



Procurement Division
Patrick Lee, Director

January 10, 2020

Mr. Gaby Accad
Ms. Stephanie Carroll
Versatile Vehicles, Inc.
17136 Adelmann St. SE
Prior Lake, Minnesota 55372

Transmitted via E-mail

Dear Mr. Accad and Ms. Carroll,

The following memorializes Milwaukee County's intent to enter into contracts for the lease and maintenance of utility carts in accordance with the terms and conditions of Milwaukee County Request for Proposals # 98190017: Utility Cart Lease and the corresponding proposal documents submitted by Versatile Vehicles, Inc. (such documents shall be collectively referred to herein as the "RFP documents").

The parties to the proposed lease agreement shall be Milwaukee County and TCF National Bank, and the parties to the proposed maintenance agreement shall be Milwaukee County and Versatile Vehicles.

Subject to the parties entering into a formal lease agreement and a formal maintenance agreement, the County agrees to lease the equipment set forth on Exhibit A to this letter of intent upon the following additional terms: (1) the term of the lease shall be 46 months, with an interest rate of 3.962%; (2) the total cost of the lease over 46 months will be \$1,157,382; (3) the annual payment will be \$189,970.50, with a buyout at the end of the lease of \$397,500; (4) the total lease payments shall equal \$759,882 (not including the buyout payment); and (5) the hourly rate for non-routine service calls, including the trip and fuel charge, as specified in the RFP documents, shall equal \$80.

Milwaukee County, TCF National Bank and Versatile Vehicles will work diligently and in good faith to execute a lease agreement and a maintenance agreement. The County requests that Versatile Vehicles order the units as described in this letter of intent.

Very truly yours,

A handwritten signature in blue ink that reads "Suzanne Carter".

Suzanne Carter
Contracts Manager
Procurement Division

c: Patrick Lee, Procurement Director
Jon Canavan, Superintendent of Golf and Turf Operations, Milwaukee County Parks
Andrew Stockel, Business Operations Manager, Milwaukee County Zoo