

# MUNICIPAL CAPITAL FINANCE



Municipal Financing:  
More than a relationship, it's a partnership.

# WHO IS MCF?

Municipal Capital Finance (MCF) is the municipal finance arm of Univest Capital, Inc., a subsidiary of Univest Bank and Trust Co., providing full service municipal financing to public agencies throughout the United States. With over 40 years of experience, MCF utilizes flexible and innovative tax-exempt financing solutions to help municipal entities implement affordable acquisition plans. Our commitment to understand the specific goals and objectives of each agency allows us to provide essential finance options designed to help:

- **Fund necessary equipment**
- **Manage cash flow**
- **Preserve working capital and credit lines**
- **Maintain pace with technology**



# WHY CHOOSE MCF?

## Customer Focus

Our intent is to identify clients' needs and create customized solutions that align with their goals and budget requirements. Providing quick approvals and a smooth financing process..

## Commitment

We work closely with clients to assist with finding the right financing solution to meet their objectives. We strive to keep our clients informed, offering constant feedback and status updates throughout the process.

## Municipal Capital Finance

*More than a relationship, it's a partnership.*



# WHO QUALIFIES?

- **All municipalities**
- **Boroughs**
- **Cities**
- **Community development districts**
- **Counties**
- **Fire districts**
- **Hospitals**
- **Indian nations**
- **Park departments**
- **Police departments**
- **School districts**
- **Sewer districts**
- **States**
- **State contracts**
- **State universities**
- **Towns**
- **Townships**
- **Villages**
- **Water districts**



# WHAT QUALIFIES?

- Ambulances
- Audio/Visual
- Boilers/Heaters
- Computers
- Energy Systems
- Fire/Rescue Equipment
- Furniture
- Garbage Truck
- Golf Course Equipment
- Machinery
- Hospital Equipment
- Landfill Equipment
- Lighting
- Mowers/Tractors
- Musical Instruments
- Office Technology Equipment
- Park Maintenance Equipment
- Police Equipment
- Printing Equipment
- Road Maintenance
- School Buses
- Scientific Equipment
- Security Equipment
- Smart Boards
- Software
- Sound Systems
- Storage/Water Tanks
- Telecommunications/  
Fiber Optic
- Turf Vehicles
- Video Equipment
- Voting Equipment
- Waste Disposal



# WHY LEASE?

## CONVENIENCE, CAPITAL AND COMMON SENSE SOLUTIONS

**Convenience:** Avoid expensive and time-consuming voter referendum with a lease for immediate acquisition of equipment.

**Flexibility:** Varying finance terms and flexible payments provide manageable cash -flow to suit unique budget requirements. Finance terms are available from one to ten years and payments may be made monthly, quarterly, semi-annually, annually, in advance or arrears.

**Simplify Financial Transactions:** A master agreement can avoid the hassle of negotiating and bidding multiple purchases.

**Increase Financial Control:** Coordinate purchasing activities of multiple departments with a master agreement that guarantees the same favorable terms for every transaction.

**Overcome Budgetary Obstacles:** Acquire necessary equipment today while maintaining capital budget integrity.



# WHY LEASE?

## CONVENIENCE, CAPITAL AND COMMON SENSE SOLUTIONS

**100% Financing:** A fixed-rate and term without issuance costs or down payment covers the cost of equipment.

**Leverage Cash Position:** Invest cash reserves and use the income to offset the interest portion of finance payments. Tax-exempt finance rates may be lower than the rate earned on invested funds.

**Conserve Cash:** Finance 100% of the equipment cost and use available capital for operating requirements rather than down payments.

**Operating Expense:** A finance purchase agreement is not construed as general obligation debt. It will contain a non-appropriation clause so the agreement is subject to the appropriation of funds from one year to the next, thus being an operating expense.

**Pool Financial Needs for Discounts:** Consolidate equipment needs for multiple departments into a single finance and benefit from lower interest rates.

**Hedge Against Inflation:** Payments are fixed for the term of the contract.



# CUSTOMIZED FUNDING OPTIONS:

- **Single purchase agreement**
- **Master finance program**
- **Escrow and advance funding**
- **Early purchase option**
- **Special payment structures**



# FINANCE PROCESS

