



FORD CREDIT

Municipal Finance Department
1 American Road, MD7500
Dearborn, Michigan 48126

November 18, 2013

Shawnee Mission Ford, Inc.
Attn: Jay Cooper
11501 West Shawnee Missioner Pkwy.
Shawnee, KS 66203
Fax: (913) 631-7325, email: jay.cooper@shawneemissionford.com

Re: Ford Credit Municipal Finance Program Quotation for **City of Lawrence, KS, Bid #77903**

Please review the following Ford Credit Municipal Finance quotation.

<u>Quantity</u>	<u>Description</u>	<u>Price</u>
1	2014 Ford Police Interceptor Utility	\$29,009.00

All required documentation, municipality's first payment to Ford Credit, and the delivery of the vehicle(s) and/or equipment must take place by 02/28/2014. Otherwise, rates and payments are subject to change. The rates and payment factors are applicable for total amounts funded from \$25,000 - \$49,999.

<u>Total Amount Funded</u>	<u>Number of Payments</u>	<u>Payment Timing</u>	<u>APR</u>	<u>Payment Factor</u>	<u>Payment Amount</u>
\$29,434.00	3	Annual in Advance	6.00%	0.352934	\$10,388.26

Note: To calculate payment amount, multiply total amount funded by the payment factor.

Financing Is Subject To:

- Municipality's most recent audited financial statement
- Mutually acceptable documentation
- Confirmation from the dealer of actual selling price.

Ford Credit Municipal Finance Program

- An underwriting fee of \$425 is required per transaction, not per unit. It can be paid at time of delivery or funded over the term (included above).
- There is no security deposit, no prepayment penalty, and no mileage penalty
- Non-recourse to the dealer. The same as a cash sale from the dealer to the municipal customer.
- At inception, the new equipment title/registration indicates the municipality as Registered Owner, and designates Ford Credit, 1 American Road-MD7500, Dearborn, MI 48126, as first lien holder.
- At term end, the municipality buys the equipment for \$1.
- The municipality, as owner of record, is eligible for Ford Governmental Price Concessions or other discounts, to reduce product cost

If you need additional information, please contact me at (800) 241-4199, option 1. Thank you for your interest in Ford Credit Municipal Finance Program.

Sincerely,

James DeYonke

James DeYonke
Marketing Coordinator
jdeyonke@ford.com

ATTACHMENT 1
 TO
 SCHEDULE -MASTER EQUIPMENT LEASE-PURCHASE AGREEMENT
LEASE PAYMENT SCHEDULE

<u>Lease Payment Number</u>	<u>Lease Payment Date</u>	<u>Lease Payment</u>	<u>Interest Portion</u>	<u>Principal Portion</u>	<u>Concluding Payment</u>
					29,434.00
1		10,388.26	0.00	10,388.26	19,045.74
2		10,388.26	1,142.74	9,245.52	9,800.22
3		10,388.26	588.04	9,800.22	1.00
TOTALS		31,164.78	1,730.78	29,434.00	