

HGACBuy Solicitation: LP07-25
Lease-Purchase Financing Services
Rates - Proposed Finance Terms

Respondent Community Leasing Partners / Community First National Bank

This completed form shall be submitted in its original Excel format (no PDF)

Respondent may add as many rows as is needed and may use supplemental documents (to be noted on this form).

Type of Lease-Financing	Description, Rating Agency Standard (Moody's Investor Services, and/or Standard and Poor's/S&P, and/or Fitch Group Credit Benchmarks), Rated and Non-Rated Lessee						Required HGAC Fee (presented in the form of basis points)
Personal property type; Tax-Exempt Municipal Lease; Etc.	Description	"AAA" Rating	"AA" Rating	"A" Rating	* Non-Rated Lessee	501(c)(3) / Approved Non-Profits (Taxable)	Other Classifications as Needed (Insert Description)
		+206					+150
		+180					+150
		+160					+150
		+130					+150
1-Year Install. Plan							
\$10,000-\$49,999		9.85	9.85	9.85	9.85	+135	0.800
\$50,000 to \$100,000		4.52	4.52	4.52	4.52	+135	0.800
\$100,000 to \$499,000		3.50	3.50	3.50	3.50	+135	0.350
\$500,000 to \$999,000		2.65	2.65	2.65	2.65	+135	0.250
\$1,000,000 and over		2.12	2.12	2.12	2.12	+135	0.200
2-Year Install. Plan							
\$10,000-\$49,999		9.60	9.60	9.60	9.60	+135	0.540
\$50,000 to \$100,000		4.89	4.89	4.89	4.89	+135	0.540
\$100,000 to \$499,000		2.56	2.56	2.56	3.51	+135	0.270
\$500,000 to \$999,000		1.81	1.81	1.81	2.76	+135	0.170
\$1,000,000 and over		1.70	1.70	1.70	2.50	+135	0.130
3-Year Install. Plan							
\$10,000-\$49,999		6.60	6.60	6.60	6.60	+135	0.400
\$50,000 to \$100,000		4.09	4.09	4.09	4.09	+135	0.400
\$100,000 to \$499,000		2.05	2.05	2.05	3.00	+135	0.200
\$500,000 to \$999,000		1.75	1.75	1.75	2.55	+135	0.130
\$1,000,000 and over		1.68	1.68	1.68	2.43	+135	0.100
4-Year Install. Plan							
\$10,000-\$49,999		6.64	6.64	6.64	6.64	+135	0.330
\$50,000 to \$100,000		3.93	3.93	3.93	3.93	+135	0.330
\$100,000 to \$499,000		1.95	1.95	1.95	2.90	+135	0.170
\$500,000 to \$999,000		1.72	1.72	1.72	2.52	+135	0.110
\$1,000,000 and over		1.65	1.65	1.65	2.40	+135	0.080
5-Year Install. Plan							
\$10,000-\$49,999		6.66	6.66	6.66	6.66	+135	0.280
\$50,000 to \$100,000		3.75	3.75	3.75	3.75	+135	0.280
\$100,000 to \$499,000		1.90	1.90	1.90	2.85	+135	0.150
\$500,000 to \$999,000		1.68	1.68	1.68	2.48	+135	0.100
\$1,000,000 and over		1.61	1.61	1.61	2.36	+135	0.070
6-Year Install. Plan							
\$50,000 to \$100,000		3.15	3.15	3.15	3.15	+135	0.240
\$100,000 to \$499,000		1.86	1.86	1.86	2.81	+135	0.140
\$500,000 to \$999,000		1.64	1.64	1.64	2.44	+135	0.090
\$1,000,000 and over		1.57	1.57	1.57	2.32	+135	0.060
7-Year Install. Plan							
\$50,000 to \$100,000		3.03	3.03	3.03	3.03	+135	0.210
\$100,000 to \$499,000		1.78	1.78	1.78	2.18	+135	0.130
\$500,000 to \$999,000		1.59	1.59	1.59	2.34	+135	0.080
\$1,000,000 and over		1.52	1.52	1.52	2.27	+135	0.050
8-Year Install. Plan							
\$50,000 to \$100,000		2.91	2.91	2.91	2.91	+135	0.190
\$100,000 to \$499,000		2.14	2.14	2.14	2.15	+135	0.120
\$500,000 to \$999,000		1.55	1.55	1.55	2.30	+135	0.070
\$1,000,000 and over		1.48	1.48	1.48	2.23	+135	0.045
9-Year Install. Plan							
\$50,000 to \$100,000		2.89	2.89	2.89	2.89	+135	0.170
\$100,000 to \$499,000		2.10	2.10	2.10	2.26	+135	0.110
\$500,000 to \$999,000		1.51	1.51	1.51	2.26	+135	0.060
\$1,000,000 and over		1.43	1.43	1.43	2.18	+135	0.040
10-Year Install. Plan							
\$50,000 to \$100,000		2.86	2.86	2.86	2.86	+135	0.160
\$100,000 to \$499,000		2.06	2.06	2.06	2.32	+135	0.100
\$500,000 to \$999,000		1.46	1.46	1.46	2.21	+135	0.060
\$1,000,000 and over		1.38	1.38	1.38	2.13	+135	0.040
12-Year Install. Plan** - One Time Rate Adjustment							
\$100,000 to \$499,000		2.88	2.88	2.88	2.88	+135	0.080
\$500,000 to \$999,000		2.81	2.81	2.81	2.81	+135	0.050
\$1,000,000 and over		2.37	2.37	2.37	2.72	+135	0.035
15-Year Install. Plan** - One Time Rate Adjustment							
\$100,000 to \$499,000		2.89	2.89	2.89	2.89	+135	0.070
\$500,000 to \$999,000		2.82	2.82	2.82	2.82	+135	0.040

\$1,000,000 and over	2.58	2.58	2.58	2.73	+135	0.030
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* Non Rated Lessee - even though an end user may not be rated, if they have audited financial reports or other acceptable forms of financial statements, they may qualify for 'Rated' category pricing.

** Municipal entities with transactions greater than \$1,000,000 may qualify for a fixed interest rate on terms greater than 10 years subject to credit approval.

Any end user who is non Bank Qualified may need to add 30-50 basis points to the above rates, depending on the collateral type and overall \$ amount of the project.

For a HGAC member to generate the final interest rate, they would need to complete the following steps:

1. Identify the dollar amount of the project being financed, preferred finance term (e.g., 5 or 7 years & rating -if any).
2. Confirm if you are using a municipal tax-exempt or non-tax-exempt rate. If a customer needs assistance to determine this classification, CLP would be happy to assist.
3. Locate the appropriate dollar amount and finance term provided on the pricing matrix.
4. Collect the basis points listed on the matrix for the appropriate terms being used.
5. Source the SOFR Swap rate from one of the following websites, being sure to select a corresponding term. For example, if you are using a 5-year term, please use the 5-year SOFR Swap Rate. If you are selecting a term that is not represented by a like-term SOFR Swap, please take the average of the SOFR rates between the terms provided. For example, for a 6- year term, use the SOFR Swap rates for the 5- and 7-year terms, and divide by two.
 - a. <https://www.chathamfinancial.com/technology/us-market-rates>
 - b. <https://financelobby.com/interest-rate-swaps/>
6. To determine the final rate, take the collected basis points from the pricing matrix and add the like-term SOFR Swap rate from one of the websites above (see example below).
 - a. Example: \$600,000, purchase for a rated 7-year term for a municipal tax-exempt lease
 - i. Basis points from pricing matrix = 1.59
 - ii. Corresponding 7 year SOFR Swap Rate = 3.496% on 4/29/25
 - iii. HGAC basis points: 0.080
 - iv. Final interest rate: $1.59 + 3.496 + 0.08 = 5.17\%$