

# Master Lease Line Financing

Presented to: GFOAT

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- Personal property assets
  - Garbage trucks, street sweepers, public works equipment, fire equipment, police/sheriff vehicles, fire apparatus, 911 emergency response systems, technology assets, financial reporting systems, and modular buildings
- Transit solutions – port authorities, rolling stock, expansion, replacement and infrastructure equipment
- Higher education, instructional, research equipment

## Various Master Lease Programs

- Sole source provider of a master lease
- Pool of Lessor concept

# Benefits of a Master Lease Line

- Centralized purchasing through one capital source
- All departments have access to the line – saves time and money
- Flexibility to accommodate various terms
- Does not require voter approval
- To meet on-going, medium-term capital requirements
- Match useful life of assets to the financing term

## Master Lease Financing Attributes

- Involves multiple assets, may have multiple tenors
- Fixed or floating rate
- Cover multi-year equipment purchases
- Extended draw downs
- Once master lease document executed, each subsequent funding is added as a lease schedule saving time and legal expenses

## Funding Options

- Into escrow account, single funding, priced at funding date; or,
- Upon delivery of equipment: multiple fundings with pricing based on formula set at outset of lease, recalculated upon each funding

## Payment Flexibility

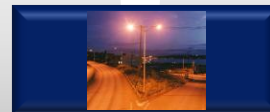
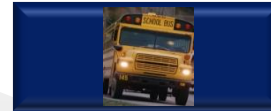
- Typical repayment structure includes principal and interest for each payment but Lessee may push out first payment into the next budget year or do a stub payment to match other payment dates with other debt.

# Assets A to Z

## BAPCC Government Finance

### IT

- Computer mainframe
- Data & network security systems
- e-911 systems
- e-Learning (e-readers and tablet style computers)
- Infrastructure related to mobility and distance education (remote learning)
- Laptops, computers
- Lecture technology (audio, video, projectors)
- Software



### Transportation

- Ambulances
- Buses
- Fire trucks
- Fixed wing aircraft
- Garbage trucks
- Golf carts, bulldozer, forklift
- Helicopters
- Metro buses
- Panel vans
- Police cars
- School buses
- Trucks



### FF&E

- |                                 |                        |
|---------------------------------|------------------------|
| ▪ Astroturf                     | ▪ Refuse bins          |
| ▪ Bleachers                     | ▪ Scoreboards/signage  |
| ▪ Bridges                       | ▪ Sewers               |
| ▪ Cafeteria equipment           | ▪ Sprinkler systems    |
| ▪ Carpet                        | ▪ Stereo/sound systems |
| ▪ Containers                    | ▪ Storage racks        |
| ▪ Copiers                       | ▪ Street lights        |
| ▪ Elevators                     | ▪ Swimming pools       |
| ▪ Fire hydrants                 | ▪ Televisions          |
| ▪ Parking garage                | ▪ Text books           |
| ▪ Parking meters                | ▪ Toll booths          |
| ▪ Office furniture              | ▪ Traffic lights       |
| ▪ Police and security equipment | ▪ Water coolers        |
| ▪ Phone systems                 | ▪ Zamboni machine      |



### Energy Equipment & Deferred Maintenance

- HVAC, Co-Generation, energy efficiency
- Renewable energy projects
- Energy Performance Contracting

