



**STATE OF IOWA**  
**MASTER AGREEMENT**  
Contract Declaration and Execution

**MA 005**

**27078**

**EFFECTIVE BEGIN DATE:** 10-01-2026  
**EXPIRATION DATE:** 09-30-2027  
**PAGE:** 1 of 3

**VENDOR:**

**EDWARDS NISSAN KIA**  
**LAKE MANAWA NISSAN KIA**  
**00002109675**

**3600 S Expressway**  
**Council Bluffs, IA 51501**

**VENDOR CONTACT:**

Luke Schwade  
**PHONE:** (402) 290-5255  
**EMAIL:** lukes@edwardsautogroup.com

**ISSUER:**

Rick Tucker  
**PHONE:** 515-360-9912  
**EMAIL:** rick.tucker@das.iowa.gov

**EXT:**

**FOB:** FOB Dest, Freight Prepaid

**Contract For:** MISC 3 Sedans - Edwards (Nissan & KIA)

The State of Iowa and Edwards Auto Group establish this agreement pursuant to the specifications, and terms and conditions from solicitation 005-RFB-2964-2027. Within the State of Iowa, all state agencies, state facilities, cities, counties or education entities or any entity funded in part with state tax dollars, are eligible purchasers and authorized to purchase products and services under the terms of the contract in lieu of a separate competitive selection process.

The vehicle price is a fixed percentage rate of -2.5% under the Triple Net Invoice, including Government Incentives, for any Government Fleet rate vehicles or off the lot vehicles. Triple Net refers to the dealers true cost for a vehicle.

Vendor is required to provide an itemized Triple Net Invoice (including Government Incentives) for each vehicle, for which the percentage service rate will be applied. DAS Fleet will review the invoice, only upon approval DAS Fleet will issue a purchase order inclusive of the vehicle and percentage cost.

See the Solicitation Documents in the Attachments Section:

Attachment 1 - RFB Document  
Attachment 2 - Bid Response  
Attachment 3 - Bid Tab

Sales Contact:

Luke Schwade  
(402) 290-5255  
lukes@edwardsautogroup.com

**RENEWAL OPTIONS**

**FROM** 10-01-2027 **TO** 09-30-2028

**FROM** 10-01-2028 **TO** 09-30-2029

**AUTHORIZED DEPARTMENT**

ALL

SUB Other Governmental Entities



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| LINE NO. | QUANTITY / SERVICE DATES | UNIT | COMMODITY / DESCRIPTION | UNIT COST / PRICE OF SERVICE |
|----------|--------------------------|------|-------------------------|------------------------------|
|----------|--------------------------|------|-------------------------|------------------------------|

|   |         |    |     |             |
|---|---------|----|-----|-------------|
| 1 | 0.00000 | EA | 071 | \$ 0.000000 |
|   |         |    |     | \$ 0.000000 |

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**  
**Nissan Sedans - under Triple Net Invoice**

The vehicle price is a fixed percentage rate -2.5% under the Triple Net Invoice, including Government Incentives, for any Government Fleet rate vehicles or off the lot vehicles. Triple Net refers to the dealers true cost for a vehicle.

Vendor is required to provide an itemized Triple Net Invoice (including Government Incentives) for each vehicle, for which the percentage service rate will be applied. DAS Fleet will review the invoice, only upon approval DAS Fleet will issue a purchase order inclusive of the vehicle and percentage cost.

|   |         |    |     |             |
|---|---------|----|-----|-------------|
| 2 | 0.00000 | EA | 071 | \$ 0.000000 |
|   |         |    |     | \$ 0.000000 |

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES**  
**KIA Sedans - under Triple Net Invoice**

The vehicle price is a fixed percentage rate -2.5% under the Triple Net Invoice, including Government Incentives, for any Government Fleet rate vehicles or off the lot vehicles. Triple Net refers to the dealers true cost for a vehicle.

Vendor is required to provide an itemized Triple Net Invoice (including Government Incentives) for each vehicle, for which the percentage service rate will be applied. DAS Fleet will review the invoice, only upon approval DAS Fleet will issue a purchase order inclusive of the vehicle and percentage cost.

|   |         |    |       |             |
|---|---------|----|-------|-------------|
| 3 | 0.00000 | EA | 96286 | \$ 0.000000 |
|   |         |    |       | \$ 0.000000 |

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Transportation of Goods and Other Freight Services**  
**Delivery Fee per mile**

\$ .50 per mile



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**TERMS AND CONDITIONS**

**Referenced Terms**

<https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20goods.pdf>

<https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20services.pdf>

<https://das.iowa.gov/sites/default/files/procurement/pdf/Terms%20and%20Conditions%20for%20Federal%20Compliance.pdf>

**THIS MASTER AGREEMENT IS EFFECTIVE AS OF THE LATEST DATE SHOWN IN “EFFECTIVE BEGIN DATE” IN THE UPPER RIGHT HAND CORNER OR THE DATE BELOW SIGNED BY THE STATE OF IOWA.**

| CONTRACTOR                                                                                                            |                                  | STATE OF IOWA                                                                                                    |                                  |
|-----------------------------------------------------------------------------------------------------------------------|----------------------------------|------------------------------------------------------------------------------------------------------------------|----------------------------------|
| <b>CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc.)</b><br>Edwards Auto Group |                                  | <b>AGENCY NAME</b><br>Iowa Dept. of Administrative Services                                                      |                                  |
| <b>BY (Authorized Signature)</b><br><i>Luke Schwade</i>                                                               | <b>Date Signed</b><br>08/25/2026 | <b>BY (Authorized Signature)</b><br><i>Rick Tucker</i><br><small>Rick Tucker (Aug 25, 2026 11:08:11 CDT)</small> | <b>Date Signed</b><br>08/25/2026 |
| <b>Printed Name and Title of Person Signing</b><br>Luke Schwade<br>Director of Fleet, Commercial & Municipal Sales    |                                  | <b>Printed Name and Title of Person Signing</b><br>Rick Tucker<br>Statewide Procurement Officer                  |                                  |
| <b>Address</b><br>927 32nd Ave. Council Bluffs, IA<br>51501                                                           |                                  | <b>Address</b><br>1305 E Walnut St<br>Des Moines, IA 50319                                                       |                                  |

|                 |                                              |
|-----------------|----------------------------------------------|
| Created:        | 2026-08-25                                   |
| By:             | Rick Tucker (rick.tucker@das.iowa.gov)       |
| Status:         | Signed                                       |
| Transaction ID: | CBJCHBCAABAApLix-0mE4Ukhkn3KzCBivWrx1KIVY2Fv |

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-  Agreement completed.  
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