

Jeffrey A. Cline, *President*  
Terry L. Baker, *Vice President*  
Krista L. Hart, *Clerk*



Wayne K. Keefer  
Cort F. Meinelschmidt  
Randall E. Wagner

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**BOARD OF COUNTY COMMISSIONERS**  
**February 2, 2021**  
**OPEN SESSION AGENDA**

*In response to the existing State of Emergency, this meeting of the Board of County Commissioners will be conducted with a virtual component allowing for Commissioner and Staff participation via remote video conference. The meeting will be live streamed on the County's YouTube and Facebook sites.*

- 10:00 AM**     **MOMENT OF SILENCE AND PLEDGE OF ALLEGIANCE**  
**CALL TO ORDER**, *President Jeffrey A. Cline*  
**APPROVAL OF MINUTES**: *January 26, 2021*
- 10:05 AM**     **ECONOMIC DEVELOPMENT**– *Senator Paul Corderman; Delegate Brenda Thiam; Blackie Bowen; Frank Boulton, Founder & CEO, Atlantic League of Professional Baseball; Dan Spedden, President, Hagerstown-Washington County Convention & Visitors Bureau; Eric Menzer, President, York Revolution; Jim Kercheval, Executive Director, Greater Hagerstown Community*
- 10:45 AM**     **COMMISSIONERS' REPORTS AND COMMENTS**
- 11:00 AM**     **STAFF COMMENTS**
- 11:05 AM**     **BUDGET ADJUSTMENT, CAPITAL IMPROVEMENT PLAN** – *Capital Improvement Committee members*
- 11:15 AM**     **PROPERTY ACQUISITION ALONG HALFWAY BOULEVARD** – *Todd Moser, Real Property Administrator*
- 11:20 AM**     **BID AWARD (PUR1487) CRIMINAL, LICENSING AND STOREFRONT BALLISTIC GLASS** – *Brandi Naugle, Buyer, Purchasing*
- 11:25 AM**     **INTERGOVERNMENTAL COOPERATIVE PURCHASE (INTG-21-0054), JOHN DEERE UTILITY TRACTORS** – *Brandi Naugle, Buyer, Purchasing; Garrison Plessinger, Director, Hagerstown Regional Airport*
- 11:30 AM**     **CLOSED SESSION** *(To discuss the appointment, employment, assignment, promotion, discipline, demotion, compensation, removal, resignation, or performance evaluation of appointees, employees, or officials over whom this public body has jurisdiction; or any other personnel matter that affects one or more specific individuals; To consult with counsel to obtain legal advice on a legal matter; To consult with staff, consultants, or other individuals about pending or potential litigation; To consider the acquisition of real property for a public purpose and matters directly related thereto; To comply with a specific constitutional, statutory, or judicially imposed requirement that prevents public disclosures about a particular proceeding or matter)*
- 12:00 PM**     **ADJOURNMENT**



## Agenda Report Form

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### Open Session Item

**SUBJECT:** Economic Development

**PRESENTATION DATE:** 2/2/2021

**PRESENTATION BY:** Senator Paul Corderman, Blackie Bowen, Frank Boulton (Founder & CEO of Atlantic League). Also to be included on call Delegate Brenda Thiam, CVB President Dan Spedden, GHC Executive Director Jim Kercheval, Eric Menzer (President of York Revolution)

**RECOMMENDATION:** N/A

**REPORT-IN-BRIEF:** Economic Development/Atlantic League interest in Washington County

**DISCUSSION:**

**FISCAL IMPACT:**

**CONCURRENCES:**

**ALTERNATIVES:**

**ATTACHMENTS:** N/A



## Agenda Report Form

## Open Session Item

**SUBJECT:** Budget Adjustment

**PRESENTATION DATE:** 02/2/2021

**PRESENTATION BY:** Capital Improvement Program Committee: Jill Baker, Director, Planning & Zoning; Andrew Eshleman, Director, Public Works; Sara Greaves, CFO; Scott Hobbs, Director, Engineering; John Martirano, County Administrator

**RECOMMENDATION:** To approve the budget adjustment as presented.

**REPORT-IN-BRIEF:** The County approved a conservative budget for FY21 due to the unknown and varying impact of the COVID-19 pandemic including, but not limited to, high levels of unemployment, reduced patronage to businesses, and business closures. At this time, an adjustment is being recommended for the current FY2021 budget.

**DISCUSSION:** Sizable reductions were made to capital project funding for the FY20 and FY21 budgets to safeguard against an over obligation of funds. Underfunding the capital plan is not sustainable and a budget adjustment recommendation is below for consideration.

Project	Amount
Stream Restoration at Various Locations	212,000
Stormwater Retrofits	500,000
Pavement Maintenance & Rehab	2,100,000
Tennis Court Resurfacing	50,000
Phoenix Color Building Roof	750,000
Systemic projects	1,000,000
Roof replacement project	500,000
Police, Fire, and Emergency Services Training Facility	1,400,000
BOE - Capital Maintenance	1,063,000
General - Equipment & Vehicle Replacement Program	300,000
Highway - Vehicle & Equipment Replacement Program	1,250,000
Law Enforcement - Vehicle & Equipment Replacement Program	500,000
Emergency Services Equipment & Vehicle Program	75,000
VFRA support vehicles	150,000
Cascade Budget	150,000
	10,000,000

**FISCAL IMPACT:** \$10 million

**CONCURRENCES:** N/A

**ALTERNATIVES:** Modify or do not approve the budget adjustment as presented

**ATTACHMENTS:** Budget Adjustment

**AUDIO/VISUAL NEEDS:** None



# Washington County, Maryland Budget Adjustment Form

Print Form

- ☒ Budget Amendment - Increases or decrease the total spending authority of an accounting fund or department
- ☐ Budget Transfer - Moves revenues or expenditures from one account to another or between budgets or funds.

Transaction/Post -Finance	<input type="text"/>
Deputy Director - Finance	<input type="text" value="Kelcee Mace"/> <small>Digitally signed by Kelcee Mace Date: 2021.01.21 11:25:44 -05'00'</small>
Preparer, if applicable	<input type="text"/>

Department Head Authorization	<input type="text"/>
Division Director / Elected Official Authorization	<input type="text"/>
Budget & Finance Director Approval	<input type="text"/>
County Administrator Approval	<input type="text"/>
County Commissioners Approval	<input type="text"/>

Required approval with date	<input type="text"/>
If applicable with date	<input type="text"/>
Required approval with date	<input type="text"/>
Required approval with date	<input type="text"/>
Required > \$ 25,000 with date	<input type="text"/>

Expenditure / Account Number	Fund Number	Department Number	Project Number	Grant Number	Activity Code	Department and Account Description	Increase (Decrease) + / -
400500	10	00000				Income Tax	10,000,000
502000	10	92130				Appropriations - Capital Improvement Fund	9,850,000
502000	10	91022				Appropriations - Cascade Town Centre	150,000
490045	22	00000				Cascade - Operating Transfer - General Fund	150,000
EXPENS	22	22010				Cascade - Various Expenditures (see attached break	150,000
498710	30	11620	DNG030		0000	Capital Transfer - General Fund	212,000
599999	30	11620	DNG030		CNST	Stream Restoration at Various Locations	212,000
498710	30	11620	DNG039		0000	Capital Transfer - General Fund	500,000
599999	30	11620	DNG039		CNST	Stormwater Retrofits	500,000

Explain  
Budget Adjustment

To adjust income tax budget to provide for capital infrastructure needs.

Required Action by  
County Commissioners

☐ No Approval Required

☒ Approval Required

Approval Date if  
Known

Expenditure / Account Number	Fund Number	Department Number	Project Number	Grant Number	Activity Code	Account Description	Increase (Decrease) + / -
498710	30	11620	RDI024		0000	Capital Transfer - General Fund	2,100,000
599999	30	11620	RDI024		CNST	Pavement Maintenance & Rehab	2,100,000
498710	30	11900	LDI046		0000	Capital Transfer - General Fund	50,000
599999	30	11900	LDI046		CNST	Tennis Court Resurfacing	50,000
498710	30	11900	BLD100		0000	Capital Transfer - General Fund	1,250,000
599999	30	11900	BLD100		CNST	Facilities Roof Repairs	1,250,000
498710	30	10910	BLD078		0000	Capital Transfer - General Fund	1,000,000
599999	30	10910	BLD078		CNST	Systemic Improvements - Building	1,000,000
498710	30	11620	BLD093		0000	Capital Transfer - General Fund	1,400,000
599999	30	11620	BLD093		CNST	Police, Fire, & Emergency Services Training Facility	1,400,000
498710	30	90000	SCH006		0000	Capital Transfer - General Fund	1,063,000
599999	30	90000	SCH006		CNST	BOE - Capital Maintenance	1,063,000
498710	30	10500	VEH008		0000	Capital Transfer - General Fund	300,000
599999	30	10500	VEH008		VHCL	General - Equipment & Vehicle Replacement	300,000
498710	30	20010	EQP042		0000	Capital Transfer - General Fund	1,250,000
599999	30	20010	EQP042		EQPT	Highway - Vehicle & Equipment Replacement	1,250,000
498710	30	11310	VEH006		0000	Capital Transfer - General Fund	500,000
599999	30	11310	VEH006		VHCL	Law Enforcement - Vehicle & Equipment Replacement	500,000
498710	30	11430	VEH009		0000	Capital Transfer - General Fund	75,000
599999	30	11430	VEH009		VHCL	Emergency Services - Vehicle & Equipment Replacement	75,000
498710	30	11520	VEH012		0000	Capital Transfer - General Fund	150,000
599999	30	11520	VEH012		VHCL	Vol Fire Apparatus Reserve Fleet (for support vehicle)	150,000



## Agenda Report Form

### Open Session Item

**SUBJECT:** Property Acquisition along Halfway Boulevard

**PRESENTATION DATE:** February 2, 2021

**PRESENTATION BY:** Todd Moser, Real Property Administrator

**RECOMMENDED MOTION:** Move to approve the option agreement for partial property acquisition including fee simple for property located on Halfway Boulevard with Tax-Id 26-032024, to approve an ordinance approving said purchase and to authorize the execution of the necessary documentation to finalize the acquisition.

**REPORT-IN-BRIEF:** The option agreement has been executed for the below listed property. The fee simple acquisition is shown in the table below.

Property Address/Location	Fee Simple	Easements	Acquisition Cost
17755 Halfway Boulevard	13,672 Square Feet	N/A	\$8,000.00

**DISCUSSION:** The partial property acquisition will allow for additional clearing for increased visibility and improvements to the drainage.

**FISCAL IMPACT:** \$8,000.00; available budget in RDI024.

**CONCURRENCES:** County Attorney's Office (ordinance)

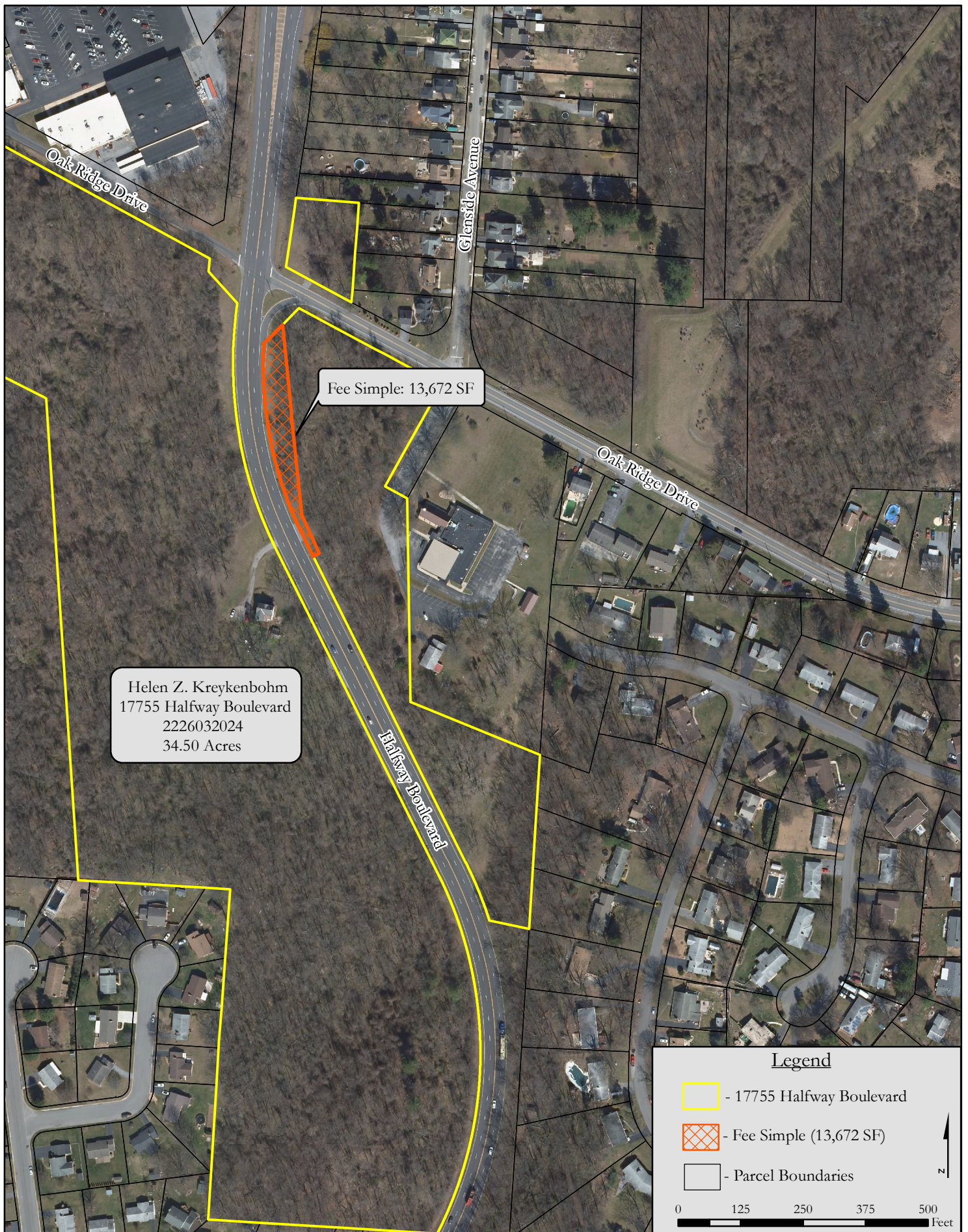
**ALTERNATIVES:** N/A

**ATTACHMENTS:** Aerial Map, Ordinance

**AUDIO/VISUAL NEEDS:** Aerial Map



# Halfway Boulevard Property Acquisition





ORDINANCE NO. ORD-2021-

**AN ORDINANCE TO APPROVE THE PURCHASE OF AN EASEMENT INTEREST  
IN REAL PROPERTY**

*(Halfway Boulevard/Oak Ridge Drive Project: East Side of Halfway Boulevard)*

RECITALS

1. The Board of County Commissioners of Washington County, Maryland (the "County"), believes that it is in the best interest of the citizens of Washington County to purchase an easement interest in certain real property identified on the attached Schedule A (the "Easement Property") to be used for public purposes.

2. The County approved the purchase of the Easement Property on February 2, 2021.

3. A public hearing is not required by Section 1-301, Code of the Public Local Laws of Washington County, Maryland, as the funds utilized to purchase the Easement Property are not to be expended from the General Fund of the County.

4. The purchase of the Easement Property is necessary for improvements to the intersection of Halfway Boulevard and Oak Ridge Drive .

THEREFORE, BE IT ORDAINED by the Board of County Commissioners of Washington County, Maryland, that the purchase of the Easement Property be approved and that the President of the Board and the County Clerk be and are hereby authorized and directed to execute and attest, respectively, all such documents for and on behalf of the County relating to the purchase of the Easement Property.

ADOPTED this \_\_\_\_ day of February, 2021.

ATTEST:

BOARD OF COUNTY COMMISSIONERS  
OF WASHINGTON COUNTY, MARYLAND

\_\_\_\_\_  
Krista L. Hart, Clerk

BY: \_\_\_\_\_  
Jeffrey A. Cline, President

Approved as to legal sufficiency:

\_\_\_\_\_  
B. Andrew Bright  
Assistant County Attorney

Mail to:  
Office of the County Attorney  
100 W. Washington Street, Suite 1101  
Hagerstown, MD 21740



SCHEDULE A--DESCRIPTION OF EASEMENT PROPERTY

**EASEMENT PROPERTY ACQUISITION:**

**Part of Tax ID No. 26-032024; Tax Map 49, Parcel 784; East Side of Halfway Boulevard, Hagerstown, MD 21740**

**BEGINNING** for the outline hereof at a point in the existing easternmost margin of Right-of-Way for Halfway Boulevard, said point being 31.03 feet from and perpendicular to Baseline of Right-of-Way Station 45+25.43 for Halfway Boulevard, as graphically depicted on a plat prepared by the Division of Engineering for Washington County, Maryland, titled "ADDITIONAL RIGHT-OF-WAY FOR HALFWAY BLVD - LANDS OF HELEN Z. KREYKENBOHM" and intended to be recorded among the Land Records of Washington County, Maryland, in the Washington County Lands and Right-of-Way Plat Book as Right-of-Way Plat No. 100-10-610; thence binding on the aforementioned Right-of-Way and running with a portion thereof for the following seven (7) courses, on a bearing to agree with a recent survey performed by the Division of Engineering for Washington County, Maryland, by a curve to the right having a radius of 817.92 feet, an arc length of 72.27 feet, and subtended by a chord with a bearing and distance of

1. North 23 Degrees 58 Minutes 13 Seconds West 72.24 feet to a point; by a compound curve to the right having a radius of 817.92 feet, an arc length of 81.74 feet, and subtended by a chord with a bearing and distance of
2. North 18 Degrees 34 Minutes 34 Seconds West 81.71 feet to a point; by a compound curve to the right having a radius of 791.88 feet, an arc length of 128.22 feet, and subtended by a chord with a bearing and distance of
3. North 11 Degrees 27 Minutes 42 Seconds West 128.08 feet to a point;
4. North 83 Degrees 10 Minutes 38 Seconds East 11.84 feet to a point;
5. North 01 Degrees 09 Minutes 51 Seconds East 25.71 feet to a point;
6. North 01 Degrees 17 Minutes 07 Seconds East 144.33 feet to a point;
7. North 59 Degrees 56 Minutes 25 Seconds East 18.84 feet to a point; thence leaving said Right-of-Way for Halfway Boulevard and crossing Grantor's land by three (3) new lines of Right-of-Way now established
8. South 05 Degrees 42 Minutes 37 Seconds East 401.03 feet to a point; by a curve to the left having a radius of 805.00 feet, an arc length of 49.55 feet, and subtended by a chord with a bearing and distance of
9. South 24 Degrees 44 Minutes 17 Seconds East 49.55 feet to a point;
10. South 63 Degrees 30 Minutes 08 Seconds West 13.00 feet to the point of beginning, containing an area of 13,672 square feet or 0.3139 acre of land, more or less.

**BEING** a portion of land known as deed "Tract 3" by two (2) separate deeds as conveyed to Grantor herein: The first being a 34.32% interest conveyed by a deed dated November 25, 1996, and recorded among the Land Records of Washington County, Maryland, in Liber 1310 at folio 276; the second being a 65.68% interest conveyed by a deed dated February 9, 2012, and recorded among said Land Records in Liber 4228 at folio 331.



## Agenda Report Form

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### Open Session Item

**SUBJECT:** Bid Award (PUR-1487) Criminal, Licensing and Storefront Ballistic Glass

**PRESENTATION DATE:** February 2, 2021

**PRESENTATION BY:** Brandi Naugle, CPPB, Buyer

**RECOMMENDED MOTION:** Move to award the bid under Option No. 1 for the purchase, delivery and installation of ballistic glass and hardware in the Criminal, Licensing and Storefront project to the responsible, responsive bidder, Clear Security Systems, of West Caldwell, NJ who submitted the total sum bid in the amount of \$86,830.

**REPORT-IN-BRIEF:** On December 2, 2020, the County received four (4) bids for the purchase, delivery and installation of ballistic glass and hardware in the Criminal, Licensing and Storefront departments. The Invitation for Bid was published in the local newspaper, listed on the State of Maryland's "eMaryland Marketplace Advantage" (eMMA) web site, and on the County's web site. Twenty-six (26) persons/companies registered/downloaded the bid document on-line.

The ballistic glass increases the overall safety in these areas, making staff and general public feel safer. The ballistic glass goes beyond just stopping the bullets, it will also foil smash and grab. It will also make it more difficult to gain access to staff who work at the front counter. Regular glass can be a crisis because regular glass can become a liability.

**DISCUSSION:** N/A

**FISCAL IMPACT:** The department has funds in the amount of \$32,880.00 in GRT510, \$53,440.00 in GRT514 and \$510.00 in 515270-10-10930 for the purchase.

**CONCURRENCES:** Kevin Tucker, Clerk of Court and Kristin Grossnickle, Court Administrator

**ALTERNATIVES:** N/A

**ATTACHMENTS:** Bid Matrix Tabulation

**AUDIO/VISUAL NEEDS:** N/A

**PUR-1487 Criminal, Licensing and Storefront Ballistic Glass**

	<b>Ballistiglass, LLC Parkland, FL</b>	<b>Charles Dean Construction Kingsville, MD</b>	<b>Clear Security Systems West Caldwell, NJ</b>	<b>Mistral Inc. Bethesda, MD</b>
<b>OPTION NO. 1 - DELIVERY/INSTALLATION OF BALLISTIC GLASS AND HARDWARE - <i>Criminal Department</i></b>	\$44,082.00	\$42,208.55	\$33,360.00	\$36,849.00
<b>OPTION NO. 1 - DELIVERY/INSTALLATION OF BALLISTIC GLASS AND HARDWARE - <i>Licensing Department</i></b>	\$55,812.00	\$57,913.84	\$41,470.00	\$53,815.00
<b>OPTION NO. 1 - DELIVERY/INSTALLATION OF BALLISTIC GLASS AND HARDWARE - <i>Storefront</i></b>	\$9,552.00	\$21,008.72	\$12,000.00	\$12,829.00
<b>TOTAL LUMP SUM - OPTION NO. 1</b>	\$109,446.00	\$121,131.11	\$86,830.00	\$103,492.00 *
<b>TOTAL LUMP SUM - OPTION NO. 2 DELIVERY/INSTALLATION OF BALLISTIC GLASS AND HARDWARE - <i>Criminal Department</i></b>	\$44,082.00	\$42,208.55	\$34,360.00	\$36,849.00
<b>OPTION NO. 3 - DELIVERY/INSTALLATION OF BALLISTIC GLASS AND HARDWARE - <i>Licensing Department</i></b>	\$55,812.00	\$57,913.84	\$41,470.00	\$53,815.00
<b>OPTION NO. 3 - DELIVERY/INSTALLATION OF BALLISTIC GLASS AND HARDWARE - <i>Storefront</i></b>	\$9,552.00	\$21,008.72	\$12,000.00	\$12,829.00
<b>TOTAL LUMP SUM - OPTION NO. 3</b>	\$65,364.00	\$78,922.56	\$53,470.00	\$66,644.00



**PUR-1487 Criminal, Licensing and Storefront Ballistic Glass**

**Remarks/Exceptions:**

Clear Security Systems

Our only company concern is due to COVID 19 and the effect it may have on our company's ability to complete the project on time per the "Supplemental Terms & Conditions" #11 LATE CHARGES in regard to May 31, 2021.

Under normal conditions, if we receive an order by January 1, we would be complete by the end of February.

We have made office and production related operational changes to reduce the impact of the potential COVID threat and these have been working.

Our installers take all the CDC required precautions when traveling and working.

We do have all required materials in stock.

We would make our best efforts to hold to that approximate late February installation timeframe which would make a May deadline irrelevant.

Since we do not know the long-term ramifications of COVID 19 regarding production and travel, we just wanted to address the pandemic as a possible source of concern.



## Agenda Report Form

### Open Session Item

**SUBJECT:** Intergovernmental Cooperative Purchase (INTG-21-0054) - Two (2) John Deere 1025R Utility Tractors for Hagerstown Regional Airport.

**PRESENTATION DATE:** February 2, 2021

**PRESENTATION BY:** Brandi Naugle, CPPB, Buyer and Garrison Plessinger, Airport Director

**RECOMMENDED MOTION:** Move to authorize by Resolution, for the Hagerstown Regional Airport to purchase two (2) John Deere 1025R Utility Tractors for a total cost of \$41,734.27 and to utilize another jurisdiction's contract that was awarded by Baltimore County Public Schools, (Contract LKO-402-20-001) to John Deere of Cary, NC.

**REPORT-IN-BRIEF:** The Hagerstown Regional Airport is requesting to replace the two (2) current airline specific service tugs with two (2) John Deere 1025R Utility Tractors. The current tugs have over 7,000 hours on them and are having increased mechanical issues, as well as issues with finding replacement parts and qualified mechanics to work on them. Therefore, the replacement of these tugs is being recommended. The requested two tractors will serve multipurpose; they will be utilized to pull the baggage carts and to be used for grounds maintenance including mowing and snow removal. The Airport had originally requested within its budget to purchase two (2) airline tugs at a cost of \$ 35,000 each. The cost savings of purchasing two (2) John Deere Utility Tractors is \$28,000 less than the purchase of two (2) airline tugs.

The Code of Public Laws of Washington County, Maryland (the Public Local Laws) 1-106.3 provides that the Board of County Commissioners may procure goods and services through a contract entered into by another governmental entity, in accordance with the terms of the contract, regardless of whether the County was a part to the original contract. The government of Baltimore County Public Schools solicited the resulting agreement. If the Board of County Commissioners determines that participation by Washington County would result in cost benefits or administrative efficiencies, it could approve the procurement of the equipment in accordance with the Public Local Laws referenced above that participation would result in cost benefits or in administrative efficiencies.

The County will benefit with the direct cost savings in the purchase of this equipment because of economies of scale this contract has leveraged. Additionally, the County will realize savings through administrative efficiencies as a result of not preparing, soliciting and evaluating a bid. Acquisition of the equipment by utilizing the Baltimore County Public Schools contract and eliminating our County's bid process would result in an administrative and cost savings for the Highway Department and Purchasing Department in preparing specifications.

**DISCUSSION:** N/A

**FISCAL IMPACT:** Funds are budgeted in the Capital Improvement Program (CIP) budget account 600400-35-45010 (EQP031).

**CONCURRENCES:** N/A

**ATTACHMENTS:** Smith Implements Inc. Quote dated 1/13/2021

# YOUR CONTRACT. YOUR QUOTE. YOUR HELP REQUESTED.

**Ensure your equipment arrives with no delay.  
Issue your Purchase Order or Letter of Intent.**

To expedite the ordering process, please include the following information in Purchase Order or Letter of Intent:

**For any questions, please contact:**

- ☐ Shipping address
- ☐ Billing address
- ☐ Vendor: John Deere Company  
2000 John Deere Run Cary,  
NC 27513
- ☐ Contract name and/or number
- ☐ Signature
- ☐ Tax exempt certificate, if applicable

**William Slifer**

Smith's Implements, Inc.  
13115 Cearfoss Pike  
Hagerstown, MD 21740

Tel: 301-733-1873  
Fax: 301-733-6016  
Email: [bslifer@smithsimp.com](mailto:bslifer@smithsimp.com)

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Smith's Implements, Inc.  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
301-733-1873  
rsmith@smithsimp.com

**Quote Summary****Prepared For:**

Hagerstown Regional Airport  
Terry Stouffer  
18434 SHOWALTER RD  
HAGERSTOWN, MD 21742  
Business: 301-573-0940  
tstouffer@washco-md.net

**Delivering Dealer:**

**Smith's Implements, Inc.**  
William Slifer  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
Phone: 301-733-1873  
bslifer@smithsimp.com

MD STATE CONTRACT # LKO-402-20-001  
TAX EXEMPT ID ON FILE  
DELIVERING DEALER IS: SMITH'S IMPLEMENTS, INC. 13115  
CEARFOSS PIKE HAGERSTOWN, MD 21740  
PAYMENT REMIT TO ADDRESS IS: DEERE & CO. AG & TURF  
CBD & GOVT. SALES 21748 NETWORK PLACE CHICAGO, IL  
60673-1217

**Quote ID:** 23471355  
**Created On:** 13 January 2021  
**Last Modified On:** 13 January 2021  
**Expiration Date:** 26 February 2021

Equipment Summary	Selling Price	Qty	Extended
JOHN DEERE 1025R Sub-Compact Utility Tractor (18 PTO hp) <b>Contract:</b> MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22) <b>Price Effective Date:</b> January 12, 2021	\$ 17,872.97 X	1 =	\$ 17,872.97
JOHN DEERE 1025R Sub-Compact Utility Tractor (18 PTO hp) <b>Contract:</b> MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22) <b>Price Effective Date:</b> January 12, 2021	\$ 17,872.97 X	1 =	\$ 17,872.97
JOHN DEERE 60D AutoConnect™ 7-Iron Mid-Mount Side Discharge Mower (1023E, 1025R Model Year 2020 and 2025R) <b>Contract:</b> MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22) <b>Price Effective Date:</b> January 12, 2021	\$ 2,289.87 X	1 =	\$ 2,289.87
JOHN DEERE 54 In. Quick-Hitch Two-Stage Snow Blower <b>Contract:</b> MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22) <b>Price Effective Date:</b> January 12, 2021	\$ 3,698.46 X	1 =	\$ 3,698.46

**Equipment Total****\$ 41,734.27**

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_

Confidential





JOHN DEERE



**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Smith's Implements, Inc.  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
301-733-1873  
rsmith@smithsimp.com

\* Includes Fees and Non-contract items

**Quote Summary**

Equipment Total	\$ 41,734.27
Trade In	
SubTotal	<b>\$ 41,734.27</b>
Est. Service	\$ 0.00
Agreement Tax	
Total	\$ 41,734.27
Down Payment	(0.00)
Rental Applied	(0.00)
<b>Balance Due</b>	<b>\$ 41,734.27</b>

Salesperson : X \_\_\_\_\_

Accepted By : X \_\_\_\_\_

Confidential



# Selling Equipment

Quote Id: 23471355

Customer Name: HAGERSTOWN REGIONAL AIRPORT

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Smith's Implements, Inc.  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
301-733-1873  
rsmith@smithsimp.com

## JOHN DEERE 1025R Sub-Compact Utility Tractor (18 PTO hp)

Hours:

Stock Number:

Contract: MD Grounds Maint Equip LKO-402-20-001 (PG  
MP CG 22)

Selling Price \*  
\$ 17,872.97

Price Effective Date: January 12, 2021

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
028BLV	1025R Sub-Compact Utility Tractor (18 PTO hp)	1	\$ 15,066.00	19.00	\$ 2,862.54	\$ 12,203.46	\$ 12,203.46
<b>Standard Options - Per Unit</b>							
0202	United States	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
0409	English Operator's Manual	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
1795	Less Loader	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
2053	Cab - Heat Only	1	\$ 6,764.00	19.00	\$ 1,285.16	\$ 5,478.84	\$ 5,478.84
3749	Less Backhoe	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
4061	Less iMatch™ Quick Hitch Category 1	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
5207	26x12-12 (4PR, R4 Industrial, 1 Position	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
6207	18x8.50-10 (4PR, R4 Industrial, 1 Position)	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
<b>Standard Options Total</b>			<b>\$ 6,764.00</b>		<b>\$ 1,285.16</b>	<b>\$ 5,478.84</b>	<b>\$ 5,478.84</b>
<b>Dealer Attachments/Non-Contract/Open Market</b>							
BLV11244	Rear LED Work Light Kit	1	\$ 110.00	19.00	\$ 20.90	\$ 89.10	\$ 89.10
BXX10310	Rotating Beacon Light	1	\$ 125.40	19.00	\$ 23.83	\$ 101.57	\$ 101.57
<b>Dealer Attachments Total</b>			<b>\$ 235.40</b>		<b>\$ 44.73</b>	<b>\$ 190.67</b>	<b>\$ 190.67</b>
<b>Value Added Services Total</b>			<b>\$ 0.00</b>			<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Total Selling Price</b>			<b>\$ 22,065.40</b>		<b>\$ 4,192.43</b>	<b>\$ 17,872.97</b>	<b>\$ 17,872.97</b>

## JOHN DEERE 1025R Sub-Compact Utility Tractor (18 PTO hp)

# Selling Equipment

**Quote Id:** 23471355

**Customer Name:** HAGERSTOWN REGIONAL AIRPORT

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Smith's Implements, Inc.  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
301-733-1873  
rsmith@smithsimp.com

**Equipment Notes:**
**Hours:**
**Stock Number:**
**Selling Price \***

**Contract:** MD Grounds Maint Equip LKO-402-20-001 (PG  
MP CG 22)

**\$ 17,872.97**

**Price Effective Date:** January 12, 2021

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
028BLV	1025R Sub-Compact Utility Tractor (18 PTO hp)	1	\$ 15,066.00	19.00	\$ 2,862.54	\$ 12,203.46	\$ 12,203.46
<b>Standard Options - Per Unit</b>							
0202	United States	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
0409	English Operator's Manual	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
1795	Less Loader	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
2053	Cab - Heat Only	1	\$ 6,764.00	19.00	\$ 1,285.16	\$ 5,478.84	\$ 5,478.84
3749	Less Backhoe	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
4061	Less iMatch™ Quick Hitch Category 1	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
5207	26x12-12 (4PR, R4 Industrial, 1 Position	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
6207	18x8.50-10 (4PR, R4 Industrial, 1 Position)	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
<b>Standard Options Total</b>			<b>\$ 6,764.00</b>		<b>\$ 1,285.16</b>	<b>\$ 5,478.84</b>	<b>\$ 5,478.84</b>
<b>Dealer Attachments/Non-Contract/Open Market</b>							
BLV11244	Rear LED Work Light Kit	1	\$ 110.00	19.00	\$ 20.90	\$ 89.10	\$ 89.10
BXX10310	Rotating Beacon Light	1	\$ 125.40	19.00	\$ 23.83	\$ 101.57	\$ 101.57
<b>Dealer Attachments Total</b>			<b>\$ 235.40</b>		<b>\$ 44.73</b>	<b>\$ 190.67</b>	<b>\$ 190.67</b>
<b>Value Added Services Total</b>			<b>\$ 0.00</b>			<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Total Selling Price</b>			<b>\$ 22,065.40</b>		<b>\$ 4,192.43</b>	<b>\$ 17,872.97</b>	<b>\$ 17,872.97</b>

**JOHN DEERE 60D AutoConnect™ 7-Iron Mid-Mount Side Discharge Mower**

# Selling Equipment

**Quote Id:** 23471355

**Customer Name:** HAGERSTOWN REGIONAL AIRPORT

**ALL PURCHASE ORDERS MUST BE MADE OUT TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT TO DELIVERING DEALER:**

Smith's Implements, Inc.  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
301-733-1873  
rsmith@smithsimp.com

## Equipment Notes:

**Hours:**

**Stock Number:**

**Selling Price \***

**Contract:** MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22)

**\$ 2,289.87**

**Price Effective Date:** January 12, 2021

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
701CLV	60D AutoConnect™ 7-Iron Mid-Mount Side Discharge Mower (1023E, 1025R Model Year 2020 and 2025R)	1	\$ 2,062.00	19.00	\$ 391.78	\$ 1,670.22	\$ 1,670.22
<b>Standard Options - Per Unit</b>							
0202	United States	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
0409	English	1	\$ 0.00	19.00	\$ 0.00	\$ 0.00	\$ 0.00
1104	Attaching Parts (Mechanical Mower Lift)	1	\$ 765.00	19.00	\$ 145.35	\$ 619.65	\$ 619.65
<b>Standard Options Total</b>			<b>\$ 765.00</b>		<b>\$ 145.35</b>	<b>\$ 619.65</b>	<b>\$ 619.65</b>
<b>Total Selling Price</b>			<b>\$ 2,827.00</b>		<b>\$ 537.13</b>	<b>\$ 2,289.87</b>	<b>\$ 2,289.87</b>

## JOHN DEERE 54 In. Quick-Hitch Two-Stage Snow Blower

### Equipment Notes:

**Hours:**

**Stock Number:**

**Selling Price \***

**Contract:** MD Grounds Maint Equip LKO-402-20-001 (PG MP CG 22)

**\$ 3,698.46**

**Price Effective Date:** January 12, 2021

\* Price per item - includes Fees and Non-contract items

Code	Description	Qty	List Price	Discount%	Discount Amount	Contract Price	Extended Contract Price
02C1M	54 In. Quick-Hitch Two-Stage Snow Blower	1	\$ 2,720.00	19.00	\$ 516.80	\$ 2,203.20	\$ 2,203.20
<b>Standard Options - Per Unit</b>							





JOHN DEERE

# Selling Equipment



Quote Id: 23471355

Customer Name: HAGERSTOWN REGIONAL AIRPORT

**ALL PURCHASE ORDERS MUST BE MADE OUT  
TO (VENDOR):**

Deere & Company  
2000 John Deere Run  
Cary, NC 27513  
FED ID: 36-2382580; DUNS#: 60-7690989

**ALL PURCHASE ORDERS MUST BE SENT  
TO DELIVERING DEALER:**

Smith's Implements, Inc.  
13115 Cearfoss Pike  
Hagerstown, MD 21740  
301-733-1873  
rsmith@smithsimp.com

2012	Front Quick-Hitch and Hydraulic Lift	1	\$ 950.00	19.00	\$ 180.50	\$ 769.50	\$ 769.50
3016	2000 RPM Front PTO Kit	1	\$ 455.00	19.00	\$ 86.45	\$ 368.55	\$ 368.55
4014	Implement Drive and Upstop	1	\$ 441.00	19.00	\$ 83.79	\$ 357.21	\$ 357.21
<b>Standard Options Total</b>			<b>\$ 1,846.00</b>		<b>\$ 350.74</b>	<b>\$ 1,495.26</b>	<b>\$ 1,495.26</b>
<b>Total Selling Price</b>			<b>\$ 4,566.00</b>		<b>\$ 867.54</b>	<b>\$ 3,698.46</b>	<b>\$ 3,698.46</b>