



UNIFIED

FLEET SERVICES

Prepared for:

San Juan County

May 20, 2025

Requested Vehicles & Pricing Options

Requested:

- Vehicle #1 - 2025 Ford F150 XLT @15K miles p/year w/\$10,000 upfit
- Vehicle #2 - 2025 Chevy Tahoe Z71 @15K miles p/year w/\$7,000 upfit

Vehicle Options

Vehicle #1 - 2025 Ford F150 XLT @15K miles p/year w/\$10,000 upfit

Current Market Residual – 3 Year – Breakeven / No Equity

Year	Payment - Annual	Payment - Monthly	Balance	Projected Residual	Projected Equity
1	\$8,340	\$751.19	\$61,180	\$51,763	-\$6,393
2	\$8,340	\$751.19	\$52,260	\$48,720	-\$4,283
3	\$8,340	\$751.19	\$42,769	\$47,521	\$0

Vehicle #2 - 2025 Chevy Tahoe Z71 @15K miles p/year w/\$7,000 upfit

Current Market Residual – 3 Year

Year	Payment - Annual	Payment - Monthly	Balance	Projected Residual	Projected Equity
1	\$11,163	\$961.15	\$67,390	\$57,021	-\$10,369
2	\$11,163	\$961.15	\$59,612	\$55,563	-\$4,049
3	\$11,163	\$961.15	\$51,367	\$51,367	\$0

- 1) Interest rates and pricing assume a minimum of \$100,000 in financed vehicles/equipment. Final payments and interest rates may vary based on total financed amount.
- 2) If applicable, equipment pricing quoted is based on upfitter's best estimate. Final pricing is determined after all equipment is ordered and labor for installation is completed. Once financing is finalized, any variance in final equipment price must be paid in full by the client. Please budget accordingly.

Next Steps

1. Complete and return the Acceptance Form below to UFS.
2. Complete and return the Credit Application provided by UFS.
3. UFS submits to Bank for underwriting and approval.
4. Bank issues lease documents through E-Sign. Customer must verify the date the resolution was adopted.
5. Customer/Insurance Agent must provide proof of insurance to Bank/UFS.
6. Once items 1-5 are completed, vehicle delivery is scheduled.

Acceptance

[] I have reviewed the attached Terms and Conditions and request Unified Fleet Services to pursue underwriting and approval of a commitment for the described lease agreement with the following quantities:

[] Vehicle 1 – 36 Monthly payments of \$751.19

[] Vehicle 2 – 36 Monthly payments of \$961.15

Accepted this ____ day of _____, 2025

(Entity Name)

Federal Tax ID#: _____

By: _____

Printed Name: _____

Title: _____

Authorization: Lessee acknowledges and agrees that Lessor may furnish all Lessee presented information, financials, analysis, and related credit and review materials to its employees, counsel, and agents as well as its participants and assigns. Lessee authorizes Lessor to contact Lessor' funding partners, and all trade suppliers and other references of Lessee, and to order any and all credit checks and investigative reports, all as Lessor deems necessary in connection with the evaluation of the transaction.

Confidentiality: Except as required by law, the proposal and its terms and conditions will not be disclosed publicly or privately except to those individuals who are your officers, employees or advisors who have a need to know because of being involved in the proposed financing. The foregoing confidentiality provisions shall not apply to the disclosure of the federal income tax structure or treatment of the proposed financing.

Additional Terms

- This is a proposal only and is not a commitment to finance. This proposal is subject to credit review and approval and proper execution of mutually acceptable documentation.
- Failure to consummate this transaction once credit approval is granted and the documents are drafted and delivered to Obligor may result in a documentation fee being assessed to the Obligor.
- This transaction must be credit approved, all documents properly executed and returned to Unified Fleet Services, LLC and their assignees, financial partners and related and the transaction funded on ALL proposals within 30 days of this proposal. If funding does not occur within that time-frame, or there is a change of circumstance which adversely affects the expectations, rights, or security of Obligee or its assignees, then Obligee or its assignees reserve the right to adjust and determine a new interest rate factor and payment amount, or withdraw this proposal in its entirety. Should there be a significant change in market rates at any time prior to funding of the transaction, Unified Fleet Services, LLC and their assignees and partners reserves the right to adjust the Interest Rate quoted above.
- This transaction must be designated as tax-exempt under Section 103 of the Internal Revenue Code of 1986 as amended.
- OBLIGOR'S TOTAL AMOUNT OF TAX-EXEMPT DEBT TO BE ISSUED IN THIS CALENDAR YEAR WILL NOT EXCEED THE \$10,000,000 LIMIT, OR THE INTEREST RATE IS SUBJECT TO CHANGE.