



## Leasing Guide for Fire & EMS



*AeroClave is proud to offer flexible, low interest lease financing to our customers through our partnership with Leasing 2*

## Why do fire and EMS departments use lease financing?

- Leasing helps departments overcome budget challenges.
- Leasing allows departments to acquire the equipment they urgently need.
- Leasing enables them to save money by replacing maintenance intensive older equipment.
- Leasing provides level capital budgets each year.
- Leasing offers the opportunity to preserve cash for other projects that are either harder to finance or cannot be financed.
- Leasing allows departments to maintain and build cash reserves for future or unexpected needs.
- Leasing allows departments to spread the cost of their truck or equipment over its useful life rather than incur the entire cost in a single fiscal period.
- Leasing is relatively simple to complete and allows fire and EMS departments to implement buying decisions quickly. In comparison, bonds take longer to implement, could require a vote, and are too expensive (attorney and issuance cost) for smaller acquisitions.

***AeroClave has partnered with Leasing 2 in order to provide your organization with easily accessible leasing and financing options to help you acquire the equipment you need with a low monthly payment.***



# Use Leasing to Overcome Budget Constraints

SAVVY EMERGENCY SERVICE ORGANIZATIONS EVERYWHERE ARE TURNING TO FLEXIBLE, LOW INTEREST LEASE FINANCING FOR NEW EQUIPMENT AND FACILITIES...SHOULDN'T YOU?

## PROVEN

Today's administrators face a diverse array of budgetary and operating challenges. As budgets and resources are reduced at the local level, funding the immediate and long term equipment needs of your community becomes more difficult.

Lease financing is the most common method used to purchase vehicles, facilities and equipment. In many cases the interest rates are tax-exempt, offering considerable savings to fire and EMS service organizations across the country.

LEASE FINANCING PROVIDES FOR THE ACQUISITION AND USE OF EQUIPMENT AND PROPERTY WHILE PRESERVING YOUR CASH FOR UNEXPECTED NEEDS.

## EASY TO DO

A tax-exempt lease is an installment purchase. It provides for the acquisition as well as the use of property. Most emergency service organizations qualify for tax-exempt financing, and enjoy significantly lower interest rates than what is available to commercial businesses.

DON'T HAVE THE CASH IN YOUR CURRENT BUDGET? NO PROBLEM.

Our financing program requires NO cash upfront, 100% financing, NO down payment and the first annual payment may be deferred for as long as 12 months.

Further, the process is quick and simple - the entire process is typically complete in as little as two weeks! This enables agencies who might not currently have the capital to obtain our vital equipment immediately.



# Lease Financing

Today's fire department administrators face a diverse array of budgetary and operating challenges. As budgets and resources are reduced at the local level, funding the immediate and long term needs of your community becomes more difficult. The need for financing to purchase new equipment and facilities is growing. Lease financing is the most widely used method to purchase fire trucks, ambulances, equipment and fire stations while improving the management of cash flow.

When available, the tax-exempt interest feature of lease financing has tremendous value to fire and EMS departments across the country. The interest earnings under a properly structured and documented lease is exempt from federal income tax to the lender under the same tax laws that enable a municipal bond to carry a tax-exempt rate. Because the lender does not pay federal tax on the interest earned, the tax-exempt lease carries a much lower interest rate than other kinds of leases and installment loans thus significantly lowering the cost of financing for the borrower.

Local governments including cities, counties and fire districts qualify for this benefit on nearly all essential equipment. Volunteer fire

corporations qualify for this benefit when financing fire trucks and fire stations, but not ambulances and equipment. This type of financial instrument is also referred to as a "government lease-purchase", a "municipal lease" or a "tax-exempt lease". While they are documented as a lease, they have characteristics similar to a loan in that there is a principal component in each payment, and the lease can be paid off early if desired. Once the department makes all payments, the department owns the asset free and clear.

Because local government agencies are restricted from committing funds beyond one year without voter approval, lease financing for them includes an annual non-appropriation clause which provides necessary options. In most cases, their obligation terminates if the governing body fails to appropriate funds to make the renewal year's lease payment. Because of this provision, neither the lease nor the lease payments are considered debt. Non-appropriation is not an event of default but the fire department returns the asset.

Lease financing makes the acquisition of fire trucks, ambulances and equipment affordable to fire and EMS departments.

Lease Terms:	Both 3 year and 5 year terms available.
Payment Structure:	Payment frequency may be annual, semi-annual, quarterly, monthly or custom.
First Payment:	Due date may be deferred up to one year after lease starts for annual payments.



# Eligible AeroClave Equipment



RDS 3110



RDS 6110



ADS



ADP-PT



tPADS



PADS

Notice: All leased equipment requires an extended warranty for the life of the lease.

## AeroClave Leasing Scenario

A fire department in southern Ohio has the need for decontamination equipment for each of their three (3) fire stations and three (3) front-line, type-III ambulances, plus one (1) reserve ambulance.

After consideration, the Chief decided to purchase three (3) of AeroClave's RDS 3110 portable units with optional APAs, and four (4) ADP-PTs to port each of the ambulances. The total purchase, including a year supply of decontamination fluid and extended warranty, came to \$54,880.

In an effort to conserve cash in the budget, the department decided to lease all of these units over a 5 year period. Leasing also allowed them to purchase the much needed equipment for all 3 stations now, rather than over multiple years.

### Example

Lease Amount:	\$54,880
3 Year Term:	\$1688 per month
5 Year Term:	\$1080 per month

Notice: The example above is for illustration purposes only. Your actual payments may vary.

Estimate Your Payment Online at  
[www.leasing2.com/estimate/](http://www.leasing2.com/estimate/)

# Summary of the Financing Process

## 1. The Proposal

During the proposal stage you will be asked questions to learn about your department, Leasing 2 will listen to your objectives, and, where helpful, they will make suggestions based on over 25 years of financing fire trucks, ambulances and equipment. A proposal that outlines structure, pricing, and terms of available financing solutions will be emailed or faxed for your consideration.



## 2. The Award

Once you are satisfied with the financing proposal, it is signed and faxed or emailed back to Leasing 2 and the processing of the financing paperwork will begin. Upon receipt of your award, you will be emailed an application that highlights exactly what is needed. A completed application along with 2-3 years of financial reports is normally required.



## 3. Credit Approval

The underwriting process begins after your credit package is received. Underwriting normally takes 1 – 5 working days depending on the loan size. Leasing 2 has extensive experience working with cities, counties, fire districts and volunteer fire and rescue departments and knows what it takes to accomplish credit approval quickly and smoothly.



## 4. Lease Contract

Upon receiving credit approval, the lease contract will be emailed for you to review and execute.

## 5. Closing

Once the credit is approved and the lease contract is fully executed and returned, you will move to closing. The entire process from award to closing can take as little as 1 week but averages 3 to 4 weeks. Once closed, the lease proceeds are available to pay vendors immediately or can be held in escrow to facilitate multiple vendor payments or multiple deliveries.



Find out more by contacting AeroClave at

# 800-788-9119



## About Leasing 2

Leasing 2 specializes in providing equipment and real property financing to local governments. The company was founded in 1995 and has successfully funded over \$600,000,000 in capital equipment purchases and real property construction projects.

Leasing 2 specializes in the fire and EMS markets where they deliver responsive and professional financing support to assist fire and EMS organizations in acquiring fire trucks, ambulances and other capital items. With Leasing 2's expertise in handling these types of leases and loans, they are able to offer the following benefits to our customers:

- Professional and responsive service
- Flexible lease and loan structures
- Aggressive interest rates

In addition to financing AeroClave decontamination equipment, Leasing 2 works with departments on the acquisition of fire trucks, ambulances, staff vehicles, SCBA and compressors, turnout gear, communications, computers, rescue tools, thermal cameras, in-car computer and video, generators, fire stations and more.



## The Leasing 2 Advantage

**Easy** - because Leasing 2 specializes in leases for fire and EMS departments, we can make it fast and easy for you.

**100% financing** - down payments are optional.

**Great terms** -

- Decontamination equipment, 3 -5 years
- Fire trucks, 1 - 15 years
- Ambulances, 1 - 7 years
- Stations, 5 - 30 years

**Aggressive rates** - Leasing 2's rates are always among the lowest.

**Options** - annual, semiannual, quarterly, monthly or custom. Annual payments as long as one year after delivery.

**Fast** - just a few short steps to finalize your lease.

**Control** - choose the equipment, negotiate the price, establish delivery and Leasing 2 will provide the financing.

**Flexible** - Leasing 2 will tailor a lease to meet your specific financing requirements and challenges.

# Five Steps to Leasing

**We promise  
it will be easy**

## Step 1

### Go shopping.

Select the decontamination equipment you need, making sure that you identify all of the specifications and options.

**[www.aeroclave.com](http://www.aeroclave.com)**

800-788-9119 (Toll Free)  
407-788-3300 (Local)

#### Sales

Mike Quinoy  
mquinoy@aeroclave.com  
800-788-9119 ext. 101

## Step 2

### Ask for a quote.

Request a quote from your AeroClave representative, including all accessories, warranties and a starter supply of fluid.

## Step 3

### Take 5 minutes.

Take five minutes to complete the simplified online application form. You provide some basic information regarding your organization and the quote for the AeroClave equipment you want to lease.

**[www.leasing2.com](http://www.leasing2.com)**

#### Online Form:

[www.leasing2.com/request-a-proposal/](http://www.leasing2.com/request-a-proposal/)

800-287-5155 (Toll Free)  
813-258-9888 (Local)  
813-258-9333 (Fax)

#### Sales

Brad Meyers – Eastern Sales  
bmeyers@leasing2.com  
800-287-5155 ext. 12

## Step 4

### Have a chat with Leasing 2.

You will receive a call to review the details of your submission and some of the lease options available to you. This entire financing process normally takes 1 to 4 weeks to complete.

Rick Carney – Western Sales  
rcarney@leasing2.com  
800-287-5155 ext. 16

## Step 5

### Receive your equipment.

Upon approval of your lease and finalizing lease documentation, the funds will be available for your purchase. Then you just sit back and wait for them to deliver your equipment. Enjoy!

AeroClave, LLC  
650 S. Capen Avenue  
Winter Park, Florida 32789

800-788-9119  
407-788-3300  
[www.aeroclave.com](http://www.aeroclave.com)

