NOTICE OF RENEWAL OF CONTRACT

TO: COWLES FORD INC.
13779 NOBLEWOOD PLAZA
WOODBRIDGE, VA 22193

DATE ISSUED: December 5, 2014
CURRENT CONTRACT NO: 635-12

CONTRACT TITLE: FORD FOCUS SE 4-DOOR AND 5-DOOR SEDANS
PRIOR CONTRACT NO: N/A

THIS IS A NOTICE OF RENEWAL OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

This is your notice that the above referenced contract has been renewed. The contract term covered by this Notice of Award is effective FEBRUARY 1, 2015 and expires on JANUARY 31, 2016.

This is the THIRD year award notice of a possible FIVE year contract.

The contract documents consist of the terms, conditions, and specifications of Invitation to Bid No. 635-12 and the bid of the Contractor, incorporated herein by reference.

CONTRACT PRICING:
1) REFER TO ATTACHED

EMPLOYEES NOT TO BENEFIT:
NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: DEBORAH RADZIEWICZ
EMAIL ADDRESS: DENGLES1@GMAIL.COM
COUNTY CONTACT: ADAM LEHMAN

TELEPHONE NO.: 540-446-9281

TELEPHONE NO.: 703-228-6466

CONTRACT AUTHORIZATION

Richard D. Warren, Jr.
Purchasing Agent

Date 10/5/14
CONTRACT NO. 635-12

2015 MODEL YEAR PRICING FORM

1. PERCENTAGE DISCOUNT FROM MSRP FOR BOTH MODELS 19.5%

2. APPLY THE PERCENTAGE DISCOUNT ABOVE TO THE CURRENT MODEL YEAR

<table>
<thead>
<tr>
<th>ITEM</th>
<th>DESCRIPTION</th>
<th>2015 MSRP</th>
<th>COUNTY NET PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015 MODEL YEAR (until January 31, 2015)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FOCUS SE 4 DOOR</td>
<td>$20,630.00</td>
<td>$15,408.63</td>
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<tr>
<td>2015 MODEL YEAR (until January 31, 2015)</td>
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</tr>
<tr>
<td>FOCUS SE 5 DOOR</td>
<td>$21,130.00</td>
<td>$15,856.23</td>
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<tr>
<td>2015 MODEL YEAR (after January 31, 2015)</td>
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<td></td>
</tr>
<tr>
<td>FOCUS SE 4 DOOR</td>
<td>$20,630.00</td>
<td>$16,608.00</td>
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<tr>
<td>FOCUS SE 5 DOOR</td>
<td>$21,130.00</td>
<td>$17,010.00</td>
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</tbody>
</table>
VEHICLE ORDER CONFIRMATION

Order No: 0000  Priority: B4  Ord FIN: QA068  Order Type: SB  Price Level: 515
Ord Code: 200A  Cust/Flt Name: ARLINGTON

RETAIL
F3F  4-DR SEDAN SE  $18460
Y2  OXFORD WHITE
Y  CLOTH STD EKT
W  CHARCOAL BLACK
200A  EQUIP GRP
572  .MANUAL AIR COND  NC
992  .2.0L I4 GDI ENG  NC
44W  6-SPD AUTO TRAN  1095
TSL  .P315/55R16 LAR  NC
CUB #2 ORDER
704  PRICE CONCESSION
REMARKS TRAILER
GASOLINE FV
SP DLR ACCT ADJ
SP FLT ACCT OR

F1=Help  F2=Return to Order  F3/F12=Veh Ord Menu
F4=Submit  F5=Add to Library  F9=View Trailers
S099 - PRESS F4 TO SUBMIT
2015 FOCUS

Order No: 0000 Priority: B4 Ord FIN: QA058 Order Type: 5B Price Level: 515
Ord Code: 200A Cust/Flt Name: ARLINGTON, PO Number:

RETAIL

B4A NET INV FLT OPT NC
DEST AND DELIV 625
TOTAL BASE AND OPTIONS 20880
TOTAL 20880 + 250
"THIS IS NOT AN INVOICE"
"TOTAL PRICE EXCLUDES COMP PR"

$21,130.00 MSRP

F1=Help F2=Return to Order F3/F12=Veh Ord Menu
F4=Submit F5=Add to Library F9=View Trailers

QC00015

S099 - PRESS F4 TO SUBMIT

Dealer: F27048
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