal - \$0.00 </p>
<p>Prime Contractor Information and LSBE – Subcontractor (Prime: Company Name, Owner Name and Title, Number years in business and Number of Years doing business with DeKalb County) (LSBE: LSBE Type (DeKalb or MSA, Participation Percentage, Company Name, Owner Name and Title, Address, Type of Work Provided, Number of years in business)</p>	<p>Wade Ford, Inc. - Prime</p> <ol style="list-style-type: none"> 1. Owners: Steve Ewing 2. Years in Business: 85 3. Years doing business with DeKalb: 11 <p>Hardy Chevrolet - Prime</p> <ol style="list-style-type: none"> 1. CEO: Charles Hardy 2. Years in Business: 39 3. Years doing business with DeKalb: 11 <p>Hardy Family Ford - Prime</p> <ol style="list-style-type: none"> 4. CEO: Rene Hardy Gordon 5. Years in Business: 35 6. Years doing business with DeKalb: 17 <p>Don Jackson C/D/J/R - Prime</p> <ol style="list-style-type: none"> 1. Owner: Derek Jackson 2. Years in Business: 34 3. Years doing business with DeKalb: 9 <p>On March 29, 2017, the LSBE Review Panel waived the LSBE requirements for these types of purchases.</p>
<p>Attachments:</p>	<p style="text-align: center;">Contract Renewal Request Form</p>

