BLANKET PURCHASE ORDER
STATE OF MARYLAND

********** STATE OF MARYLAND **********

BPO NO: 001B6400652 PRINT DATE: 03/21/17 PAGE: 01

SHIP TO:
AS SPECIFIED ON INDIVIDUAL ORDERS

<table>
<thead>
<tr>
<th>VENDOR ID:</th>
<th>REFER QUESTIONS TO:</th>
</tr>
</thead>
<tbody>
<tr>
<td>DEERE &amp; COMPANY INC</td>
<td>LISA FORTUNE MCDONALD</td>
</tr>
<tr>
<td>A/K/A DEERE &amp; COMPANY</td>
<td>(410) 767-4084</td>
</tr>
<tr>
<td>2000 JOHN DEERE RUN</td>
<td><a href="mailto:LISA.MCDONALD@MARYLAND.GOV">LISA.MCDONALD@MARYLAND.GOV</a></td>
</tr>
<tr>
<td>CARY, NC</td>
<td>27513</td>
</tr>
<tr>
<td>(919) 804-2222</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ITB:</th>
<th>EXPR DATE: 12/31/19</th>
<th>DISCOUNT TERMS:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>POST DATE: 06/29/16</td>
<td>NET 30 DAY .00</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CONTRACT AMOUNT:</th>
</tr>
</thead>
<tbody>
<tr>
<td>.00</td>
</tr>
</tbody>
</table>

TERMS:
ARTICLES HEREIN ARE EXEMPT FROM MARYLAND SALES AND USE TAXES BY EXEMPTION CERTIFICATE NUMBER 3000256-3 AND FROM FEDERAL EXCISE TAXES BY EXEMPTION NUMBER 52-73-0358K. IT IS THE VENDOR'S RESPONSIBILITY TO ADVISE COMMON CARRIERS THAT AGENCIES OF THE STATE OF MARYLAND ARE EXEMPT FROM TRANSPORTATION TAX.

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STATEWIDE CONTRACT
FOR
GROUNDS MAINTENANCE EQUIPMENT
BASED ON BALTIMORE COUNTY PUBLIC SCHOOLS
GROUNDS MAINT EQUIP CONTRACT #JMI-611-15-001

=======================

TERM OF CONTRACT 06/29/16 UNTIL 12/30/19

VENDOR NAME: DEERE & COMPANY

VENDOR CONTACT: JUDY BESS

PHONE NUMBER: (919) 804-2831

GROUND MAINTENANCE EQUIPMENT WITH RELATED EQUIPMENT ACCESSORIES AND SUPPLIES
BASED ON BALTIMORE COUNTY PUBLIC SCHOOLS CONTRACT #JMI-611-15-001

ELECTRONIC PROCESSING FEE
1.
CONTRACTOR SHALL PAY A PROCESSING FEE TO THE STATE IN THE AMOUNT OF ONE PERCENT (1%) OF THE TOTAL CONTRACT SALES. THE PROCESSING FEE IS

*** CONTINUED, NEXT PAGE ***
CALCULATED BASED ON ALL SALES TRANSACTED UNDER THE CONTRACT, MINUS, ANY RETURNS OR CREDITS. THE PROCESSING FEE SHALL NOT BE CHARGED DIRECTLY TO THE CUSTOMER, E.G., AS A SEPARATE LINE ITEM, FEE OR SURCHARGE, BUT SHALL BE INCLUDED IN THE CONTRACTS UNIT PRICES 2.

THE PROCESSING FEE SHALL BE SUBMITTED TO THE DEPARTMENT OF GENERAL SERVICES, FISCAL SERVICES DIVISION, 301 W. PRESTON STREET, ROOM 1309, BALTIMORE, MD., 21201, WITHIN TEN (10) CALENDAR DAYS FOLLOWING THE END OF EACH CALENDAR MONTH ALONG WITH A MONTHLY USAGE REPORT DOCUMENTING ALL CONTRACT SALES. AN EXCEL VERSION OF THE MONTHLY USAGE REPORT SHALL ALSO BE EMAILED TO THE PROCUREMENT OFFICER AND THE ACCOUNTANT, AWAWU SALAKO, AT AWAWU.SALAKO@MARYLAND.GOV

FAILURE TO REMIT PROCESSING FEES IN A TIMELY MANNER OR REMITTANCE OF FEES INCONSISTENT WITH THE CONTRACT'S REQUIREMENT MAY RESULT IN THE STATE EXERCISING ALL RECOLLECTION AVAILABLE UNDER THE CONTRACT INCLUDING, BUT NOT LIMITED TO, A THIRD PARTY AUDIT OF ALL CONTRACT ACTIVITY. SHOULD AN AUDIT BE REQUIRED BY THE STATE, THE CONTRACTOR SHALL REIMBURSE THE STATE FOR ALL COSTS ASSOCIATED WITH THE AUDIT UP TO $10,000.00 OR ONE (1%) PERCENT OF THE CONTRACT'S ESTIMATED ANNUAL VALUE, WHICHEVER IS HIGHER.

PURSUANT TO ARTICLE 41, SECTION 18-201 OF THE ANNOTATED CODE OF MARYLAND, EXCEPT AS PROVIDED IN (B) THE FOLLOWING ENTITIES MAY PURCHASE MATERIALS, SUPPLIES, AND EQUIPMENT UNDER THIS CONTRACT:

(1) A COUNTY OR BALTIMORE CITY;
(2) A MUNICIPAL CORPORATION;
(3) A GOVERNMENTAL AGENCY IN THE STATE;
(4) A PUBLIC OR QUASI-PUBLIC AGENCY THAT:
   (I) RECEIVES STATE MONEY; AND
   (II) IS EXEMPT FROM TAXATION UNDER SECTION 501(C)(3) OF THE INTERNAL REVENUE CODE:

(5) A PRIVATE ELEMENTARY OR SECONDARY SCHOOL THAT:
   (I) EITHER HAS BEEN ISSUED A CERTIFICATE OR APPROVAL FROM THE STATE BOARD OF EDUCATION OR IS ACCREDITED BY THE ASSOCIATION OF INDEPENDENT SCHOOLS; AND
   (II) IS EXEMPT FROM TAXATION UNDER SECTION 501 (C)(3) OF THE INTERNAL REVENUE CODE:
   OR

(6) A NONPUBLIC INSTITUTION OF HIGHER EDUCATION UNDER SECTION 17-106 OF THE EDUCATION ARTICLE.

A PRIVATE ELEMENTARY OR SECONDARY SCHOOL OR A NONPUBLIC INSTITUTION

*** CONTINUED, NEXT PAGE ***
OF HIGHER EDUCATION MAY NOT PURCHASE RELIGIOUS MATERIALS UNDER THIS
CONTRACT
THE RIGHT TO PURCHASE UNDER THIS SECTION SHALL BE IN ADDITION TO, BUT
NOT IN SUBSTITUTION FOR, THE APPLICABLE PURCHASING POWER GRANTED TO
ANY OF THE LISTED ENTITIES PURSUANT TO ANY STATUTORY OR CHARTER
PROVISION.

ALL PURCHASES UNDER THIS CONTRACT BY ANY SUCH ENTITY WHICH IS NOT
A UNIT OR AGENCY OF THE STATE OF MARYLAND FOR WHICH THE STATE OF
MARYLAND MAY BE HELD LIABLE IN CONTRACT (1) SHALL NOT CONSTITUTE
A PURCHASE OR CONTRACT BETWEEN THE CONTRACTOR AND THAT ENTITY ONLY,
(2)
SHALL NOT CONSTITUTE A PURCHASE OR CONTRACT OF THE STATE OF MARYLAND,
(3) SHALL NOT BE BINDING OR ENFORCEABLE AGAINST THE STATE OF MARYLAND
OR ANY OF ITS UNITS OR AGENCIES, AND (4) MAY BE SUBJECT TO OTHER TERMS
AND CONDITIONS AGREED TO BY THE CONTRACTOR, AND THE PURCHASER.

CONTRACTOR BEARS THE RISK OF DETERMINING WHETHER OR NOT ANY ENTITY FROM
WHICH THE CONTRACTOR RECEIVES AN ORDER UNDER THE CONTRACT IS A UNIT OR
AGENCY OF THE STATE OF MARYLAND SUCH THAT THE CONTRACT MAY BE ENFORCED
AGAINST THE STATE OF MARYLAND.

<table>
<thead>
<tr>
<th>LINE #</th>
<th>STATE ITEM ID</th>
<th>U/M</th>
<th>UNIT COST</th>
</tr>
</thead>
<tbody>
<tr>
<td>0001</td>
<td>88046-000001</td>
<td>EA</td>
<td></td>
</tr>
</tbody>
</table>

EQUIPMENT, GROUNDS MAINTENANCE

MULTIPLE UNIT DISCOUNTS ARE ALLOWED. THE CONTRACT DISCOUNT PLUS THE
MULTIPLE UNIT DISCOUNT EQUALS THE TOTAL DISCOUNT. DISCOUNTS ARE BASED
ON THE FOLLOWING SCHEDULE:

<table>
<thead>
<tr>
<th>QTY</th>
<th>ADD'L DISCOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>3-4</td>
<td>1%</td>
</tr>
<tr>
<td>5-6</td>
<td>2%</td>
</tr>
<tr>
<td>7-8</td>
<td>3%</td>
</tr>
</tbody>
</table>

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BLANKET PURCHASE ORDER
STATE OF MARYLAND

BPO NO: 001B6400652
PRINT DATE: 03/21/17

LINE #  STATE ITEM ID  U/M  UNIT COST

9 UNITS OR MORE  4%

PRICE STRUCTURE:
L25  LAWN TRACTORS (300S ONLY)  18% DISC MSRT
L30  GARDEN TRACTORS & EQUIP  18%
L35  EQUIP FOR LAWN & GARDEN TRACT  18%
C10  COMMERCIAL WALK-BEHIND MOWERS & EQUIP  13%
C13  COMMERCIAL ZERO-TURN RADIUS MOWERS  23%
C15  COMMERCIAL FRONT MOWERS & EQUIP  23%
C18  COMMERCIAL WIDE-ARA MOWER & EQUIP  23%
C20  COMPACT UTILITY TRACTORS & EQUIP  17%
C25  EQUIP FOR COMPACT UTL TRACTORS  16%
C40  MID DUTY CROSSOVER UTL VEHICLES & EQUIP  16%
C41  HEAVY DUTY CROSSOVER UTL VEHICLES & EQUIP  16%
C42  TRADITIONAL UTL VEHICLE & EQUIP  16%
C47  HPX UTL VEHICLES & EQUIP  16%
G10  REAL MOWERS & EQUIP  22%
G15  SPECIAL APPLICATION MOWERS & EQUIP  27%
G20  SPECIAL APPLICATION VEHICLES & EQUIP  22%
G25  AERATION & EQUIP  22%
G30  DEBRIS MAINT & EQUIP  22%
A2  5000 SERIES  18%
A2  6000 SERIES  23%
A9  IMPLEMENTS & EQUIP  23%

FRONTIER EQUIPMENT

COTTON  18%
CUTTING & MOWING, GOLF, HAY & FORGE, LANDSCAPING, LIVESTOCK, MATERIAL HANDLING, PLANTING & SEEDING, SNOW, TILLAGE, AND TRANSPORTS.

END OF ITEM LIST

THIS PROCUREMENT AWARD IS BASED ON COMAR 21.05.09.02 AND HAS BEEN AWARDED FOR USE BY THE STATE OF MARYLAND BASED ON BALTIMORE COUNTY PUBLIC SCHOOL'S CONTRACT NUMBER JMI-611-15 FOR GROUNDS MAINTENANCE EQUIPMENT. PLEASE REFER TO SECTION #27 OF THE BALTIMORE COUNTY CONTRACT. VENDOR MUST INCLUDE THE 9-DIGIT ZIP CODE OF COMPANY ADDRESS ON ALL INVOICES. FAILURE TO DO SO MAY RESULT IN DELAY OF PAYMENT.

ALL PRODUCTS USED IN PACKING TO CUSHION AND PROTECT DURING THE SHIPMENT OF COMMODITIES ARE TO BE MADE OF RECYCLED, RECYCLABLE, AND/OR BIODEGRADABLE MATERIALS.

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MARYLAND – State of Maryland

Contract Number: 001B6405652

Contract Period: June 29, 2018 - December 31, 2019

Eligibility: State, municipal, county, or local governmental agencies including private schools, parochial schools, non-public schools such as charter schools, non-profit agencies providing services on behalf of government, and/or state, community and/or private colleges/universities.

Quotes and Purchase Orders:
To obtain a quote, contact your local John Deere Dealer. Submit purchase order to your local dealer.

All purchase orders must show John Deere Company as the vendor and reference the contract number.

CONTRACT DETAILS

Quotes
Quotes are valid for 30 days from the creation date of the quote. All quotes created in JDOS have creation and expiration dates on the upper right hand corner of the first quote page for your convenience.

Credit Cards
Allowed with no limit.

Delivery Obligations
Required to provide at no charge to the agency - (3) Operator's manuals (one comes with unit from factory), (3) Parts Catalog and (3) Tech Manuals per machine (CD or paper). Manuals must be included on the quote or the agency's PO at no charge. Dealer will be reimbursed for manuals.

Delivery Instructions:
PO # must be plainly visible on equipment

Delivery Receipt is required and must include:

PO #
Vendor Name
Name of Item/Article Purchased
Quantity
Delivery Location

Fees
$92 hourly rate may be charged for miscellaneous services for non-contract items if requested and approved by ordering agency. Miscellaneous services may include the installation of specialized attachments or equipment customization.

Financing
Not allowed on this contract.

The low interest rate, low cost John Deere Municipal Lease is a type of financing that is specifically designed for qualified state, government, and educational entities which allow full ownership at the end of the lease term.

Multiple Unit Discount
Multiple unit discounts are allowed. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Additional Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>3-4</td>
<td>1%</td>
</tr>
</tbody>
</table>
Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. Self-propelled products must be listed in the same tabbed price book section and included on the same purchase order, with the exception of our utility vehicles. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.

Frontier Equipment is excluded from the Multi-Unit Discount.

Non-Contract Deere Equipment

Allowed as long as agency's own rules and regulations allow. Items must be clearly labeled on the purchase order or quote as Non-Contract.

Non-Contract Deere Equipment - John Deere or Frontier branded implements, attachments, accessories, parts or bundles that are not currently on contract but are requested by the customer to complete the purchase of John Deere equipment awarded on contract.

Non-Contract Equipment

Allowed as long as agency's own rules and regulations allow. Items must be clearly labeled on the purchase order or quote as Non-Contract.

Non-Contract Equipment - implements, attachments, accessories, parts or bundles not branded by John Deere that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.

Rentals

Not allowed on this contract.

Substitutions

John Deere is required to substitute equipment.

Trade-Ins

Allowed. Items must be clearly labeled on the purchase order or quote as Trade-In.

Miscellaneous

None

### PRICE STRUCTURE

<table>
<thead>
<tr>
<th>Price Page Tabs</th>
<th>Product Descriptions</th>
<th>Discounts off MSRP</th>
<th>Price Page Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>L25</td>
<td>Lawn Tractors (300s Only)</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>L30</td>
<td>Garden Tractors &amp; Equipment</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>L35</td>
<td>Equipment for Lawn &amp; Garden Tractors</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>C10</td>
<td>Commercial Walk-Behind Mowers &amp; Equipment</td>
<td>13%</td>
<td>Current</td>
</tr>
<tr>
<td>C13</td>
<td>Commercial Zero-Turn Radius Mowers &amp; Equipment</td>
<td>23%</td>
<td>Current</td>
</tr>
<tr>
<td>C15</td>
<td>Commercial Front Mowers &amp; Equipment</td>
<td>23%</td>
<td>Current</td>
</tr>
<tr>
<td>C18</td>
<td>Commercial Wide Area Mower &amp; Equipment</td>
<td>23%</td>
<td>Current</td>
</tr>
<tr>
<td>C20</td>
<td>Compact Utility Tractors &amp; Equipment</td>
<td>17%</td>
<td>Current</td>
</tr>
<tr>
<td>C25</td>
<td>Equipment for Compact Utility Tractors</td>
<td>17%</td>
<td>Current</td>
</tr>
<tr>
<td>C40</td>
<td>Mid-Duty Crossover Utility Vehicles &amp; Equipment</td>
<td>16%</td>
<td>Current</td>
</tr>
<tr>
<td>C41</td>
<td>Heavy-Duty Crossover Utility Vehicles &amp; Equipment</td>
<td>16%</td>
<td>Current</td>
</tr>
<tr>
<td>C42</td>
<td>Traditional Utility Vehicles &amp; Equipment</td>
<td>16%</td>
<td>Current</td>
</tr>
<tr>
<td>C47</td>
<td>HPX Utility Vehicles &amp; Equipment</td>
<td>16%</td>
<td>Current</td>
</tr>
<tr>
<td>Code</td>
<td>Equipment</td>
<td>Percent</td>
<td>Status</td>
</tr>
<tr>
<td>------</td>
<td>----------------------------</td>
<td>---------</td>
<td>---------</td>
</tr>
<tr>
<td>G10</td>
<td>Reel Mowers &amp; Equipment</td>
<td>22%</td>
<td>Current</td>
</tr>
<tr>
<td>G15</td>
<td>Special Application</td>
<td>22%</td>
<td>Current</td>
</tr>
<tr>
<td></td>
<td>Mowers &amp; Equipment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>G20</td>
<td>Special Application</td>
<td>22%</td>
<td>Current</td>
</tr>
<tr>
<td></td>
<td>Vehicles &amp; Equipment</td>
<td></td>
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</tr>
<tr>
<td>G25</td>
<td>Aeration &amp; Equipment</td>
<td>22%</td>
<td>Current</td>
</tr>
<tr>
<td>G30</td>
<td>Debris Maintenance &amp;</td>
<td>22%</td>
<td>Current</td>
</tr>
<tr>
<td></td>
<td>Equipment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>A2</td>
<td>5000 Series</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>A2</td>
<td>6000 Series</td>
<td>23%</td>
<td>Current</td>
</tr>
<tr>
<td>A9</td>
<td>Implements &amp; Equipment</td>
<td>23%</td>
<td>Current</td>
</tr>
</tbody>
</table>

**Frontier Equipment**

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Percent</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cotton</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Cutting &amp; Mowing</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Golf</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Hay &amp; Forage</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Landscaping</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Livestock</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Material Handling</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Planting &amp; Seeding</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Snow</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Tillage</td>
<td>18%</td>
<td>Current</td>
</tr>
<tr>
<td>Transports</td>
<td>18%</td>
<td>Current</td>
</tr>
</tbody>
</table>

**PAYMENT REMITTANCE INFORMATION**

**Remit to Address:**
Deere & Company
Ag & Turf CED & Government Sales
21748 Network Place
Chicago, IL 60673-1217

**CONTRACT UPDATES**

None at this time.

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