



COUNTY OF VANCE, NORTH CAROLINA

122 YOUNG STREET, SUITE B
HENDERSON, NORTH CAROLINA 27536

JORDAN MCMILLEN
COUNTY MANAGER
(252) 738 - 2002

KELLY H. GRISSOM
CLERK TO BOARD
(252) 738 - 2003

January 24, 2020

Request for Proposal for Installment Purchase Financing of Ambulance and Four (4) Sheriff's Vehicles

The Vance County, North Carolina ("County") desires to enter into a financing agreement pursuant to N.C.G.S. §160A-20 in the principal amount not to exceed \$441,000 for the purpose of financing the cost of the equipment described below. The County is soliciting your proposal to provide the necessary financing for this equipment, subject to the terms and conditions set forth in this Request for Proposal.

A. Pertinent Information

The equipment ("Equipment") consists of one (1) Type I, Class One (4x4) Configuration A Ambulance, and 4 2019 Dodge Ram trucks (VIN#: 1c6RR7KTXKS668786, 1C6RR7KT0KS667842, 1C6RR&KTXKS667833, 1C6RR7KT9KS667824).

The County is currently rated Aa3 by Moody's Investors Service and AA- by Standard & Poor's Ratings Services.

The financing will be bank eligible under Section 265 of the Internal Revenue Code 1986.

The County expects to obtain County Board of Commissioners approval of the financing agreement on March 9, 2020.

B. Contract Specifications

1. The desired amount of the financing is not to exceed \$441,000.
2. The desired term of the financing is ten (5) years.
3. Installment payments are to be made quarterly in arrears.
4. The interest rate(s) shall be fixed for the term.

5. The interest rate(s) proposed must be guaranteed for at least forty-five (45) days. The County desires to close the transaction by the middle of March 2020.

6. Prepayment terms will be negotiated between the County and the successful bidder. The County desires prepayment of principal at any time without penalty.

7. Closing of the financial agreement is subject to the conditions of final approval from the County Board of Commissioners and completion of acceptable documentation. The County and the Bank intend that this proposal, if signed and dated on the same date as shown on the proposal, will establish the first date there is a written agreement between the parties to complete the financing, in order to establish the "sale date" for the transaction as provided in the Internal Revenue Code and related regulations.

8. The County's obligations under the financing agreement will be secured by a deed of trust or security interest in all or a portion of the equipment being financed as negotiated between the County and the successful bidder. No deficiency judgment may be rendered against the County for breach of a contractual obligation under the Financing Agreement, and the taxing power of the County will not be pledged to secure repayment thereunder.

9. The Financing Agreement must not contain a non-substitution clause and there must be a non-appropriation clause in the financing agreement.

C. Submission of Proposal

Two copies of your proposal must be received by 12:00 p.m. on February 21, 2020 at the offices of Katherine Bigelow/Finance Director, 122 Young Street, Suite B; Henderson, NC 27536. You may also submit your proposal via fax at 252-738-2039 or by email at kbigelow@vancecounty.org.

Proposals must specify at a minimum the following information.

1. The term of the financing.

2. The interest rate.

3. The terms of repayment. Please attach a sample debt service schedule.

4. Proposed terms for optional prepayment. Please also state whether you would allow a prepayment without penalty from excess proceeds.

5. A list of all additional costs to be associated with this transaction, including origination or placement fees, escrow fees, counsel fees and expenses. State whether or not any of such fees or expenses will be capped.

6. A statement to the effect that the bank agrees to the contract specifications set forth in Part B of this Request for Proposal.

7. Proposed collateral to secure financing and the method for creating the lien or security interest in such collateral.

8. Bids should be based on gross funding of the Equipment (without consideration of investment earnings).

The County reserves the right to request additional information from the bidders and reserves the right to reject all proposals and to waive any irregularity or informality. Although the selection will be based substantially on lowest total financing cost (including both interest cost and upfront fees and expenses), the County reserves the right to select the bidder that best meet the needs of the County. If further information is needed or if you have any questions regarding this Request for Proposal, please contact Katherine Bigelow

Thank you in advance for your consideration of this proposal.

Sincerely,

Katherine Bigelow
Finance Director
County of Vance