

**Estimated Costs RENEWAL vs DIESEL BID**

|                          | YR 1                 |                        | YR 2                   |                        | YR 3                   |                        |
|--------------------------|----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
|                          | Gas Renewal          | NEW Diesel             | Gas Renewal            | NEW Diesel             | Gas New*               | NEW Diesel             |
| <b>Lease</b>             | <b>\$ 641,456.00</b> | <b>\$ 1,065,400.00</b> | <b>\$ 641,456.00</b>   | <b>\$ 1,065,400.00</b> | <b>\$ 1,046,000.00</b> | <b>\$ 1,065,400.00</b> |
| <b>STATE REIM</b>        | <b>\$ 231,010.00</b> | <b>\$ 511,392.00</b>   | <b>\$ 231,010.00</b>   | <b>\$ 511,392.00</b>   | <b>\$ 502,080.00</b>   | <b>\$ 511,392.00</b>   |
| <b>Net Lease</b>         | <b>\$ 410,446.00</b> | <b>\$ 554,008.00</b>   | <b>\$ 410,446.00</b>   | <b>\$ 554,008.00</b>   | <b>\$ 543,920.00</b>   | <b>\$ 554,008.00</b>   |
| <b>Fuel</b>              | \$ 187,000.00        | \$ 145,100.00          | \$ 187,000.00          | \$ 145,100.00          | \$ 187,000.00          | \$ 145,100.00          |
| <b>Repair and Upkeep</b> | \$ 200,000.00        | \$ 45,000.00           | \$ 200,000.00          | \$ 115,000.00          | \$ 10,000.00           | \$ 145,000.00          |
| <b>TIRES</b>             | \$ 7,500.00          | \$ -                   | \$ 7,500.00            | \$ 7,500.00            | \$ -                   | \$ 7,500.00            |
| <b>Total</b>             | <b>\$ 804,946.00</b> | <b>\$ 744,108.00</b>   | <b>\$ 804,946.00</b>   | <b>\$ 821,608.00</b>   | <b>\$ 740,920.00</b>   | <b>\$ 851,608.00</b>   |
| <b>Total To Date</b>     | <b>\$ 804,946.00</b> | <b>\$ 744,108.00</b>   | <b>\$ 1,609,892.00</b> | <b>\$ 1,565,716.00</b> | <b>\$ 2,350,812.00</b> | <b>\$ 2,417,324.00</b> |
|                          |                      |                        | YR 1+YR 2              | YR 1+YR 2              | YR 1+YR 2+YR 3         | YR 1+YR 2+YR 3         |

\*Estimated Lease Bid @ \$25K per vehicle- REIM

**Estimated Costs RENEWAL vs BLUE BIRD GAS BID 3YR Lease**

|                          | YR 1                 |                        | YR 2                   |                        | YR 3                   |                        |
|--------------------------|----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
|                          | Gas Renewal          | NEW Gas BB             | Gas Renewal            | NEW Gas BB             | Gas New*               | NEW Gas BB             |
| <b>Lease</b>             | <b>\$ 641,456.00</b> | <b>\$ 1,122,227.00</b> | <b>\$ 641,456.00</b>   | <b>\$ 1,122,227.00</b> | <b>\$ 1,046,000.00</b> | <b>\$ 1,122,227.00</b> |
| <b>STATE REIM</b>        | <b>\$ 231,010.00</b> | <b>\$ 538,669.00</b>   | <b>\$ 231,010.00</b>   | <b>\$ 538,669.00</b>   | <b>\$ 502,080.00</b>   | <b>\$ 538,669.00</b>   |
| <b>Net Lease</b>         | <b>\$ 410,446.00</b> | <b>\$ 583,558.00</b>   | <b>\$ 410,446.00</b>   | <b>\$ 583,558.00</b>   | <b>\$ 543,920.00</b>   | <b>\$ 583,558.00</b>   |
| <b>Fuel</b>              | \$ 187,000.00        | \$ 187,000.00          | \$ 187,000.00          | \$ 187,000.00          | \$ 187,000.00          | \$ 187,000.00          |
| <b>Repair and Upkeep</b> | \$ 200,000.00        | \$ 10,000.00           | \$ 200,000.00          | \$ 33,600.00           | \$ 10,000.00           | \$ 72,908.00           |
| <b>TIRES</b>             | \$ 7,500.00          | \$ -                   | \$ 7,500.00            | \$ 7,500.00            | \$ -                   | \$ 7,500.00            |
| <b>Total</b>             | <b>\$ 804,946.00</b> | <b>\$ 780,558.00</b>   | <b>\$ 804,946.00</b>   | <b>\$ 811,658.00</b>   | <b>\$ 740,920.00</b>   | <b>\$ 850,966.00</b>   |
| <b>Total To Date</b>     | <b>\$ 804,946.00</b> | <b>\$ 780,558.00</b>   | <b>\$ 1,609,892.00</b> | <b>\$ 1,592,216.00</b> | <b>\$ 2,350,812.00</b> | <b>\$ 2,443,182.00</b> |
|                          |                      |                        | YR 1+YR 2              | YR 1+YR 2              | YR 1+YR 2+YR 3         | YR 1+YR 2+YR 3         |

\*Estimated Lease Bid @ \$25K per vehicle- REIM

**Estimated Costs RENEWAL vs BLUE BIRD GAS BID 4YR Lease**

|                          | YR 1                 |                      | YR 2                   |                        | YR 3                   |                        |
|--------------------------|----------------------|----------------------|------------------------|------------------------|------------------------|------------------------|
|                          | Gas Renewal          | NEW Gas BB           | Gas Renewal            | NEW Gas BB             | Gas New*               | NEW Gas BB             |
| <b>Lease</b>             | <b>\$ 641,456.00</b> | <b>\$ 984,023.00</b> | <b>\$ 641,456.00</b>   | <b>\$ 984,023.00</b>   | <b>\$ 1,046,000.00</b> | <b>\$ 984,023.00</b>   |
| <b>STATE REIM</b>        | <b>\$ 231,010.00</b> | <b>\$ 472,331.00</b> | <b>\$ 231,010.00</b>   | <b>\$ 472,331.00</b>   | <b>\$ 502,080.00</b>   | <b>\$ 472,331.00</b>   |
| <b>Net Lease</b>         | <b>\$ 410,446.00</b> | <b>\$ 511,692.00</b> | <b>\$ 410,446.00</b>   | <b>\$ 511,692.00</b>   | <b>\$ 543,920.00</b>   | <b>\$ 511,692.00</b>   |
| <b>Fuel</b>              | \$ 187,000.00        | \$ 187,000.00        | \$ 187,000.00          | \$ 187,000.00          | \$ 187,000.00          | \$ 187,000.00          |
| <b>Repair and Upkeep</b> | \$ 200,000.00        | \$ 10,000.00         | \$ 200,000.00          | \$ 33,600.00           | \$ 10,000.00           | \$ 72,908.00           |
| <b>TIRES</b>             | \$ 7,500.00          | \$ -                 | \$ 7,500.00            | \$ 7,500.00            | \$ -                   | \$ 7,500.00            |
| <b>Total</b>             | <b>\$ 804,946.00</b> | <b>\$ 708,692.00</b> | <b>\$ 804,946.00</b>   | <b>\$ 739,792.00</b>   | <b>\$ 740,920.00</b>   | <b>\$ 779,100.00</b>   |
| <b>Total To Date</b>     | <b>\$ 804,946.00</b> | <b>\$ 708,692.00</b> | <b>\$ 1,609,892.00</b> | <b>\$ 1,448,484.00</b> | <b>\$ 2,350,812.00</b> | <b>\$ 2,227,584.00</b> |
|                          |                      |                      | YR 1+YR 2              | YR 1+YR 2              | YR 1+YR 2+YR 3         | YR 1+YR 2+YR 3         |

\*Estimated Lease Bid @ \$25K per vehicle- REIM

**Estimated Costs RENEWAL vs BLUE BIRD GAS BID 5YR Lease**

|                          | YR 1                 |                      | YR 2                   |                        | YR 3                   |                        |
|--------------------------|----------------------|----------------------|------------------------|------------------------|------------------------|------------------------|
|                          | Gas Renewal          | NEW Gas BB           | Gas Renewal            | NEW Gas BB             | Gas New*               | NEW Gas BB             |
| <b>Lease</b>             | <b>\$ 641,456.00</b> | <b>\$ 872,773.00</b> | <b>\$ 641,456.00</b>   | <b>\$ 872,773.00</b>   | <b>\$ 1,046,000.00</b> | <b>\$ 872,773.00</b>   |
| <b>STATE REIM</b>        | <b>\$ 231,010.00</b> | <b>\$ 418,931.00</b> | <b>\$ 231,010.00</b>   | <b>\$ 418,931.00</b>   | <b>\$ 502,080.00</b>   | <b>\$ 418,931.00</b>   |
| <b>Net Lease</b>         | <b>\$ 410,446.00</b> | <b>\$ 453,842.00</b> | <b>\$ 410,446.00</b>   | <b>\$ 453,842.00</b>   | <b>\$ 543,920.00</b>   | <b>\$ 453,842.00</b>   |
| <b>Fuel</b>              | \$ 187,000.00        | \$ 187,000.00        | \$ 187,000.00          | \$ 187,000.00          | \$ 187,000.00          | \$ 187,000.00          |
| <b>Repair and Upkeep</b> | \$ 200,000.00        | \$ 10,000.00         | \$ 200,000.00          | \$ 33,600.00           | \$ 10,000.00           | \$ 72,908.00           |
| <b>TIRES</b>             | \$ 7,500.00          | \$ -                 | \$ 7,500.00            | \$ 7,500.00            | \$ -                   | \$ 7,500.00            |
| <b>Total</b>             | <b>\$ 804,946.00</b> | <b>\$ 650,842.00</b> | <b>\$ 804,946.00</b>   | <b>\$ 681,942.00</b>   | <b>\$ 740,920.00</b>   | <b>\$ 721,250.00</b>   |
| <b>Total To Date</b>     | <b>\$ 804,946.00</b> | <b>\$ 650,842.00</b> | <b>\$ 1,609,892.00</b> | <b>\$ 1,332,784.00</b> | <b>\$ 2,350,812.00</b> | <b>\$ 2,054,034.00</b> |
|                          |                      |                      | YR 1+YR 2              | YR 1+YR 2              | YR 1+YR 2+YR 3         | YR 1+YR 2+YR 3         |

\*Estimated Lease Bid @ \$25K per vehicle- REIM