



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

**MA 005**

**26048A**

**EFFECTIVE BEGIN DATE:** 10-01-2026  
**EXPIRATION DATE:** 09-30-2027  
**PAGE:** 1 of 4

**VENDOR:**

**Charles Gabus Motors Inc**  
**Toyota of Des Moines**  
**00003082083**  
  
**1650 SE 37TH ST**  
**GRIMES, IA 50111-4942**

**VENDOR CONTACT:**

Greg Gioffredi  
**PHONE:** (515) 270-5573  
**EMAIL:** ggioffredi@charlesgabus.com  
**FOB:** FOB Dest, Freight Prepaid

**ISSUER:**

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

**EXT:**

**Contract For:** SED 6, HEV 6, HEV 8 & HEV 9 - Toyota of Des Moines

The State of Iowa and Toyota of Des Moines (2026 Model Year Sedans & HEV's Toyota or equivalent) establish this agreement pursuant to the specifications, and terms and conditions from solicitation 005-RFB-2122-2026. 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.

See the Solicitation Documents in the Attachments Section:

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

Sales Contact:

Greg Gioffredi - Fleet Sales Manager  
ggioffredi@charlesgabus.com  
(515) 270-5573 office  
Charles Gabus Ford  
Toyota of Des Moines  
KIA of Des Moines

**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**  
**SED 6 - COMPACT FOUR DOOR FWD SEDAN**

Compact Sedan FWD  
Toyota Corolla  
Make: Toyota  
Model: Corolla  
Exact Model Code: XSE  
Trim Pkg: XSE  
Exact Trim: 1866  
Engine Code: N/A  
2027 MY price is \$30,995.00  
Cost to deliver a vehicle is \$10.00 per mile (one way) anywhere in Iowa.  
Price will vary due to additional and deletions of options.

|   |         |    |     |             |
|---|---------|----|-----|-------------|
| 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**  
**HEV 6 - COMPACT FOUR DOOR FWD SEDAN 5 PASS**

HEV Compact Sedan FWD  
Make: Toyota  
Model: Corolla  
Exact Model Code: Hybrid  
Trim Pkg: LE  
Exact Trim: 1882  
Engine Code: N/A  
2027 MY price is \$26,785.00  
Cost to deliver a vehicle is \$10.00 per mile (one way) anywhere in Iowa.  
Price will vary due to additional and deletions of options.

|   |         |    |     |             |
|---|---------|----|-----|-------------|
| 3 | 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**  
**HEV 8 - MID-SIZE FOUR DOOR FWD SEDAN 5 PASS**

HEV Mid-Size Sedan FWD  
Make: Toyota  
Model: Camry  
Exact Model Code: Hybrid  
Trim Pkg: SE  
Exact Trim: 2561



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

Engine Code: N/A  
2027 MY price is \$32,986.00  
Cost to deliver a vehicle is \$10.00 per mile (one way) anywhere in Iowa.  
Price will vary due to additional and deletions of options.

|   |         |    |     |                            |
|---|---------|----|-----|----------------------------|
| 4 | 0.00000 | EA | 071 | \$ 0.000000<br>\$ 0.000000 |
|---|---------|----|-----|----------------------------|

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

AUTOMOBILES, SCHOOL BUSES, SUVS, VANS; ALL FUEL TYPES  
HEV 9 - MID-SIZE FOUR DOOR AWD SEDAN 5 PASS HYBRID

Mid-Size 4 Door FWD Sedan  
Toyota Camry  
Make: Toyota  
Model: Camry  
Exact Model Code: Hybrid  
Trim Pkg: XLE  
Exact Trim: 2555  
Engine Code: N/A  
2027 MY price is \$36,925.00.  
Cost to deliver a vehicle is \$10.00 per mile (one way) anywhere in Iowa.  
Price will vary due to additional and deletions of options.



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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>Toyota Of Des Moines |                    | <b>AGENCY NAME</b><br>Iowa Dept. of Administrative Services                                     |                    |
| <b>BY (Authorized Signature)</b>                                                                                        | <b>Date Signed</b> | <b>BY (Authorized Signature)</b>                                                                | <b>Date Signed</b> |
| <u>Gregory Gioffredi</u><br>Gregory Gioffredi (Sep 15, 2026 15:24:49 CDT)                                               | 09/15/2026         | <u>Rick Tucker</u><br>Rick Tucker (Sep 15, 2026 15:26:33 CDT)                                   | 09/15/2026         |
| <b>Printed Name and Title of Person Signing</b><br>Gregory Gioffredi<br>Fleet Sales Manager                             |                    | <b>Printed Name and Title of Person Signing</b><br>Rick Tucker<br>Statewide Procurement Officer |                    |
| <b>Address</b><br>1650 SE 37TH Street Grimes<br>Iowa 50111                                                              |                    | <b>Address</b><br>1305 E Walnut St.<br>Des Moines, IA 50319                                     |                    |

|                 |                                              |
|-----------------|----------------------------------------------|
| Created:        | 2026-09-15                                   |
| By:             | Rick Tucker (rick.tucker@das.iowa.gov)       |
| Status:         | Signed                                       |
| Transaction ID: | CBJCHBCAABAAmcE62gTgoC8yyYO55pKDrPToGgfDMVK9 |

"26048A" History

-  Document created by Rick Tucker (rick.tucker@das.iowa.gov)  
2026-09-15 - 8:09:04 PM GMT- IP address: 165.206.169.150
-  Document emailed to ggioffredi@charlesgabus.com for signature  
2026-09-15 - 8:11:05 PM GMT
-  Email viewed by ggioffredi@charlesgabus.com  
2026-09-15 - 8:23:06 PM GMT- IP address: 104.47.66.126
-  Signer ggioffredi@charlesgabus.com entered name at signing as Gregory Gioffredi  
2026-09-15 - 8:24:47 PM GMT- IP address: 149.154.35.98
-  Document e-signed by Gregory Gioffredi (ggioffredi@charlesgabus.com)  
Signature Date: 2026-09-15 - 8:24:49 PM GMT - Time Source: server- IP address: 149.154.35.98 - Signature Appearance Selected: TYPE
-  Document emailed to Rick Tucker (rick.tucker@das.iowa.gov) for signature  
2026-09-15 - 8:24:50 PM GMT
-  Document e-signed by Rick Tucker (rick.tucker@das.iowa.gov)  
Signature Date: 2026-09-15 - 8:26:33 PM GMT - Time Source: server- IP address: 165.206.169.150 - Signature Appearance Selected: TYPE
-  Agreement completed.  
2026-09-15 - 8:26:33 PM GMT