



ACCG Equipment Leasing Program

Wells Fargo Equipment Finance

Together we'll go far



Wells Fargo Equipment Finance

Wells Fargo Equipment Finance has the expertise, products and services to develop a financing solution customized for your county

Proven Success

- Exclusive private label referral program agreement with ACCG dating all the way back to 1991
- Over \$100 million for individual capital needs has been provided through the ACCG program to more than 60 counties
- Dedicated Resources

Leading provider of equipment finance solutions

- 2nd largest bank-affiliated equipment finance provider in the United States¹
- Over 140,000 active customers and 1200+ team members
- Industry specialists devoted to municipal leasing

¹ Based on data from the 2010 Monitor 100 survey, a leading publication in the equipment finance industry, and is based on the combined portfolios of Wells Fargo Equipment Finance and Wachovia Equipment Finance

² Equipment financing services are provided in Canada by Wells Fargo Equipment Finance Company. Wells Fargo Equipment Finance Company is associated with Wells Fargo & Company, a company that is not regulated as a financial institution, a bank or holding company or an insurance company in Canada.

Equipment Leasing

What is it?

- Short-to-medium term, tax exempt lease purchase financing
- Terms range from 3-10 years
- Minimum transaction size of \$50,000
- Pricing is expressed as simple interest

Why Lease?

- Preserves cash or other investment assets
- Attractive, tax-exempt rates
- Terms and payment structures are customized
- Title to the asset remains with the borrower (in most cases)
- Finance 100% of cost
- Quick, convenient process from proposal to through funding
- Ease pressure on debt limitation
- Master lease remains valid and in place for efficient future funding

Essential Use Equipment Required

What can be financed?

- Cars, trucks, buses and fire fighting equipment
- Road construction and landfill equipment
- Parks and recreation equipment
- Some energy improvements, medical equipment and communications systems

Suggested Terms:

Fire Equipment	3-10 years
Energy Equipment	3-10 years
Heavy Equipment	3-7 years
Recreational Equipment	3-5 years
Ambulances, Cars	3-5 years
Telecom	3-5 years

Bricks and Mortar Lease Purchase

Qualifying Projects:

- Essential Purpose – Courthouse, Jail, Administrative offices
- Repayment Source – SPLOST, Revenue, Appropriation, GO
- 100% Financing
- Construction projects are managed by Construction Service Group
- Amortizations up to 15 years

Streamlined Process

1. Quote: Contact Randy Hartmann at ACCG (P) 404-522-5022 or rhartmann@accg.org
http://www.accg.org/content.asp?CatId=247&ContentType=Service_Content
2. Customize Proposal: Discuss objectives, offer alternatives
3. Customer information Sheet: Initiates underwriting process
4. Documentation: Standard ACCG Master Lease prepared, 8038G IRS form included for lessee completion and signature, Opinion letters provided to lessee that must be signed and returned on attorney letterhead
5. Vendor proceeds wired by WFEFI
6. Countersigned documents scanned and emailed back out to the county

Questions?

