



City of Lompoc

RFP No.2718

Municipal Master Lease Purchase Financing

June 27, 2013

Notice is hereby given that sealed Proposals will be received per the attached specifications, at the office of the Purchasing and Materials Manager, 1300 West Laurel Avenue, Lompoc, California, until 2:00 p.m. on July 22, 2013 2:00 p.m. Pacific Standard Time.

Proposals will not be publicly opened and read.

Proposals are accepted at and all questions and bids should be sent via email to Ray Ambler at r_ambler@ci.lompoc.ca.us, by mail or fax to (805)875-8633.

Please immediately complete the Proposer Contact Information Sheet and fax to 805-735-7628 to be added to the list to receive all clarifications and addendums. **Late proposals will be not be considered but retained in file.**

A handwritten signature in black ink that reads 'Ray Ambler'.

Ray Ambler

Purchasing & Materials Manager



"Proposer Registration Sheet"

Please let us know if you are working on this solicitation. Immediately complete and fax this page to (805) 735-7628 to be added to the list to receive all clarifications and addendums.

1. Complete this form (prints or types your information).
2. Fax the completed sheet to (805) 735-7628.

Company Name

Signature of Authorized Representative

Name of Proposer

Name & Title (please print)

Street Address

E-Mail Address

City, State, Zip Code

Telephone Number

Date

Facsimile Number

Web Page Address

Scope of Services

The City of Lompoc is soliciting bids for the lease purchase of vehicles and to refinance existing loans at improved rates. The terms and conditions of the financing are as follows:

Lessee:

City of Lompoc, California

PROJECT:

The City will use the proceeds to purchase vehicles, to be delivered between 2013 and 2014 (see attached list) and to refinance existing loans at improved rates (see the attachments).

PAYMENT FREQ:

Semi-Annual in Arrears

SECURITY:

The Lease is secured by a lien on the vehicles. The City will provide the winning bidder with a Certificate of Title for the vehicles as they are received. Copies of all invoices will be forwarded prior to funding. It is the winning bidder's responsibility to incur any cost associated with establishing a position as lien holder with respect to the equipment.

FUNDING DATE RFP expected timeline *

- RFP issued by the City June 27, 2013
- Deadline for RFP questions (2:00 PM PST) July 5, 2013
- Answers to RFP questions available on-line July 1, 2013
- Proposals Due (2:00 PM PST) July 22, 2013
- Approval Process August 6, 2013
- Lease Closing on or before August 8, 2013
- It is anticipated that the selection of a Firm will be completed by September 1, 2013.

FINANCIAL INFORMATION

The City's annual budget documents, basic and comprehensive annual statements report for the most recent ten fiscal years ending June 30th are found on the City's website:

<http://www.cityoflompoc.com/ManagementServices/finance/>

OFFICIAL PROPOSAL FORM
TAX-EXEMPT LEASE PURCHASE TRANSACTION
FOR CITY OF LOMPOC, CALIFORNIA
Complete and Return

For Fiscal Year 2013-15

Transaction Size:

Seven (7) years:	\$ 610,570
Ten (10) years:	\$ 1,332,689
(15) Year vehicle	\$ 547,718

New Recent Equipment	\$2,490,977
Refinance Equipment	\$6,403,701

Term: 5-15 years

- Structure: Semi-annual payments of principal and interest in arrears.
- Annual level debt service
- Funds are estimated to be required in September, 2013.
- Proposers should provide their all-in cost of financing.
- This is a fixed rate bid that is good for the 45 days from the July 22, proposal due date to and including the timeline lease.

Specify the basis for the recalculation of the rate should the lease closing occur after 45 days

Deliverables:

Each submittal shall include requested information above and the following:

1. Amortization schedules for lease term for each new or Refinance item.
 - a. (7 yr. 10 and 15 yr. Options)
2. Interest Rate good for 45 days.
 - a. (7 yr. 10 and 15 yr. Options)
3. Escrow information and pre-payment options completely explained.

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4. References of 5 municipal leases you have financed, with references listed and phone numbers.
 5. List of proposers key contact personnel, and information about your firm, including years in business, etc.
 6. Attach a detailed sequence of events included in the lease purchase process, from application to closing.
 7. Amortization year period and Compound period
 8. Bid packages should include the
 - a. borrowing rates for each group of vehicles, as well as
 - b. a copy of the standard documents,
 - c. Terms, and conditions that will apply if the bid is selected.
 - d. All fees and expenses must be identified.
 9. Can you fund in the time line noted above?

TOTAL AMORTIZATION PAYMENTS BY COMPONENT
Complete and return

Lifetime Amortization schedule totals for each

New Equipment

Vehicle Item Identifier	Description	Financing life total amortization from amortization Schedule	Interest rate
0091	Refuse Truck Side Load		
0092	Refuse Truck Side Load		
9273	Freightliner Digger Derrick		
7271	Patch Truck		
8112	Ford Pick Up Truck		
0048	Brush Fire Truck		
5641	Scraper		
N/A	Replace Scale at Landfill		

Refinance Equipment

Lease Item Identifier	Description	Financing life total amortization from amortization Schedule	Interest rate
A. Bank of America Public Capital Corp.	Aerial Truck, Loader, Street Sweeper, Sewer Flusher		
B. Siemens Financial Services	Water SCADA System, Water & Electric AMR Meters		
C. Siemens Financial Services	2 D-8 Dozers and 1 Fire Truck		
D. Capital One Public Financing	3 Refuse Trucks & 1 Street Sweeper		
E. Capital One Public Financing	3 Aerial Trucks, 1 Maxi-Grinder, & 1 Mobile Service Truck		
F. G.E. Capital	12/10/2013 Energy Efficiency Projects		

Sum of all amortizations (New and Refinance) \$ _____

PROPOSAL SIGNATURE FORM
(Complete & return)

All information submitted by proposer, including signatures, must be original. Copies will not be accepted. The representations herein are made under penalty of perjury.

We hereby certify that:

- That this proposal was not made in the interest of or on behalf of any undisclosed person, partnership, association or corporation.
- That this proposal is genuine and not collusion or sham; and that we did not, directly or indirectly, induce or solicit anyone else to submit a false or sham proposal.
- That we have not, directly or indirectly, by agreement, communication or conference with anyone attempted to induce action prejudicial to the interest of the City of Lompoc, or any other proposer or anyone else interested in the proposed contract; and further,
- Did not, in any manner, directly or indirectly, seek by agreements, communications, or conference with anyone to raise or fix any overhead, profit, or cost element of this proposal price, or that of anyone else.

We hereby offer to sell the City of Lompoc the above material and/or service at the prices shown and under the terms and conditions printed hereon or attached or referenced.

(Please type or print)

COMPANY NAME
REPRESENTATIVE

SIGNATURE OF AUTHORIZED

ADDRESS

NAME AND TITLE (PLEASE PRINT)

CITY, STATE AND ZIP CODE

E - MAIL ADDRESS

PHONE NUMBER

WEB PAGE

FAX NUMBER

DATE

Ray Ambler, Purchasing & Materials Manager
1300 West Laurel Avenue
Lompoc, CA 93436
(805)875-8003 (805)735-7628 FAX

The sole point of contact in the City is the Procurement Officer. Questions regarding this solicitation must be directed **in writing** to the Procurement Officer.

1. An award is final only upon approval by the appropriate office of the City of Lompoc and execution on behalf of the City.
2. The City may amend this solicitation with an addendum to all registered proposers.
3. The City may cancel this solicitation, OR reject all proposals when this is determined to be in the City's best interests.
4. The City may accept or reject all proposals, in whole or in part, and waive or permit cure of minor irregularities.
5. All proposals submitted by Seller to Proposer should be submitted upon the attached using the City's forms, completed and signed.
6. Awards will be made to realize the greatest savings to the City and may not necessarily be the lowest proposal.
7. Submission of a signed proposal means the proposer has agreed to all conditions, instructions, descriptions and specifications contained herein.
8. The only terms that will be honored are those terms included in general and special conditions and instructions, purchase order or other documents issued by the City.
9. All time limits stated are of the essence and must be complied with. Any proposals received after closing time stipulated will be returned unopened.
10. LAWS GOVERNING CONTRACT: The contract shall be in accordance with the laws of the State of California and the County of Santa Barbara, California is the only appropriate forum for any litigation.
11. ATTORNEY'S FEES In the event a suit or action is instituted arising out of any contract, the prevailing party shall be entitled to receive, in addition to its cost, such sum as the court may adjudge reasonable as to attorney's fees and costs.
12. ENTIRE AGREEMENT: Any Agreement resulting from this RFP will consist of the following documents, in order of precedence, and shall be the entire agreement between parties:
 - A) Purchase Order
 - B) CITY's Request for Proposals
 - C) Attachment A
 - D) CONTRACTOR's Proposal
22. Time of Bid Submission: Bids or Proposals shall be submitted so as to be received in the office designated in the invitation for bids not later than the exact time set for opening of bids.

DEVIATIONS:
Complete and Return

No deviations deviations listed below

Bidders shall note any and all exceptions in space provided. Failure to note said exceptions shall be interpreted to mean that the bidder will perform in the manner described and/or specified in this solicitation.

City of Lompoc
 Fleet Department
 2013-15 Budget
 Vehicles to be replaced

Vehicle#	Department	Model Yr	Vehicle Description	Replacement Budget Year	Estimated Replacement Cost	Estimated Useful Life
0091	Solid Waste	2008	Refuse Truck-Side Load	FY 13-14	\$ 305,285	7 years
0092	Solid Waste	2008	Refuse Truck-Side Load	FY 13-14	305,285	7 years
9271	Electric	2003	Freightliner Digger	FY 14-15	287,416	10 years
7271	Streets	1994	Patch Truck	FY 13-14	93,664	10 years
8112	Water	2003	Ford Pickup	FY 13-14	71,561	10 years
0048	Fire	1992	Brush Truck	FY 13-14	414,299 *	10 years
5641	Solid Waste	1990	Scraper	FY 14-15	547,718	15 years
N/A	Solid Waste	N/A	Replace scale at landfill	FY 12-1	465,749 **	10 years
				Total	\$ 2,490,977	

* - Brush Truck replacement cost includes purchase of vehicle (approx \$340,000) as well as separate purchase(s) of items to outfit vehicle, such as hoses and other attachments (approx \$75,000).

** - Scale replacement project was completed on 2/25/13 - completion was accepted on 3/19/13 (includes construction costs only).

Totals by estimated useful life

7 year vehicles	\$ 610,570
10 year vehicles	1,332,689
15 year vehicle	<u>547,718</u>
Total	\$ 2,490,977

City of Lompoc

Lease Financing

Current leases to be refinanced

	Original Lessor	Original Principal	Original Term	Purchase Price	Remaining Principal	Current Rate	Payment	Payment Frequency	Payments remaining	Next pmt due	Assets purchased with funds
A. Banc of America Public Capital Corp.	Koch	661,203.00	10 years	195,240.86	191,412.61	4.14%	40,692.33	Semi-annual	5	8/15/2013	Aerial Truck, Loader, Street Sweeper, Sewer Flusher
B. Siemens Financial Services	Citi-Capital	1,703,499.00	10 years	866,294.29	849,308.13	3.95%	103,929.23	Semi-annual	9	12/12/2013	Water SCADA System, Water & Electric AMR Meters
C. Siemens Financial Services	Citi-Capital	977,287.00	15 years	704,106.70	690,300.69	4.40%	44,844.90	Semi-annual	19	12/12/2013	2 D-8 Dozers and 1 Fire Truck
D. Capital One Public Financing	Deutschebank	868,643.00	7 years	545,752.72	529,857.01	4.75%	73,504.42	Semi-annual	8	9/1/2013	3 Refuse Trucks & 1 Street Sweeper
E. Capital One Public Financing	Deutschebank	881,768.00	10 years	680,186.26	660,375.01	5.07%	56,623.21	Semi-annual	14	9/1/2013	3 Aerial Trucks, 1 Maxi-Grinder, & 1 Mobile Service Truck
F. G E Capital	Citi-Capital	4,282,035.68	20 years	3,517,272.33	3,482,447.82	4.55%	169,526.62	Semi-annual	28	12/10/2013	Various energy-efficiency projects
				6,508,853.16	6,403,701.27						