



About Lease Corporation of America

- Headquartered in Troy, Michigan
- Since its corporate inception in 1988, LCA has successfully funded over \$388 million in capital equipment involving over 43,000 transactions
- Full-service financing company with dedicated leasing experts available to answer your calls
- **Competitive Rates** – LCA will attempt to match or beat any of our competitors' rates
- **Prompt Service** – Credit decisions within four hours on transactions under \$50,000
- **Personalized service & flexible lease options** provide a total financial solution



The Five-Step Leasing Process



Lease Corporation of America
 3150 Livernois Road • Suite 300 • Troy, MI 48083
 Phone: 800.800.8098 • Fax: 800.736.0218
www.leasecorp.com
 E-Mail: lcainfo@leasecorp.com

Municipal Lease Programs




Lease Corporation of America
800.800.8098



Lining Up A Municipality

Under Section 103 of the IRS code, the following governmental agencies are eligible for the benefits of municipal leases:

- State, City and County Governmental Agencies
- School Districts
- Public Universities
- Special Purpose Districts such as fire, water, park and other utilities

Under Section 501(c)(3) of the IRS code, the institutions listed below also may be eligible:

- Hospitals/Clinics
- Fire Departments
- Police Departments
- Colleges
- Museums

Lease Corporation of America requires a copy of the municipality's tax exempt certificate before funding the transaction. LCA specializes in structuring federal income tax-exempt leases for cities, counties and other political subdivisions, as defined by the IRS.

Aim High

Municipalities usually allocate certain contacts to purchase their equipment including, but are not limited to:

- Purchasing Director
- Financial Management Officer
- County Auditor
- Mayor/Supervisor
- Procurement Director
- City Manager

You should not limit yourself to the titles listed above as every municipality varies in structure.

Why Target Municipalities?

Municipalities qualify for many flexible and attractive options to allow them to attain equipment and fit it into their budget.

As a qualified municipality, advantages include:

- Interest on their lease payments is tax exempt, which can translate into a lower lease payment
- No down payments are required
- Avoid the complexity and cost of bond issues
- Eliminates need for upfront cash
- Voter approval is not required to approve

The key to successfully closing a municipal lease is targeting their Operational Budget vs. their Capital Budget.

A government organization bases its budget on funds from two sources – Capital and Operational.

Capital funds are generally used to purchase new equipment while Operational funds are earmarked for renting and leasing products.

By targeting the Operational Budget, a qualified municipality can lease the equipment based on a monthly use and cost instead of a large budget-consuming payment upfront!

LCA Hits The Mark

Lease Corporation of America's knowledgeable staff is committed to making the leasing process easy and efficient for your qualified municipalities.

Some advantages LCA can offer include:

- Equipment Financing from \$2,000 to \$100,000
- Competitive Rates
- Prompt Bid Response
- Credit Approval within 2 to 4 hours
- Equipment Payment within 48 hours or faster through ACH wire transfer
- Experienced Account Executives
- Flexible Payment Options
- Personalized, Quality Service

Getting Started

Simply contact LCA by calling **800.800.8098** or e-mailing lcainfo@leasecorp.com.

Our Account Executives will contact you to discuss our municipal lease programs and the benefits to your municipal customers.

Your LCA representative can also e-mail you rates, lease documentation and training material to assist you in quoting municipal leasing today!

