

AGENDA
REGULAR MEETING OF THE MAYOR AND COUNCIL
January 10, 2023
SEAFORD CITY HALL - 414 HIGH STREET

The meeting will be streamed via live feed.

To view a live meeting visit one of the links below:

- On our website: www.seafordde.com/meetinglivefeed
- On Facebook: www.Facebook.com/cityofseaford
- On YouTube: <http://www.youtube.com/c/CityofSeafordDe19973>

To view this meeting agenda and supporting documentation visit our website: www.seafordde.com/meetings_and_agendas

Comments and questions may be emailed to: Councilinfo@seafordde.com

- 7:00 P.M.** – Mayor David Genshaw calls the Regular Meeting to order.
- Invocation
 - Pledge of Allegiance to the Flag of the United States of America.
 - Executive Session:
 - Negotiations – Contract discussions.
 - Changes to the agenda for this meeting.
 - Approval of minutes of the regular meeting on December 13, 2022.

Mayor David Genshaw to announce the winners of the 2022 Holiday decorating contest.

ALL ITEMS ON THIS AGENDA MAY OR MAY NOT BE VOTED ON.

PUBLIC COMMENT:

- 1.

CORRESPONDENCE:

- 1.

NEW BUSINESS:

1. Mr. Robert Herrera, Ninth Street Development Corporation, LLC (9SDC, LLC) to share with Council some development goals for the Nylon Capital Shopping Center; SCTM# 5-31-13.05-092.00, 5-31-10.00-219.00, 5-31-10.00-219.01, 5-31-10.00-219.00-A, 5-31-10.00-218.00-B, 5-31-13.05-092.00-A, 5-31-10.00-218.00 I and 5-31-10.00-218.00 L

AGENDA

REGULAR MEETING OF THE MAYOR AND COUNCIL

January 10, 2023

2. City Engineer Chris Derbyshire, P.E. and Berley Mears Director of Public Works to present recommendations related to the abandonment of the Dulaney Well and improvements necessary to the Nylon well to maintain adequate domestic water production.
3. Superintendent of Parks and Recreation Katie Hickey, to present a 2022 Cycling Infrastructure Innovation Grant, Notice of Grant Award in the amount of \$12,500 to conduct a feasibility study for the Stein Highway/Bridgeville Highway intersection.
4. Present for approval a Resolution adopting the Sussex County, Delaware Multi-Jurisdictional All Hazzard Mitigation Plan Update, dated December 15, 2022, as the official All Hazzard Mitigation plan for the City of Seaford.
5. Present for approval four (4) lease Agreements with Enterprise Fleet Management for 2023 Ford police Interceptor Utility vehicles to be delivered in the FY2024 Budget.

OLD BUSINESS:

- 1.

REMINDER OF MEETINGS & SETTING NEW MEETINGS:

1. City Planning Session, Nanticoke Senior Center, 1001 W. Locust Street, 8:30 a.m. - 3:00 p.m.
2. City Offices closed on January 16th in observance of Martin Luther King, Jr. Day.

CITY OF SEAFORD

Municipal Election - Saturday April 15, 2023

The City of Seaford Municipal Election will be held on Saturday, April 15, 2023 in the City Council Chambers, City Hall, 414 High Street, between the hours of 7:00 a.m. E.S.T. and 3:00 p.m. E.S.T.

Two (2) Council Members will be elected for a (3) year term.

All candidates must have filed by 5:00 p.m., E.S.T., Friday, February 24, 2023. Registration can be completed at City Hall, 414 High Street, Seaford, DE. Registration hours are Monday through Friday, 8 a.m.

AGENDA

REGULAR MEETING OF THE MAYOR AND COUNCIL

January 10, 2023

until 5:00 p.m. or by appointment if you cannot register during these normal business hours. Any candidate who withdraws his/her name must do so in writing. Any candidate who withdraws his/her name after 5:00 p.m., E.S.T., February 24, 2023 will still appear on the official ballot for election.

To be eligible to vote, anyone eighteen (18) years of age or older who is a bona fide City of Seaford resident and US Citizen **must have been registered at the State of Delaware Department of Elections by 5:00 p.m., E.S.T. on Friday March 24, 2023.**

Nonresident property owners must be owner of record for a period of six (6) months immediately preceding the date of the Annual Municipal Election (October 16, 2022) and shall have one vote **provided he or she is registered on the "Books of Registered Voters" maintained at the City Hall by 5:00 E.S.T. on Friday, March 24, 2023. Registration hours are Monday through Friday, 8 a.m. until 5 p.m. or by appointment if you cannot register during these normal business hours.**

All voters will need to show proof of residency which may be a State of Delaware driver's license, a State of Delaware identification card, a federal or state tax return with address, a City of Seaford utility bill or real estate property tax bill, or other acceptable proof of residency or ownership.

❖ **Councilman Jose Santos has filed for reelection.**

LIAISON REPORTS:

1. Administration - Councilman Jose Santos
2. Police & Fire - Councilman Dan Henderson
3. Code, Parks and Recreation - Councilman Orlando Holland
4. Electric - Councilman Matt MacCoy
5. Public Works & WWTF - Councilman James King

Mayor Genshaw solicits a motion to hold an Executive Session for the purpose of discussing Negotiations.

EXECUTIVE SESSION:

1. Negotiations - Contract discussions.

Mayor Genshaw solicits a motion to adjourn the Executive Session.

Page 4

AGENDA

REGULAR MEETING OF THE MAYOR AND COUNCIL

January 10, 2023

Mayor Genshaw reopens the regular Council meeting.

Mayor Genshaw solicits a motion to adjourn the regular Council meeting.

NOTE: Agenda shall be subject to change to include or delete additional items (including executive session) which arise at the time of the meeting.
(29 Del. C. S1004 (e) (3))

Date Posted:

Posted by:

NP# 3
11/10/23



Delaware Bicycle Council
800 Bay Road
P. O. Box 778
Dover, DE 19903

December 8, 2022

Katie Hickey
Parks and Recreations Superintendent
PO Box 1100
320 Virginia Avenue
Seaford, DE 19973

**SUBJECT: Notice of Award
2022 Cycling Infrastructure Innovation Grant**

Dear Ms. Hickey:

Congratulations! The City of Seaford has been selected to receive a Delaware Bicycle Council Cycling Infrastructure Innovation Grant in the amount of \$21,500.00. We are excited to help the City of Seaford conduct a feasibility study for the Seaford Highway Intersection Project.

To formally begin the transfer of the funds between DelDOT and the City, please contact John T. Fiori, Bicycle Coordinator via e-mail at john.fiori@delaware.gov or phone at (302) 760-2260. The funds must be transferred to the City no later than June 30, 2023.

As this project progresses, we would appreciate being informed of any significant milestones. When study is completed the Council would be very interested in receiving a summary of the results as well as making a presentation at a future Council meeting.

On behalf of the entire Council, thank you for the work you are doing to make the City a more bicycle-friendly place and again, congratulations!

Sincerely,

Scott Hoffman
Chair, Delaware Bicycle Council
E-mail: shoffman@verdantas.com

Cc: John Fiori, DelDOT Bicycle Coordinator



STATE OF DELAWARE

DEPARTMENT OF TRANSPORTATION

800 BAY ROAD
P.O. BOX 778
DOVER, DELAWARE 19903

NICOLE MAJESKI
SECRETARY

**Sponsor Administered
Off-Alignment Agreement
City of Seaford
Seaford Highway Intersection Project**

This **AGREEMENT** made and executed in quadruplicate, the day, month, and year affixed by the signature of the Department of Transportation's representative by and between the **DELAWARE DEPARTMENT OF TRANSPORTATION**, a Department created under the laws of the State of Delaware, hereinafter designated as "**DEPARTMENT**", and City of Seaford, its Mayor and Council whose address is 320 Virginia Avenue, Seaford, DE 19973, hereinafter called "**SPONSOR**".

This shall hereinafter be referred to as the **PROJECT** which consists of conducting a feasibility study for Seaford Highway Intersection Project.

The purpose of this Agreement is to formally outline the transfer of the funds between the **DEPARTMENT** and the **SPONSOR** with respect to the **PROJECT**, as follows.

1. Transfer to the **SPONSOR** a total amount of \$21,500.00. These funds shall be used for a feasibility study of the **PROJECT** managed by the **SPONSOR**. Once the **AGREEMENT** is executed the **DEPARTMENT** shall transfer to the **SPONSOR** \$21,500.00.
2. Upon completion of the **PROJECT** the **DEPARTMENT** shall require the **SPONSOR** to provide an itemized spending report, which lists all costs incurred during the feasibility study phase of the **PROJECT** the funds are being used towards.
 - a. The **SPONSOR** shall submit the itemized spending report to the **DEPARTMENT** within 12-months of the executed date on the **AGREEMENT** by the Director of Planning.
3. The **DEPARTMENT** shall require the **SPONSOR** ensure a full-time employee of the **SPONSOR** be responsible for the **PROJECT**. Prior to transferring the funds, the **SPONSOR** shall notify the **DEPARTMENT** as to the person assigned to this task.

4. The **SPONSOR** shall be responsible 100% if the cost of the **PROJECT** exceeds \$21,500.00.
5. The **SPONSOR** shall utilize the funding provided for the **PROJECT** for the stated purpose only and not be redirected for any other purpose.
6. This **AGREEMENT** is made and executed under, and in all respects is to be governed and construed by, the laws of the State of Delaware.
7. If any term or provision, or any portion thereof, of this **AGREEMENT**, or the application thereof to any person or circumstances shall, to any extent, be invalid or unenforceable, the remainder of this **AGREEMENT**, or the application of such term or provision to persons or circumstances other than those as to which it is held invalid or unenforceable, shall not be affected thereby, and each term and provision of this **AGREEMENT** shall be valid and shall be enforced to the fullest extent permitted by law.
8. Failure to meet the terms and dates may result in the termination of this **AGREEMENT** by the **DEPARTMENT**.
9. Each party hereto represents that it has taken the necessary action to authorize its obligations herein described and that the person signing on behalf of said parties is an authorized signatory with full authority to bind the said party.
10. The **SPONSOR** shall indemnify and save harmless itself and the **DEPARTMENT** from and against all claims, demands, and causes of action of every kind and character arising in favor of the **SPONSOR'S** employees or third party on account of personal injuries or death or damages to property, which may arise out of the exercise of this **AGREEMENT**.

The terms and conditions of this Agreement are hereby mutually accepted upon the signing by an authorized agent of the **DEPARTMENT** and the **SPONSOR**. This **AGREEMENT** constitutes the sole understanding by and between the **DEPARTMENT** and the **SPONSOR** and shall not be modified except in writing subscribed to by both parties.

IN WITNESS WHEREOF, the parties hereto have duly executed this Agreement in quadruplicate, under their respective seals, the day and year first above written.

APPROVED AS TO FORM

Brad Eaby
Deputy Attorney General

Date

SPONSOR

Attest: _____ By: _____
Charles Anderson
City Manager, City of Seaford
Phone # (302) _____

Date: _____

DELAWARE DEPARTMENT OF TRANSPORTATION

Attest: _____ By: _____
Lanie Clymer Pamela Steinebach
Director of Finance Director of Planning

Date: _____

Cycling Innovation Grant Transfer of Funds Process

After the Delaware Bicycle Council has awarded the grant, the following is required in order to transfer the funds by the end of the State's fiscal year.

- Delaware Bicycle Council to send out award letter to the municipality.
- After award letter is issued, begin the process to execute the Grant Letter Agreement.
 - DelDOT shall send draft Grant Letter Agreement to the municipality for review and comment.
 - Once all issues are addressed, send four (4) copies for approval as to form by DelDOT's Deputy Attorney General.
 - Once approved as to form, send agreements to the municipality for signature.
 - Once signed agreements are returned, send to Director of Planning and Director of Finance for final execution.
 - Once fully executed, send one (1) original agreement to the municipality for their records.
- While the grant letter agreement is being executed, the municipality shall verify they are listed as a vendor in DelDOT's system. If they are, provide the vendor name and EIN# (If the municipality receives monthly payments from various State agencies (DelDOT, DNREC, Finance, etc.) then they are already listed as a vendor). If not, an authorized representative of the municipality shall complete the W-9 form on-line at the following link;

<http://accounting.delaware.gov/vendors.shtml>

There is a phone number and e-mail address the municipality can contact for any question about vendor maintenance.

- Once the vendor account is verified or established, DelDOT will submit a Planning Funding Request (PFR) in the amount listed in the executed Grant Letter Agreement.
- After the PFR is submitted, a Purchase Order (PO) will be issued by DelDOT, which could take two weeks.
- After the grant letter agreement is approved and the PO is issued, the following is needed to transfer the grant funds to the sponsor:
 - Name and title of the full-time employee responsible for managing the project.
 - Cover letter from the sponsor requesting the funds.
 - Invoice from the sponsor in the amount of the grant awarded.

The funds must be transferred **no later than Friday June 9, 2023**, which is approximately two weeks prior to the end of the State's fiscal year to transfer the funds. Please do not wait until the last minute to submit documentation and expect the transfer to be expedited and completed prior to the end of the fiscal year.

NB#4
1/10/23

APPROVAL AND ADOPTION OF RESOLUTION
Sussex County, Delaware All-Hazards Mitigation Plan

WHEREAS the City of Seaford is vulnerable to damages from hazard events which pose a threat to public health and safety and could result in property loss and economic hardship.

WHEREAS a Multi-Jurisdictional All-Hazards Mitigation Plan Update (the Plan) has been developed through the work of the Sussex County Hazard Mitigation Working Group and interested parties within the City of Seaford.

WHEREAS the Plan recommends hazard mitigation actions that will protect people and property affected by hazards occurring within the City of Seaford, that will reduce future public, private, community and personal costs of disaster response and recovery; and that will reinforce the City of Seaford's leadership in emergency preparedness efforts.

WHEREAS the Disaster Mitigation Act of 2000 (P.L. 106-390) (DMA 2000) and associated Federal regulations published under 44 CFR (Code of Regulations) Part 201 require the City of Seaford to formally adopt an All-Hazard Mitigation Plan Update subject to the approval of the Federal Emergency Management Agency to be eligible for federal funds for hazard mitigation projects and activities.

WHEREAS public meetings were held to receive comment on the Plan as required by DMA 2000.

NOW THEREFORE BE IT RESOLVED by the Mayor and Council of the City of Seaford that:

City of Seaford adopts the Sussex County, Delaware Multi-Jurisdictional All Hazard Mitigation Plan Update, dated December 15, 2022, as this jurisdiction's official All Hazard Mitigation Plan, and resolves to execute the actions in the Plan.

City of Seaford officials identified in the Mitigation Action Plan (Section 6) are hereby directed to implement the recommended actions assigned to them.

The City of Seaford will undertake periodic updates of the Plan in concert with the Sussex County Emergency Operations Center as indicated in the Plan Maintenance Program (Section 7) but no less frequent than every five years.

ADOPTED this tenth day of January 2023 at the meeting of the City of Seaford Mayor and Council.

David Genshaw, Mayor

Matthew MacCoy, Councilman

Dan Henderson, Councilman

James King, Councilman

Orlando Holland, Councilman

Jose Santos, Councilman

Sussex County Delaware



Multi-Jurisdictional Hazard Mitigation Plan (HMP)

PREPARED BY THE OLSON GROUP LTD.

DECEMBER 2022

Table of Contents

Introduction	3
Purpose	3
Organization,	3
Goals and Objectives.....	3
Planning Process	4
Plan Development	4
Methodology	4
Participating Jurisdictions	4
Timeline	5
Risk Assessment	5
Hazard Identification.....	5
Hazards and Risks Matrix.....	5
Calculated Priority Risk Index (CPRI)	6
Hazard Ranking	6
Risk and Vulnerability Assessment.....	7
National Risk Index.....	7
Calculating the Risk Index	8
Calculating Expected Annual Loss	8
Community Resilience	9
Demographics	10
General Building inventory.....	11
Repetitive Loss Properties	12
Capability Assessment.....	14
Jurisdictional Assessment	15
Mitigation Strategies.....	19
Mitigation Goals	19
Mitigation Measures.....	19
Mitigation Actions.....	19
Plan Maintenance.....	21
Update Implementation.....	21
Local Planning Mechanisms	21

Continued Public Involvement	21
Future Recommendations	21
Next Steps: Approval and Adoption	21

INTRODUCTION

PURPOSE

The purpose of this Executive Summary is to provide a briefing on the Sussex County Multi-Jurisdictional All-Hazard Mitigation Plan Update (from now on referred to as the “Plan”) which continues to provide guidance for hazard mitigation in Sussex County. It identifies hazard mitigation goals, objectives, and recommended actions and initiatives for County and jurisdictional governments to reduce injury and damage from natural hazards.

This Plan update keeps Sussex County qualified to obtain all disaster assistance, including all categories of Public Assistance, Individual Assistance, and Hazard Mitigation grants available through the Robert T. Stafford Disaster Relief and Emergency Assistance Act, P.L. 93288, as amended.

ORGANIZATION,

The Plans organization parallels the structure provided in the Final Rule, 44 CFR 201.4. It has seven sections, appendices containing mitigation assessment annexes, supporting documentation, and adoption resolutions. In addition, there are references to the CFR throughout the Plan. Where possible, these provide specific section and subsection notations to aid the review process.

Sussex County Emergency Operations was the lead agency for developing the Plan update. At the beginning of the process, a consultant firm, The Olson Group Ltd., was hired to provide technical support to the County and all participating jurisdictions. In addition, several individuals and organizations worked together to develop the Plan update.

GOALS AND OBJECTIVES

The Hazard Mitigation Steering Committee supported updating the goals, objectives, and mitigation actions. The mitigation actions address or solve local mitigation issues and problems. Therefore, the Sussex County Hazard Mitigation Steering Committee developed the following mission statement for the Sussex County All-Hazard Mitigation Plan and the following goals for hazard mitigation.

- Sussex County and participating jurisdictions will continue to adopt enhanced stormwater management practices.
- Sussex County and participating jurisdictions will continue to adopt and enforce codes and regulations designed to reduce the impact of natural hazards.
- Sussex County and participating jurisdictions will continue to retrofit and protect critical facilities and infrastructure from natural and human-caused hazards.
- Sussex County and participating jurisdictions will continue to enhance education and outreach strategies to improve the dissemination of information to the public regarding hazards, including the steps to reduce their impact.
- Sussex County and participating jurisdictions will continue to improve pre-event planning and preparedness activities.
- Sussex County and participating jurisdictions will continue to identify and implement sound hazard mitigation projects

PLANNING PROCESS

PLAN DEVELOPMENT

The Plan update was prepared following the process established in the State and Local Mitigation Plan Development Guides produced by the Federal Emergency Management Agency (FEMA) and 44 CFR 201.6 Local Mitigation Plan. The process includes four basic steps.

- Organize resources.
- Assess risks.
- Develop a mitigation plan.
- Implement the plan and monitor progress.

Sussex County and participating jurisdictions developed the 2022 Hazard Mitigation Plan in conjunction with the 2016 Sussex County Hazard Mitigation Plan, 2020 Continuity of Operations Plan (COOP), State of Delaware 2019-2022 Strategic Plan, and the State of Delaware 2018 All Hazards Mitigation Plan. The planning steps for developing these three plans included:

- Forming the Collaborative Planning Team
- Understanding the Situation
- Goals & Objectives
- Plan Development, Review, & Approval
- Plan Refinement & Execution

METHODOLOGY

- Data Collection - OGL on behalf of the Sussex County Hazard Mitigation Steering Committee requested hazard specific information to the participating jurisdictions via the local OEM coordinators.
- Critical Infrastructure Inventory – OGL provided the HMWG with spreadsheets with default data listings per HAZUS-MH. The HMWG members reviewed the information and provided revisions compiled for use in developing mitigation actions. OGL also provided directions for capturing more detailed information regarding critical infrastructure for use in this Plan update and future planning efforts via the County EOC Director.
- Jurisdictional Stakeholder Engagement – HMWG identified the stakeholders to enlist in the planning effort, including other local departments, schools, and hospitals. The HMWG members were then responsible for following up with potential stakeholders. In some cases, stakeholders participated with the local coordinators in the one-on-one meetings to identify and document mitigation actions.

PARTICIPATING JURISDICTIONS

- All municipalities within Sussex County, except for the Town of Bethel, Town of Dagsboro, and Town of Greenwood actively participated in the data collection and review process.

TIMELINE

The planning process and plan development occurred between October 2021 through November 2022 which consisted of:

- Planning workshops
- Online collaboration,
- Stakeholder outreach
- Public comment,
- Plan reviews
- Plan revisions
- Notice of Approval-Pending-Adoption (APA) status

RISK ASSESSMENT

The assessment determined several aspects of the risks of hazards faced by the County and the participating jurisdictions:

- Natural hazards are most likely to affect Sussex County.
- How often hazards are expected to impact Sussex County.
- Expected severity of the dangers.
- Areas of Sussex County that are likely to be affected by risks.
- Threats may impact Sussex County's assets, operations, people, and infrastructure.
- How private and commercial assets, procedures, and infrastructure may be affected by hazards.
- Expected future losses if the risk is not mitigated.

HAZARD IDENTIFICATION

HAZARDS AND RISKS MATRIX

Based upon the hazards and risks identified in the Sussex County Multi-Jurisdictional All Hazard Mitigation Plan 2016 update, the HMSC and the HMWG identified the hazards and risks it felt could have the most significant impact on the community. The Hazards and Risks Identification Survey and the Hazards and Risks Validation Survey submitted by the HMSC and the HMWG evaluated and scored each hazard and risk on the Severity of Impact (SOI), Probability of Event (POE), and Long-Term Impacts (LTI) an event would have on facilities in the community. High priority hazards scored between 19-25, medium priority hazards scored between 14-19, low priority hazards scored between 8-13, and non-rated hazards scored a seven or below. The Threat and Hazards Matrix (**Table 1**) is illustrated on the following page.

Severity of Impact	Probability of Event					
	Unlikely	Somewhat Likely	Likely	Most Likely	Highly Likely	
	Catastrophic	5	10	15	20	25
	Critical	4	8	12	16	20
	Minimal	3	6	9	12	15
	Negligible	2	4	6	8	10
	Insignificant	1	2	3	4	5
	Not Severe	Minimal Severity	Somewhat Severe	Moderate Severity	Most Severe	
Long Term Impact						

Table 1. Threats and Hazards Matrix

CALCULATED PRIORITY RISK INDEX (CPRI)

The following Calculated Priority Risk Index (CPRI) ratings, as shown below, are provided as a tool for local governments to analyze their risks. The CPRI combines user input and a mathematic equation to establish a ranking for each hazard. The CPRI is calculated based on the four selections with the following weightings for each criterion:

- Probability (P)= 45%
- Magnitude/Severity (M)= 30%
- Warning Time= 15%
- Duration (D)= 10%

HAZARD RANKING

The HMSC and HMWG identified eleven (11) natural, four (4) human-caused, and one (1) technological hazard for consideration within this hazard mitigation plan update. Having applied the CPRI values in assessing the hazards, the prioritization of the hazards under consideration are displayed in **Table 2** on the following page.

CALCULATED PRIORITY RANKING INDEX SUMMARY						
HAZARD	PROBABILITY	MAGNITUDE SEVERITY	WARNING TIME	DURATION	CPRI SCORE	HAZARD RANKING
Flooding	1.8	.60	.30	.30	3	1
Hurricane/Tropical Storms	1.8	.60	.30	.20	2.9	2
Severe Thunderstorms	1.8	.60	.30	.20	2.9	3
Drought	.90	.60	.15	.40	2.05	4
Extreme Heat/Cold	1.35	.30	.15	.30	2.1	5
Hazmat	.90	.30	.60	.20	2	6
Winter Storms	1.35	.30	.15	.20	2	7
Tornado	.45	.60	.60	.10	1.75	8
Hailstorms	.90	.30	.45	.10	1.75	9
Terrorism	.45	.30	.15	.10	1.0	10
Beach/Soil Erosion	--	--	--	--	--	N/R
Cyber Terrorism	--	--	--	--	--	N/R
Dam Levee Failure	--	--	--	--	--	N/R
Pipeline Failure	--	--	--	--	--	N/R
Earthquake	--	--	--	--	--	N/R
Wildfire	--	--	--	--	--	N/R

Table 2 . CPRI and Hazard Ranking Index

RISK AND VULNERABILITY ASSESSMENT

NATIONAL RISK INDEX¹

The National Risk Index is a dataset and online tool to help illustrate the United States communities most at risk for 18 natural hazards: Avalanche, Coastal Flooding, Cold Wave, Drought, Earthquake, Hail, Heat Wave,

¹ <https://hazards.fema.gov/nri/>

Hurricane, Ice Storm, Landslide, Lightning, Riverine Flooding, Strong Wind, Tornado, Tsunami, Volcanic Activity, Wildfire, and Winter Weather.

CALCULATING THE RISK INDEX

Risk Index scores are calculated using an equation that combines scores for Expected Annual Loss due to natural hazards, Social Vulnerability and Community Resilience:

$$\text{Risk Index} = \text{Expected Annual Loss} \times \text{Social Vulnerability} \div \text{Community Resilience}$$

TYPE	RATING	SCORE
Coastal Flooding	Relatively High	38.37
Drought	Relatively Moderate	13.53
Earthquake	Relatively Low	4.50
Hail	Relatively Low	8.07
Heat Wave	Relatively Moderate	17.42
Hurricane	Relatively Moderate	13.01
Ice Storm	Relatively Moderate	18.31
Landslide	Relatively Low	8.60
Lightning	Relatively Moderate	20.74
Riverine Flooding	Relatively Moderate	11.68
Strong Wind	Relatively Low	13.45
Tornado	Relatively Moderate	20.04
Wildfire	Relatively Low	11.84
Winter Weather	Relatively High	33.76

Table 3. Hazard Risk Index

CALCULATING EXPECTED ANNUAL LOSS

Expected Annual Loss scores are calculated using an equation that combines values for exposure, annualized frequency, and historic loss ratios for 18 hazard types:

$$\text{Expected Annual Loss} = \text{Exposure} \times \text{Annualized Frequency} \times \text{Historic Loss Ratio}$$

TYPE	TOTAL	BUILDING VALUE	POPULATION EQUIVALENCE	POPULATION	AGRICULTURE VALUE
Coastal Flooding	\$8,909,423	\$8,742,143	\$167,280	0.02	n/a
Drought	\$423,765	n/a	n/a	n/a	\$423,765
Earthquake	\$181,276	\$174,993	\$6,283	0.00	n/a
Hail	\$36,501	\$8,813	\$217	0.00	\$27,471
Heat Wave	\$407,107	\$0	\$406,918	0.05	\$189
Hurricane	\$922,988	\$457,663	\$334,466	0.04	\$130,859
Ice Storm	\$117,736	\$94,054	\$23,682	0.00	n/a
Landslide	\$9,193	\$5,288	\$3,904	0.00	n/a
Lightning	\$214,028	\$108,115	\$105,912	0.01	n/a
Riverine Flooding	\$641,850	\$160,346	\$31,707	0.00	\$449,797
Strong Wind	\$180,221	\$51,892	\$126,590	0.02	\$1,740
Tornado	\$914,111	\$465,532	\$441,533	0.06	\$7,045
Wildfire	\$210,741	\$209,872	\$452	0.00	\$417
Winter Weather	\$384,019	\$117,217	\$266,585	0.04	\$218

Table 4. Expected Annual Loss

EXPECTED ANNUAL LOSS			
Composite Expected Annual Loss		\$13,552,958.99	
Building Value	\$10,595,928.81	Population	0.25 fatalities
Population Equivalence	\$1,915,529.49	Agriculture Value	\$1,041,500.69

Table 5. Expected Annual Loss

COMMUNITY RESILIENCE

Community resilience is the capacity of individuals and households to absorb, endure, and recover from the health, social, and economic impacts of a disaster such as a hurricane or pandemic. When disasters occur, recovery depends on the community's ability to withstand the effects of the event. To facilitate disaster

preparedness, the Census Bureau has developed small new area estimates, identifying communities where resources and information may effectively mitigate the impact of disasters.²

DEMOGRAPHICS

In 1960, the population of Sussex County was 49,255. The population increased by 57.40% by 1970, 49.78% in the following decade, and 12.77% from 1980 to 1990. According to the 2000 Census data, Sussex saw an increase from 1990 to 2000 of 10.10%, for a total population of 156,638. Between 2000 and 2010, the County underwent a 25.86% growth and continued to increase by 26.64%.

JURISDICTION	1990 POPULATION	2000 POPULATION	2010 POPULATION	2020 POPULATION	% CHANGE FROM 2010-2020
Sussex County	113,229	156,638	197,145	248,733	26.16
Town of Bethany Beach	315	905	1,060	1,317	24.24
Town of Bethel	157	184	171	253	47.95
Town of Blades	1079	1100	1,241	1,538	23.93
Town of Bridgeville	1361	1546	2,048	2,504	22.26
Town of Dagsboro	488	520	805	1,026	27.45
Town of Delmar	1,292	1,443	1,597	1,927	20.66
Dewey Beach	208	300	341	424	24.34
Town of Ellendale	334	336	381	487	27.82
Town of Fenwick Island	178	343	379	472	24.53
Town of Frankford	536	716	847	1,041	22.90
Town of Georgetown	3,983	4,789	6,422	7,200	12.11
Town of Greenwood	587	844	973	990	1.74
Town of Henlopen Acres	108	133	122	153	25.43
Town of Laurel	3,431	3,746	3,708	4,608	24.27
City of Lewes	2,343	2,923	2,747	3,303	20.24

² <https://experience.arcgis.com/experience/b0341fa9b237456c9a9f1758c15cde8d/>

JURISDICTION	1990 POPULATION	2000 POPULATION	2010 POPULATION	2020 POPULATION	% CHANGE FROM 2010-2020
Town of Millsboro	1,688	2,497	3,877	6,863	77.01
Town of Millville	189	255	544	662	21.69
Town of Milton	1,703	1,719	2,576	3,189	23.79
Town of Ocean View	770	1,044	1,882	2,636	4.01
City of Rehoboth Beach	1,335	1,500	1,327	1,400	5.5
City of Seaford	5,703	6,786	6,928	8,457	22.06
Town of Selbyville	1,482	1,723	2,167	2,634	21.55
Town of Slaughter Beach	100	198	207	253	22.22
Town of South Bethany	146	493	449	563	25.38

Table 6. Population Trends

GENERAL BUILDING INVENTORY

Sussex County is the largest of Delaware's three counties, with 979 square miles and over 79,000 households. The region has an estimated 117,721 buildings with a total building replacement value (excluding contents) of \$32,249,328.

Approximately 95% of the County's structures and 85% of the building value are associated with residential housing. Wood frame construction makes up 81% of the building inventory, with the other 19% constructed of steel, concrete, precast, reinforced masonry, unreinforced masonry, or manufactured housing. In HAZUS-MH analysis, the general building stock is grouped and evenly distributed at the census block or tract level.

OCCUPANCY	EXPOSURE	% OF TOTAL BUILDING INVENTORY
Residential	\$27,520,983	85.34%
Commercial	\$3,042,603	9.43%
Industrial	\$871,675	2.70%
Agricultural	\$156,447	0.49%
Religious	\$324,358	1.01%

OCCUPANCY	EXPOSURE	% OF TOTAL BUILDING INVENTORY
Government	\$144,928	0.45%
Education	\$188,634	0.58%
Total	\$32,249,628	100.00%

Table 7. Building Exposure³**REPETITIVE LOSS PROPERTIES**

Repetitive loss properties are those for which two or more losses of at least \$1,000 each have been paid under the National Flood Insurance Program (NFIP) within any 10-year period since 1978.⁴

Severe repetitive loss properties are residential properties that have at least four NFIP payments over \$5,000 each and the cumulative amount of such claims exceeds \$20,000, or at least two separate claims payments with the cumulative amount exceeding the market value of the building.⁵

Addressing repetitive loss properties through implementing specific mitigation projects represents one of the most effective ways to reduce future flood losses. As a result, the mitigation strategies listed in the Sussex County Flood Mitigation Plan were explicitly designed to address identified repetitive loss properties and are cited by reference here.⁶

NFIP repetitive loss properties by type is listed in the table below. Currently there are no severe repetitive loss properties in Sussex County and this information is current as of September 2022.

JURISDICTION	REPETITIVE LOSS	SINGLE FAMILY	TWO-FOUR FAMILY	NON-RESIDENTIAL BUSINESS	OTHER RESIDENTIAL	OTHER NON-RESIDENTIAL
Sussex County	145	126	6	0	8	5
Lewes	15	10	2	1	1	1
Milford	4	4	0	0	0	0
Millsboro	1	1	0	0	0	0
Milton	1	0	0	1	0	0
Ocean View	1	1	0	0	0	0

³ HAZUS-MH Analysis completed June 2016.

⁴ 2011 Local Mitigation Plan Review Tool, page 21

⁵ 2011 Local Mitigation Plan Review Tool, page 21

⁶ Sussex County Flood Mitigation Plan maintained by DNREC, last updated in 1999

JURISDICTION	REPETITIVE LOSS	SINGLE FAMILY	TWO-FOUR FAMILY	NON-RESIDENTIAL BUSINESS	OTHER RESIDENTIAL	OTHER NON-RESIDENTIAL
Seaford	1	1	0	0	0	0
Slaughter Beach	1	1	0	0	0	0
South Bethany	44	43	1	0	0	0
Dewey Beach	31	14	4	0	11	2
Bethany Beach	52	28	19	0	3	2
Fenwick Island	18	17	1	0	0	0
Rehoboth Beach	8	4	0	0	2	2
Unknown	1	1	0	0	0	0

Table 8. Repetitive Loss Properties

To create a final overall risk ranking per hazard in Sussex County, the previous hazard analysis and the risk assessment are combined in the table below. Several analyzed hazards were deemed to be of little consequence to the County. Therefore, they are added to the risk ranking as low risk but unranked.

FLOOD	TROPICAL STORM WINDS	THUNDERSTORMS	TORNADO	DROUGHT	HAIL	WINTER STORMS	EARTHQUAKE
High	Low	Moderate	Low	High	Low	Moderate	Low

Table 9. Estimated Level of Risk by Hazard (High, Moderate, Low)

CAPABILITY ASSESSMENT

The purpose of conducting a capability assessment is to determine the ability of a local jurisdiction to implement a mitigation strategy and to identify potential opportunities for establishing or enhancing specific mitigation policies, programs, or projects⁷. As in any planning process, it is essential to establish which goals, objectives, and actions are feasible based on an understanding of the organizational capacity of those agencies or departments tasked with their implementation. In addition, a capability assessment helps determine which mitigation actions are practical and likely to be implemented over time, given the community's fiscal, technical, administrative, and political framework.

A capability assessment has two primary components: an inventory of a local jurisdiction's relevant plans, programs, or policies already in place; and an analysis of its capacity to carry them out. Examining local capabilities will detect gaps, shortfalls, or weaknesses with ongoing government activities. A capability assessment also highlights the positive mitigation measures already in place or being implemented at the local government level, which should continue to be supported and enhanced, if possible, through future mitigation efforts.

	HMP	DRP	CLUP	FMP	SMP	EOP	COOP	REP	SARA	TRANS	CIP	REG-PL	HPP	ZO	SO	FDPO	NFIP	CRS	BC
Sussex County	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X		X
Bethany Beach	X	X	X	X	X	X	X		X		X	X	X	X	X	X	X	X	X
Blades			X			X			X					X	X	X	X		X
Bridgeville	X		X	X		X	X	X	X	X	X	X	X	X	X	X	X		X
Delmar	X		X			X	X		X	X	X			X	X	X	X		X
Dewey Beach			X		X	X	X				P	X		X	X	X	X	X	X
Ellendale			X						X					X	X				X
Fenwick Island	X		X	X	X	X			X		X	X		X	X	X	X	X	X
Frankford	X		X	X										X	X	X	X		X
Georgetown	X		X	X		I/C			X		W/W	X		X	X	X	X		X
Henlopen Acres		X	X	X	X	X	X		X	X	X	X		X	X	X	X		X
Laurel	X	X	X	X	X	A/CP								X	X	X	X		X
Lewes	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X

⁷ While the Final Rule for implementing the Disaster Mitigation Act of 2000 does not require a local capability assessment to be completed for local hazard mitigation plans, it is a critical step to develop a mitigation strategy that meets the needs of each jurisdiction while considering their own unique abilities. The Rule does state that a community's mitigation strategy should be "based on existing authorities, policies, programs and resources, and its ability to expand on and improve these existing tools" (44 CFR, Part 201.6(c) (3)).

	HMP	DRP	CLUP	FMP	SMP	EOP	COOP	REP	SARA	TRANS	CIP	REG-PL	HPP	ZO	SO	FDPO	NFIP	CRS	BC
Millsboro		X	X	X	@					D/D	X			X	X	X	X		X
Millville	X		X	X					X			X		X	X	X	X		X
Milton	X		X			X								X	X	X	X		X
Ocean View	X		X		X	X	X		X	X	X		X	X	X	X	X		X
Rehoboth Beach	X	X	X	X	X	X	X		X		X		X	X	X	X	X	X	X
Seaford	X	X	X	X		X	X		X	X		X	X	X	X	X	X	X	X
Selbyville	X		X	X								X	X	X	X	X	X		X
Slaughter Beach			X			X	X		X			X		X	X	X	X		X
South Bethany	X	X	X	X	X	X	X		X	X	X	X		X	X	X	X	X	X

Table 10. Local Plans and Policies in Place

JURISDICTIONAL ASSESSMENT

In addition to the above inventory of existing plans, programs, and policies, the Capability Assessment required each local jurisdiction to evaluate the 2016 self-assessment of its capability to implement hazard mitigation activities. As part of this process, County and municipal officials were encouraged to consider the barriers to implementing mitigation strategies and the mechanisms that could further such strategies. In response to the survey questionnaire, local officials classified the capabilities listed the following abilities as either “limited,” “moderate,” or “high”:

- Technical Capability
- Fiscal Capability
- Administrative Capability

Table 11 summarizes the results of the self-assessment process for technical, fiscal, and administrative capabilities. An “L” indicates limited capability; an “M” indicated moderate capability; and an “H” indicates high capability. Further descriptions and discussions on each are provided below, in addition to some of general findings on political capability.

JURISDICTION	COMPREHENSIVE LAND USE	BCEGS GRADE	DATE OF NFIP	CRS DATE	CRS CLASS	TECHNICAL CAPABILITY (L, M, H)	FISCAL CAPABILITY (L, M, H)	ADMINISTRATIVE CAPABILITY (L, M, H)
SussexCounty	2018	8	10/76	N/A	N/A	M	M	M
Bethany Beach	2017	N/A	04/73	05/209	8	M	M	M
Bethel			10/81					
Blades	Under Revision	N/A	01/81	N/A	N/A	L	L	M
Bridgeville	2019	8	01/77	N/A	N/A	M	L	M
Dagsboro			06/81					
Delmar	2020	N/A	N/A	N/A	N/A	L	L	L
Dewey Beach	2021	8	06/82	10/94	9	H	H	M
Ellendale	2022	8	N/A	N/A	N/A	L	L	L
Fenwick Island	2021 Update in progress	8	03/73	10/94	9	M	M	M
Frankford	Adopted 2021	8	09/81	N/A	N/A	M	L	M
Georgetown	Adopted 2021	8	05/03	N/A	N/A	L	M	L

JURISDICTION	COMPREHENSIVE LAND USE	BCEGS GRADE	DATE OF NFIP	CRS DATE	CRS CLASS	TECHNICAL CAPABILITY (L, M, H)	FISCAL CAPABILITY(L, M, H)	ADMINISTRATIVE CAPABILITY(L, M, H)
Greenwood			02/78					
Henlopen Acres	Updated 2016	8	08/78	N/A	N/A	M	M	M
Laurel	2018	6	01/81	N/A	N/A	L	L	M
Lewes	2017	9	03/77	UNK	8	H	M	M
Millsboro	2021	7	09/78	N/A	N/A	H	H	H
Millville	Updated 2019	8	09/81	N/A	N/A	L	L	L
Milton	2018	8	08/78	N/A	N/A	L	M	M
Ocean View	Revised 2020	8	09/80	N/A	N/A	H	M	H
Rehoboth Beach	2014 (Update Pending)	6	3/13	UNK	8	H	M	H
Seaford	Updated 2020	6	02/79	10/96	9	M	M	H
Selbyville	Updated 2020	8	07/91	N/A	N/A	M	M	M
Slaughter Beach	2016	8	07/80	N/A	N/A	L	L	L

JURISDICTION	COMPREHENSIVE LAND USE	BCEGS GRADE	DATE OF NFIP	CRS DATE	CRS CLASS	TECHNICAL CAPABILITY (L, M, H)	FISCAL CAPABILITY (L, M, H)	ADMINISTRATIVE CAPABILITY (L, M, H)
South Bethany	2016 (Update Pending)	8	10/76	10/07	8/9	M	L	H

Table 11. Capability Assessment

MITIGATION STRATEGIES

MITIGATION GOALS

Mitigation goals are general guidelines that explain what the County and participating jurisdictions want to achieve and are expressed as broad policy statements representing desired long-term results. The broad goals of the Sussex County Multi-Jurisdictional All-Hazard Mitigation Plan are as follows:

- **Goal 1:** Sussex County and participating jurisdictions will continue to adopt enhanced stormwater management practices.
- **Goal 2:** Sussex County and participating jurisdictions will continue to adopt and enforce codes and regulations designed to reduce the impact of natural hazards.
- **Goal 3:** Sussex County and participating jurisdictions will continue to retrofit and protect critical facilities and infrastructure from natural hazards.
- **Goal 4:** Sussex County and participating jurisdictions will continue to enhance education and outreach strategies to improve the dissemination of information to the public regarding hazards, including the steps that can be taken to reduce their impact.
- **Goal 5:** Sussex County and participating jurisdictions will continue to improve pre-event planning and preparedness activities.
- **Goal 6:** Sussex County and participating jurisdictions will continue identifying and implementing sound hazard mitigation projects.

MITIGATION MEASURES

- **Prevention:** Preventative activities are intended to keep hazard problems from getting worse.
- **Property Protection:** Property protection measures enable structures to better withstand hazard events, remove structures from hazardous locations, or provide insurance to cover potential losses.
- **Natural Resource Protection:** Natural resource protection activities reduce the impact of hazards by preserving or restoring the function of natural systems.
- **Structural Projects:** Structural mitigation projects are intended to lessen the impact of hazards by modifying the environment or hardening structures.
- **Emergency Services:** Although not typically considered a mitigation technique, emergency services minimize the impact of a hazard on people and property.
- **Public Information and Awareness:** Public Information and awareness activities are used to advise residents, business owners, potential property buyers, and visitors about hazards and mitigation techniques they can use to protect themselves and their property.

MITIGATION ACTIONS

Mitigation Actions are the specific steps (projects, policies, and programs) that advance a given objective. They are highly focused, precise, and measurable:

- **National Flood Insurance Program, Floodplain Management, and Building Codes**
 - The NFIP requires that the facility must meet the exact construction requirements as a new building when the cost of reconstruction, rehabilitation, addition, or other improvements to a building equal or exceeds 50% of the fair market value.

- Established through the NFIP, the Community Rating System (CRS) is a program that counties and jurisdictions can elect to join. Once the jurisdiction has been entered, participants in that jurisdiction receive a discount on their flood insurance premiums.
- Improved floodplain management, including land use planning, zoning, and enforcement of Building Codes at the local level, can reduce flood-related damages for both existing buildings and new development and are consistent with the stated Goals and Objectives of this plan.
- **Outreach**
 - The first step in the Repetitive Loss Outreach Program is to advise the homeowners that they live in a repetitive loss area and could be subject to flooding.
 - The second step is to give the homeowner appropriate property protection measure guidelines.
 - The third is to make the homeowner aware of the basic facts about flood insurance.
- **Public Awareness**
 - The insurance industry and emergency management research have demonstrated that awareness of hazards is not enough. People must know how to prepare for, respond to, and take preventive measures against threats from natural hazards.
- **Flood Mitigation Actions**
 - Retrofitting structures prone to periodic flooding is an effective mitigation technique to reduce the flood loss of property and is consistent with stated goals.
 - Elevation
 - Acquisition of structures
 - Mitigation Reconstruction
 - Dry flood-proofing
 - Wet-flood proofing
- **Early Warning Systems**
 - With sufficient warning of a flood, a community and its residents can take protective measures such as moving personal property, cars, and people out of harm's way. When a flood threat recognition system is combined with an emergency response plan that addresses the jurisdictional flood problems, considerable flood damage can be prevented.

PLAN MAINTENANCE

UPDATE IMPLEMENTATION

- Each jurisdiction participating in this Plan is responsible for implementing specific mitigation actions as prescribed in their locally adopted mitigation plan. In the Mitigation Action Plan, each proposed action is assigned to a particular local department or jurisdiction to increase accountability and the likelihood of implementation.

LOCAL PLANNING MECHANISMS

- It should be noted that Sussex County has limited land use planning and zoning authority, so the County has few opportunities to incorporate this Plan into other local mechanisms, such as zoning and subdivision ordinances or comprehensive land use plans.

CONTINUED PUBLIC INVOLVEMENT

- Efforts to obtain public input was an integral part of the Plan Update and will continue to be essential as this Plan changes over time.

FUTURE RECOMMENDATIONS

- Following this Plan's adoption and approval, Sussex County can submit a written and signed request to FEMA, through DEMA, to amend their HMP to include information that addresses the HHPD required and recommended revisions below.
- Elaborate on the political climate within Sussex County and its jurisdictions. Address how the rating referenced was determined.
- More detailed information regarding each jurisdiction's staffing totals, position titles, vacancies, strengths, and gaps relating to each jurisdiction's technical, financial, and administrative capability.
- Include more action-oriented objectives associated with each HMP goal.

NEXT STEPS: APPROVAL AND ADOPTION

- Sussex County notify each participating jurisdiction that they should immediately begin their HMP adoption proceedings.
- After the adoption resolutions are signed, submit to Sussex County EOC to be included in the HMP (**Appendix E and F**).
- Forward consolidated (PDF) version of HMP to be submitted to DEMA and FEMA for our records.
- Add date of approval to page 188.

Prepared For: City of Seaford, Delaware
Anderson, Charles

Date 12/19/2022
AE/AM MDH/ACG

Unit #

Year 2023 Make Ford Model Police Interceptor Utility

Series Base All-Wheel Drive

Vehicle Order Type In-Stock Term 60 State DE Customer# 493244

UB#5
1/10/23

\$ 63,049.79 Capitalized Price of Vehicle¹
\$ 0.00 * Sales Tax 0.0000% State DE
\$ 0.00 * Initial License Fee
\$ 0.00 * Registration Fee
\$ 0.00 * Other: Courtesy Delivery Fee
\$ 5,000.00 * Capitalized Price Reduction
\$ 0.00 * Tax on Capitalized Price Reduction
\$ 0.00 Gain Applied From Prior Unit
\$ 0.00 * Tax on Gain On Prior
\$ 0.00 * Security Deposit
\$ 0.00 * Tax on Incentive (Taxable Incentive Total : \$0.00)

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name POLICE
Exterior Color Agate Black
Interior Color Charcoal Black w/Unique HD Cloth Front Bucket
Lic. Plate Type Standard
GVWR 0

\$ 58,049.79 Total Capitalized Amount (Delivered Price)
\$ 963.63 Depreciation Reserve @ 1.6600%
\$ 250.19 Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)²

\$ 1,213.82 Total Monthly Rental Excluding Additional Services

Additional Fleet Management

Master Policy Enrollment Fees

\$ 0.00 Commercial Automobile Liability Enrollment
Liability Limit \$0.00

\$ 0.00 Physical Damage Management

\$ 0.00 Full Maintenance Program³ Contract Miles 0
Incl: # Brake Sets (1 set = 1 Axle) 0

Comp/Coll Deductible 0 / 0

OverMileage Charge \$ 0.0500 Per Mile

Tires 0

Loaner Vehicle Not Included

\$ 0.00 Additional Services SubTotal

\$ 0.00 Sales Tax 0.0000%

State DE

\$ 1,213.82 Total Monthly Rental Including Additional Services

\$ 231.99 Reduced Book Value at 60 Months

\$ 400.00 Service Charge Due at Lease Termination

Quote based on estimated annual mileage of 20,000

(Current market and vehicle conditions may also affect value of vehicle)

(Quote is Subject to Customer's Credit Approval)

Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle. Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement and agrees that Lessor shall have the right to collect damages in the event Lessee fails or refuses to accept delivery of the ordered vehicle. Lessee certifies that it intends that more than 50% of the use of the vehicle is to be in a trade or business of the Lessee.

LESSEE City of Seaford, Delaware

BY

TITLE

DATE

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

¹ Capitalized Price of Vehicle May be Adjusted to Reflect Final Manufacturer's Invoice. Lessee Hereby Assigns to Lessor any Manufacturer Rebates And/Or Manufacturer Incentives Intended for the Lessee, Which Rebates And/Or Incentives Have Been Used By Lessor to Reduce the Capitalized Price of the Vehicle.

² Monthly Lease Charge Will Be Adjusted to Reflect the Interest Rate on the Delivery Date (Subject to a Floor).

³ The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Aftermarket Equipment Total

Description	(B)illed or (C)apped	Price
Radio - Motorola APX6500 Series	C	\$ 6,220.33
Lighting - Major Police Supply JMA265A 12.14.2022 Modifications	C	\$ 12,274.46
Total Aftermarket Equipment Billed		\$ 0.00
Total Aftermarket Equipment Capitalized		\$ 18,494.79
Aftermarket Equipment Total		\$ 18,494.79

VEHICLE INFORMATION:

2023 Ford Police Interceptor Utility Base All-Wheel Drive - US

Series ID: K8A

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	\$45,750	\$47,165.00
Total Options	\$-1,740.00	\$-1,850.00
Destination Charge	\$1,495.00	\$1,495.00
Total Price	\$45,505.00	\$46,810.00

SELECTED COLOR:

Exterior: UM-Agate Black
Interior: 96-Charcoal Black w/Unique HD Cloth Front Bucket Seats w/Vinyl Rear

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
119WB	119" Wheelbase	STD	STD
425	50 State Emission System	STD	STD
44U	Transmission: 10-Speed Automatic (44U)	NC	NC
500A	Order Code 500A	NC	NC
51R	Driver Only LED Spot Lamp (Unity)	\$371.00	\$395.00
9	Unique HD Cloth Front Bucket Seats w/Vinyl Rear	Included	Included
549	Heated Sideview Mirrors	\$56.00	\$60.00
55F	Remote Keyless Entry Key Fob w/o Key Pad	\$320.00	\$340.00
59B	Keyed Alike - 1284x	\$47.00	\$50.00
68G	Rear-Door Controls Inoperable	\$71.00	\$75.00
86T	Tail Lamp/Police Interceptor Housing Only	\$56.00	\$60.00
96_01	Charcoal Black w/Unique HD Cloth Front Bucket Seats w/Vinyl Rear	NC	NC
99B	Engine: 3.3L V6 Direct-Injection (FFV)	\$-2,661.00	\$-2,830.00
PAINT	Monotone Paint Application	STD	STD
STDAX	3.73 Axle Ratio	Included	Included
STDGV	GVWR: 6,840 lbs (3,103 kgs)	Included	Included
STDRD	Radio: AM/FM/MP3 Capable	Included	Included
STDTR	Tires: 255/60R18 AS BSW	Included	Included
STDWL	Wheels: 18" x 8" 5-Spoke Painted Black Steel	Included	Included
UM_01	Agate Black	NC	NC

CONFIGURED FEATURES:

Body Exterior Features:

Number Of Doors: 4
Rear Cargo Door Type: liftgate
Driver And Passenger Mirror: power remote heated manual folding side-view door mirrors
Convex Driver Mirror: convex driver and passenger mirror
Spoiler: rear lip spoiler
Door Handles: black
Front And Rear Bumpers: body-coloured front and rear bumpers with black rub strip
Front Tow Hooks: 1 front tow hooks
Body Material: galvanized steel/aluminum body material
: class III trailering with harness, hitch
Body Side Cladding: body-coloured bodyside cladding
Grille: black grille

Convenience Features:

Air Conditioning: automatic dual-zone front air conditioning
Air Filter: air filter
Cruise Control: cruise control with steering wheel controls
Trunk/Hatch/Door Remote Release: power cargo access remote release
Power Windows: power windows with driver and passenger 1-touch down
1/4 Vent Rear Windows: power rearmost windows
Remote Keyless Entry: keyfob (all doors) remote keyless entry
Steering Wheel: steering wheel with manual tilting, manual telescoping
Day-Night Rearview Mirror: day-night rearview mirror
Driver and Passenger Vanity Mirror: driver and passenger-side visor mirrors
Overhead Console: mini overhead console with storage
Glove Box: locking glove box
Driver Door Bin: driver and passenger door bins
Dashboard Storage: dashboard storage
Driver Footrest: driver's footrest
Retained Accessory Power: retained accessory power
Power Accessory Outlet: 2 12V DC power outlets

Entertainment Features:

radio: AM/FM stereo with seek-scan
Speed Sensitive Volume: speed-sensitive volume
Steering Wheel Radio Controls: steering-wheel mounted audio controls
Speakers: 4 speakers
Internet Access: Fleet Telematics Modem internet access
1st Row LCD: 1 1st row LCD monitor
Wireless Connectivity: wireless phone connectivity
Antenna: integrated roof antenna

Lighting, Visibility and Instrumentation Features:

Headlamp Type: projector beam LED low/high beam headlamps
Front Wipers: variable intermittent speed-sensitive wipers wipers
Rear Window wiper: fixed interval rear window wiper with heating wiper park
Rear Window Defroster: rear window defroster
Tinted Windows: deep-tinted windows
Dome Light: dome light with fade
Front Reading Lights: front and rear reading lights
Variable IP Lighting: variable instrument panel lighting
Display Type: analog appearance
Tachometer: tachometer
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Trip Computer: trip computer
Trip Odometer: trip odometer
Water Temp Gauge: water temp. gauge
Engine Hour Meter: engine hour meter

Clock: in-radio display clock
Systems Monitor: systems monitor
Check Control: redundant digital speedometer
Rear Vision Camera: rear vision camera
Oil Pressure Warning: oil-pressure warning
Water Temp Warning: water-temp. warning
Battery Warning: battery warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Low Washer Fluid Warning: low-washer-fluid warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front and rear ventilated disc brakes
Spare Tire Type: full-size spare tire
Spare Tire Mount: spare tire mounted inside under cargo
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: curtain 1st and 2nd row overhead airbag
Knee Airbag: knee airbag
Occupancy Sensor: front passenger airbag occupancy sensor
Height Adjustable Seatbelts: height adjustable front seatbelts
Seatbelt Pretensioners: front seatbelt pre-tensioners
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Rear Child Safety Locks: rear child safety locks
Electronic Stability: electronic stability stability control with anti-roll
Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints
Rear Headrest Control: 3 rear head restraints

Seats And Trim:

Seating Capacity max. seating capacity of 5
Front Bucket Seats: front bucket seats
Number of Driver Seat Adjustments: 8-way driver and passenger seat adjustments
Reclining Driver Seat: manual reclining driver and passenger seats
Driver Lumbar: manual driver and passenger lumbar support
Driver Height Adjustment: power height-adjustable driver and passenger seats
Driver Fore/Aft: power driver and passenger fore/aft adjustment
Driver Cushion Tilt: power driver and passenger cushion tilt
Rear Seat Type: rear 35-30-35 split-bench seat
Rear Folding Position: rear seat fold-forward seatback
Leather Upholstery: cloth front seat upholstery
Rear Seat Material: vinyl rear seat upholstery
Headliner Material: full cloth headliner
Floor Covering: full vinyl/rubber floor covering
Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert
Shift Knob Trim: urethane shift knob
Interior Accents: metal-look interior accents
Cargo Space Trim: carpet cargo space
Trunk Lid: plastic trunk lid/rear cargo door
Cargo Tie Downs: cargo tie-downs
Cargo Light: cargo light

Cargo Tray: cargo tray/organizer

Standard Engine:

Engine 285-hp, 3.3-liter V-6 (regular gas)

Standard Transmission:

Transmission 10-speed automatic w/ OD

Prepared For: City of Seaford, Delaware
Anderson, Charles

Date 12/19/2022
AE/AM MDH/ACG

Unit #

Year 2023 Make Ford Model Police Interceptor Utility

Series Base All-Wheel Drive

Vehicle Order Type In-Stock Term 60 State DE Customer# 493244

\$ 63,049.79 Capitalized Price of Vehicle¹
\$ 0.00 * Sales Tax 0.0000% State DE
\$ 0.00 * Initial License Fee
\$ 0.00 * Registration Fee
\$ 0.00 * Other: Courtesy Delivery Fee
\$ 5,000.00 * Capitalized Price Reduction
\$ 0.00 * Tax on Capitalized Price Reduction
\$ 0.00 Gain Applied From Prior Unit
\$ 0.00 * Tax on Gain On Prior
\$ 0.00 * Security Deposit
\$ 0.00 * Tax on Incentive (Taxable Incentive Total : \$0.00)

\$ 58,049.79 Total Capitalized Amount (Delivered Price)
\$ 963.63 Depreciation Reserve @ 1.6600%
\$ 250.19 Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)²

\$ 1,213.82 Total Monthly Rental Excluding Additional Services

Additional Fleet Management

Master Policy Enrollment Fees

\$ 0.00 Commercial Automobile Liability Enrollment
Liability Limit \$0.00

\$ 0.00 Physical Damage Management

\$ 0.00 Full Maintenance Program³ Contract Miles 0
Incl: # Brake Sets (1 set = 1 Axle) 0

\$ 0.00 Additional Services SubTotal

\$ 0.00 Sales Tax 0.0000%

\$ 1,213.82 Total Monthly Rental Including Additional Services

\$ 231.99 Reduced Book Value at 60 Months

\$ 400.00 Service Charge Due at Lease Termination

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name POLICE
Exterior Color Agate Black
Interior Color Charcoal Black w/Unique HD Cloth Front Bucket
Lic. Plate Type Standard
GVWR 0

Comp/Coll Deductible 0 / 0
OverMileage Charge \$ 0.0500 Per Mile
Tires 0
Loaner Vehicle Not Included

Quote based on estimated annual mileage of 20,000

(Current market and vehicle conditions may also affect value of vehicle)

(Quote is Subject to Customer's Credit Approval)

Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle. Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement and agrees that Lessor shall have the right to collect damages in the event Lessee fails or refuses to accept delivery of the ordered vehicle. Lessee certifies that it intends that more than 50% of the use of the vehicle is to be in a trade or business of the Lessee.

LESSEE City of Seaford, Delaware

BY

TITLE

DATE

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

¹ Capitalized Price of Vehicle May be Adjusted to Reflect Final Manufacturer's Invoice. Lessee Hereby Assigns to Lessor any Manufacturer Rebates And/Or Manufacturer Incentives Intended for the Lessee, Which Rebates And/Or Incentives Have Been Used By Lessor to Reduce the Capitalized Price of the Vehicle.

² Monthly Lease Charge Will Be Adjusted to Reflect the Interest Rate on the Delivery Date (Subject to a Floor).

³ The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Aftermarket Equipment Total

Description	(B)illed or (C)apped	Price
Lighting - Major Police Supply JMA265A 12.14.2022 Modifications	C	\$ 12,274.46
Radio - Motorola APX6500 Series	C	\$ 6,220.33
Total Aftermarket Equipment Billed		\$ 0.00
Total Aftermarket Equipment Capitalized		\$ 18,494.79
Aftermarket Equipment Total		\$ 18,494.79

VEHICLE INFORMATION:

2023 Ford Police Interceptor Utility Base All-Wheel Drive - US

Series ID: K8A

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	\$45,750	\$47,165.00
Total Options	\$-1,740.00	\$-1,850.00
Destination Charge	\$1,495.00	\$1,495.00
Total Price	\$45,505.00	\$46,810.00

SELECTED COLOR:

Exterior: UM-Agate Black
Interior: 96-Charcoal Black w/Unique HD Cloth Front Bucket Seats w/Vinyl Rear

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
119WB	119" Wheelbase	STD	STD
425	50 State Emission System	STD	STD
44U	Transmission: 10-Speed Automatic (44U)	NC	NC
500A	Order Code 500A	NC	NC
51R	Driver Only LED Spot Lamp (Unity)	\$371.00	\$395.00
9	Unique HD Cloth Front Bucket Seats w/Vinyl Rear	Included	Included
549	Heated Sideview Mirrors	\$56.00	\$60.00
55F	Remote Keyless Entry Key Fob w/o Key Pad	\$320.00	\$340.00
59B	Keyed Alike - 1284x	\$47.00	\$50.00
68G	Rear-Door Controls Inoperable	\$71.00	\$75.00
86T	Tail Lamp/Police Interceptor Housing Only	\$56.00	\$60.00
96_01	Charcoal Black w/Unique HD Cloth Front Bucket Seats w/Vinyl Rear	NC	NC
99B	Engine: 3.3L V6 Direct-Injection (FFV)	\$-2,661.00	\$-2,830.00
PAINT	Monotone Paint Application	STD	STD
STDAX	3.73 Axle Ratio	Included	Included
STDGV	GVWR: 6,840 lbs (3,103 kgs)	Included	Included
STDRD	Radio: AM/FM/MP3 Capable	Included	Included
STDTR	Tires: 255/60R18 AS BSW	Included	Included
STDWL	Wheels: 18" x 8" 5-Spoke Painted Black Steel	Included	Included
UM_01	Agate Black	NC	NC

CONFIGURED FEATURES:

Body Exterior Features:

Number Of Doors 4
Rear Cargo Door Type: liftgate
Driver And Passenger Mirror: power remote heated manual folding side-view door mirrors
Convex Driver Mirror: convex driver and passenger mirror
Spoiler: rear lip spoiler
Door Handles: black
Front And Rear Bumpers: body-coloured front and rear bumpers with black rub strip
Front Tow Hooks: 1 front tow hooks
Body Material: galvanized steel/aluminum body material
: class III trailering with harness, hitch
Body Side Cladding: body-coloured bodyside cladding
Grille: black grille

Convenience Features:

Air Conditioning automatic dual-zone front air conditioning
Air Filter: air filter
Cruise Control: cruise control with steering wheel controls
Trunk/Hatch/Door Remote Release: power cargo access remote release
Power Windows: power windows with driver and passenger 1-touch down
1/4 Vent Rear Windows: power rearmost windows
Remote Keyless Entry: keyfob (all doors) remote keyless entry
Steering Wheel: steering wheel with manual tilting, manual telescoping
Day-Night Rearview Mirror: day-night rearview mirror
Driver and Passenger Vanity Mirror: driver and passenger-side visor mirrors
Overhead Console: mini overhead console with storage
Glove Box: locking glove box
Driver Door Bin: driver and passenger door bins
Dashboard Storage: dashboard storage
Driver Footrest: driver's footrest
Retained Accessory Power: retained accessory power
Power Accessory Outlet: 2 12V DC power outlets

Entertainment Features:

radio AM/FM stereo with seek-scan
Speed Sensitive Volume: speed-sensitive volume
Steering Wheel Radio Controls: steering-wheel mounted audio controls
Speakers: 4 speakers
Internet Access: Fleet Telematics Modem internet access
1st Row LCD: 1 1st row LCD monitor
Wireless Connectivity: wireless phone connectivity
Antenna: integrated roof antenna

Lighting, Visibility and Instrumentation Features:

Headlamp Type projector beam LED low/high beam headlamps
Front Wipers: variable intermittent speed-sensitive wipers wipers
Rear Window wiper: fixed interval rear window wiper with heating wiper park
Rear Window Defroster: rear window defroster
Tinted Windows: deep-tinted windows
Dome Light: dome light with fade
Front Reading Lights: front and rear reading lights
Variable IP Lighting: variable instrument panel lighting
Display Type: analog appearance
Tachometer: tachometer
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Trip Computer: trip computer
Trip Odometer: trip odometer
Water Temp Gauge: water temp. gauge
Engine Hour Meter: engine hour meter

Clock: in-radio display clock
Systems Monitor: systems monitor
Check Control: redundant digital speedometer
Rear Vision Camera: rear vision camera
Oil Pressure Warning: oil-pressure warning
Water Temp Warning: water-temp. warning
Battery Warning: battery warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Low Washer Fluid Warning: low-washer-fluid warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front and rear ventilated disc brakes
Spare Tire Type: full-size spare tire
Spare Tire Mount: spare tire mounted inside under cargo
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: curtain 1st and 2nd row overhead airbag
Knee Airbag: knee airbag
Occupancy Sensor: front passenger airbag occupancy sensor
Height Adjustable Seatbelts: height adjustable front seatbelts
Seatbelt Pretensioners: front seatbelt pre-tensioners
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Rear Child Safety Locks: rear child safety locks
Electronic Stability: electronic stability stability control with anti-roll
Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints
Rear Headrest Control: 3 rear head restraints

Seats And Trim:

Seating Capacity max. seating capacity of 5
Front Bucket Seats: front bucket seats
Number of Driver Seat Adjustments: 8-way driver and passenger seat adjustments
Reclining Driver Seat: manual reclining driver and passenger seats
Driver Lumbar: manual driver and passenger lumbar support
Driver Height Adjustment: power height-adjustable driver and passenger seats
Driver Fore/Aft: power driver and passenger fore/aft adjustment
Driver Cushion Tilt: power driver and passenger cushion tilt
Rear Seat Type: rear 35-30-35 split-bench seat
Rear Folding Position: rear seat fold-forward seatback
Leather Upholstery: cloth front seat upholstery
Rear Seat Material: vinyl rear seat upholstery
Headliner Material: full cloth headliner
Floor Covering: full vinyl/rubber floor covering
Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert
Shift Knob Trim: urethane shift knob
Interior Accents: metal-look interior accents
Cargo Space Trim: carpet cargo space
Trunk Lid: plastic trunk lid/rear cargo door
Cargo Tie Downs: cargo tie-downs
Cargo Light: cargo light

Cargo Tray: cargo tray/organizer

Standard Engine:

Engine 285-hp, 3.3-liter V-6 (regular gas)

Standard Transmission:

Transmission 10-speed automatic w/ OD

Prepared For: City of Seaford, Delaware
Anderson, Charles

Date 12/19/2022
AE/AM MDH/ACG

Unit #

Year 2023 Make Ford Model Police Interceptor Utility

Series Base All-Wheel Drive

Vehicle Order Type In-Stock Term 60 State DE Customer# 493244

\$ 63,049.79 Capitalized Price of Vehicle¹
\$ 0.00 * Sales Tax 0.0000% State DE
\$ 0.00 * Initial License Fee
\$ 0.00 * Registration Fee
\$ 0.00 * Other: Courtesy Delivery Fee
\$ 5,000.00 * Capitalized Price Reduction
\$ 0.00 * Tax on Capitalized Price Reduction
\$ 0.00 Gain Applied From Prior Unit
\$ 0.00 * Tax on Gain On Prior
\$ 0.00 * Security Deposit
\$ 0.00 * Tax on Incentive (Taxable Incentive Total : \$0.00)

\$ 58,049.79 Total Capitalized Amount (Delivered Price)
\$ 963.63 Depreciation Reserve @ 1.6600%
\$ 250.19 Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)²

\$ 1,213.82 Total Monthly Rental Excluding Additional Services

Additional Fleet Management

Master Policy Enrollment Fees

\$ 0.00 Commercial Automobile Liability Enrollment
Liability Limit \$0.00

\$ 0.00 Physical Damage Management

\$ 0.00 Full Maintenance Program³ Contract Miles 0
Incl: # Brake Sets (1 set = 1 Axle) 0

\$ 0.00 Additional Services SubTotal

\$ 0.00 Sales Tax 1.9914%

State DE

\$ 1,213.82 Total Monthly Rental Including Additional Services

\$ 231.99 Reduced Book Value at 60 Months

\$ 400.00 Service Charge Due at Lease Termination

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name POLICE
Exterior Color Agate Black
Interior Color Charcoal Black w/Unique HD Cloth Front Bucket
Lic. Plate Type Standard
GVWR 0

Comp/Coll Deductible 0 / 0

OverMileage Charge \$ 0.0500 Per Mile

Tires 0 Loaner Vehicle Not Included

Quote based on estimated annual mileage of 20,000

(Current market and vehicle conditions may also affect value of vehicle)

(Quote is Subject to Customer's Credit Approval)

Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle. Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement and agrees that Lessor shall have the right to collect damages in the event Lessee fails or refuses to accept delivery of the ordered vehicle. Lessee certifies that it intends that more than 50% of the use of the vehicle is to be in a trade or business of the Lessee.

LESSEE City of Seaford, Delaware

BY

TITLE

DATE

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

¹ Capitalized Price of Vehicle May be Adjusted to Reflect Final Manufacturer's Invoice. Lessee Hereby Assigns to Lessor any Manufacturer Rebates And/Or Manufacturer Incentives Intended for the Lessee, Which Rebates And/Or Incentives Have Been Used By Lessor to Reduce the Capitalized Price of the Vehicle.

² Monthly Lease Charge Will Be Adjusted to Reflect the Interest Rate on the Delivery Date (Subject to a Floor).

³ The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.

Aftermarket Equipment Total

Description	(B)illed or (C)apped	Price
Radio - Motorola APX6500 Series	C	\$ 6,220.33
Lighting - Major Police Supply JMA265A 12.14.2022 Modifications	C	\$ 12,274.46
Total Aftermarket Equipment Billed		\$ 0.00
Total Aftermarket Equipment Capitalized		\$ 18,494.79
Aftermarket Equipment Total		\$ 18,494.79

VEHICLE INFORMATION:

2023 Ford Police Interceptor Utility Base All-Wheel Drive - US

Series ID: K8A

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	\$45,750	\$47,165.00
Total Options	\$-1,740.00	\$-1,850.00
Destination Charge	\$1,495.00	\$1,495.00
Total Price	\$45,505.00	\$46,810.00

SELECTED COLOR:

Exterior: UM-Agate Black

Interior: 96-Charcoal Black w/Unique HD Cloth Front Bucket Seats w/Vinyl Rear

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
119WB	119" Wheelbase	STD	STD
425	50 State Emission System	STD	STD
44U	Transmission: 10-Speed Automatic (44U)	NC	NC
500A	Order Code 500A	NC	NC
51R	Driver Only LED Spot Lamp (Unity)	\$371.00	\$395.00
9	Unique HD Cloth Front Bucket Seats w/Vinyl Rear	Included	Included
549	Heated Sideview Mirrors	\$56.00	\$60.00
55F	Remote Keyless Entry Key Fob w/o Key Pad	\$320.00	\$340.00
59B	Keyed Alike - 1284x	\$47.00	\$50.00
68G	Rear-Door Controls Inoperable	\$71.00	\$75.00
86T	Tail Lamp/Police Interceptor Housing Only	\$56.00	\$60.00
96_01	Charcoal Black w/Unique HD Cloth Front Bucket Seats w/Vinyl Rear	NC	NC
99B	Engine: 3.3L V6 Direct-Injection (FFV)	\$-2,661.00	\$-2,830.00
PAINT	Monotone Paint Application	STD	STD
STDAX	3.73 Axle Ratio	Included	Included
STDGV	GVWR: 6,840 lbs (3,103 kgs)	Included	Included
STDRD	Radio: AM/FM/MP3 Capable	Included	Included
STDTR	Tires: 255/60R18 AS BSW	Included	Included
STDWL	Wheels: 18" x 8" 5-Spoke Painted Black Steel	Included	Included
UM_01	Agate Black	NC	NC

CONFIGURED FEATURES:

Body Exterior Features:

Number Of Doors: 4
Rear Cargo Door Type: liftgate
Driver And Passenger Mirror: power remote heated manual folding side-view door mirrors
Convex Driver Mirror: convex driver and passenger mirror
Spoiler: rear lip spoiler
Door Handles: black
Front And Rear Bumpers: body-coloured front and rear bumpers with black rub strip
Front Tow Hooks: 1 front tow hooks
Body Material: galvanized steel/aluminum body material
: class III trailering with harness, hitch
Body Side Cladding: body-coloured bodyside cladding
Grille: black grille

Convenience Features:

Air Conditioning: automatic dual-zone front air conditioning
Air Filter: air filter
Cruise Control: cruise control with steering wheel controls
Trunk/Hatch/Door Remote Release: power cargo access remote release
Power Windows: power windows with driver and passenger 1-touch down
1/4 Vent Rear Windows: power rearmost windows
Remote Keyless Entry: keyfob (all doors) remote keyless entry
Steering Wheel: steering wheel with manual tilting, manual telescoping
Day-Night Rearview Mirror: day-night rearview mirror
Driver and Passenger Vanity Mirror: driver and passenger-side visor mirrors
Overhead Console: mini overhead console with storage
Glove Box: locking glove box
Driver Door Bin: driver and passenger door bins
Dashboard Storage: dashboard storage
Driver Footrest: driver's footrest
Retained Accessory Power: retained accessory power
Power Accessory Outlet: 2 12V DC power outlets

Entertainment Features:

radio: AM/FM stereo with seek-scan
Speed Sensitive Volume: speed-sensitive volume
Steering Wheel Radio Controls: steering-wheel mounted audio controls
Speakers: 4 speakers
Internet Access: Fleet Telematics Modem internet access
1st Row LCD: 1 1st row LCD monitor
Wireless Connectivity: wireless phone connectivity
Antenna: integrated roof antenna

Lighting, Visibility and Instrumentation Features:

Headlamp Type: projector beam LED low/high beam headlamps
Front Wipers: variable intermittent speed-sensitive wipers wipers
Rear Window wiper: fixed interval rear window wiper with heating wiper park
Rear Window Defroster: rear window defroster
Tinted Windows: deep-tinted windows
Dome Light: dome light with fade
Front Reading Lights: front and rear reading lights
Variable IP Lighting: variable instrument panel lighting
Display Type: analog appearance
Tachometer: tachometer
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Trip Computer: trip computer
Trip Odometer: trip odometer
Water Temp Gauge: water temp. gauge
Engine Hour Meter: engine hour meter

Clock: in-radio display clock
Systems Monitor: systems monitor
Check Control: redundant digital speedometer
Rear Vision Camera: rear vision camera
Oil Pressure Warning: oil-pressure warning
Water Temp Warning: water-temp. warning
Battery Warning: battery warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Low Washer Fluid Warning: low-washer-fluid warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front and rear ventilated disc brakes
Spare Tire Type: full-size spare tire
Spare Tire Mount: spare tire mounted inside under cargo
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: curtain 1st and 2nd row overhead airbag
Knee Airbag: knee airbag
Occupancy Sensor: front passenger airbag occupancy sensor
Height Adjustable Seatbelts: height adjustable front seatbelts
Seatbelt Pretensioners: front seatbelt pre-tensioners
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Rear Child Safety Locks: rear child safety locks
Electronic Stability: electronic stability stability control with anti-roll
Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints
Rear Headrest Control: 3 rear head restraints

Seats And Trim:

Seating Capacity max. seating capacity of 5
Front Bucket Seats: front bucket seats
Number of Driver Seat Adjustments: 8-way driver and passenger seat adjustments
Reclining Driver Seat: manual reclining driver and passenger seats
Driver Lumbar: manual driver and passenger lumbar support
Driver Height Adjustment: power height-adjustable driver and passenger seats
Driver Fore/Aft: power driver and passenger fore/aft adjustment
Driver Cushion Tilt: power driver and passenger cushion tilt
Rear Seat Type: rear 35-30-35 split-bench seat
Rear Folding Position: rear seat fold-forward seatback
Leather Upholstery: cloth front seat upholstery
Rear Seat Material: vinyl rear seat upholstery
Headliner Material: full cloth headliner
Floor Covering: full vinyl/rubber floor covering
Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert
Shift Knob Trim: urethane shift knob
Interior Accents: metal-look interior accents
Cargo Space Trim: carpet cargo space
Trunk Lid: plastic trunk lid/rear cargo door
Cargo Tie Downs: cargo tie-downs
Cargo Light: cargo light

Cargo Tray: cargo tray/organizer

Standard Engine:

Engine 285-hp, 3.3-liter V-6 (regular gas)

Standard Transmission:

Transmission 10-speed automatic w/ OD

Prepared For: City of Seaford, Delaware
Anderson, Charles

Date 12/19/2022
AE/AM MDH/ACG

Unit #

Year 2023 Make Ford Model Police Interceptor Utility

Series Base All-Wheel Drive

Vehicle Order Type In-Stock Term 60 State DE Customer# 493244

\$ 63,049.79 Capitalized Price of Vehicle¹
\$ 0.00 * Sales Tax 0.0000% State DE
\$ 0.00 * Initial License Fee
\$ 0.00 * Registration Fee
\$ 0.00 * Other: Courtesy Delivery Fee
\$ 5,000.00 * Capitalized Price Reduction
\$ 0.00 * Tax on Capitalized Price Reduction
\$ 0.00 Gain Applied From Prior Unit
\$ 0.00 * Tax on Gain On Prior
\$ 0.00 * Security Deposit
\$ 0.00 * Tax on Incentive (Taxable Incentive Total : \$0.00)

\$ 58,049.79 Total Capitalized Amount (Delivered Price)
\$ 963.63 Depreciation Reserve @ 1.6600%
\$ 250.19 Monthly Lease Charge (Based on Interest Rate - Subject to a Floor)²

\$ 1,213.82 Total Monthly Rental Excluding Additional Services

Additional Fleet Management

Master Policy Enrollment Fees

\$ 0.00 Commercial Automobile Liability Enrollment
Liability Limit \$0.00

\$ 0.00 Physical Damage Management

\$ 0.00 Full Maintenance Program³ Contract Miles 0
Incl: # Brake Sets (1 set = 1 Axle) 0

\$ 0.00 Additional Services SubTotal

\$ 0.00 Sales Tax 1.9914%

State DE

\$ 1,213.82 Total Monthly Rental Including Additional Services

\$ 231.99 Reduced Book Value at 60 Months

\$ 400.00 Service Charge Due at Lease Termination

All language and acknowledgments contained in the signed quote apply to all vehicles that are ordered under this signed quote.

Order Information

Driver Name POLICE
Exterior Color Agate Black
Interior Color Charcoal Black w/Unique HD Cloth Front Bucket
Lic. Plate Type Standard
GVWR 0

Comp/Coll Deductible 0 / 0

OverMileage Charge \$ 0.0500 Per Mile

Tires 0

Loaner Vehicle Not Included

Quote based on estimated annual mileage of 20,000

(Current market and vehicle conditions may also affect value of vehicle)

(Quote is Subject to Customer's Credit Approval)

Notes

Enterprise FM Trust will be the owner of the vehicle covered by this Quote. Enterprise FM Trust (not Enterprise Fleet Management) will be the Lessor of such vehicle under the Master Open - End (Equity) Lease Agreement and shall have all rights and obligations of the Lessor under the Master Open - End (Equity) Lease Agreement with respect to such vehicle. Lessee must maintain insurance coverage on the vehicle as set forth in Section 11 of the Master Open-End (Equity) Lease Agreement until the vehicle is sold.

ALL TAX AND LICENSE FEES TO BE BILLED TO LESSEE AS THEY OCCUR.

Lessee hereby authorizes this vehicle order, agrees to lease the vehicle on the terms set forth herein and in the Master Equity Lease Agreement and agrees that Lessor shall have the right to collect damages in the event Lessee fails or refuses to accept delivery of the ordered vehicle. Lessee certifies that it intends that more than 50% of the use of the vehicle is to be in a trade or business of the Lessee.

LESSEE City of Seaford, Delaware

BY

TITLE

DATE

* INDICATES ITEMS TO BE BILLED ON DELIVERY.

¹ Capitalized Price of Vehicle May be Adjusted to Reflect Final Manufacturer's Invoice. Lessee Hereby Assigns to Lessor any Manufacturer Rebates And/Or Manufacturer Incentives Intended for the Lessee, Which Rebates And/Or Incentives Have Been Used By Lessor to Reduce the Capitalized Price of the Vehicle.

² Monthly Lease Charge Will Be Adjusted to Reflect the Interest Rate on the Delivery Date (Subject to a Floor).

³ The inclusion herein of references to maintenance fees/services are solely for the administrative convenience of Lessee. Notwithstanding the inclusion of such references in this [Invoice/Schedule/Quote], all such maintenance services are to be performed by Enterprise Fleet Management, Inc., and all such maintenance fees are payable by Lessee solely for the account of Enterprise Fleet Management, Inc., pursuant to that certain separate [Maintenance Agreement] entered into by and between Lessee and Enterprise Fleet Management, Inc.; provided that such maintenance fees are being billed by Enterprise FM Trust, and are payable at the direction of Enterprise FM Trust, solely as an authorized agent for collection on behalf of Enterprise Fleet Management, Inc.



Aftermarket Equipment Total

Description	(B)illed or (C)apped	Price
Radio - Motorola APX6500 Series	C	\$ 6,220.33
Lighting - Major Police Supply JMA265A 12.14.2022 Modifications	C	\$ 12,274.46
Total Aftermarket Equipment Billed		\$ 0.00
Total Aftermarket Equipment Capitalized		\$ 18,494.79
Aftermarket Equipment Total		\$ 18,494.79

VEHICLE INFORMATION:

2023 Ford Police Interceptor Utility Base All-Wheel Drive - US

Series ID: K8A

Pricing Summary:

	INVOICE	MSRP
Base Vehicle	\$45,750	\$47,165.00
Total Options	\$-1,740.00	\$-1,850.00
Destination Charge	\$1,495.00	\$1,495.00
Total Price	\$45,505.00	\$46,810.00

SELECTED COLOR:

Exterior: UM-Agate Black
Interior: 96-Charcoal Black w/Unique HD Cloth Front Bucket Seats w/Vinyl Rear

SELECTED OPTIONS:

CODE	DESCRIPTION	INVOICE	MSRP
119WB	119" Wheelbase	STD	STD
425	50 State Emission System	STD	STD
44U	Transmission: 10-Speed Automatic (44U)	NC	NC
500A	Order Code 500A	NC	NC
51R	Driver Only LED Spot Lamp (Unity)	\$371.00	\$395.00
55F	Remote Keyless Entry Key Fob w/o Key Pad	\$320.00	\$340.00
59B	Keyed Alike - 1284x	\$47.00	\$50.00
68G	Rear-Door Controls Inoperable	\$71.00	\$75.00
86T	Tail Lamp/Police Interceptor Housing Only	\$56.00	\$60.00
9	Unique HD Cloth Front Bucket Seats w/Vinyl Rear	Included	Included
549	Heated Sideview Mirrors	\$56.00	\$60.00
96_01	Charcoal Black w/Unique HD Cloth Front Bucket Seats w/Vinyl Rear	NC	NC
99B	Engine: 3.3L V6 Direct-Injection (FFV)	\$-2,661.00	\$-2,830.00
PAINT	Monotone Paint Application	STD	STD
STDAX	3.73 Axle Ratio	Included	Included
STDGV	GVWR: 6,840 lbs (3,103 kgs)	Included	Included
STDRD	Radio: AM/FM/MP3 Capable	Included	Included
STDTR	Tires: 255/60R18 AS BSW	Included	Included
STDWL	Wheels: 18" x 8" 5-Spoke Painted Black Steel	Included	Included
UM_01	Agate Black	NC	NC

CONFIGURED FEATURES:

Body Exterior Features:

Number Of Doors: 4
Rear Cargo Door Type: liftgate
Driver And Passenger Mirror: power remote heated manual folding side-view door mirrors
Convex Driver Mirror: convex driver and passenger mirror
Spoiler: rear lip spoiler
Door Handles: black
Front And Rear Bumpers: body-coloured front and rear bumpers with black rub strip
Front Tow Hooks: 1 front tow hooks
Body Material: galvanized steel/aluminum body material
: class III trailering with harness, hitch
Body Side Cladding: body-coloured bodyside cladding
Grille: black grille

Convenience Features:

Air Conditioning: automatic dual-zone front air conditioning
Air Filter: air filter
Cruise Control: cruise control with steering wheel controls
Trunk/Hatch/Door Remote Release: power cargo access remote release
Power Windows: power windows with driver and passenger 1-touch down
1/4 Vent Rear Windows: power rearmost windows
Remote Keyless Entry: keyfob (all doors) remote keyless entry
Steering Wheel: steering wheel with manual tilting, manual telescoping
Day-Night Rearview Mirror: day-night rearview mirror
Driver and Passenger Vanity Mirror: driver and passenger-side visor mirrors
Overhead Console: mini overhead console with storage
Glove Box: locking glove box
Driver Door Bin: driver and passenger door bins
Dashboard Storage: dashboard storage
Driver Footrest: driver's footrest
Retained Accessory Power: retained accessory power
Power Accessory Outlet: 2 12V DC power outlets

Entertainment Features:

radio: AM/FM stereo with seek-scan
Speed Sensitive Volume: speed-sensitive volume
Steering Wheel Radio Controls: steering-wheel mounted audio controls
Speakers: 4 speakers
Internet Access: Fleet Telematics Modem internet access
1st Row LCD: 1 1st row LCD monitor
Wireless Connectivity: wireless phone connectivity
Antenna: integrated roof antenna

Lighting, Visibility and Instrumentation Features:

Headlamp Type: projector beam LED low/high beam headlamps
Front Wipers: variable intermittent speed-sensitive wipers wipers
Rear Window wiper: fixed interval rear window wiper with heating wiper park
Rear Window Defroster: rear window defroster
Tinted Windows: deep-tinted windows
Dome Light: dome light with fade
Front Reading Lights: front and rear reading lights
Variable IP Lighting: variable instrument panel lighting
Display Type: analog appearance
Tachometer: tachometer
Low Tire Pressure Warning: tire specific low-tire-pressure warning
Trip Computer: trip computer
Trip Odometer: trip odometer
Water Temp Gauge: water temp. gauge
Engine Hour Meter: engine hour meter

Clock: in-radio display clock
Systems Monitor: systems monitor
Check Control: redundant digital speedometer
Rear Vision Camera: rear vision camera
Oil Pressure Warning: oil-pressure warning
Water Temp Warning: water-temp. warning
Battery Warning: battery warning
Lights On Warning: lights-on warning
Key in Ignition Warning: key-in-ignition warning
Low Fuel Warning: low-fuel warning
Low Washer Fluid Warning: low-washer-fluid warning
Door Ajar Warning: door-ajar warning
Trunk Ajar Warning: trunk-ajar warning
Brake Fluid Warning: brake-fluid warning

Safety And Security:

ABS four-wheel ABS brakes
Number of ABS Channels: 4 ABS channels
Brake Assistance: brake assist
Brake Type: four-wheel disc brakes
Vented Disc Brakes: front and rear ventilated disc brakes
Spare Tire Type: full-size spare tire
Spare Tire Mount: spare tire mounted inside under cargo
Driver Front Impact Airbag: driver and passenger front-impact airbags
Driver Side Airbag: seat-mounted driver and passenger side-impact airbags
Overhead Airbag: curtain 1st and 2nd row overhead airbag
Knee Airbag: knee airbag
Occupancy Sensor: front passenger airbag occupancy sensor
Height Adjustable Seatbelts: height adjustable front seatbelts
Seatbelt Pretensioners: front seatbelt pre-tensioners
3Point Rear Centre Seatbelt: 3 point rear centre seatbelt
Side Impact Bars: side-impact bars
Tailgate/Rear Door Lock Type: tailgate/rear door lock included with power door locks
Rear Child Safety Locks: rear child safety locks
Electronic Stability: electronic stability stability control with anti-roll
Traction Control: ABS and driveline traction control
Front and Rear Headrests: manual adjustable front head restraints
Rear Headrest Control: 3 rear head restraints

Seats And Trim:

Seating Capacity max. seating capacity of 5
Front Bucket Seats: front bucket seats
Number of Driver Seat Adjustments: 8-way driver and passenger seat adjustments
Reclining Driver Seat: manual reclining driver and passenger seats
Driver Lumbar: manual driver and passenger lumbar support
Driver Height Adjustment: power height-adjustable driver and passenger seats
Driver Fore/Aft: power driver and passenger fore/aft adjustment
Driver Cushion Tilt: power driver and passenger cushion tilt
Rear Seat Type: rear 35-30-35 split-bench seat
Rear Folding Position: rear seat fold-forward seatback
Leather Upholstery: cloth front seat upholstery
Rear Seat Material: vinyl rear seat upholstery
Headliner Material: full cloth headliner
Floor Covering: full vinyl/rubber floor covering
Dashboard Console Insert, Door Panel Insert Combination: metal-look instrument panel insert, door panel insert, console insert
Shift Knob Trim: urethane shift knob
Interior Accents: metal-look interior accents
Cargo Space Trim: carpet cargo space
Trunk Lid: plastic trunk lid/rear cargo door
Cargo Tie Downs: cargo tie-downs
Cargo Light: cargo light

Cargo Tray: cargo tray/organizer

Standard Engine:

Engine 285-hp, 3.3-liter V-6 (regular gas)

Standard Transmission:

Transmission 10-speed automatic w/ OD

Billing Address:
SEAFORD POLICE DEPT
SEAFORD POLICE DEPT
300 VIRGINIA AVE
SEAFORD, DE 19973
US

Quote Date:12/16/2022
Expiration Date:02/14/2023
Quote Created By:
Marcia Ridenour
marcia.ridenour@
magnumelectronics.com

End Customer:
SEAFORD POLICE DEPT

Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
	APX™ 6500 / Enh Series	ENHANCEDAPX6500				
1	M25URS9PW1BN	APX6500 ENHANCED 7/800 MHZ MOBILE	4	\$8,521.00	\$6,220.33	\$24,881.32
1a	G996AS	ENH: OVER THE AIR PROVISIONING	4			
1b	GA00580AA	ADD: TDMA OPERATION	4			
1c	G51AU	ENH: SMARTZONE OPERATION APX6500	4			
1d	G67DT	ADD: REMOTE MOUNT E5 APXM	4			
1e	GA05100AA	ADD: STD WARRANTY - NO ESSENTIAL	4			
1f	GA01606AA	ADD: NO GPS/WI-FI ANTENNA NEEDED	4			
1g	B18CR	ADD: AUXILIARY SPKR 7.5 WATT APX	4			
1h	G444AH	ADD: APX CONTROL HEAD SOFTWARE	4			
1i	G335AW	ADD: ANT 1/4 WAVE 762-870MHZ	4			
1j	G806BL	ENH: ASTRO DIGITAL CAI OP APX	4			
1k	GA01670AA	ADD: APX E5 CONTROL HEAD	4			



Any sales transaction following Motorola's quote is based on and subject to the terms and conditions of the valid and executed written contract between Customer and Motorola (the "Underlying Agreement") that authorizes Customer to purchase equipment and/or services or license software (collectively "Products"). If no Underlying Agreement exists between Motorola and Customer, then Motorola's Standard Terms of Use and Motorola's Standard Terms and Conditions of Sales and Supply shall govern the purchase of the Products.
Motorola Solutions, Inc.: 500 West Monroe, United States - 60661 ~ #: 36-1115800



Line #	Item Number	Description	Qty	List Price	Sale Price	Ext. Sale Price
1l	W22BA	ADD: STD PALM MICROPHONE APX	4			
1m	W969BG	ADD: MULTIKEY OPERATION	4			
1n	G361AH	ENH: P25 TRUNKING SOFTWARE APX	4			
1o	G851AG	ADD: AES/DES-XL/DES-OFB ENCRYP APX AND ADP	4			

Grand Total**\$24,881.32(USD)****Notes:**

- Unless otherwise noted, this quote excludes sales tax or other applicable taxes (such as Goods and Services Tax, sales tax, Value Added Tax and other taxes of a similar nature). Any tax the customer is subject to will be added to invoices.



GENERAL SALES ADMINISTRATION
T/A MAJOR POLICE SUPPLY
47 N. DELL AVENUE
KENVIL, NEW JERSEY 07847
(973)584-7714 Fax (973)584-5022

www.majorpolicesupply.com

FROM: JAMES MUNDIE CELL#609-230-1206
JMUNDIE@MAJORPOLICESUPPLY.COM

Quoted to:

SEAFORD POLICE DEPARTMENT
300 VIRGINIA AVENUE
P.O. BOX 1100
SEAFORD, DE 19973

Quotation

Quote Number:

JM265A

Quote Date:

Dec 14, 2022

Page:

1

Customer ID		Good Thru	Payment Terms	PO Number	
SEAFORD		1/13/23	Net 30 Days		
Quantity	Item	Description	Unit Price	Extension	
1.00	PACKAGE	(1) 2022 FORD PI			
1.00	PF200R	UTILITY--SLICKTOP- FEDSIG SLICKTOP PKG PATHFINDER SIREN *REMOTE VERSION*	2,923.00	2,923.00	
1.00	ES100C	100W SPEAKER			
1.00	ESBL-FPIU20	COMBO BRKT, KIT SPEAKER AND LIGHTS , FOR 2020 FORD UTILITY			
1.00	OBDCABLE25-2	2020 UTILITY 25FT OBD CABLE ONLY			
1.00	SIFMIS-FPIU20-P3	SPLIT-FRONT FORD POLICE INTERCEPTOR UT			
1.00	SIFMJH-FPIU20-PF1	OBD INTEGRATED REAR HATCH/REAR DECK FORD POLICE INTERCEPTOR UT			
1.00	EXPMOD24	24 CHANNEL EXPANSION MODULE, PATHFINDER			
2.00	MPSW6-RB	MICROPULSE WIDE ANGLE LIGHT R/B FOR UNDER SIDE MIRRORS	113.82	227.64	
6.00	MPS63U-RBW	MICROPULSE ULTRA 6, TRI-COLOR, RED/BLUE/WHITE FOR SIDE STEP RAIL AREA (3 PER SIDE)	112.27	673.62	
2.00	MPS123U-RBW	MICROPULSE UNLTRA 12, TRI-COLOR, RED/BLUE/WHITE FOR SIDE CARGO WINDOWS	136.48	272.96	
2.00	MPSM12-LB	BRACKET FOR SIDE WINDOWS	9.79	19.58	
1.00	CAGE	SETINA PARTITION INCL LOWER & RECESS PANEL--NO SLIDE	743.20	743.20	
			Subtotal	Continued	
			Sales Tax	Continued	
			Total	Continued	

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2

Customer ID		Good Thru	Payment Terms	PO Number	
SEAFORD		1/13/23	Net 30 Days		
Quantity	Item	Description	Unit Price	Extension	
1.00	12-VS	POLYCARB W METAL CENTER SECTION #PK1144ITU20TM	463.20	463.20	
1.00	DUAL WEAPON	REAR COMPARTMENT PARTITION-METAL MESH IOTTO #475-2010 DUAL WEAPON MNT	593.91	593.91	
1.00	CONSOLE	GAMBER JOHNSON #7170-0734-04 W CONSOLE, CUP,ARM & COMPUTER MNT MONGOOSE ATTACHMENT	680.35	680.35	
1.00	ROUTER	CRADLEPOINT ibr900 router w WiFi -1 year NetCloud Mobl Essentials Plan	1,140.00	1,140.00	
1.00	ANTENNA	6 in1 sharkfin for router--GPS--RADIO	315.00	315.00	
1.00	TRUNK ORG	CARGORAXX TRUNK SHELF KIT #S4B-FL	715.00	715.00	
1.00	STINGER	FEDSIG TROOPER PKG -15' STINGER SPIKE SYSTEM #90200	618.00	618.00	
1.00	90502	FEDSIG PURSUIT PREVENTION DEVICE RAT TRAP II POCKET SIZE	49.00	49.00	
1.00	LABOR	LABOR TO install above + CUSTOMER SUPPLIED radar w brkts & RADIO	2,840.00	2,840.00	
			Subtotal	12,274.46	
			Sales Tax		
			Total	12,274.46	



CITY OF SEAFORD POLICE DEPARTMENT

300 Virginia Avenue
Seaford DE 19973
(302) 629-6645



TO: Mayor and Council
FROM: Marshall Craft
Chief of Police
DATE: January 10, 2023

RE: **Seaford Police Department Vehicle Purchase Request**

REQUEST FOR MAYOR-COUNCIL APPROVAL:

Request to order four (4) 2023 Ford Explorer AWD vehicles through Enterprise Lease, now, rather than waiting for the FY24 budget process. Based on supply and demand, the vehicles would not be delivered until after the new FY begins, and if we do not place an order now, there may not be any vehicles available. As an example, I came before the council in March of 2022, for approval to order three 2022 Ford Explorers under the same circumstances, but for FY23. To date, we have still not received those vehicles. There is still a significant lag time and limited inventory according to Enterprise.

BACKGROUND:

The Seaford Police Department presented a Fleet Planning Analysis through Enterprise Leasing during the FY20 budget planning process. The analysis revealed the department had **17 vehicles** in the fleet and Enterprise made a recommendation for our department to implement a vehicle replacement plan.

Based on the presentation and recommendation of Enterprise leasing; Mayor and Council approved the proposal for the FY20 budget year as noted in the original analysis presented to the council. The Seaford Police Department implemented the vehicle replenishment plan as listed below:

#	Year	FY	Recommended	Leased	Status
1	2019	FY20	5	5	Received in Aug 2019: These vehicles were purchased on a 4-year lease and will be paid off between August and September 2023.
2	2020	FY21	4	3	Due to COVID delays- received May 2021. These vehicles were purchased on a 5-year lease and will be paid off in May 2026.
3	2022	FY23	4	3	Council approved a recommendation to order/purchase 3 vehicles in March 2022 for FY23 rather than waiting due to vehicle shortages. The vehicles have still not been delivered, but we expect to take delivery between mid-January/February 2023.
4	2022	FY23	1	*1	Council approved a recommendation to purchase 1 CID vehicle (Chevy Equinox) as a budgeted expense. The vehicle was budgeted in FY22 as approved but did not get delivered until FY23, resulting in an unbudgeted expenditure out of the capital account for FY23.
5	2022	FY24	4		Recommend ordering 4 vehicles now through Enterprise Leasing in order to take delivery in FY 24. Due to significant lag times and limited inventory, vehicles may not be available to order if we wait for the FY24 budget process. The vehicles would not arrive until FY24.
	TOTAL		17	12	Note. I will provide a chart below listing the current lease expense.

PROPOSAL PROCESS

As stated above, a recommendation is being presented to Mayor and Council to place a vehicle order with Enterprise Leasing now for four (4) 2023 Ford Explorer AWD vehicles, including the funding approval for both the vehicles and the necessary equipment.

FUNDING

Please see the anticipated cost to purchase a 2023 Ford Explorer, Additionally, I have included the anticipated cost to purchase and install the necessary equipment for both patrol and CID/Admin vehicles. The city would need to pay a \$5,000.00 down payment on each vehicle, which would cover part of the cost of the equipment. Enterprise originally required a 50% deposit on the \$12,274.46 expense for equipment and installation, but we were able to negotiate the lower amount. This chart will also include the total cost of our currently leased vehicle, including those being requested now and anticipated payoff dates: The equipment cost does not include radar or Axon in-car camera.

Item	Vehicle	Amount	Total	Note:
1	(4) 2019 Chevy Tahoe's & (1) 2019 Chevy p/up	\$2,641.21/month	\$31,694.52/year	4-year lease. Payoff between Aug-Sept. 2023. Then \$25/month - \$1,500 / year total
2	(3) 2021 Ford Explorers	\$2,392.29/month	\$28,707.48/Year	5-year lease. Payoff May 2026.
3	(3) 2022 Ford Explorers	\$2,500.00/month	\$30,000.00/year	Not yet been delivered. 5-year lease. Payoff anticipated Jan/Feb 2028.
4	(1) 2022 Chevy Equinox	N/A	N/A	Paid in full through the capital account - \$23,644 Aug 2022
5	(4) 2023 Ford Explorers	\$4,855.28/month	\$58,263.36/year	If approved by Mayor and Council, this would be a 5-year lease and the vehicle would not be delivered until FY24.
	*Currently cost. See notes for details	\$5,033.50/month	\$60,402.00/year	This is the total amount we are currently paying because the 2022 Ford Explorers have not yet been delivered.
	*Cost when item #3 is delivered See notes for details	\$7,533.50/month	\$90,402.00/year	Once the 2022 Ford Explorers are delivered, this is the total amount we will be paying by Feb/March 2023.
	*Cost if Mayor & Council approve Item #5, beginning in FY24. See notes for details	\$9,872.57/month	\$118,470.84/year	If Mayor and Council approve the purchase of the four requested 2023 Ford Explorers, this would be the total cost for all leased vehicles. These vehicles are not expected to be delivered until FY24 (Aug/Sept 2023.) Note: this amount includes the \$25/month fee for each of the 2019 vehicles, as the 2019 lease payments will drop off.

Respectfully submitted,

Chief Marshall D. Craft Jr.