Department of Administration FY20 Fleet Vehicle Selector/Sample Rates

Note: Rates include insurance, maintenance, and interest. Fuel estimates are based on current fuel prices as of 10/1/2019. Prices and vehicle details are subject to change.

Current Estimated Fuel Rate: $2.53

2020 Chevrolet Bolt EV Wagon LT Base Price w/ Tax $31,573.39

FWD Wheel Drive
5 Passenger Seating
Battery Range 359 Miles: MPG 137 City/108 Highway Combined 118

Pricing Includes:
Air Conditioning
Automatic Transmission
Cruise Control
Daytime Running Lights
SC Fast Charging
Floor Mats inc. Cargo, All Weather
Heated Front Seats
Heated Steering Wheel
Power Windows and Power Locks

Cargo Option: Rear Seat
Delete (deduct $880.00)

Last Day to Order: T.B.D.

2020 Ford Fusion Energi PHEV Titanium Base Price w/ Tax $32,444.67

FWD Wheel Drive
5 Passenger Seating
Electricity: MPG 103 Combined
Gas: MPG 42 Combined

Pricing Includes:
Air Conditioning
Automatic Transmission
Cruise Control
Daytime Running Lights
Engine Block Heater
Floor Mats, All Weather
Heated Front Seats
Heated Steering Wheel
Power Driver Seat

Last Day to Order: T.B.D.
### 2020 Toyota Corolla Hybrid LE CVT Base Price w/ Tax $24,928.22

<table>
<thead>
<tr>
<th>Standard Term</th>
<th>2 Year Lease</th>
<th>3 Year Lease</th>
<th>4 Year Lease</th>
<th>5 Year Lease</th>
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<tbody>
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<tr>
<td>70,000</td>
<td>$433.13</td>
<td>$456.46</td>
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<tr>
<td>75,000</td>
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<td>85,000</td>
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<td>$456.46</td>
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</table>

### High Mile Term

<table>
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<th>2 Year Lease</th>
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<tbody>
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<td><strong>Daily Rate</strong></td>
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### 2020 Toyota Prius Hybrid LE ECVT Base Price w/ Tax $29,239.34

<table>
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<tbody>
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<td>70,000</td>
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<td>$1,603.60</td>
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<tr>
<td>75,000</td>
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<td>85,000</td>
<td>$1,183.21</td>
<td>$1,266.59</td>
<td>$1,394.04</td>
<td>$1,603.60</td>
</tr>
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</table>

### Pricing Includes:
- Air Conditioning (standard)
- Automatic Transmission (CVT)
- Power Windows and Power Locks (standard)
- Cruise Control (standard)
- Daytime Running Lights (standard)
- Floor Mats, All Weather (standard)
- Power Windows and Power Locks (standard)
- Proximity ("Smart") Key for Doors
- Two Sets of Keys/Fobs
- Unleaded Fuel Only

### Additional Features:
- Safety Alerts (BLIS, LDA, CTA, PA)
- Rear Back Up Camera
- Push Button Start
- Telescoping/Tilt Steering Column
- Tire Sealant & Inflator Kit

### Note:
- Options and colors are not guaranteed.
- Current Estimated Fuel Rate: $2.53

### Last Day to Order: T.B.D.
Department of Administration FY20 Fleet Vehicle Selector/Sample Rates
Rate Calculator - FY2020.Q2.Form; 12/12/2019

Note: Rates include insurance, maintenance, and interest. Fuel estimates are based on current fuel prices as of 10/1/2019. Prices and vehicle details are subject to change.

Current Estimated Fuel Rate: $2.53

2020 Toyota Camry Hybrid LE CVT Base Price w/ Tax $29,897.51
FWD Wheel Drive
5 Passenger Seating
MPG 51 City/52 Highway, Combined 52

Pricing Includes:
- Unleaded Fuel Only
- PROX Key "Smart" Key for Doors
- Proximity ("Smart") Key for Doors
- Power Windows and Power Locks
- Power Driver Seat
- Daytime Running Lights
- Automatic Transmission
- Cruise Control
- Air Conditioning
- Driver Seat Adjustment: Power

Rates Include:
- Insurance
- Maintenance
- Interest

- Fuel
- Tire Sealant & Inflator Kit
- Telescoping/Tilt Steering Column
- Push Button Start
- Rear Back Up Camera
- Floor Mats, All Weather
- Remote Start

Note: Options and colors are not guaranteed.

Exterior Colors: Midnight Black Pearl
Pre-dawn Gray Mica
Brownstone
Celestial Silver Metallic
Galactic Astra Mica

2020 Ford Fusion SE Hybrid Base Price w/ Tax $25,161.14
FWD Wheel Drive
5 Passenger Seating
MPG 41 City/41 Highway, Combined 42

Pricing Includes:
- Unleaded Fuel Only
- PROX Key "Smart" Key for Doors
- Proximity ("Smart") Key for Doors
- Power Windows and Power Locks
- Power Driver Seat
- Daytime Running Lights
- Automatic Transmission
- Cruise Control
- Air Conditioning
- Driver Seat Adjustment: Power

Rates Include:
- Insurance
- Maintenance
- Interest

- Fuel
- Tire Sealant & Inflator Kit
- Telescoping/Tilt Steering Column
- Push Button Start
- Rear Back Up Camera
- Floor Mats, All Weather
- Remote Start

Note: Options and colors are not guaranteed.

Exterior Colors: Oxford White
Magnesium Metallic
Velocity Blue Metallic
Unleaded Fuel Only

---

Datasource: Department of Administration FY20 Fleet Vehicle Selector/Sample Rates

Department of Administration, 12/12/2019

Note: Rates include insurance, maintenance, and interest. Fuel estimates are based on current fuel prices as of 10/1/2019. Prices and vehicle details are subject to change.

Current Estimated Fuel Rate: $2.53

2020 Toyota Camry Hybrid LE CVT Base Price w/ Tax $29,897.51
FWD Wheel Drive
5 Passenger Seating
MPG 51 City/52 Highway, Combined 52

Pricing Includes:
- Unleaded Fuel Only
- PROX Key "Smart" Key for Doors
- Proximity ("Smart") Key for Doors
- Power Windows and Power Locks
- Power Driver Seat
- Daytime Running Lights
- Automatic Transmission
- Cruise Control
- Air Conditioning
- Driver Seat Adjustment: Power

Rates Include:
- Insurance
- Maintenance
- Interest

- Fuel
- Tire Sealant & Inflator Kit
- Telescoping/Tilt Steering Column
- Push Button Start
- Rear Back Up Camera
- Floor Mats, All Weather
- Remote Start

Note: Options and colors are not guaranteed.

Exterior Colors: Midnight Black Pearl
Pre-dawn Gray Mica
Brownstone
Celestial Silver Metallic
Galactic Astra Mica

2020 Ford Fusion SE Hybrid Base Price w/ Tax $25,161.14
FWD Wheel Drive
5 Passenger Seating
MPG 41 City/41 Highway, Combined 42

Pricing Includes:
- Unleaded Fuel Only
- PROX Key "Smart" Key for Doors
- Proximity ("Smart") Key for Doors
- Power Windows and Power Locks
- Power Driver Seat
- Daytime Running Lights
- Automatic Transmission
- Cruise Control
- Air Conditioning
- Driver Seat Adjustment: Power

Rates Include:
- Insurance
- Maintenance
- Interest

- Fuel
- Tire Sealant & Inflator Kit
- Telescoping/Tilt Steering Column
- Push Button Start
- Rear Back Up Camera
- Floor Mats, All Weather
- Remote Start

Note: Options and colors are not guaranteed.

Exterior Colors: Oxford White
Magnesium Metallic
Velocity Blue Metallic
Unleaded Fuel Only
### Department of Administration FY20 Fleet Vehicle Selector/Sample Rates

**Note:** Rates include insurance, maintenance, and interest. Fuel estimates are based on current fuel prices as of 10/1/2019. Prices and vehicle details are subject to change.

#### 2020 Chrysler Pacifica Touring Hybrid Base Price w/ Tax $42,978.91

**FWD Wheel Drive**
7 Passenger Seating
Electricity: MPG R0 Combined, Gas: MPG 30 Combined

**PLUG IN HYBRID**
Unloaded Fuel Only

<table>
<thead>
<tr>
<th>Price Group</th>
<th>Standard Term</th>
<th>2 Year Lease</th>
<th>3 Year Lease</th>
<th>4 Year Lease</th>
<th>5 Year Lease</th>
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</thead>
<tbody>
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<td>$4,116.02</td>
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</table>

#### 2019 Mitsubishi Outlander PHEV (OTEV-H) SEL Base Price w/ Tax $32,639.89

**AWD Wheel Drive**
5 Passenger Seating
Electricity: MPG 25 Combined, Gas: MPG 25 Combined

**PLUG IN HYBRID**
Unloaded Fuel Only

<table>
<thead>
<tr>
<th>Price Group</th>
<th>Standard Term</th>
<th>2 Year Lease</th>
<th>3 Year Lease</th>
<th>4 Year Lease</th>
<th>5 Year Lease</th>
</tr>
</thead>
<tbody>
<tr>
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<td>$645.17</td>
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</table>

*Options and colors are not guaranteed.*

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**Note:** Options and colors are not guaranteed.
### 2020 Mitsubishi Outlander PHEV (OTEV-H) SEL Base Price w/ Tax $35,978.66

#### Standard Term

<table>
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<tr>
<th>2 Year Lease</th>
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</thead>
<tbody>
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#### High Mile Term

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<th>5 Year Lease</th>
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</thead>
<tbody>
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*Actual costs may vary based on current interest rates, fuel prices, and electrical usage, and state ID: MHSU11.

### 2020 Ford Escape SE Sport Hybrid Base Price w/ Tax $28,065.39

#### Standard Term

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<tr>
<th>2 Year Lease</th>
<th>3 Year Lease</th>
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<tbody>
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#### High Mile Term

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*Actual costs may vary based on current interest rates, fuel prices, and electrical usage, and state ID: MHSU11.

### Department of Administration FY20 Fleet Vehicle Selector/Sample Rates

#### Note:
Rates include insurance, maintenance, and interest. Fuel estimates are based on current fuel prices as of 10/1/2019. Prices and vehicle details are subject to change. Fuel estimates are based on current fuel prices as of 10/1/2019. Prices and vehicle details are subject to change.
### 2020 Toyota RAV4 LE Base Price w/ Tax $31,602.29 - CONTRACT PRICING NOT YET AVAILABLE ESTIMATE ONLY

**Last Day to Order: T.B.D.**

<table>
<thead>
<tr>
<th>2 Year Lease</th>
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<th>5 Year Lease</th>
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<tbody>
<tr>
<td><strong>Daily Rate</strong></td>
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<td><strong>Fuel</strong></td>
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<thead>
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<th><strong>Total Miles</strong></th>
<th><strong>Lease</strong></th>
<th><strong>Fuel</strong></th>
<th><strong>Total</strong></th>
<th><strong>Lease</strong></th>
<th><strong>Fuel</strong></th>
<th><strong>Total</strong></th>
<th><strong>Lease</strong></th>
<th><strong>Fuel</strong></th>
<th><strong>Total</strong></th>
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<td>$1,259.55</td>
<td>$2,519.10</td>
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</table>

*Actual costs may vary based on current interest rates, fuel prices, and electrical usage.*

### 2020 Toyota RAV4 XLE Base Price w/ Tax $33,906.98 - CONTRACT PRICING NOT YET AVAILABLE ESTIMATE ONLY

**Last Day to Order: T.B.D.**

<table>
<thead>
<tr>
<th>2 Year Lease</th>
<th>3 Year Lease</th>
<th>4 Year Lease</th>
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<tbody>
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<td><strong>Daily Rate</strong></td>
<td><strong>Lease</strong></td>
<td><strong>Fuel</strong></td>
<td><strong>Total</strong></td>
</tr>
<tr>
<td>$25.61</td>
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<td>$1,287.41</td>
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<table>
<thead>
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<th><strong>Total Miles</strong></th>
<th><strong>Lease</strong></th>
<th><strong>Fuel</strong></th>
<th><strong>Total</strong></th>
<th><strong>Lease</strong></th>
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<td>$1,259.55</td>
<td>$1,259.55</td>
<td>$2,519.10</td>
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</tbody>
</table>

*Actual costs may vary based on current interest rates, fuel prices, and electrical usage.*

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**Note:** Options and colors are not guaranteed.
# Department of Administration FY20 Fleet Vehicle Selector/Sample Rates

Note: Rates include insurance, maintenance, and interest. Fuel estimates are based on current fuel prices as of 10/1/2019. Prices and vehicle details are subject to change.

<table>
<thead>
<tr>
<th>Exterior Color Shown</th>
<th>Predawn Gray Mica</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alumina Jade Metallic</td>
<td>Midnight Black Metallic</td>
</tr>
<tr>
<td>Celestial Silver Metallic</td>
<td>Osh La Le Rouge Mica</td>
</tr>
<tr>
<td>Toasted Walnut Pearl</td>
<td>Shoreline Blue Pearl</td>
</tr>
</tbody>
</table>

## 2020 Toyota Highlander Hybrid LE Base Price w/ Tax $39,081.29 -- CONTRACT PRICING NOT YET AVAILABLE ESTIMATE ONLY

### Last Day to Order: 7/1/2019

#### Pricing Includes:
- Air Conditioning (Rear AC/Heat)
- Push Button Start
- Automatic Transmission
- Rear Back Up Camera
- Cruise Control
- Safety Alerts (RUS, LDA, PA)
- Daytime Running Lights
- Seats, Fabric
- Floor Mats inc. Cargo, All Weather
- Seats, Flat Flip Rear
- Power Window and Power Locks
- Spare Tire, Compact
- Privacy Glass (Side/Rear)
- Telescoping/Tilt Steering Column
- Proximity (“Smart”)/Key for Doors
- Two Sets of Keys/Fobs

### Standard Term

<table>
<thead>
<tr>
<th>Total Miles</th>
<th>2 Year Lease</th>
<th>3 Year Lease</th>
<th>4 Year Lease</th>
<th>5 Year Lease</th>
</tr>
</thead>
<tbody>
<tr>
<td>70,000</td>
<td>$777.92</td>
<td>$112.99</td>
<td>$1,039.51</td>
<td>$703.75</td>
</tr>
<tr>
<td>75,000</td>
<td>$777.92</td>
<td>$131.77</td>
<td>$1,099.29</td>
<td>$701.71</td>
</tr>
<tr>
<td>80,000</td>
<td>$777.92</td>
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<td>$1,108.18</td>
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<td>$777.92</td>
<td>$149.34</td>
<td>$1,026.46</td>
<td>$701.71</td>
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</table>

### High Mile Term

<table>
<thead>
<tr>
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<th>2 Year Lease</th>
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</thead>
<tbody>
<tr>
<td>90,000</td>
<td>$1,501.37</td>
<td>$237.19</td>
<td>$1,738.95</td>
<td>$1,099.23</td>
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<td>$1,099.23</td>
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</tbody>
</table>

### Justification for Greenhouse
- Score Below 7
- Requires Commissioner Approval

<table>
<thead>
<tr>
<th>Exterior Color Shown</th>
<th>Predawn Gray Mica</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alumina Jade Metallic</td>
<td>Midnight Black Metallic</td>
</tr>
<tr>
<td>Celestial Silver Metallic</td>
<td>Osh La Le Rouge Mica</td>
</tr>
<tr>
<td>Toasted Walnut Pearl</td>
<td>Shoreline Blue Pearl</td>
</tr>
</tbody>
</table>

## 2020 Ford Transit Connect Wagon XLT LWB Rear Liftgate Base Price w/ Tax $28,155.76 -- CONTRACT PRICING NOT YET AVAILABLE ESTIMATE ONLY

### Last Day to Order: January 30, 2019

#### Pricing Includes:
- E85 or Unleaded Fuel Only
- Two Sets of Keys/Fobs
- Telescoping/Tilt Steering Column
- Forward & Reverse Sensing System
- Seats, Fabric
- Push Button Start
- Rear Back Up Camera
- Daytime Running Lights
- Seats, Flat Flip Rear
- Power Window and Power Locks
- Floor Mats, Front and Rear
- Spare Tire, Full Size

### Standard Term

<table>
<thead>
<tr>
<th>Total Miles</th>
<th>2 Year Lease</th>
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<tbody>
<tr>
<td>90,000</td>
<td>$569.17</td>
<td>$258.92</td>
<td>$508.08</td>
<td>$542.33</td>
</tr>
<tr>
<td>100,000</td>
<td>$569.17</td>
<td>$277.41</td>
<td>$505.68</td>
<td>$542.33</td>
</tr>
<tr>
<td>110,000</td>
<td>$569.17</td>
<td>$295.61</td>
<td>$505.67</td>
<td>$542.33</td>
</tr>
<tr>
<td>120,000</td>
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<td>$1,647.27</td>
<td>$1,770.45</td>
</tr>
<tr>
<td>100,000</td>
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<td>$554.82</td>
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### Justification for Greenhouse
- Score Below 7
- Requires Commissioner Approval

Note: Actual costs may vary based on current interest rates, fuel prices, and electrical usage.

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### 2020 Ford Transit Connect Wagon XLT LWB Rear Liftgate Base Price w/ Tax $28,155.76 -- CONTRACT PRICING NOT YET AVAILABLE ESTIMATE ONLY

#### Pricing Includes:
- E85 or Unleaded Fuel Only
- Two Sets of Keys/Fobs
- Telescoping/Tilt Steering Column
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### Justification for Greenhouse
- Score Below 7
- Requires Commissioner Approval

Note: Actual costs may vary based on current interest rates, fuel prices, and electrical usage.
Minnesota Statutes 16C.137, subdivision 1, and the Federal Energy Policy Act (EPAct) directs public agencies to implement purchasing practices that can be used to positively impact the environment. Executive Order 19-27 directs State Agencies to take steps that include reducing greenhouse gas emissions and a reduction in petroleum consumption by state vehicles. The Department of Administration, Fleet Services is committed to this effort by working with State Agencies to replace fleet vehicles with "Greener" vehicles throughout the State Fleet. We recommend that State Agencies choose a vehicle with the Green Fleet Choice logo whenever possible. Through these fuel efficiencies, state government will have a substantial impact on the environment and economic efficiency.

Note: Rates include insurance, maintenance, and interest. Fuel estimates are based on current fuel prices as of 10/1/2019. Prices and vehicle details are subject to change.

Current Estimated Fuel Rate: $2.53

2020 Ford Transit Connect Wagon XLT LWB Rear Symmetrical Door Base Price w/Tax $28,155.76 - - CONTRACT PRICING NOT YET AVAILABLE ESTIMATE ONLY

Last Day to Order: January 30, 2019

For trucks, specialty equipment, and vehicles that require custom builds, please contact Chuck Hommes at: Chuck.Hommes@state.mn.us or (651) 201-2516