



MUNICIPAL LEASING

WHY WOULD A MUNICIPALITY LEASE?

State government, at all levels, face unprecedented demands for equipment at a time when revenue shortfalls and budget cuts are the norm, rather than the exception.

NO OBLIGATION

Leases represent a year-to-year commitment on the part of a municipality to make lease payments. If for some reason the funds aren't approved for a new budget cycle, you have no obligation.

A CHALLENGE TO MUNICIPAL CUSTOMERS -- MANAGING EQUIPMENT FLEETS:

- **Aging Equipment Fleets** - In fleets today, the average age of battery operated equipment is six years or older. There are some exceptions -- one municipal customer had equipment that was over 20 years old!
- **Increased Labor Costs** - As equipment ages, the time spent using slower, less efficient equipment increases, thereby increasing labor costs.
- **High Repair Costs** - At four years old, annual maintenance and repair costs can range from \$1,500 to \$2,500 per machine. Oftentimes, these charges are not noticed, as they can be put in a variety of accounting categories. At the end of the year, administration doesn't have a clear understanding of how much money they are spending.

A SOLUTION TO THE CHALLENGE:

- Offering a municipal lease. Customers get the right new equipment they need now, and spread the cost over three budget periods.
- The right new equipment will run more smoothly, clean more effectively, and reduce cleaning times. The right new equipment reduces labor costs.
- The right new equipment costs less to operate, because it's new and comes with a three year warranty.
- The right new equipment reduces repair costs.
- This solution allows you to better manage your equipment fleet, reduce costs and increase productivity.

WHO QUALIFIES?

- States
- Counties
- Public Universities and Colleges
- Public School Districts*
- Cities
- Villages
- Towns
- Townships
- Municipal Golf Courses



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Equipment that will be used for any local government and political subdivisions qualifies for municipal financing.

*Charter or private schools may not qualify, please call for details.

