

## AGENDA NOTES

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| <b>Solicitation Name and Number</b>  | Purchase of Automobiles, (Annual contract with 2 Options to Renew)<br>ITB 18-100963  |
| <b>Procurement Agent</b>   | Jervai McConico  |
| <b>Vendor(s) agree to renew under the same prices, terms and conditions</b>  | Yes  |
| <b>Solicitation Name, Number and Contract Number of expiring/expired contract (If no previous contract, please indicate N/A)</b> | Purchase of Automobiles<br>ITB 18-100963<br><br>Wade Ford<br>1119757<br><br>Hardy Chevrolet Buick GMC<br>1119777<br><br>Hardy Family Ford<br>1119784<br><br>Downtown Nashville Nissan<br>1120326<br><br>Don Jackson C/D/J/R<br>1119786   |
| <b>Previous Contract Number, Contractor Name and Award Amount (Include increases and Total Award Amount)</b>                     | <b>\$10,200,000.00 Total Award</b><br><br>Wade Ford<br>\$725,000.00- CPA 1119757<br><br>Hardy Chevrolet Buick GMC<br>\$8,500,000.00- CPA 1119777<br><br>Hardy Family Ford<br>\$725,000.00- CPA 1119784<br><br>Downtown Nashville Nissan<br>\$150,000.00- CPA 1120326<br><br>Don Jackson C/D/J/R<br>\$100,000.00- CPA 1119786 |

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| <p><b>Previous Amount Spent on Expiring/Expired Contract (If multiple award, List Amount Spent per Contract and include Total Amount Spent)</b></p>   | <p><b>\$7,887,135.25-Total</b></p> <p>Wade Ford<br/>\$1,036.65-CPA 1119757</p> <p>Hardy Chevrolet Buick GMC<br/>\$7,638,087.30-CPA 1119777</p> <p>Hardy Family Ford<br/>\$248,011.30-CPA 1119784</p> <p>Downtown Nashville Nissan<br/>\$0.00-CPA 1120326</p> <p>Don Jackson C/D/J/R<br/>\$0.00-CPA 1119786</p>  |
| <p><b>Prime Contractor Information and LSBE – Subcontractor (Prime: Company Name, Owner Name and</b></p>  | <p><b>Wade Ford, Inc. - Prime</b><br/>Owners: Steve Ewing<br/>Years in Business: 84</p>   |
| <p><b>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 and Number of years in business)</b></p> | <p>Years doing business with DeKalb: 10</p> <p><b>Hardy Chevrolet - Prime</b><br/>CEO: Charles Hardy<br/>Years in Business: 39<br/>Years doing business with DeKalb: 11</p> <p><b>Hardy Family Ford - Prime</b><br/>CEO: Rene Hardy Gordon<br/>Years in Business: 34<br/>Years doing business with DeKalb: 16</p> <p><b>Don Jackson C/D/J/R - Prime</b><br/>Owner: Derek Jackson<br/>Years in Business: 33<br/>Years doing business with DeKalb: 8</p> <p><b>Downtown Nashville Nissan - Prime</b><br/>Owner: Terry Taylor<br/>Years in Business: 14<br/>Years doing business with DeKalb: 1</p> <p>On March 29, 2017, the LSBE Review Panel waived the LSBE requirements for these types of purchases.</p> |
| <p><b>Attachments</b></p>   | <p>Contract Renewal Request From</p>  |