



## HIGHLAND PUBLIC CAPITAL

Phone: (205) 699-2675 Fax: (205) 699-2679  
Watts: (800) 299-2982

To whom it may concern:

This information pertains to the arranging of municipal financing for the recommended Eagleye system by Falcon Direct. The system assumes installation of five vehicle mounted cameras with remote body microphone, rear seat camera with microphone, GPS, and the exclusive Falcon Direct TimeShare service program. The complete package including a dedicated dual drive PC for reviewing and archiving data has a budgetary price of \$25,000 which is the basis for the quotation on the following page.

Municipal financing has played a major role in financing of equipment and vehicles for many years. With an ever-changing economic picture and changes to your tax base, municipal financing has never made more sense than it does now. Municipal financing can generate use while preserving capital.

- Capital improvement use is maximized if it is acquired on a time basis as opposed to an up-front purchase.
- Municipal financing provides many advantages that traditional financing does not.

Municipalities have utilized this form of financing for computers; vehicles, office equipment; two-way communications equipment, digital recording systems, E-911 systems, software, and in-car video systems. Our contracts are all billed in arrears (no advance payments or fees) and include the Non-Appropriation of Funds Language. If you are considering any other type financing, please make sure it includes this.

If you have any questions pertaining to this information, or if you would like a funding program based on any desired amount, please call me directly at 800-299-2982.

Sincerely,

*Brad Schwoebel*

Bradford D. Schwoebel  
HIGHLAND PUBLIC CAPITAL

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## HIGHLAND PUBLIC CAPITAL

Of Service to Law Enforcement Agencies since 1984



Total estimated equipment purchase price	<b><u>\$25,000</u></b>
60 month term – Monthly payments	\$510
or, if you prefer – Annual payments	\$6,128

**Structure of Agreement:**

The first monthly payment will be due **30 days** from the date of installation  
The first annual payment will be due **360 days** from the date of installation

Municipal Financial Agreement - contract is structured in accordance with all State of Georgia and United States federal regulations and guidelines. This is a full payout contract

**Includes Non-appropriation of funds clause** (annual appropriation/funding out language)

Other items (**police vehicles**, communications equipment, radar, office equipment, computers, software, weapons) maybe added to the contract.

**For additional information pertaining to the advantages of municipal financing, please look at our website:**

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

The payments quoted are subject to change without notice. For current prices with a 30 day price protection guarantee, or if you have addition questions, please call please call Brad Schwoebel at 800-299-2982.



## **STILL WORKING WITH WORN OUT TECHNOLOGY?**

In today's economic climate, many government agencies are more and more challenged to provide funding for essential equipment, vehicles, and services.

**HIGHLAND PUBLIC CAPITAL** is dedicated to helping you by providing tax exempt municipal financing. We provide creative solutions designed to overcome budgetary restrictions.

**WE HELP YOU STRETCH YOUR TAX BASE AND BUDGETED DOLLARS.**

**HIGHLAND PUBLIC CAPITAL** provides an economic alternative to traditional bond and conventional bank financing. The big differences are:

- Municipal Financing does not require voter approval and eliminates the expense of bond issues
- Municipal Financing is not considered a direct long term debt. Because of the Non-Appropriation of Funds Language (Annual Funding out Clause), Municipal Financing does not create debt for any longer than the current fiscal year.
- Municipal Financing does not count against your constitutional debt limit. Debt to fund balance ratios are very important in keeping a good rating as well as staying within statutory requirements.

Other Benefits of Municipal financing include:

- Enhance year-to-year budgetary financing
- Pay for equipment /vehicles over their useful life
- Is a hedge against inflation
- Lowers yearly expenditures
- Strengthens your budget
- Strengthens your cash flow position
- Ties payments directly to tax income vs. expenses
- Offers extremely flexible terms
- Avoids inflation delay costs
- Helps avoid obsolescence



Brad Schwoebel @ (800) 299-2982