

TAX-EXEMPT MUNICIPAL LEASING PROGRAM



True Tax-Exempt Rates • 100% Financing • Flexible Terms
Essential-use Equipment • Expert Advice and Service

The Benefits of Our Tax-Exempt Municipal Leasing Program

Tax-Exempt Municipal Leases let you own the equipment without the prohibitive, up-front costs. Lease terms are flexible and tied to the useful life of the equipment. This helps promote affordable, fixed expenditures that can be easily managed within your annual budget – year after year.

- **Structured so not to be considered general obligation debt** – to save you time and the cost of additional approvals
- **Saves you money and helps to improve cash flow** – by minimizing issuance cost
- **Finance 100 percent of the acquisition costs** – installation, shipping, etc. can be included in the lease agreement

Examples of Essential-use Equipment That Can Be Financed Through a Tax-Exempt Municipal Lease:

- Ambulances
- Computers and Technology Equipment
- Energy Management Systems
- Fire and Rescue Vehicles
- Furniture and Fixtures
- Heavy Machinery
- Mowing Equipment
- Plow Trucks
- Police Cars
- School Buses
- Sewer Trucks
- Street Sweepers
- Water Treatment Equipment

***Any Essential-use Equipment
can be acquired through a lease.***



For more information, call your Real Lease Municipal Leasing Specialist today.
p: 585.419.9190 • f: 585.419.9110 • www.RealLease.com

The Benefits of Leasing Are Clear. So Are the Benefits of Working with Real Lease.

- **Experience** — We understand the financial challenges of municipalities. We know how to structure lease financing to meet your financial and fiduciary needs.
- **Service** — Real Lease will manage every aspect of the transaction *with you* — from initial consultation and proposal, to acquisition, funding, and fulfillment of future needs.
- **Flexibility** — While flexibility is an important benefit of lease financing, it is also a key benefit of working with Real Lease. We understand that things change — budgets, approvals, vendor relationships, and technology — and we work with you to provide the financing you need to achieve your short-term goals and the flexibility you need for the long-term.



At Real Lease, it's all about making it easier on you. That's what the Real Lease **MUNI-Easy** Tax-Exempt Municipal Leasing Program is all about.

Streamlined Lease Funding Process



Consultation — Real Lease will meet with you to recommend and structure a lease that meets your specific needs and budget, while considering the rules, regulations, laws and bylaws governing your municipal entity.

Proposal — You will promptly receive a proposal from Real Lease with the leasing terms and conditions for the Tax-Exempt Lease-Purchase acquisition.

Acquisition — Your purchasing department negotiates all price and delivery terms, and selects the equipment vendor of your choice. Your purchase order initiates the equipment acquisition.

Contract — Real Lease will work with you to prepare the necessary paperwork and execute the Tax-Exempt Lease-Purchase Agreement in order to ensure prompt acquisition and funding.

Acceptance — The lease commences once your authorized representative signs the Certificate of Acceptance. *Important:* Your organization will simply manage equipment maintenance, repairs, insurance, etc. — as you would with any equipment you own.

Funding — Upon your acceptance of the equipment, Real Lease will make the required payment to the equipment vendor.



"Leasing provided us the ability to get the heavy machinery we needed now so we could get the construction done on time, without having to wait until our new budget year for the funds. Plus, affordable lease payments don't put a major strain on the budget so we won't have to sacrifice constituent services for this unforeseen expense."

Steve Ulceski
Borough Manager
Borough of Ashland, PA



Municipal Leasing for School Districts

Real Lease understands that there are special parameters and requirements that must be considered in order to comply with state rules and regulations. Working together, Real Lease can structure financing alternatives that meet your district's equipment acquisition and financing goals.



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