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Wells Fargo Brokerage Services, LLC has entered into an arrangement with its affiliated banks under which WFBS may pay compensation to them up to 10% of our net fee for referrals and assistance in finding, soliciting and obtaining business.



CTSI Governmental Lease-Purchase Program



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County Technical Services, Inc.
*sponsors a governmental lease-
purchase program in conjunction with
Wells Fargo Brokerage Services, LLC,
providing counties and other
governmental entities with a new
financing alternative.*

What is the CTSI Governmental Lease-Purchase Program?

Short to medium term, tax-exempt, fixed rate financing is available to counties and other governmental entities through the Public Finance Division of Wells Fargo Brokerage Services, LLC (WFBS). A lease-purchase is a proven alternative to traditional loans, bonds, and internal funding. It is a type of conditional sales contract that immediately passes ownership of the property to you, subject to a security interest.

Why Choose a Lease-Purchase?

Lease financing can work in your favor. A lease-purchase from Wells Fargo offers you:

- attractive tax-exempt rates
- terms of up to ten years
- thirty days to lease closing
- precise, quantifiable costs of borrowing
- “user friendly” documentation
- fully amortizing payment schedules
- flexible payment terms
- fixed rate financing
- 100% financing, no down payment required

Counties and Other Colorado Governmental Entities Benefit From:

- maintain cash reserves
- meets Amendment I requirement (no taxpayer vote required)
- acquire essential equipment quickly and conveniently
- avoid additional pressure to debt limitations
- expand financing capabilities without complex budget restructuring
- retain the benefits of ownership
- spread property costs over its useful life
- refinance existing lease-purchase contracts

What’s the Cost?

For counties and other governmental entities that have excess operating cashflows, lease-purchases are generally quite competitive with bond financing when all the issuing costs and fees involved in a bond issue are considered. Our lease pricing is expressed as simple interest (Annual Percentage Rate) and aside from any cost you might incur in providing a legal opinion and origination fee, there are no closing costs, placement or trustee fees, or other miscellaneous “extra” charges.

Also, with a lease-purchase transaction, there are substantial cost savings in time and effort compared to a bond issuance. The vote and bond processes can take months and a significant amount of time from several people. Leases can often be done in days and always with minimal involvement by you.

The specific interest rate depends on the cost and type of property being financed, the term of the lease-purchase and your county’s credit standing.

What can be Leased?

- courthouses and jails
- civic and senior centers
- real property
- public works buildings
- law enforcement/emergency facilities, equipment
- renovation projects
- personal property
- energy improvements
- cars, trucks, buses, fire apparatus
- road and construction equipment
- computers and word processing equipment
- telephone and radio communications systems
- office furnishings and equipment
- landfill equipment

Minimum Amount — \$40,000
No Maximum

Why Choose WFBS Public Finance?

Wells Fargo Brokerage Services, LLC offers friendly, fast, and professional service. You tell us what you need. We will work with you, your budget, and your timetable. Wells Fargo specializes in all facets of public finance: general obligation bonds, revenue bonds, as well as lease-purchase obligations. This experience enables Wells Fargo to guide counties and other governmental entities through various financial avenues to ensure that they use the best structure for their acquisition.

Our lease-purchase accommodates Amendment I requirements. Because of our flexibility, we can design an individual lease-purchase transaction to suit your specific situation.

Since 1929 Wells Fargo Brokerage Services has been working in the finance industry and our experience assures you of quality service from knowledgeable people. Call the Wells Fargo Public Finance Division or CTSI for more information on a governmental lease-purchase.

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Investments offered by WFBS are not FDIC insured.

MAY LOSE VALUE NO BANK GUARANTEE