

Rutherford County

Finance Department

TO: Steve Garrison, County Manager

FROM: Paula Roach, Finance Director

DATE: February 25, 2019

SUBJECT: Vehicle/Equipment Replacement Plan Financing Bids

Proposals were received February 19, 2019, an installment financing for vehicles and associated equipment for a total of \$866,000 for 36-months. The proposals received are as follows. Each proposal assumed monthly payments over the respective period as requested. A copy of the recommended proposal is attached.

Summary of Proposals

| BANK | CONTACT | | RATE | OTHER COSTS |
|--|--|--|--------|---|
| Carolina Alliance Bank | Merrill Tibbals | | 3.80% | No prepayment penalty |
| First Citizens Bank | Steve Groth | | 2.83% | No closing costs or ongoing fees |
| LeaseSource | Brian Huey | | 4.26% | |
| PNC Bank | Bryce Conway | | 3.89% | Escrow set up fees \$250 |
| Regions Bank | Mark Jannetty | | 2.65% | Subject to prepayment premium; \$3,500 document fee if standard NC documents are not used. |
| Santander | Bruce Block | | 3.11% | County responsible for any closing costs or fees |
| SunTrust | Dennis McDermott | | 2.872% | Subject to prepayment premium |
| United Financial (Division of HomeTrust Bank) | Cheryl Burleson | | 2.89% | |
| US Bancorp | Denise Beauchamp | | 2.655% | No fee escrow account |
| | *prepayment allowed after 13 months on any payment date at 103% of outstanding balance | | | |

Regions Bank is recommended as qualified lowest bidder for the project. Funds for the financing have been budgeted in the Vehicle Replacement Fund.