



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #092424
Entitled**

Tax-Exempt Municipal Leasing with Related Services

The following advertisement was placed August 6, 2024, in and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, and PublicPurchase.com, August 6, 2024 and August 13, 2024 in the *USA Today* and *The Oklahoman*, and August 7, 2024, in South Carolina’s *The State*, the *Salt Lake Tribune*, the *Deseret News*, and in Oregon’s *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Tax-Exempt Municipal Leasing with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than September 24, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

ALTA ENTERPRISES, LLC	Leasing Specialists
AP Financing	Municipal Asset Management, Inc.
Banc of America Pubic Capital Corp	NCL Government Capital
BMO Bank NA	Olathe Ford Sales Inc.
Bright Tactics LLC	Pathward, National Association
City Rent A Truck	PWXPress
Community First National Bank	Quality Truck & Equipment
Government Capital Corporation	Republic First National
Grant Capital Management, Inc.	RRT Inc
Insight Equipment Finance Corporation	TEQlease, INC
Leasing 2	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the

Sourcewell Procurement Portal, on September 24, 2024, at 4:30 pm CT. Proposals were received from the following:

Community First National Bank
Grant Capital Management, Inc.
NCL Government Capital
Republic First National

Proposals were reviewed by the Proposal Evaluation Committee:

Lisa Truax, CPPB, Senior Procurement Analyst
Paul Dotson, MA, Associate DBIA, Procurement Analyst II
Jonathan Love, MA, Procurement Analyst II
Brittney Cotner, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

Community Leasing Partners (CLP), a division of Community First National Bank, has financed and serviced 99% of their tax-exempt municipal leasing solutions since 2010. Their 80+ staff members help to facilitate a quick and efficient leasing process from start to finish for participating entities across the United States and Canada. CLP provides leasing solutions with no documentation or origination fees with available funding as low as \$10,000. Pricing offered is competitive based on the financing amount and term length.

NCL Government Capital (NCL) has provided a variety of tax-exempt municipal leasing solutions to participating entities across the United States and Canada since 2000. Their "QuoteNow" calculator enables instant, 24/7 preparation of customized lease proposals. They can finance projects as low as \$1,500. NCL provides competitive discounts for Sourcewell participating entities based on the financing amount and term length.

For these reasons, the following awards of Sourcewell Master Agreement #092424 are recommended:


Community First National Bank
NCL Government Capital

#092424-CFB
#092424-NCL

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Lisa Truax, CPPB, Senior Procurement Analyst

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Paul Dotson, MA, Associate DBIA, Procurement Analyst II

Signed by:
Jonathan Love
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Jonathan Love, MA, Procurement Analyst II

Signed by:
Brittney Cotner
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Brittney Cotner, Procurement Analyst

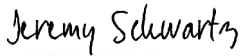
STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for RFP #092424 Tax-Exempt Municipal Leasing with Related Services.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on December 17, 2024.

Signed by:

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer