

## TAX-EXEMPT MUNICIPAL LEASING SOLUTIONS

Municipalities across the state are being asked to *do more with less*. As operating and capital equipment budgets continue to tighten, *Tax-Exempt Municipal Leasing* becomes an effective, flexible, simple, *financing alternative* to ensure you can continue to provide the highest level of *essential services* to your constituents.

At the same time, it will *help you manage your capital equipment needs* within existing, ever-shrinking annual budgets.



For more information on  
Tax-Exempt Municipal Leasing Solutions,  
call Real Lease today at  
(585) 419-9190 or  
e-mail: [MuniLease@RealLease.com](mailto:MuniLease@RealLease.com)



Fishers Crossing  
1200 Pittsford-Victor Road  
Pittsford, New York 14534  
phone 585-419-9190 • fax 585-419-9110  
[www.RealLease.com](http://www.RealLease.com)

## TAX-EXEMPT MUNICIPAL LEASING SOLUTIONS



AN *essential*  
CONSIDERATION  
FOR FUNDING  
*essential* SERVICES.



MUNICIPAL LEASING SPECIALISTS

## The Benefits of Tax-Exempt Municipal Leasing

Just like conventional equipment leases, **Tax-Exempt Municipal Leases offer you the benefits of equipment ownership without the prohibitive, upfront costs.** Lease terms are very flexible and are 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.

Leases are structured so that they are not considered general obligation debt. This saves you the time and expense of seeking additional approvals. Plus, with a municipal lease, there's no issuance cost – it's just one more way that municipal leasing saves you money and helps improve cash flow.

And unlike other financing alternatives, 100% of the acquisition costs – including shipping, installation, or any additional expense necessary to get the equipment up and running – can be included in the lease agreement.



## Real *easy*. Real Lease.

Executing a municipal lease is real easy. That's because the municipal leasing specialists at Real Lease handle every aspect of the transaction with you.

**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 by-laws governing your municipal entity.

**Quotation:** You will promptly receive a quotation from Real Lease with the leasing terms and conditions for the Lease-Purchase acquisition.

**Acquisition:** Your purchasing department negotiates all price and delivery terms and selects the equipment vendor of your choice. You provide a purchase order to initiate the equipment acquisition.

**Contract:** Real Lease will work with you to prepare the necessary paperwork and execute the 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 need to manage equipment maintenance, repairs, insurance, etc. – as you would with any of the equipment you own.

**Funding:** Upon acceptance of the equipment, Real Lease will make the required payment to the equipment vendor. When the lease term expires, you can own the equipment.

*Just some of the types of essential equipment that can be financed through a Tax-Exempt Municipal Lease:*

Fire and Rescue Vehicles

Police Cars

Computers and Technology Equipment

School Buses

Hospital Equipment and Instruments

Energy Management Systems

Modular Class Rooms

Portable Buildings

Ambulances

Meters

Water Treatment Equipment

Telephone Systems

Heavy Machinery

Furniture and Fixtures

Almost **any** equipment can be leased.

### Municipal Leasing for School Districts

When it comes to the equipment leasing needs of 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 financial and fiduciary needs.