

VILLAGE OF BROOKLYN HEIGHTS

MINUTES OF A MEETING

Safety Committee

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A meeting of the Safety Committee of the Village of Brooklyn Heights, Ohio was held on Zoom April 28, 2020 at 7:00 P.M. with Councilwoman Jennifer Presot presiding.

Present at roll call:

Councilmen:

Lahiff, Blados, Lasky, Presot, Walsh

Mayor:

Procuk

Clerk/Treasurer:

Frank

Police Chief:

Meade

Clerk Treasurer called the roll of the Zoom Meeting and there were 8 in attendance.

Councilwoman Presot called the Safety committee meeting to order to discuss the opportunity the village has for police vehicles. Chief Meade would like to share with council the proposals for new vehicles and also the proposal for repairs to current vehicles.
(Proposals handed out and will be attached)

Councilman Lasky asked if we get two new vehicles, would we be getting rid of any old ones. Chief Meade suggested that we could sell or scrap. Councilman Blados mentioned that the village has spent a lot of money on the Dodge Chargers.

Chief Meade stated that Ganley in Aurora has 3 grey and 4 black Chevy Tahoes left on the lot. It would take 6-8 weeks to get them delivered and detailed.

Chief Meade is requesting 2 vehicles and stated that Ford won't have any cruisers for a while, as they are making ventilators at the present time.

Chief Meade needs two cruisers right now. One was a grant and the other coming from capital fund.

(Attached is the financing for the vehicles.)

Councilman Blados stated that Chief Meade's main purpose for this meeting is to inform Council of the options and council is to advise the chief on how many cars the police department will receive.

Councilman Lahiff is fine with 2 cars. Councilman Blados is okay with the 2 cars as well.

Mayor Procuk asked council if they wanted this expenditure to be prepared as an emergency Ordinance for the Regular meeting of council May 5, 2020. Councilman Lahiff is good with preparing legislation for 2 police vehicles.

Councilman Lasky asked if it was written anywhere if we are able to pay off the loans early would there be any penalty. Councilman Blados mentioned that he feels the interest won't change if paid off early and Mr. Frank looks through the paper work and it does mention the

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early pay off schedule. The interest is added on in the beginning.

Councilman Presot asked council if they moved to continue with the purchase of 2 new police vehicles.

All in favor

Motions passed 5-0

Further discussion for what to do with the old cruisers will be handled on a future date.

Councilwoman Presot states if there is no further business to come before council that the Safety Committee Meeting is adjourned.

Jennifer Presot
Safety Committee Chair

Councilwoman
Jennifer Presot

Dear Council,

This is my proposal for 2 police SUV cruisers completely equipped including video and MDT. As you are aware, I am budgeted under the Capital Budget for one vehicle at \$46,250 and 2 video systems and 2 MDT's at \$17,200. The other cruiser was supposed to come from a grant but that is no longer available due to the grants being cancelled. This total is \$63,450 that would be paid in a lump sum out of the 2020 Capital Budget for Police. Former Chief Algeri and now I have been stating for some time the dire need for police vehicles. I currently only have 2 cars under 100,000 miles and one of those will hit 100,000 early this summer.

My proposal is to finance this cost and still get the 2nd vehicle and pay substantially less this year and next. The cost of a state contract 2020 Chevy Tahoe 4wd is \$36,298. To outfit and install police equipment (radios, light bars, sirens, gun racks, cage, etc.) is approximately \$14,000. To stripe the exterior through Classic Design is \$750. This is a total of \$51,048 per SUV. So two SUV's would total \$102,096. Adding the cost of putting videos and MDTs in both vehicles (\$17,200) the grand total for two fully equipped 2020 Chevy Tahoe 4wd Brooklyn Hts. cruisers is \$119,296.

To finance \$120,000 over 4 years is \$8,160.34 a quarter at a fixed rate of 3.894%. This will be a cost of \$32,641.36 a year. The first payment is not due until September 1st, 2020, so the cost this year for two fully loaded cruisers is only \$10,880.44. This is \$52,570 under 2020 Capital improvement budgeted amount for the year, plus an additional car. In 4 years the two vehicles are ours and paid for. In the attached proposal is the fixed interest rate and payment amount for 3, 4, and 5 years. The next interest rate drop is for amounts over \$200,000 and under \$100,000 is an increased interest rate.

I need to order immediately because Ganley of Aurora only has 5 State of Ohio contract vehicles left. I included all the paperwork for this proposal and the current miles on our cruisers. Currently no one is making police vehicles for next year because they are making ventilators instead. Meaning there might not be cruisers in 2021, so if we don't act quickly we might not be able to get cruisers until 2022. If this is the case you could only imagine the auto repair bills and towing bills. Not to mention, missed calls because cruisers breaking down on the side of the road. Once we order the cruisers it will take 6-8 weeks to get them fully equipped and striped.

Lastly, I put this proposal together for 2 cruisers as the bare minimum. The price went up \$5,000 a piece from last year. This is why Chief Algeri's figures were low when he proposed for this in late December. Meaning prices are always going up from year to year. If you wanted to finance 4 cruisers, the rate goes down even more over \$200,000 financed. This means for about the same amount you budgeted for this year for 2020, \$63,450. We could have 4 new cruisers for the same amount in 2021.

I know some of this thinking is radical and out of the box from how we always have done things. In my humble opinion, any great leader or CEO needs to do exactly that.

Chief David J. Meade

VEHICLE MAINTENANCE

4/20/2020

ID	CRUISER	MODEL	YEAR	MILEAGE	NEXT OIL CHAN
1	2311	EXPLORER	2016	110827	112321
2	2312	EXPLORER	2017	85700	87369
3	2313	CHARGER	2014	100068	100124
4	2314	CHARGER	2013	136403	139404
5	2315	XXXXX	XXXXX	XXXX	XXXX
6	2316	EXPLORER	2013	116801	117674
7	2317	EXPLORER	2015	114355	114223
8	2318	TAURUS	2017	48708	48841

9) 2350 Toyota 2005 151,385

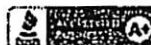
10) 2385 Dodge 2012 122,715

First Capital Equipment Leasing Corp.
LeaseExperts.com™
 Phone 800-541-0114 • Fax 500-403-3528 • Email: VP@LeaseExperts.com

April 20, 2020

Jeremy Dzik, Sergeant
 Village of Brooklyn Heights, Ohio (Police Department)
 Main PH: 216-749-4300 • Contact PH: 216-749-4300 • Email: jdzik@brooklynhts.org

35!
 Celebrating 35 Years
 April 4, 1985



CONFIDENTIAL

Municipal Government Fleet Lease-to-Own Financing Quotation & General Terms
Village of Brooklyn Heights, Ohio

Fleet Equipment to Be Financed:	(2) New Chevy Tahoe SSV's w/Police Upfits & Equipment <i>Exact descriptions required</i>		
Anticipated Vendor Delivery/Payment:	T.B.D.		
Net Amount to Finance:	\$120,000.00	Program: MUNILA	

OPTIONS	3 Years	4 Years	5 Years
Payment Amount:	\$ 10,686.03 / Quarter	\$ 8,160.34 / Quarter	\$ 6,652.26 / Quarter
Fixed Interest:	3.949%	3.894%	3.894%

Contract Rates Locked for Closing By:	May 4, 2020	(After Monday, May 04, 2020, rates float until signed lease documents are received)
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Down Payment + Security Deposit:	Waived	(Due at Lease Signing)
Documentation & Legal:	\$687	(Due at Lease Signing)
First Quarterly Lease Payment Due:	Sep 01, 2020	(100% of lease funds are available for disbursements within 3 business days of signing) *

Our EXPERIENCE COUNTS! Call me at 800-541-0114 x-22!

Regards,
Bob Arnowitz
 Vice President of Government Finance
 Bob@LeaseExperts.com

Quotation Terms & Important Notes

I have CIRCLED the preferred Term & Payment Amount above and reviewed the Important Notes below. We're ready to go!

Approved By: _____

Title: _____ Date: _____

IMPORTANT NOTES ABOUT THIS QUOTATION:

This is a confidential, tax-exempt municipal county government fleet lease-to-own financing quotation for the Village of Brooklyn Heights, Ohio ("Lessee"). This quotation is not the contract or a commitment to finance by First Capital Equipment Leasing Corp. ("FCELC") and supersedes any previous quotations or offers. All vehicles and equipment are sourced by the Lessee from vendors of its choosing, state contract holders or other providers, and are assumed to be new. Final lease payment amounts and terms for this offer are subject to a credit-based review, vendor and equipment approval, federal, state, and local laws, and are subject to change, correction or withdrawal by FCELC. State, county, municipal entities, special districts & authorities must qualify as issuers of tax-exempt debt under IRS Section 103 of 1986, as amended to be eligible for this program. NON-APPROPRIATION OF FUNDS LANGUAGE IS AUTOMATICALLY INCLUDED where required by law. The lease-purchase contract contains ALL terms & conditions as approved for this transaction and supersedes this quotation. Vehicles and equipment are sold to the Lessee directly by its selected vendors, subject only to our security interest during the lease term. ALL VEHICLES ARE REGISTERED BY AND TITLED IN LESSEE'S NAME and remain in Lessee's name and possession at the end of the lease; no equipment is returned. There are NO MILEAGE or usage limitations, no maintenance or condition requirements (other than reasonable care), no points or fees due at lease closing (except the \$687 above) and no buyouts, residuals, "balloon payments," charges or fees at the end of the lease. All contracts include an EARLY PAYOFF SCHEDULE. This quotation assumes that Lessee's total tax-exempt borrowing for the lease origination year will be under the IRS \$10 million "BQ" limit. (Other options available) The INTEREST RATE shown is the fixed, nominal annual rate. TIME IS OF THE ESSENCE: FCELC must be received your fully executed by FCELC prior to the May 4, 2020 closing date, after which interest rates and payments may float with the market until the actual closing date. FCELC may adjust the payment amount or interest rates based on changes in the transaction amount, timing, lease structure, equipment to be financed, FCELC's cost of funds after May 4, 2020, material omissions or inaccuracies in the information provided to FCELC, adverse changes in Lessee's financial status or credit rating before funding (Adjustments if required, will favor retaining the quoted payment amount). Lease payments do not include required insurance, title fees, sales, use or other taxes, tags, maintenance, consumables, vendor usage or "click" charges, delivery or installation unless specifically included above. Vendor deposits, advances, or progress payments are not included unless previously approved in writing. * VENDORS ARE PAID DIRECTLY BY OUR BANK (ON LESSEE'S BEHALF) VIA WIRE TRANSFER THREE (3) BUSINESS DAYS AFTER DELIVERY AND LESSEE'S UNQUALIFIED ACCEPTANCE OF THE VEHICLES & EQUIPMENT and our prior receipt of Lessee's: 1) Executed contract, 2) Payment Authorization, 3) Proper vendor invoices, 4) Evidence of insurance, 5) Documentation as specified in the Vendor Prompt Payment Notes. THE INFORMATION IN THIS QUOTATION IS NOT INTENDED TO BE AND SHOULD NOT BE CONSTRUED AS "ADVICE." FCELC DOES NOT ACT AS A MUNICIPAL ADVISOR, MUNICIPAL FINANCIAL CONSULTANT, FIDUCIARY OR AGENT for any person or entity under Section 15B of the Securities Exchange Act of 1934, the municipal advisor rules of the SEC, or otherwise. FCELC acts for its account only. FCELC is not recommending that Lessee take any action with respect to this quotation. Lessee should review this quotation and all FCELC documentation with such independent financial, tax, and legal advisors as it deems appropriate.

New Police Vehicles & Equipment



Municipal Fleet Lease-to-Own Financing

Advantages



Our **MUNICIPAL FLEET LEASES** are specifically for state, county & local governments—including Police & Sheriff's Departments. Our programs have no mileage, no maintenance, no condition requirements and no end-of-lease buyouts! Include any equipment needed to make every vehicle "street ready" for your agency. All vehicles & equipment are titled to and registered to your agency the day it is delivered. After the final lease payment you are free to sell, re-task, trade or continue using any/all vehicles (literally) **FOREVER!**

MUNICIPAL LEASING is just a smarter way to acquire more today, for a lot less cash out of this year's budget. And it makes sense! Unlike paying cash in advance for everything (the budget trap so many agencies get caught up in year-after-year), municipal leases s-p-r-e-a-d the cost over multiple budget periods ("it's pay-as-you-go," not in advance!). Our tax-exempt municipal rates are among the lowest-cost source of financing for government agency's, by far. Rates will be **LOWER THAN YOUR DEALER**, lower than commercial—and a lot more flexible. Experience counts—this is our 34th year. A+ rated by the BBB!

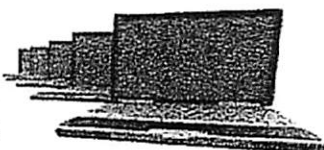
Police Cars • Hardware • Software • Equipment • Buildings

Compare Our Police Vehicles Program:

- ☒ Patrol Cars, Motorcycles, Mobile Command, Crime Scene, Evidence Collection & SWAT vehicles
- ☒ **VERY LOW TAX EXEMPT MUNICIPAL INTEREST RATES!** (lower than dealer, lower than commercial rates)
- ☒ **UNLIMITED MILEAGE!** No "wear & tear" or maintenance clauses. No end-of-lease balloon payments
- ☒ Purchase from ANY DEALER or VENDOR and/or the STATE CONTRACT.
- ☒ Ideal for Take Home Vehicle Programs—spread the big upfront outlay over multiple budget years.

Include Any Essential Equipment & Vehicle Upfits

- ☒ Servers, PC's, Notebooks, Networking, Routers, Radios & Furniture
- ☒ CAD, RMS, LPR, Citation, Police Admin, Personnel & Evidence Software, SWAT gear, P-25 Upgrades, Crime Scene Vehicles, Lethal & Non-lethal weapons, Police Stations



Special Police Financing Program Benefits:

- ☒ **Larger leases = Lower interest** (combine equipment from other departments—for even lower rates)
- ☒ Lease terms: 3, 4, 5 and up to 6 years. (early buyout options included)
- ☒ "Non-Appropriation" (funding out) language automatically included wherever required by law.
- ☒ Take delivery now—defer your first payment up to 12 months (even into your next budget year)



Request a free lease-to-own financing quote on any vehicles & equipment that you need!



First Capital Equipment Leasing Corp.

LeaseExperts.com

CALL US TODAY!

800-541-0114 x-22

www.Police-Lease.com

35

Celebrating 35 Years
April 4, 2020



Compare Any Vehicle Lease

to our Municipal Lease-To-Own Financing for Governments!

What are the differences for government agencies?

The vehicle leases most people are familiar with (advertised by the car dealers) are personal or commercial leases. We specialize in municipal fleet leasing (2-200 units), which is only available to government agencies like yours. The differences are "night and day." Although the seemingly low monthly payments on commercial leases may be tempting... there are (significant) financial strings attached—especially for government agencies like yours. Compare your real usage patterns, the pricing...and their fine print.

Their Commercial/Business Lease:

- Cash Due at Signing – First month, security deposit, etc. that's "standard."
- Mileage Restrictions – 8-10,000 miles/year is typical (over-mileage fees can be significant)
- Very Short Lease Terms – 12-24 months is typical.
- Condition Penalties – You pay for every ding, dent, scratch, and stain—including removal of your custom paint & graphics.
- Maintenance – You are obligated to perform all factory-recommended maintenance.
- Lease-end buyouts ("residuals") This is money that you'll owe at the end of the lease – and it can be substantial.



Here's "the real math" behind commercial lease pricing: The auto leasing company purchases a new vehicle upfront and "leases" it to your agency for 12-36 months. Their key assumption is that they will ALSO be able to re-sell your end-of-lease, low-mileage, "almost new" vehicle for a profit. They recover their initial investment and their profit from 1) the sum of your monthly payments, and 2) the money they make selling your off-lease vehicle at the back end.

WHY commercial leases don't work for most government agencies:

The first thing police & sheriff's departments typically do after receiving a new vehicle is start drilling holes, installing radios, antennas, light bars, prisoner cages, consoles, push bumpers and of course adding their special paint and graphics. Then the vehicle goes into rotation patrolling up to 3-shifts, 24/7 and racking up 15-60,000+ miles per year, for 3, 4, or 5 years. The really key question? Will the vehicles that your agency returns (on a commercial lease) be ready for profitable re-sale by the dealer with all of your wear & tear? Not likely from what we see—the math just doesn't work for government vehicles.

First Capital's Municipal Lease-To-Own Program – Compare it to any other lease option!

- MUCH LOWER INTEREST RATES – Municipal rates are typically less than ½ of commercial/business lease interest rates.
- NO Mileage Restrictions: None. We don't count miles, usage or condition, period.
- NO "CASH DUE AT SIGNING" or Security Deposits in the fine print. None. Zero down.
- NO Condition, Maintenance or Wear & Tear Penalties: None. Modify the vehicle as required, install any third-party equipment.
- NO Buyouts, Balloons or Residuals at lease end. None.
Continue using the vehicles at no cost forever (literally!), or sell them, trade them or re-assign them at lease end—your call.
- Extended Terms: 3, 4, 5 or 6 Years – Monthly, quarterly, semi-annually or annual payments.
- Non-Appropriation of Funds Language – Included where required by law. Your government can terminate a lease if funds are not appropriated for any legal reason—available in most states. (Often the difference between an expense and new debt)
- Titled in Your Agency's Name: All vehicles are registered by and titled to agency during and after the lease. Nothing is returned.

Our clients say the numbers sell themselves.

We think you'll be surprised. Call anytime for a one-page quote!

First Capital Equipment Leasing Corp.
LeaseExperts.com

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1-800-541-0114 x-22

35!
Celebrating 35 Years
April 4, 2023



Lease-To-Own Financing Specifically for Governments

A Municipal Leasing Overview: What You Need to Know

What is Municipal Leasing?

Municipal leasing is a specialized type of VERY LOW-INTEREST lease-to-own financing available under IRS rules that can be used (only) by qualifying state, county and local governments, special districts & authorities to acquire essential-use assets including equipment, vehicles, aircraft, hardware, software and real property. Under a municipal lease, ownership (title) passes to the government entity upon delivery and there are no usage restrictions, lease-end returns charges, residuals or buy-outs—like a commercial or personal lease.

Which Government Entities Qualify for a Municipal Lease?

"Municipal Leasing" is an umbrella term covering financing for state, county and municipal governments, special districts & authorities—for use by law enforcement, public safety, fire, rescue, EMS, public works, roads, public schools, community colleges & universities and more. (Very broadly—if your agency is funded by public tax dollars or assessments, it most likely qualifies)

Acquire More This Year, Spend Less This Year.

Here's How It Works: The dollar amount appropriated this year (and anticipated to be available in subsequent years), allows your agency to put 3-5 times as much new equipment into service *today* by spreading the total cost over multiple budget years. It's a "Pay As You Go," tool i.e. lease payments are spent *as they are appropriated*, year-by-year, rather than paying in advance for every new asset. Our government clients tell us "it just makes financial sense..."

**do more
with less™**

Tax-Exempt Municipal Leasing--Your Lowest Cost, Non-Debt Financing Tool. Here's Why: Our municipal lease rates are always significantly lower than comparable commercial rates. Special IRS provisions enacted many years ago encourage low-interest lending to government entities by waiving certain federal taxes that financial institutions would otherwise pay. Hence the phrase, "tax-exempt," (which is unrelated to state/local sales, use or other taxes). Because of our "built-in" non-appropriation of funds language (wherever required by law), leases, unlike bonds, are generally treated as expenses, rather than "full faith & credit" debt obligations like bonds.

Request a Written, No-obligation Municipal Lease Quote Now!

Larger Leases = Lower Interest Rates to You Agency

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

Municipal Leasing is Much Faster, Less Expensive and a lot Easier than Bonds.

Here's Why: Unlike complex bond financing, municipal lease-to-own financing is a streamlined process that can be completed in 7-14 days, not months. No voter referendums, no mountains of paperwork, no exorbitant legal, advertising or compliance costs and no new balance-sheet debt. For all but the largest projects—our municipal lease-to-own financing is by far your most cost-effective tool. Interest rates are fixed upfront and unlike bonds do not float until sold by the underwriter. No pricing or rate speculation!

Non-Appropriation Language Included Wherever Required by Law...No Problem!

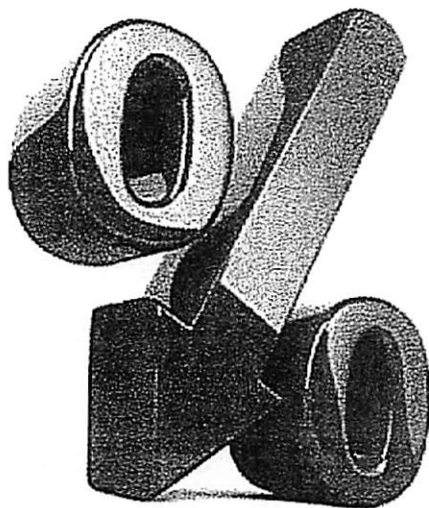
In the event funds are not appropriated for any legal reason, in any budget year, the lease can be terminated (unlike bonds) and the equipment returned to us. Non-appropriation (or "funding out") language is included automatically wherever required.

Totally Flexible Payment Terms. Just tell us what your agency needs financially! First Capital offers a range of terms from 3-20 years with monthly, quarterly or annual payments—to suit your agency's financial and cash flow convenience

Gamble on a Grant? Or Lock-In Very Low-Interest Municipal Lease Rates Today?

While tempting in theory, the whole grant process can be protracted, convoluted and the outcome and timing are almost always uncertain. First Capital's municipal leases can be pre-paid (every lease includes an early buyout schedule) with pay-offs locked-in, should a future grant or other funds become available at a later date. With municipal leasing, you get your essential equipment today, while keeping all of your financial options on the table going forward.

First Capital Equipment Leasing Corp.
1-800-541-0114 x-22



Interest Rates Are DOWN!

Can your agency afford to pass up these lower interest rates?

Will you be acquiring public safety, law enforcement, fire, school, IT, construction, public works, energy upgrades, hardware, software, vehicles, or equipment this year or next? Our advice: LOCK-IN prices AND the lowest interest rates we've seen in a while!

Lower your equipment financing costs for years!

***EQUIPMENT COSTS ARE CREEPING UP:** Inflation (nearly flat for years) is SLOWLY INCHING ITS WAY BACK. Sadly, we can't change that. Most governments will be spending more and/or getting less as inflation gnaws away at budgets.*

***BUT, INTEREST RATES ARE DOWN!** Don't sit out this opportunity to lock in historically low-interest rates on vehicles and equipment that you'll be benefiting from for 5, 10, or 15 years?*

Interest rates are lower today, thanks to the Fed

●
Lock-in today's rates, or lose them!

***NOTHING IS FOREVER.** Get a free, fast, one-page lease-to-own quote using our lower-than-ever municipal rates for government fleet vehicles, equipment, hardware, and software. See real payments and interest rates now on whatever you're considering over the next few months. Deferring this opportunity will almost certainly cost you more. What's the downside looking at some real numbers?*

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MUNICIPAL CREDIT APPLICATION

8



Credit Application for State, County & Municipal Government Transactions Over \$100,000

Please fill out this application in as much detail as possible. Attach additional pages as necessary.

GENERAL INFORMATION

Legal Name of Obligor:		Fed. Tax ID #:
Address:		Fiscal Year Starts (Mon/Day):
City:	County:	State: Zip:
Date municipal entity was established:	Does the Obligor self-insure for property/liability insurance? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Contact Person:	Title:	Email:
Phone: ()	Fax: ()	
Alt. Contact Person:	Title:	Phone: ()
Person Authorized to Sign Contract:	Title:	Phone: ()
Person Authorized to Attest Signature:	Title:	

TRANSACTION INFORMATION

Total Cost of Equipment:	Lease Term (# of years):
**Down Payment Amount:	Source of Down Payment (fund name):
Trade In Amount:	Payment Amount (per lease quote) \$:
Other:	First Lease Payment Due Date (per lease quote):
Net Amount to Finance:	Payment Frequency: <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Semi-Annually <input type="checkbox"/> Annually

**Obligor's down payment should be made before or at delivery. Proof of down payment is required prior to vendor disbursement(s), unless otherwise negotiated.

Has the Obligor paid the vendor for any portion of the equipment being financed? ☐ Yes ☐ No

What fund will the remaining payments be made from? ☐ General ☐ Special (specify):

EQUIPMENT DESCRIPTION

Equipment Description - including vendor, make and model (attach quote and if available, a brochure):	
New Equipment: <input type="checkbox"/> Yes <input type="checkbox"/> No	If no, list age of equipment or date manufactured:
Refurbished: <input type="checkbox"/> Yes <input type="checkbox"/> No	What Year:
Replacement: <input type="checkbox"/> Yes <input type="checkbox"/> No	Age of current equipment: Year purchased:
If not a replacement, why is the equipment needed?	
Soft Costs included: <input type="checkbox"/> Yes <input type="checkbox"/> No	Amount of soft costs included (shipping, software, tax etc.): \$
Is a previous lease/loan buyout included in the amt. <input type="checkbox"/> Yes <input type="checkbox"/> No	Amount of buyout included: \$
Anticipated Equipment Delivery Date(s):	
Physical location (address) of equipment after delivery:	
Describe the essential use of the equipment being purchased:	

This Section

FOR BUILDING PROJECTS ONLY

Is the project an addition, renovation, or a new building?	Does the Obligor own the land? <input type="checkbox"/> Yes <input type="checkbox"/> No
Is the land included in the financing? <input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, what is the cost of the land?
What is the physical address of the new project?	
Provide the current building's age, estimated market value, square feet, and brief description of facility layout:	
Provide a brief description of the addition, renovation, or new building:	
What is the essential use of the new building project?	

FINANCIAL INFORMATION

Have the Obligor's expenditures exceeded revenues for any one of the last three years? ☐ Yes ☐ No. If YES, please explain why and what measures were taken to correct the shortfall:

MUNICIPAL CREDIT APPLICATION

Page 2 of 2

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Have the obligation payments been included in the operating budget?	<input type="checkbox"/> Yes <input type="checkbox"/> No - If NO, please explain:
Has the municipal entity been rated by a major rating agency?	<input type="checkbox"/> Yes <input type="checkbox"/> No. If YES, which agency? Rating?
Will the Obligor issue more than \$10,000,000 (ten million dollars) in tax-exempt debt in this calendar year?	<input type="checkbox"/> Yes <input type="checkbox"/> No
Has the Obligor defaulted or non-appropriated on a prior lease, bond, or legal obligation?	<input type="checkbox"/> Yes <input type="checkbox"/> No

TAX LEVY INFORMATION

Indicate the tax/mill levy for each year.			
Budget Year 2019 - 20:	2018 - 19:	2017 - 18:	2016 - 17:
If the tax/mill levy can be raised, what are the procedures?			
Are there any voter-imposed restrictions on taxing or spending? <input type="checkbox"/> Yes <input type="checkbox"/> No			
If YES, please explain:			
Indicate the assessed property value for each year.			
Budget Year 2019 - 20:	2018 - 19:	2017 - 18:	2016 - 17:
Indicate what percentage of taxes billed were actually collected for each year.			
Budget Year 2019 - 20:	2018 - 19:	2017 - 18:	2016 - 17:
Who are the three largest taxpayers and what percent (approximate) of total tax receipts does each represent?			
1.	2.	3.	

DEMOGRAPHICS

Population in 2020:	2019:	2018:	2017:
List the major employers in the immediate area and the approximate number of people employed at each:			
1. _____	2. _____		
3. _____	4. _____		

REQUIRED APPLICATION DOCUMENTS - CHECKLIST:

Please include the following supplemental documents to insure a prompt credit review. (PDF's preferred if available)

- ☐ Last three year's audited financial statements.
(For unaudited fiscal years provide comprehensive financials including Balance Sheet, Debt Service & Income Statements)
- ☐ Current fiscal year's adopted detail budget (and next year's budget, if available)
- ☐ Vendor quotes for all equipment (Quotes should total the approximate amount of this request)
- ☐ Signed First Capital "Municipal Lease Quotation" (Be sure to CIRCLE your preferred payment amount and obligation term)
- ☐ Police, Sheriff or Fire Department Profile Addendum (For all public safety transactions)



IMPORTANT - Obligor's Authorized Representative agrees to the following:

The information provided herein is correct to the best of my knowledge. Obligor and/or its assigns is authorized to verify any information provided with appropriate third parties and may request additional information to complete its review. The appropriate final decision maker(s) for Obligor have reviewed and approved the proposal by First Capital Equipment Leasing Corporation (hereafter "FCELC") including its Municipal Lease-To-Own Quotation, the pricing & general terms and Obligor understands that upon credit approval contract documents that contain ALL applicable terms & conditions will be drafted. The contract supersedes the quotation in the event of a conflict. (Obligor will retain the application documents whether or not credit is approved)

Should Obligor cancel this transaction after credit has been approved and legal documents drafted, or should this application contain material inaccuracies or omissions that preclude a credit approval, or should Obligor fail to execute the contract documents within 45 days for any reason, Obligor agrees to pay a "lost transaction" fee equal to the amount of the "Documentation & Legal Fees" specified in FCELC's Quotation. There is no lost transaction fee if the contract documents are executed and returned within 45 days of receipt.

NOTICE: FCELC does not act as a municipal advisor, municipal financial consultant, fiduciary or agent to any person or entity pursuant to Section 16B of the Securities Exchange Act of 1934 and the municipal advisor rules of the SEC. FCELC acts for its own interest only. FCELC is not recommending that you take an action with respect to the information contained in this document. You should review this document with such independent financial, tax, legal, and other advisors as you deem appropriate.

By (Obligor Representative): _____ Print Name: _____
Title: _____ Date: _____

Please return all supporting documents via Email, Fax, UPS, FedEx or Post Office Express Mail to:

First Capital Equipment Leasing Corp.
PO Box 1018, 32 Wolf Hill, East Sandwich, MA 02537 • PH 800-541-0114 • FAX 508-833-6692

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Application Addendum—Please Complete

Please Tell Us About Your Police/Sheriff's Department



Name of Department: _____

How many sworn officers in your dept.: F/T _____ P/T _____

How many patrol vehicles do you operate: _____

Patrol Vehicles are: ☐ Pool, ☐ Take-Home, or ☐ Both

How many total vehicles do you operate: _____

Average age of vehicles being replaced: _____

Average mileage on vehicles being replaced: _____

Approximate population of your jurisdiction: _____

Approximate patrol area (sq. miles): _____

Please include this page with your application
(or fax/email if you prefer)

•


Email: Bob@Police-Lease.com

PHONE: 800-541-0114 (x-22 for Government)

FAX: 800-403-3529

www.Police-Lease.com • www.Municipal-Leasing.com

Thanks!

 First Capital Equipment Leasing Corp.
LeaseExperts.com

35!
Celebrating 35 Years
April 4, 2020



David meade

From: j dzik
Sent: Monday, April 20, 2020 12:36 PM
To: David meade
Subject: FW: Tahoe Quote
Attachments: Village of Brooklyn Hts Tahoe Quote.pdf

From: Terry McCafferty [mailto:TMcCafferty@ganleyauto.com]
Sent: Monday, April 20, 2020 12:03 PM
To: j dzik
Subject: Re: Tahoe Quote

Jeremy,

Attached is your requested quote for the 2020 Tahoe PPV Silver 4WD that are on State of Ohio Contract. I have 5 available.

Thank You,
Terry McCafferty
Fleet & Government Sales

Ganley Chevrolet of Aurora
310 West Garfield
Aurora, Ohio 44202
P:330-562-8585
C:440-665-0204
tmccafferty@ganleyauto.com

PURCHASER Village of Brooklyn Hts.ADDRESS 345 Tuxedo AvenueCITY Brooklyn Hts. STATE Ohio ZIP 44131

RES. PHONE ()

BUS. PHONE (216) 741-1327E-MAIL jd@brooklynhts.org DATE 4-20-2020

MOBILE NO. ()

PLEASE ENTER MY ORDER FOR THE FOLLOWING DESCRIBED
MOTOR VEHICLE: ☐ NEW ☐ USED ☐ DEMO ☐ RENTAL ☐ FACTORY OFFICIAL

RETAIL BUYERS ORDER

INVOICE

Ganley Chevrolet of Aurora LLC
310 West Garfield
Aurora, OH 44202
330-562-8585

DEAL NO. _____ CUSTOMER NO. _____

RELEASE CHEVROLET VEHICLE
Accurate Values Matched Not Accurate ☐ NOT ACCURATE

VEHICLE SOLD:	NAME	YEAR	MODEL	BODY TYPE	COLOR	TRM	STK. NO.	SERIAL NO.
Chevrolet		2020	Tahoe 4WD	PPV	Silver	Black	Stock	

TRADE-IN RECORD - TRADE 1			
YEAR	MAKE	MODEL	TYPE
TRADE-IN RECORD - TRADE 2			
YEAR	MAKE	MODEL	TYPE
BALANCE OWED \$ (Good Until) Trade-In Allowance			
REMARKS: State of Ohio B18901820			
Payment due no later than 30 days after delivery of vehicle.			
DEPOSIT (PARTIAL PAYMENT) RECEIPT - Purchaser hereby provides to the Dealer the sum of \$ as Non-Refundable Deposit/Partial Payment for the vehicle described above. If this Receipt is for a Deposit, Dealer will refrain from selling the described vehicle for days from the date of Deposit.			
NEGATIVE EQUITY ENCLOSURE & CONSENT - I am aware that the balance owed on my trade-in vehicle or the amount owed on my lease term in vehicle exceeds the trade-in allowance from the dealer. As a result, I have requested that the "Total Due" be increased by the difference, \$ (known as negative equity).			
ARBITRATION - I agree that any dispute arising from this transaction will go to arbitration and I have executed a detailed arbitration agreement which is fully incorporated herein. Arbitration is not required for the purchase or financing of your vehicle.			

PRICE OF VEHICLE	\$37850 Unit Price	36,273.00
OPTIONAL EQUIPMENT	\$37333 Delivery	25.00
#613 Grill Lamps & Siren Spk Wire	Included	
#614 Horn & Siren Circuit Wiring	Included	
#UT7 Auxiliary Ground Shuts	Included	
#6N8 Inop Inside RD Locks & Handles	Included	
#6N5 Inop Rear Window Switches	Included	
#6C1 Pursuit Police Pkg 4WD	Included	
#5T5 2nd Row Vinyl Seats w/ Cloth Front	Included	
#5L5 Front Center Seat (20% Seat) Delete	Included	
#6C7 Red/White E Aux Dome Light	Included	
#7X6 Left Hand Spotlight	Included	
#9GB No Daytime Running Lights	Included	
TOTAL PRICE		
TRADE-IN ALLOWANCE		
TAXES		
EXCISE TAX %		
TITLE FEE		
REGISTRATION FEE		
PLUS PURCH ON TRADE VEHICLES		
TOTAL DUE		
LESS INITIAL PAYMENT DOWN		
LESS REBATE/FACTORY INCENTIVE		
LESS REBATE/FACTORY INCENTIVE		
BALANCE DUE		

ALL WARRANTIES, IF ANY, BY A MANUFACTURER OR SUPPLIER OTHER THAN DEALER ARE THEIRS, NOT DEALER'S, AND ONLY SUCH MANUFACTURER OR OTHER SUPPLIER SHALL BE LIABLE FOR PERFORMANCE UNDER SUCH WARRANTIES. UNLESS DEALER FURNISHES PURCHASER WITH A REPRESENTED WARRANTY OR SERVICE CONTRACT MADE BY DEALER ON ITS OWN BEHALF, DEALER HEREBY DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE IN CONNECTION WITH THE VEHICLE AND ANY RELATED PRODUCTS AND SERVICES SOLD BY DEALER. DEALER NEITHER ASSUMES NOR AUTHORIZES ANY OTHER PERSON TO ASSUME FOR IT ANY LIABILITY IN CONNECTION WITH THE SALE OF THE VEHICLE AND THE RELATED PRODUCTS AND SERVICES. IN THE EVENT THAT A WRITTEN WARRANTY IS PROVIDED BY DEALER OR A SERVICE CONTRACT IS SOLD BY DEALER, ONLY THE TERMS AND CONDITIONS OF SUCH WARRANTY OR SERVICE CONTRACT SHALL APPLY. THE WARRANTY OR SERVICE CONTRACT IS NOT PART OF THIS CONTRACT. NO OTHER REPRESENTATIONS HAVE BEEN MADE TO THE PURCHASER, and all terms of the agreement are contained on the front and back of this agreement and any documents incorporated herein. I have read the terms and conditions of this Agreement, both on front and back, and agree to them. I certify that I am at least 18 years old, and acknowledge receipt of a copy of this agreement. I understand that this contract, if signed by the owner, is not subject to dealer's approval or dealer's authorized agent.

This motor vehicle contract is executed this _____ day of _____

PURCHASER(S) _____

SALESPERSON _____

ACCEPTED BY AUTHORIZED AGENT _____

SPECIFICATIONS

**AUTOMOBILE – POLICE SPECIAL – SPORT UTILITY VEHICLE – FULL SIZE – 4 DOOR –
 V8 – RWD (4x2)
 Item Number 4**

No.	Specification Item	Minimum Requirements	Exceptions
General			
1.	Manufacturer Make	Chevrolet	
2.	Manufacturer Model	Tahoe	
Powertrain			
3.	Engine Type (Liter/Cylinder)	5.3L, V8	
4.	Horsepower (Net HP)	355	
5.	Transmission	Automatic, 6 Speed	
6.	Drive Type	Rear 2-Wheel Drive	
7.	Alternator (amps)	170	
8.	Flexible Fuel Vehicle (FFV)	Required	
9.	Battery (CCA)	720	
10.	Cooling System	Heaviest Duty Available	
11.	EPA Estimated Mileage (City/Highway MPG)	15/22 (Gasoline) 11/13 (E85)	
Chassis			
12.	Steering	Electric Power-Assist	
13.	Power Antilock Brakes (ABS) Front & Rear	Required	
Exterior			
14.	Number of Doors	4	
15.	Wheelbase (in.)	116	
16.	No Body Side Molding	Required FR & RR	
17.	Exterior Mirrors – Right & Left Mounted	Power Remote	
18.	Paint – Specify Standard Colors	Standard	
19.	Left Handed Spotlight, Pillar Mounted	Required	
20.	Tires – Pursuit/Speed Rated per Manufacturer Recommendations	All Season, Steel Belled, Black Wall	
21.	Spare Tire/Wheel	Full Size	
22.	Assist Steps	Required	
Safety			
23.	Air Bag Restraint System (Driver & Passenger)	Required	
24.	Supplement Restraint System (Driver & Passenger)	Required	
Seating			
25.	Seating Capacity	6	
26.	Seat Covering	Cloth FR, Vinyl RR	
27.	Floor Covering	Heavy Duty Rubber	
28.	Front Seat Type	Bucket Adjustable – No Center Console	
29.	Rear Seat Type	Split 60/40 Bench	

SPECIFICATIONS (CONT'D)

**AUTOMOBILE – POLICE SPECIAL – SPORT UTILITY VEHICLE – FULL SIZE – 4 DOOR –
 V8 – RWD (4x2)
 Item Number 4**

Item No.	Standard Specification Item	Minimum Requirements	Exceptions
30.	Arm Rest on Front Doors	Required	
31.	Foam Front Seat Cushion	Required	
32.	Trunk/Cargo Light	Automatic	
33.	Interior Lighting	Overhead Dome & Map or Dome Driver Light	
34.	Interior Rear View Mirror	Day/Night	
35.	Fuel Capacity (Gal.)	26	
36.	Base Curb Weight (lbs.)	5,284	
37.	Headroom (Front/Rear) (in.)	42/38	
38.	Leg Room (Front/Rear) (in.)	45/39	
39.	Hip Room (Front/Rear) (in.)	60/60	
40.	Shoulder Room (Front/Rear) (in.)	64/65	
41.	Interior Cargo Area/ Cargo Area Seats Folded Down (cu. ft.)	51.6/51.6	
42.	Keyed Door Lock (Driver Side Minimum)	Power w/Remote Keyless Entry	
43.	Glass	High Strength, Factory Tint	
44.	Rear Window Defroster	Wired in Glass	
45.	Fresh Air Temperature Controlled Heater	With Windshield Defrosters	
46.	Intermittent Windshield Wipers	With Dual Speed	
47.	Air Conditioning	Required	
48.	Radio – Factory Installed	AM/FM	
49.	Radio Suppression System	Required	
50.	12 Volt Power Outlet, in Front Compartment	Required	
51.	Fuel at Delivery	½ Tank	
52.	Speedometer/ Standard Gage Package	Required	
53.	Hood Latch Release	Inside Passenger Compartment only, by Driver Side	
54.	Dual Horns, Factory Installed	Required	
55.	Electronic Door Locks/ Electronic Windows	Driver Control Lock Out (Required)	
56.	Rear Window Wiper/Washer	If applicable	
57.	Remote Control Rear Gate Release by Driver	Required, if available	
58.	Rear Door	Lift Gate	

SPECIFICATIONS (CONT'D)

**AUTOMOBILE -- POLICE SPECIAL -- SPORT UTILITY VEHICLE -- FULL SIZE -- 4 DOOR --
 V8 -- RWD (4x2)
 Item Number 4**

Item No.	Standard Specification Items	Minimum Requirements	Exceptions
59.	Rust Proofing	Min. Factory Warranty	
60.	Manufacturer Standard	Min. 3 yr./36,000 Mile	
61.	Powertrain	Min. 5 yr./60,000 Mile	
62.	45-Day Tags		
63.	Additional Keys		
64.	4-Wheel Drive (4x4)		
65.	Grill Lamps & Siren Speakers Wiring		
66.	Horn & Siren Circuit Wiring		
67.	Auxiliary Ground Studs		
68.	Carpet		
69.	No Spotlight		
70.	No Daytime Running Lights		
71.	Locking Differential		
72.	Special Paint: Red		
73.	Inoperative Inside Rear Door Locks & Handles		
74.	Inoperative Rear Window Switches		
75.	XM Radio Delete		
76.	Bucket Seats with Console		
77.	High Polished Aluminum Wheels		
78.	Max Trallering		
79.	Pursuit Police Package		
80.	2nd Row Vinyl Seats w/ Cloth Front		
81.	Front Center Seat (20%Seat) Delete		
82.	Red & White Front Auxiliary Dome Lighting		
83.	Additional Option Package (Bidder to Specify Type)		

PRICE SCHEDULE

ITEM #1 - AUTOMOBILE - POLICE SPECIAL - SPORT UTILITY VEHICLE - FULL SIZE - 4 DOOR - V8 - RWD (4x2)

DELIVERY:	INDICATE CITY/STATE OF MANUFACTURER:		
60-90 DAYS A.R.O. (SEE IV.A.)	Arlington, Texas		
CONTRACTOR:	MFG:	MODEL:	MODEL NUMBER:
Gartley Chevrolet	GM	2020 Tahoe PPV 2WD	CC15706
REAR END GEAR RATIO: 3.08			
ITEM ID NO.:	37850	UNIT PRICE: \$ 32,993.00	

ITEM ID NO.	DELIVERY CHARGE	UNIT PRICE
37333	Delivery charge per mile, per vehicle round trip map mileage for delivery by the contractor	\$ 0.40
37326	Minimum Delivery Charge	\$ 25.00

ITEM ID NO.	DEALER OPTION/ORDER CODE	OPTION	UNIT COST
37327	TT	45-Day Tags	\$ 18.50
37328	DEALER PARTS DEPARTMENT	Additional Keys	\$ 41.00
N/A	N/A	4-Wheel Drive (4x4)	N/A
Incl.	BJ3	Grid Lamps & Siren Speakers Wiring	\$ 0.00
Incl.	BJ4	Horn & Siren Circuit Wiring	\$ 0.00
Incl.	UT7	Auxiliary Ground Studs	\$ 0.00
N/A	B30	Carpet	N/A
Note on PO	No Deletion	No Spotlight	\$ 0.00
Incl.	9G8	No Daytime Running Lights	\$ 0.00
Incl.	G-80	Locking Differential	\$ 0.00
N/A	TGK & 5T4	Special Paint: Red	N/A
Incl.	6N8	Inoperative Inside Rear Door Locks & Handles	\$ 0.00
Incl.	6N5	Inoperative Rear Window Switches	\$ 0.00
STD.	Standard	XM Radio Delete	\$ 0.00
N/A	A85	Bucket Seats with Console	N/A
N/A	PZK	High Polished Aluminum Wheels	\$ 0.00

PRICE SCHEDULE (CONTD)

ITEM #4 - AUTOMOBILE - POLICE SPECIAL - SPORT UTILITY VEHICLE - FULL SIZE - 4 DOOR - V8 - RWD (4x2) (CONTD)

ITEM ID NO.	DEALER OPTION/ORDER CODE	OPTION	UNIT COST
N/A	NHT	Max Trailering	\$ 0.00
37651	PC1	Pursuit Police Package PPV 4WD	\$ 3280.00
Incl.	5T5	2 nd Row Vinyl Seats w/ Cloth Front	\$ 0.00
Incl.	9U3	Front Center Seat (20%Seat) Delete	\$ 0.00
Incl.	6C7	Red & White Front Auxiliary Dome Lighting	\$ 0.00
37652	6W4	Additional Option Package: SSV 4WD Special Service Vehicle	\$ 4,789.00
37653	K-9	Additional Option Package: PPV 4WD/ No 6N5, 6N8, 5T5	\$ 3,263.00

INSTRUCTIONS TO STATE AGENCIES REQUESTING UNSPECIFIED OPTIONS: State agencies that require additional equipment that is not listed in the option table above will need to provide the following to the current contract analyst listed on the contract website overview page, for approval:

1. Quote: Lists the unit price and the contents of the option(s). Manufacturer's invoice should be included.
2. Justification: Specific reasoning why the unlisted option is needed to perform job duties.

UNSPECIFIED OPTION PRICE: 3.00% above manufacturer invoice.

List standard paint colors: 5 GBA Black 2WD PPV, 70 GBA Black 4WD PPV, 10 GAN Silver Ice 4WD PPV, 10 GAZ Summit White 4WD PPV, 5 GBA Black PPV 4WD K-9, 5 TGR25T4 V Red SRV 4WD, 3 GAZ Summit White SSV 4WD, 2 GBA Black SSV 4WD

Contains recycled materials - Y/N: _____ If Yes _____%. (Will not be part of the evaluation)

Vehicle Repair Log

4/28/2020

Car	Date	Mileage	LOF	Tires	Align	Brake	Comments	Cost
2317	1/2/2020	110973					BG lower steering shaft	\$390.93
2313	1/6/2020	95682					XT 2 tires	\$251.00
2313	1/6/2020	95682		y	y	y	FH m/b 2 tires, motor mounts, control arms ball j	\$2,306.67
2314	1/6/2020	133210	y	y			FH m/b 2 snow tires	\$84.58
2314	1/6/2020	133210					XT 2 tires	\$251.00
2312	1/7/2020	77908	y			y	FH ft brakes and rotors	\$381.68
2317	1/8/2020	111223	y				FH	\$30.33
2318	1/24/2020	42635	y				FH Air filter	\$52.03
2350	1/29/2020	150089					FH fuel tank, fuel pump, and valve cover gasket	\$1,228.35
2311	1/30/2020	105810					FH used seat, lower seat track, f sway bars, belt	\$964.71
2313	1/31/2020	97124	y				FH	\$30.33
2311	2/5/2020	105810	y				FH water pump, gaskets,belt,tensioner, and seals	\$1,792.08
2385	2/11/2020	121939					FH throttle body	\$395.95
2316	2/13/2020	114674	y				FH water pump, gaskets,belt,tensioner, and seals	\$1,798.21
2312	2/14/2020	81007	y				FH tune up spark plugs	\$744.53
2318	2/17/2020	44146					FH headlight and harness, tranny service	\$244.74
2311	2/18/2020	106843					FH sway bar bushings	\$116.95
2385	2/27/2020	122233	y				FH oil pump,oil pan, and gaskets	\$1,498.03
2318	3/11/2020	45841	y				FH	\$30.33
2311	4/1/2020	109321	y				FH	\$30.33
2312	4/2/2020	84369	y				FH	\$30.33
2311	4/14/2020	110418		y			FH m/b 2 tires	\$65.10
2311	4/14/2020	110418					XT 2 tires	\$272.00
2314	4/14/2020	136404	y	y			FH m/b 2 tires (used)	\$146.31
2317	4/15/2020	114189				y	FH calipers,rotors, and brake pads	\$782.35
2317	4/20/2020	114429	y				FH	\$30.33
2314	4/23/2020	136488					FH windshield	\$260.40
2318	4/24/2020	48877	y				FH	\$30.33
2313	4/27/2020	100365	y	y		y	FH m/b 2tires, rear brakes, and abs sensor	\$554.26
Total								\$14,794.17