

Municipal Leasing Overview

WHY it is your best option!

What is municipal leasing?

Municipal leasing is specialized financing that, under I.R.S. provisions, allows state, county and local governments to acquire essential-use assets at very low interest rates. Our programs are all lease-to-own with no end-of-lease buyouts. Title passes at delivery. Municipal leases maximize buying power by spreading the cost of essential, long-lived capital assets over multiple budget periods.

Which government entities qualify for municipal leases?

"Municipal" is something of an industry misnomer... "municipal" programs apply to state, county and municipal governments--law enforcement, public safety, fire, rescue, EMS, schools, public works and special districts.

Municipal leases can effectively leverage your current appropriations by 3-5 times!

Here's How: The dollar amount appropriated this year and anticipated in subsequent years, allows your agency to put 3-5 times the currently appropriated dollar amount (or more) of equipment into service today by spreading the total cost over multiple budget years. It's "Pay As You Go," (i.e. as funds are appropriated, year-by-year), rather than paying for every new asset in advance ...and it just makes sense.

**do more
with less™**

Municipal leasing is your lowest cost, non-debt financing option.

Municipal lease rates are always lower than comparable commercial rates. Here's Why: Special I.R.S. provisions encourage low-interest lending to state, county and local governments—like yours. Because our cost of lending to governments is significantly lower—the rates we offer to government entities are significantly lower as well. WIN-WIN!

Get a written, no-obligation, Municipal Lease Quick Quote™ any time!

Larger Leases = Lower Rates

Our municipal leases are very transaction-size sensitive. Combining vehicles and/or equipment from different departments and different vendors, even over different lease terms, allows us to push rates down on all of the equipment.

Municipal leasing is much faster, less expensive and easier than bonds.

Here's Why: Unlike complex bond financing, municipal lease-to-own financing is a streamlined process that can close in 7-14 days, not months. No voter referendums, no mountains of paperwork, exorbitant legal, advertising or compliance expenses and no new balance-sheet debt. For all but the very largest projects--leasing *is* your most cost-effective option.

Non-Appropriation Language...No Problem!

In the event funds are not appropriated for any legal reason, for any budget year, the lease can be terminated without penalty and the equipment returned. Non-appropriation (or "funding out") language is automatically included in every lease. "In essence," the lease payments must be "re-affirmed" in each new fiscal budget, by the current governing body. *(Non-appropriation language is available in almost all jurisdictions)*

Totally Flexible Payment Terms. Just tell us what your agency needs! First Capital offers a range of extremely flexible payment terms (3-20 years); monthly, quarterly or annual payments--made in advance or in arrears.

Gamble on a future grant...or take advantage of a municipal lease today?

Grants can be tempting...but "the process" itself can be convoluted and tedious, even more importantly the outcome and timing are almost always uncertain. Our "Pay As You Go" structure is the perfect budget solution. First Capital's municipal leases can also be pre-paid; an early buyout schedule is included with every lease, should future grant or other funds become available. With municipal leasing, you get needed equipment today, while keeping all of your financial options on the table.

First Capital Equipment Leasing Corp.
1-800-541-0114