

**Ford Motor Credit Company
Municipal Finance Application**

Legal Name of Municipality ("Lessee")	Department Using Equipment ("equipment")	Years in Operation										
Federal ID Number	County											
Street Address	City, State and Zip											
Billing Address (if different from above)	City, State and Zip											
Accounts Payable Contact Person:	Accounts Payable Phone Number											
How will equipment be used?	Does this equipment replace previous equipment? <input type="checkbox"/> Yes; replaces equipment purchased in _____ (year(s))											
How many units currently perform this function?	<input type="checkbox"/> No; explain _____ <i>If more space is needed, continue on additional sheet.</i>											
<p align="center">Breakdown of Vehicles in Fleet</p> <table border="0"> <tr> <td>Number of Vehicles in Fleet:</td> <td>Range of Model Year(s)</td> </tr> <tr> <td>_____</td> <td>_____</td> </tr> <tr> <td>_____</td> <td>_____</td> </tr> <tr> <td>_____</td> <td>_____</td> </tr> <tr> <td>_____</td> <td>_____</td> </tr> </table> <p><i>If more space is needed, continue on additional sheet.</i></p>	Number of Vehicles in Fleet:	Range of Model Year(s)	_____	_____	_____	_____	_____	_____	_____	_____	Public Liability Insurance coverage limits in the amount of \$1 million or the State maximum (if lower) is required.	
	Number of Vehicles in Fleet:	Range of Model Year(s)										
	_____	_____										
	_____	_____										
	_____	_____										
_____	_____											
		Self Insured: <input type="checkbox"/> No <input type="checkbox"/> Yes;										
		the Appropriated Loss Reserve Amount: \$ _____										
		Name of Insurance Provider:										
		Phone Number, including Area Code:										
		General Liability Coverage Limits: \$ _____										
Source of funds for proposed payments: <input type="checkbox"/> General Fund <input type="checkbox"/> _____ Fund	Fiscal Year End:	Date of most recent Audited Financial Statement:										
	Fund Balance: \$ _____ As of _____	Funds have been appropriated for the current year: <input type="checkbox"/> Yes <input type="checkbox"/> No Major source of revenue: _____										
Bank Reference:	Bank Contact Name and Phone Number, including Area Code:											

CERTIFICATION

I am the duly appointed, qualified and acting _____ (Clerk or Secretary) of the Lessee and I certify as follows:
 (1) Lessee did, at a meeting of the governing body of the Lessee held on _____, _____, by motion duly made, seconded and carried, in accordance with all requirements of law, approve and authorize the execution and delivery of the proposed Lease of the equipment on its behalf by the following representative of the Lessee.

This signature line is to be signed by a person authorized by the governing body to execute the Lease on behalf of the Lessee.

Print Name and Title of Authorized Official	Signature of Authorized Official
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(2) The meeting of the governing body of the Lessee at which the Lease was approved and authorized to be executed was duly called, regularly convened and attended throughout by the requisite majority of the members thereof or by other appropriate official approval and that the action approving the Lease and authorizing the execution thereof has not been altered or rescinded. The above-named representative of the Lessee held at the time of such authorization and holds at the present time the office set forth above.
 (3) The above information is true and correct, to the best of my knowledge.

(Signature of Clerk or Secretary)

(Print Name)

(SEAL) Dated _____, _____.
 Subscribed and sworn before me this _____ day of _____, _____.

Notary Public
An executed Opinion of Counsel will be required for transactions totaling more than \$100,000.
Printed Name of Attorney for Lessee: _____ Attorney Phone and Fax Numbers, including Area Code: _____

Revised September 2001

PLEASE NOTE: An ORIGINAL SEALED/NOTARIZED Municipal Finance Application is required when a transaction is \$100,000 or less AND there is no Opinion of Counsel provided. Please fax an advance copy to (623) 873-5091. Mail original to: Pioneer Ford 7501 W. McDowell RD, Phoenix, AZ 85035; ATTN: Jim Mitchell.
A COPY of the Municipal; Finance Application (MFA) is acceptable when an ORIGINAL executed Opinion of Counsel is provided. In this instance, the MFA does not need to be notarized and sealed. Please fax a copy to (623) 873-5083.

**FORD CREDIT
MUNICIPAL FINANCE PROGRAM**

**FORD CREDIT'S MUNICIPAL PROGRAM IS NOT A TRUE LEASE. IT IS A LEASE/PURCHASE
WITH FULL OWNERSHIP REALIZED AT TERM END.**

- **It provides an alternative to bonds as a source of tax exempt financing.**
- **It resembles a conditional sales transaction in form:**
- **Lessee finances the acquisition over the term of the lease.**
 - **Payments are made up of principal and interest; Lessee acquires equity with each payment (First payment due upon delivery is applied against the principal balance).**
 - **Lessee purchases vehicle at lease end for \$1.00**
 - **Title to the vehicle passes to Lessee at the beginning of the lease; Ford Credit is secured as the first Lien holder.**
- **Lease/Purchase financing does not create a long-term debt obligation (in most states) because the Agreement contains a non-appropriation of funds clause. Ford Credit bears the non-appropriation risk.**

WHO IS ELIGIBLE:

- **State level and below public tax supported entities. Non-profit organizations may be accommodated, but only on a taxable basis. The rate charged will be higher because Ford Credit must pay tax on the interest income received.**

KEY POINTS TO REMEMBER:

- **Ford Credit *does not require* a down payment or security deposit**
- **No prepayment penalty or mileage restrictions**
- **Ford ESP, attached equipment, accessories, state sales tax and other associated costs may be included in the amount financed.**
- **Flexible payment schedules are offered (Monthly, Quarterly, Semi-Annual and Annual)**
- **Term lengths offered are consistent with the expected useful life of vehicle:**
 - **2-4 years for Police Pursuit Vehicles**
 - **3-5 years for Administrative cars and Light Trucks**
 - **3-7 years for Medium, Heavy Duty Trucks and Tractors**
 - **Up to 10 years for Fire Pumpers**
- **Competitive, tax-exempt interest rates**
- **\$1 buyout**
- **Governmental Price Concessions are available**

**A \$350.00 DOCUMENTATION FEE IS REQUIRED PER TRANSACTION, WHICH CAN BE
PAID AT DELIVERY OR INCLUDED IN THE AMOUNT FINANCED.**