

**FLORAL PARK-BELLEROSE UNION FREE SCHOOL DISTRICT  
NASSAU COUNTY, NEW YORK**

**REQUEST FOR PROPOSALS  
TO FINANCE AN EQUIPMENT LEASE PURCHASE AGREEMENT**

**Overview**

The Floral Park-Bellerose Union Free School District, Nassau County, New York (the "District"), is seeking proposals (the "Proposal") from qualified respondents to be a third party lessor to a lease purchase agreement with the District (the "Lease"), the proceeds of which will be used to finance equipment and related work for the implementation of energy conservation measures pursuant to an energy performance contract between the District and Honeywell International Inc. (the "Performance Contract"). The Performance Contract with Honeywell International Inc. was executed in February 2021. NYSED approval is pending. The District's building aid ratio is approximately 46%

The District seeks competitive proposals for a \$2,555,434 lease-purchase on the basis of a 15-year term with maturity on June 24, 2036.

**Project Description**

The Project contemplates implementation of various energy saving measures including installation of equipment and related work (the "Equipment"). Energy conservation measures are to be installed in the following District buildings: Floral Park-Bellerose Elementary School, John Lewis Childs School and the Administration Building. The energy conservation measures and related work to be financed are set forth below.

<b>Equipment Measures by Category</b>	<b>Project Cost</b>
LED Lighting and Lighting Control Upgrades	\$283,861
Boiler Plant Upgrade	697,414
Building Management System Upgrades	1,236,730
Pipe Insulation	13,091
Steam Trap Replacement	<u>324,338</u>
Total:	<u>\$2,555,434</u>

**Lease**

Any proposed Lease shall define the purpose and objective of the financing and the rights and obligations of each party to the financing. Further, the Lease will specify the applicable interest rate, as well as standard contractual terms and conditions. The form of the lease purchase agreement, and any related documents must be submitted with the proposal. Proposers must satisfy themselves that credit approval will be granted prior to submitting a proposal. All finance documents are subject to negotiation and modification by the District's counsel. All agreements and contractual conditions are required to conform with the laws of the State of New York, including but not limited to New York General Municipal Law, Local Finance Law, Education Law, Energy Law and the regulations of the New York State Education Department, the Commissioner of Education and the Office of the New York State Comptroller. The District's attorneys will review and approve all documents before consideration and/or approval by the Board of Education.

*Lessor will be required to provide a form of standard lease purchase agreement and escrow agreement with proposal.*

**Lease Assignment**

Assignment of the Lease and related documents by the successful proposer shall be subject to the prior, written consent of the District. The Lease must state that any assignment or transfer of the Lessor's interest shall not be effective until the District has received prior, written notice, signed by the Lessor, of the name, contact person, address, telephone number and tax identification number of the proposed assignee and the District has given its consent in writing. No assignment will be valid unless the Lessor has received the District's prior, written consent.

## **Amount**

The amount to be financed under the Lease is \$2,555,434. Lessor shall be responsible for all fees of Lessor including legal, issuance, origination, commitment and closing costs. The District shall not incur or absorb any fees of Lessor related to Lessor's proposal, negotiations, closing or other activities related to this RFP or the proposed transaction. In the event that a transaction does not close because of the successful proposer's failure to meet the terms of this RFP, the successful proposer shall be responsible for any and all costs incurred by the District in connection with the failed transaction and its negotiation.

## **Specifications**

**Interest Rate** The Lease Proposal must provide interest rate terms for a lease-purchase option to mature on June 24, 2036 and shall state the interest rates under any options at which the proposing firm will provide the District with financing under the Lease. The Proposal must also cite the index and margin used in establishing the interest rates cited.

**Prepayment:** The Proposal must state that District will have the right, at its option, to prepay the principal portion outstanding on the Lease, in whole or in part, at any time following 30 days written notice to the Lessor. The Proposal must disclose additional fees and terms, if any, that are required upon the execution of this prepayment right, in addition to interest payable. The Proposal must also disclose how such amounts are to be calculated in the event that the District exercises its right of partial or whole prepayment. The proposal shall include an option to prepay without penalty.

**Lease Payments** The District will make periodic payments to the Lessor under the Lease. The Lease shall separately state the principal and interest component of the periodic payments to be made thereunder. The total of these payments, which include both principal and interest components made by the District each year throughout the term of the Lease, shall result in substantially level or declining annual lease payments (without taking into account projected State aid or annual energy savings). Lease payments shall be detailed in an amortization schedule prepared by the proposer and provided to the District with its Proposal. *For illustrative purposes, please assume a closing date of June 24, 2021 when developing an amortization schedule. Thereafter, the first lease payment shall be interest only and paid on June 24, 2022. Thereafter payments of principal and interest will be made semiannually in arrears on each June 24th and December 24th with the first combined principal and interest lease payment to be due on December 24, 2022.* Lessor shall provide a statement and thirty days notification prior to each payment due date.

The Proposal must state that the interest rate and other terms cited in the proposal will be good through July 15, 2021. The Lease shall not become effective until the delivery of funds.

**Term** The Lease-Purchase Agreement is scheduled to close on June 24, 2021 and mature on June 24, 2036.

**Escrow** Upon closing, it is anticipated that lease proceeds will be deposited in an escrow account to be utilized over the course of project construction (the "Project Fund"). The escrow provider must be a bank or trust company located and authorized to do business in New York State (the "Escrow Agent"). Investment and collateralization of the moneys in such fund will be solely at the direction of the District and must be in compliance with the New York State General Municipal Law Sections 10 and 11 as well as District investment policy. *A copy of the District's Investment Policy is attached to this RFP.* The Escrow Agent shall be an agent of the District. The Project Fund shall be free of any security interest of the Escrow Agent.

1. At the option of the District, the moneys in the Project Fund may be held uninvested in the Project Fund. If invested, the Escrow Agent shall invest amounts on deposit in the Project Fund solely at the written direction of an Authorized Officer of the District. All investments made shall be subject to the following conditions:
  - (a) Such obligations shall be payable or redeemable at the option of the owner within such times as the proceeds will be needed to meet expenditures for purposes for which the moneys were provided and, in the case of obligations purchased with the proceeds of bonds or notes, shall be payable or redeemable in any event, at the option of the owner, within two years of the date of purchase. Any

obligation that provides for the adjustment of its interest rate on set dates shall be deemed to be payable or redeemable for purposes of this paragraph on the date on which the principal amount can be recovered through demand by the holder thereof.

- (b) Such obligations, shall be registered or inscribed in the name of the District and shall be purchased through, delivered to and held in the custody of the Escrow Agent. Such obligations shall be purchased, sold or presented for redemption or payment by such Escrow Agent in obligations only in accordance with prior written authorization from an Authorized Officer. All such transactions shall be confirmed in writing to the District by the Escrow Agent.
2. All investments described above shall be made and ownership recorded in accordance with all applicable requirements of Section 10 and Section 11 of the General Municipal Law, including the required collateralization of escrow funds.
3. The Escrow Agent will expressly acknowledge that the Lessee is not authorized to invest in mutual funds registered with the Securities Act of 1933, as amended and operated in accordance with Rule 2a-7 of the Investment Company Act of 1940, as amended, including no-load money market mutual funds limited to investments in obligations of or guaranteed by the United States of America or in obligations guaranteed by agencies of the United States of America where the payment of principal and interest are guaranteed by the United States of America, or any similar mutual fund or other money market or liquid deposit investment vehicles.
4. Monies and investments in the Escrow Fund shall not be subject to levy, attachment or lien by or for the benefit of the Escrow Agent, or any creditor thereof.

Excess Proceeds In the event that there are excess proceeds available in the Project Fund at the end of the construction period, proceeds shall be transferred by the Escrow Agent to the Lessor and applied to the next succeeding lease payment and each lease payment thereafter until fully utilized. Such use of funds will not constitute lease prepayment and will not be subject to administrative fees or charges.

UCC Filing The District will not provide a legal description for each District property in connection with this financing. In the event the winning proposer requires this information for the purposes of making a fixture filing pursuant to the applicable provisions of the Uniform Commercial Code, the winning proposer shall obtain such information at its own effort and expense.

Warranties All manufacturers' warranties, expressed or implied with respect to the Equipment acquired shall be assigned by the Lessor to the District.

Annual Appropriation The District's obligation to make lease payments is subject to appropriation each year by the Board of Education of the District.

Non-Funding/Executory Clause Pursuant to the General Municipal Law §109-b, and the Energy Law §9-103, the Lease-Purchase Agreement shall contain an executory clause which shall state that should payments not be appropriated by the District in any fiscal year; the District will not be obligated to pay the amounts due beyond the end of the last funded fiscal year and no liability on account thereof shall be incurred by the District beyond the amount of such monies. The financing contract is not a general obligation of the District. Neither the faith and credit nor the taxing powers of the District are pledged to the payment of any amount due or to become due under the financing contract. In the case of a failure to appropriate, the sole security under the Lease shall be the Equipment. Prior to the sale or seizure of such equipment, the District shall be provided adequate written notice, no less than ninety (90) days, to cure any default. Should such a sale or seizure take place there shall be no disruption to the District's operation to the extent possible. Any such sale or seizure must be conducted in conformity with all applicable law, including the New York Uniform Commercial Code.

**Financing Documents** Upon submission of the proposal and following notification of the award, the prospective Lessor must provide the District with a draft of its proposed financing documents, which will incorporate proposed terms and append sample documents provided with submission. Proposed financing documents and notification of credit approval for the transaction will be due no later than **June 8, 2021**. All financing documents are subject to modification by District counsel. Closing is subject to successful negotiation and approval of all documents by counsel to the District. The District reserves the right to rescind any award due to failure of successful negotiation of the parties to agree to the terms and conditions thereof and to recover its costs in connection therewith. Closing is subject to final approval by the District Board of Education by resolution. Unless otherwise provided by a duly adopted Resolution of the Board of Education, the prospective Lessor is advised that the President of the Board of Education is the sole authorized representative of the District for the purpose of signing financing documents.

**Lease Termination** Upon termination of a Lease through exercise of Lessee's option to prepay or through payment by Lessee of all Rental Payments and other amounts due with respect to such particular Equipment, Lessor's security interest in such Equipment shall terminate, and Lessor shall execute and deliver to Lessee such documents as Lessee may reasonably request to evidence the termination of Lessor's security interest in such Equipment.

**Tax Status** The Lease shall qualify as a tax-exempt lease financing, that is, the interest component of the Lease will be exempt from Federal, New York State and, where applicable, New York City taxation. The Lease-Purchase Agreement will be designated as "bank qualified" pursuant to Section 265(b)(3) of the Internal Revenue Code. The District will not defend or hold the Lessor harmless from any adverse changes in the tax status of the transaction, after tax yield or cash flows resulting from changes in the Federal or State tax codes or regulations.

**Credit Rating** Moody's Investors Services, Inc. currently maintains a "Aa2" rating on the District's outstanding general obligation debt. The District will not seek a rating for the Lease.

**Binding Authority** Each Proposal must be signed by an individual who is legally authorized to contractually bind the proposing firm.

**Purchase Price and Certificate** The Lessor must submit to the District a certificate (the "Issue Price Certificate"), satisfactory to Bond Counsel, prior to the delivery of the Agreement, assuming the Lessor does not reoffer the Agreement to the general public, which states that the Lessor has purchased the Agreement for its own account and not with a view to distribution or resale and not in the capacity of a bond house, broker or other intermediary, and the price or prices at which such purchase was made, in such form and including such additional information as the District and Bond Counsel shall reasonably require.

**Financial Information** Links to select credit and project information may be found as follows:

- Link to Energy Performance Contract and Amendment between the District and Honeywell International Inc. dated November 2019: <http://www.capmark.org/RFPs.html>
- Link to 2020-2021 Budget Information: <https://www.fpbsd.org/Page/4791>
- Link to FYE 6/30/2020 Audit: <https://emma.msrb.org/P11528901.pdf>
- Link to FYE 6/30/2019 Audit: <https://emma.msrb.org/ER1402795.pdf>
- Link to FYE 6/30/2018 Audit: <https://emma.msrb.org/ER1323379.pdf>

### **Evaluation Process**

During the evaluation process, the District reserves the right, where it may serve the District's best interest, to request additional information or clarifications from proposers, or to allow corrections of error or omissions.

### **Amendments to RFP**

Any verbal information obtained from or statements made by the representative of the District or its designee at the time of examination of the documents or site shall not be construed as, in any way, amending RFP documents or binding upon the District. Only such corrections or addenda that are issued in writing to all proposers shall become

a part of the RFP. Any addendum issued during RFP process shall be included in the RFP response and become a part of any subsequent contract agreement.

### **Legal Requirements**

The Lease is required to conform to the laws of the State of New York, including, but not limited to, General Municipal Law, Local Finance Law, Education Law, Energy Law and regulations promulgated by the Commissioner of Education and the Office of the State Comptroller.

### **Submission Requirements**

In addition to submitting a completed **Proposal Response Form** as attached hereto, each proposing firm must include:

1. Examples of its prior experience with three (3) similar size lease financings for school districts in New York State;
2. Three references from jurisdictions that your firm has provided lease financing to in the past year in New York State; and
3. Any other information that would favor the use of your financial institution by the District.

Proposals are due by **11:00 a.m. on Tuesday, June 1, 2021** by e-mail to:

**Mr. Michael Fabiano**

Assistant Superintendent for Business

Floral Park-Bellerose Union Free School District

Tel: (516) 434-2725

[mfabiano@fpbsd.org](mailto:mfabiano@fpbsd.org)

**Ms. Janet Morley**

Vice President

Capital Markets Advisors

Tel: 516-570-0340

[jmorley@capmark.org](mailto:jmorley@capmark.org)

Questions regarding this RFP may be directed to Janet Morley.

### **Basis of Award**

The District reserves the right, in its sole discretion, to reject any and all proposals, or any part thereof, received in response to this Request for Proposals, to re-solicit for new proposals, to waive formalities, to request additional information from any proposer, and to award and negotiate the terms of the contract with any proposer. The District intends to select the firm whose proposal is most advantageous to the District and meets the District's needs for this lease-purchase agreement, and not necessarily the firm with the lowest cost proposal. In determining which proposal is most advantageous and in the District's best interests, the District will evaluate, among other things, the overall financing cost (inclusive of any interest and fees) to the District, optional redemption provisions, responsiveness of each proposal to the terms of this RFP and applicable law, the terms and conditions of the proposed agreement, experience and reputation of the proposer in the State of New York. The District will not have any liability to any proposer for any costs or expenses incurred in connection with your response to the request for proposals.

All proposals shall be signed by an individual legally authorized to bind the proposing firm and the signer's name shall also be typed or printed to or under the signature together with his/her title or designation.

Following receipt of the completed proposals, tentative notification will be made to the prospective Lessor whose response best meets the District's needs and otherwise appears to meet the basis for award. It is expected that a formal award will be made by the Board of Education at its June 21, 2021 meeting, subject to and contingent upon final review of the Lease Purchase Agreement and all financing documents by the District's legal counsels. Note that the prospective Lessor must provide the District with a draft of its proposed financing documents, together with notification of credit approval in order for District officials to accept and grant final approval.

### **Tax Opinion**

The successful proposer will be furnished without cost with the opinion as to tax exemption of the law firm of Hawkins Delafield & Wood LLP ("Bond Counsel"). The opinion of Bond Counsel shall contain statements to the effect that, in the opinion of said law firm, under existing statutes and court decision and assuming continuing compliance with certain tax certifications described in the Tax Certificate of the District, (i) the portion of the rental

payment designated as and constituting interest paid by District and received by successful proposer during the term of the Lease is excluded from gross income for federal income tax purposes under Section 103 of the Internal Revenue Code of 1986, as amended (the “Code”); and (ii) such interest is not treated as a preference item in calculating the alternative minimum tax under the Code. The Tax Certificate of the District, which will be delivered concurrently with the delivery of the Lease will contain provisions and procedures relating to compliance with applicable requirements of the Code.

**Opinion of School Attorney**

At closing, the District shall furnish a validity opinion of Guercio & Guercio, LLP (“School Attorney”), dated the closing date, including a statement to the effect that there is no controversy or litigation of any nature pending or threatened to restrain or enjoin the execution or delivery of the installment financing agreement.

**Summary of Estimated Dates**

RFP sent to providers:	May 25, 2021
Proposal and Response Form Due:	June 1, 2021 (by 11:00 a.m.)
Selected Lessor Tentatively Approved:	June 1, 2021 *
Credit Approval Completed:	June 8, 2021
Draft Documents Delivered:	June 8, 2021
District Board Meeting Date:	June 21, 2021 Lease approved
Closing of Lease:	June 24, 2021

\*Subject to formal award by Trustees of the Board of Education on June 21, 2021.  
The District reserves the right to modify these dates.

Thank you for your interest in the Floral Park-Bellerose Schools.

**END OF RFP**

**PROPOSAL RESPONSE FORM**

June 1, 2021

Ladies and Gentlemen:

In response to Floral Park-Bellerose Union Free School District’s (the “District”) Request for Proposals (“RFP”), the undersigned, an authorized representative of \_\_\_\_\_ commits said firm to enter into a Lease-Purchase Agreement to provide the required refinancing of the project cost including equipment provided to the District by Honeywell International Inc. under an Energy Performance Contract. We understand that this Lease-Purchase Agreement is subject to the approval of the District’s Board of Education. The submission of this Response Form indicates that we have read the District’s RFP and are fully informed as to the extent and character of this request and we can satisfactorily comply with all specifications of the RFP.

We understand the District will repay our loan in periodic installments, including interest and all financing costs. We understand the lease-purchase shall be funded following the approval of the District’s Board of Education.

Our proposal, the terms of which are good through and including July 15, 2021, is as follows:

The principal amount of the lease will be: \$2,555,434

Lease Maturity will be: June 24, 2036

The interest rate on this loan will be: \_\_\_\_\_%

The index used to establish this interest rate is: \_\_\_\_\_

The margin added to the index to establish this interest rate is: \_\_\_\_\_

Prepayment Terms: \_\_\_\_\_

Lease payments will be payable on: \_\_\_\_\_

Other required fees, if any (please explain): \$ \_\_\_\_\_

\_\_\_\_\_

Proposing Firm: \_\_\_\_\_

Contact: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Tel.: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Proposer Attachments: Sample Lease and Escrow Documents**



Book	Floral Park-Bellerose UFSD Policy Manual
Section	5000 Non-Instructional/Business Operations
Title	District Investments
Code	5220
Status	Active
Adopted	November 12, 2013
Last Revised	July 1, 2019

**SUBJECT: DISTRICT INVESTMENTS**

Whenever the District has funds (including operating funds, reserve funds and proceeds of obligations) that exceed those necessary to meet current expenses, the Board of Education shall authorize the Treasurer to invest such funds in accordance with all applicable laws and regulations and in conformity with the guidelines established by this policy.

**Objectives**

The objectives of this investment policy are four-fold:

- a. Investments shall be made in a manner so as to safeguard the funds of the District.
- b. Bank deposits shall be made in a manner so as to safeguard the funds of the District.
- c. Investments shall be sufficiently liquid so as to allow funds to be available as needed to meet the obligations of the District.
- d. Funds shall be invested in such a way as to earn the maximum yield possible given the first three (3) investment objectives.

**Authorization**

The authority to deposit and invest funds is delegated to the Treasurer. These functions shall be performed in accordance with the applicable sections of the General Municipal Law and the Local Finance Law of the State of New York.

The Treasurer may invest funds in the following eligible investments:

- a. Obligations of the State of New York.
- b. Obligations of the United States Government, or any obligations for which principal and interest are fully guaranteed by the United States Government.
- c. Time Deposit Accounts placed in a commercial bank authorized to do business in the State of New York, providing the account is collateralized as required by law. (Banking Law Section 237(2) prohibits a savings bank from accepting a deposit from a local government. This also applies to savings and loan associations.)
- d. Transaction accounts (demand deposits) both interest bearing and non-interest bearing that do not require notice of withdrawal placed in a commercial bank authorized to do business in the State of New York, providing the account is collateralized as required by law.
- e. Certificates of Deposits placed in a commercial bank authorized to do business in the State of New York providing the Certificates are collateralized as required by law.
  1. Deposits in excess of the amount insured by the Federal Deposit Insurance Corporation will be secured in accordance with subdivision 3 of the General Municipal Law Section 10.
  2. The District may, in its discretion, authorize the bank designated for the deposit of District funds to arrange for the redeposit of such funds in one or more banking institutions, for the account of the District, through a deposit placement that meets the conditions set forth in General Municipal Law Section 10(2)(a)(ii).
- f. Securities purchased pursuant to a Repurchase Agreement whereby one party purchases securities from a second party and the second party agrees to repurchase those same securities on a specific future date at an agreed rate of return (the interest rate).

**Collateralization**

In accordance with the provision of General Municipal Law 10, all deposits, including certificates of deposits, savings account, money market accounts and special time deposits, shall be fully secured by insurance from the Federal Deposit Insurance Corporation or by obligations of New York State, the United States of America, New York State school districts and federal agencies whose principal and interest are guaranteed by the United States of America. Deposits in excess of the amount insured under the provisions of the Federal Deposit Insurance Act shall be secured by either:

- a. A pledge of "eligible securities" from the categories designated in Appendix A to this policy, with an aggregate "market value" as provided by General Municipal Law 10, at least 102% of the aggregate amount of deposits; or
- b. An irrevocable letter of credit issued in favor of the District by a federal home loan bank whose commercial paper and other unsecured short-term debt obligations are rated in the highest rating category by at least on nationally recognized statistical rating organization for the payment of 100% of the aggregate amount of public deposits; or
- c. A Deposit Placement Program whereby our designated depository bank arranges for the "redeposit" of funds in one or more banking institutions in accordance with GML § 11 and Banking Law § 9-R.

Using the policy as a framework, regulations and procedures shall be developed which reflect:

- a. A list of authorized investments;
- b. Procedures including a signed agreement to ensure the District's financial interest in investments;
- c. Standards for written agreements consistent with legal requirements;
- d. Procedures for the monitoring, control, deposit and retention of investments and collateral which shall be done at least once a month;
- e. Standards for security agreements and custodial agreements consistent with legal requirements;
- f. Standards for diversification of investments including diversification as to type of investments, and firms and banks with whom the School District transacts business; and



g. Standards for qualification of investment agents which transact business with the District including, at minimum, the Annual Report of the Trading Partner.

This policy shall be reviewed and re-adopted at least annually or whenever new investment legislation becomes law, as staff capabilities change, or whenever external or internal issues warrant modification.

Education Law Sections 1604-a, 1723(a), 2503(1) and 3652  
General Municipal Law Section 39  
Local Finance Law Section 165

**APPENDIX A**

Schedule of Eligible Securities as Collateral

(I) Obligations issued or fully insured or guaranteed by the United States of America

(II) Obligations issued or fully insured or guaranteed by the State of New York

(III) Obligations issued or fully insured or guaranteed by New York State school districts and

(IV) Obligations issued or fully insured or guaranteed by Federal agencies whose principal and interest are guaranteed by the United States of America

Adopted: 11/12/13

Revised: 7/1/14; 4/15/15; 7/13/15; 7/7/16; 7/6/17; 7/5/18; 7/1/19