



In Partnership with **GOVERNMENT CAPITAL CORPORATION**

## **Municipal Leasing Business Profile**

**With vast experience in investment banking and public finance, the staff at Computer Consulting Partners Ltd, (CCP) in partnership with Government Capital Corporation, provides financing for municipalities, school districts, counties, cities, hospitals, and other municipal government entities.**

This leasing program has served more than 3,000 clients in the public sector. The products and services CCP offers reflect our firm's commitment to providing a client with complete and professional financing services. The following represents a summary of the transactions and services provided to the Municipal Marketplace.

### **Tax-Exempt Lease-Purchase Financing**

Equipment and equipment-related services can be leased in a timely and cost-effective manner on a tax-exempt basis.

### **Refunding**

CCP can structure the refinancing of conventional leases or loans at a lower cost in order to allow municipalities to capture optimal windows of opportunity.

### **Flexible Design**

CCP designs each transaction to meet the individual needs of the Lessee, with options ranging from no down payment to deferred payments set up to match the fiscal requirements of the Lessee.

### **CCP's Service Commitment Backed by Government Capital Corporation**

CCP works in partnership with the respected Government Capital Corporation (<http://www.govcap.com/>) to structure each lease-purchase to meet the individual needs of the client; prepare all financial documents; provide current interest rate quotes and amortization schedules to assist in the budgetary process; restructure and/or refinance any current lease-purchase agreements; and deliver expertise in structuring escrow agreements for incremental disbursements.

### **No Bond Election Required**

Because of the annual appropriation feature, tax-exempt municipal financings are not counted against a municipality's debt limit, nor are they subject to standard debt incurrence procedures.

### **Debt Limitation**

Lease-purchase financing does not affect debt limitation. Maintaining favorable Debt-to-fund balance ratios are very important in keeping a good credit rating, as well as staying within statutory requirements.

### **Builds Equity**

A lease-purchase program permits the lessee to build equity with each payment. **At the end of the lease term, the lessee owns the equipment free and clear upon the remittance of one dollar.**

### **Avoids Inflation – Reduces Cost**

A lease-purchase agreement permits the acquisition of needed equipment before prices rise.

### **Flexible Terms**

Lease terms generally match the useful life of the equipment financed. The flexibility of monthly, quarterly, semi-annual, or annual payments provide for easy budgeting.

### **Pre-Payment Options**

Unlike general obligation bonds, our municipal lease-purchase agreement provides an option to purchase price at every payment date. This allows the issuer the most advantageous options for early prepayment of our contract.

### **Competitive**

CCP, in partnership with Government Capital Corporation, provides one of the nations most sophisticated and cost-effective placement networks. For more than a decade CCP has served the financial needs of tax-exempt issuers.

### **Quality**

At CCP, our quality service has become a tradition. Throughout the structuring and execution of each transaction, our clients can expect assistance from knowledgeable professionals dedicated to providing the highest level of quality service in the industry.

## **LEASE-PURCHASE PROGRAM PROCEDURE**

### **Lease Pricing**

1. Contact CCP to speak with a Lease Representative to obtain a quote or proposal.
2. Be prepared to provide the CCP representative with as much information as practical regarding your needs.

For example:

- Equipment Required
  - Estimated Equipment Cost
  - Name(s) of Vendor(s)
  - Estimated Equipment Delivery Dates
  - Desired Financing Terms
  - Financial Statements
3. A proposal is then prepared and delivered. After acceptance by the proper authority, a lease-purchase agreement is provided for execution.

## **PROGRAM HIGHLIGHTS**

### **Definitions:**

**Lessee:** Issuer

**Lessor:** Government Capital Corporation or Assignee

### **Who May Lease**

Cities, counties, states, and their political subdivisions, public schools, colleges, universities or other governmental entities qualifying under Section 103(a) of the Internal Revenue Code will qualify for financing under CCP's Lease Program.

### **Type of Property Leased**

Most personal property will qualify.

### **Lease Terms**

Two (2) to seven (7) years. In some cases, equipment can be financed for up to ten (10) years.

### **Payment Mode**

Choice of monthly, quarterly, semi-annual, or annual payments.

### **Lease Documentation Process**

CCP will be responsible for the administration of all lease documentation. CCP will begin the documentation process upon notification of an approved transaction.

### **Equipment Ownership**

Legal ownership of the equipment will vest with the Lessee, with the Lessor taking a security interest in the financed property. The Lessee will own the equipment free and clear upon receipt of all lease payments and the payment of \$1.00.

### **Net Lease**

The Lessee assumes all responsibilities of equipment ownership including maintenance and insurance coverage.

**General References – Government Capital Corporation - 2007**

Sweeney Independent School District  
Ron Read, Director  
Sweeny, TX 77480  
409-491-8020

Muskogee Public Schools  
John Little, CFO  
Muskogee, OK 74401  
918-684-3700

Kanawha County Board of Education  
Harry Reustle, Treasurer  
Charleston, WV 25311  
304-348-6691

Hartford City Schools  
Julio Molleda, Finance Director  
Hartford, CT 06103  
860-695-8695

Stafford Township Board of Education  
Enrico Siano, Board Secretary  
Manahawkin, NJ 08050  
609-978-5720

Decatur Community Hospital  
Stephan Summers  
Decatur, TX 76234  
940-627-5921

Circle Unified School District  
Dr. Robert Albers  
Towanda, KS 67144  
316-541-2577

Tri District Fire Protection  
Bob Anderson  
Claremore, OK  
918-341-4233

Bradley County  
LaVerne Rice, County Judge  
Warren, AR 71671  
501-226-3853

Military Department State of LA  
Lt. Col. Robert Jones  
New Orleans, LA 70146  
504-278-8250

Arkansas County ISD  
Nina Conway, Business Manager  
Rockport, TX 73585  
512-790-2211

**City of Mont Belview**  
Margie Grimes, Finance Director  
Mont Belview, TX 77580  
281-385-2266

Fort Vancouver Library District  
Pattie Duitman, Administrator  
Vancouver, WA 98663  
360-695-1561

**City of Denton**  
Tom Shaw, Purchasing Director  
Denton, TX 76201  
940-349-71700

## How Can We Help You?

The Following Represents a Partial List of What May be Financed

Recreation Facilities	Libraries
Law Enforcement Equipment/Vehicles	Education Equipment
Fire Stations	Computer Hardware & Software
New & Used Fire Trucks	Generators
Fire & Safety Equipment	Telephone Systems
Communication Equipment	Energy Management Systems
Video Equipment	Sewer Treatment Sys/Equip
Ambulances	Fresh Water Treatment Sys/Equip
Medical Equipment	Real Estate (Land and Buildings)
CAT Scan Machines	Airport Equipment
Garbage Trucks	Parking Meters
Garbage Handling Equipment	Material Recovery Equipment
Street Sweepers	Modular Buildings
Excavators	Copiers
Bulldozers	Health Facilities
Backhoes	Gas Conversion Equipment
Street Improvement Projects	Community Centers
Cafeteria Equipment	Maintenance Equipment
Air Conditioning/Heating (HVAC)	Classroom Equipment
Buses & Transportation	Furniture
School Facilities	Irrigation Projects