



Governmental Finance

5130 Parkway Plaza Boulevard
Charlotte, North Carolina 28217
Phone (704) 954-1700
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March 17, 2021

Mr. John Buchanan
City of Hendersonville, NC
160 6th Ave East
Hendersonville, NC 28792

Dear Mr. Buchanan:

Truist Bank (“Lender”) is pleased to offer this proposal for the financing requested by the City of Hendersonville, NC (“Borrower”).

PROJECT: Installment Financing Agreement for Purchase of a Fire Apparatus and Equipment

AMOUNT: \$800,000.00

TERM: 15 years

INTEREST RATE: 2.47%

TAX STATUS: Tax Exempt – Non-Bank Qualified

PAYMENTS: Interest: Semi-Annual
Principal: Semi-Annual

**INTEREST RATE
CALCULATION:** 30/360

SECURITY: Vehicles and Equipment

**PREPAYMENT
TERMS:** Prepayable in whole at any time without penalty

**RATE
EXPIRATION:** April 30, 2021

**DOCUMENTATION/
LEGAL REVIEW
FEE:** N/A

FUNDING: Proceeds will be deposited into an account held at Lender pending disbursement unless equipment is delivered prior to closing.

DOCUMENTATION: Lender proposes to use its standard form financing contracts and related documents for this installment financing. We shall provide a sample of those documents to you should Lender be the successful proposer.

The financing documents shall include provisions that will outline appropriate changes to be implemented in the event that this transaction is determined to be taxable in accordance with the Internal Revenue Service Code. All documentation must be deemed appropriate by Lender before closing.

REPORTING

REQUIREMENTS: Lender will require financial statements to be delivered within 270 days after the conclusion of each fiscal year-end throughout the term of the financing.

Should we become the successful proposer, we have attached the form of a resolution that your governing board can use to award the financing to Lender. If your board adopts this resolution, then Lender shall not require any further board action prior to closing the transaction.

Lender shall have the right to cancel this offer by notifying the Borrower of its election to do so (whether this offer has previously been accepted by the Borrower) if at any time prior to the closing there is a material adverse change in the Borrower's financial condition, if we discover adverse circumstances of which we are currently unaware, if we are unable to agree on acceptable documentation with the Borrower or if there is a change in law (or proposed change in law) that changes the economic effect of this financing to Lender.

Costs of counsel for the Borrower and any other costs will be the responsibility of the Borrower.

The stated interest rate assumes that the Borrower expects to borrow more than \$10,000,000 in the current calendar year and that the financing will qualify as tax-exempt financing under the Internal Revenue Code. Lender reserves the right to terminate this bid or to negotiate a mutually acceptable interest rate if the financing is not tax-exempt financing.

We appreciate the opportunity to offer this financing proposal. Please call me at (803) 413-4991 with your questions and comments. We look forward to hearing from you.

Sincerely,

Truist Bank



Andrew G. Smith
Senior Vice President

Hendersonville, NC - Fire Apparatus & Equipment (DRAFT)

Compounding Period: Semiannual

Nominal Annual Rate: 2.470%

Cash Flow Data - Loans and Payments

	Event	Date	Amount	Number	Period	End Date
1	Loan	03/17/2021	800,000.00	1		
2	Payment	09/17/2021	32,073.49	30	Semiannual	03/17/2036

TValue Amortization Schedule - Normal, 360 Day Year

	Date	Payment	Interest	Principal	Balance
Loan	03/17/2021				800,000.00
2021 Totals		0.00	0.00	0.00	
1	09/17/2021	32,073.49	9,880.00	22,193.49	777,806.51
2	03/17/2022	32,073.49	9,605.91	22,467.58	755,338.93
2022 Totals		64,146.98	19,485.91	44,661.07	
3	09/17/2022	32,073.49	9,328.44	22,745.05	732,593.88
4	03/17/2023	32,073.49	9,047.53	23,025.96	709,567.92
2023 Totals		64,146.98	18,375.97	45,771.01	
5	09/17/2023	32,073.49	8,763.16	23,310.33	686,257.59
6	03/17/2024	32,073.49	8,475.28	23,598.21	662,659.38
2024 Totals		64,146.98	17,238.44	46,908.54	
7	09/17/2024	32,073.49	8,183.84	23,889.65	638,769.73
8	03/17/2025	32,073.49	7,888.81	24,184.68	614,585.05
2025 Totals		64,146.98	16,072.65	48,074.33	
9	09/17/2025	32,073.49	7,590.13	24,483.36	590,101.69
10	03/17/2026	32,073.49	7,287.76	24,785.73	565,315.96
2026 Totals		64,146.98	14,877.89	49,269.09	
11	09/17/2026	32,073.49	6,981.65	25,091.84	540,224.12
12	03/17/2027	32,073.49	6,671.77	25,401.72	514,822.40
2027 Totals		64,146.98	13,653.42	50,493.56	
13	09/17/2027	32,073.49	6,358.06	25,715.43	489,106.97
14	03/17/2028	32,073.49	6,040.47	26,033.02	463,073.95
2028 Totals		64,146.98	12,398.53	51,748.45	
15	09/17/2028	32,073.49	5,718.96	26,354.53	436,719.42
16	03/17/2029	32,073.49	5,393.48	26,680.01	410,039.41

2029 Totals	64,146.98	11,112.44	53,034.54	
17 09/17/2029	32,073.49	5,063.99	27,009.50	383,029.91
18 03/17/2030	32,073.49	4,730.42	27,343.07	355,686.84
2030 Totals	64,146.98	9,794.41	54,352.57	
19 09/17/2030	32,073.49	4,392.73	27,680.76	328,006.08
20 03/17/2031	32,073.49	4,050.88	28,022.61	299,983.47
2031 Totals	64,146.98	8,443.61	55,703.37	
21 09/17/2031	32,073.49	3,704.80	28,368.69	271,614.78
22 03/17/2032	32,073.49	3,354.44	28,719.05	242,895.73
2032 Totals	64,146.98	7,059.24	57,087.74	
23 09/17/2032	32,073.49	2,999.76	29,073.73	213,822.00
24 03/17/2033	32,073.49	2,640.70	29,432.79	184,389.21
2033 Totals	64,146.98	5,640.46	58,506.52	
25 09/17/2033	32,073.49	2,277.21	29,796.28	154,592.93
26 03/17/2034	32,073.49	1,909.22	30,164.27	124,428.66
2034 Totals	64,146.98	4,186.43	59,960.55	
27 09/17/2034	32,073.49	1,536.69	30,536.80	93,891.86
28 03/17/2035	32,073.49	1,159.56	30,913.93	62,977.93
2035 Totals	64,146.98	2,696.25	61,450.73	
29 09/17/2035	32,073.49	777.78	31,295.71	31,682.22
30 03/17/2036	32,073.49	391.27	31,682.22	0.00
2036 Totals	64,146.98	1,169.05	62,977.93	
Grand Totals	962,204.70	162,204.70	800,000.00	