



# Financing Proposal

*Prepared For*



**It's real.**

**City of Seguin**

June 26, 2025

*Submitted By*

**Government Capital Corporation**

345 Miron Drive  
Southlake, Texas 76092

**Stephanie Cates**

SVP Client Services  
(817) 722-0214



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## Corporate Overview

Government Capital Corporation (GCC) was founded in 1992 with the primary purpose of providing tax-exempt financing solutions for state and local government entities including cities, schools, counties, and special districts. Since our inception, GCC and its affiliates have provided financing solutions exceeding \$6 billion for many different types of projects. These financings have provided funding for a wide variety of municipal needs including vehicles, technology, facilities, and heavy-duty equipment. Although we serve clients in all 50 states, one of our primary areas of focus is assisting Texas cities with acquiring essential personal property and equipment. Our team possesses extensive experience assisting local Texas governments in creating, evaluating and implementing financing structures of every type authorized by state borrowing authorities. Since our inception, we've been honored to provide financing solutions for over 560 Texas cities, representing over 45 percent of the cities in the state. In many cases, we have helped our clients adapt to and comply with regulatory changes as well as enable them to execute financings more rapidly, efficiently, and economically.

## Representative Experience

**City of Mathis** - Government Capital's longest client relationship is with the City of Mathis, Texas. From the firm's very first funding in January of 1993 to the present day, GCC has provided the City of Mathis with millions of dollars in financing. Projects have included public works, public safety, capital equipment, energy efficiency, and technology improvements as well as various economic development projects.

**City of San Saba** - For over 20 years, Government Capital has assisted the City of San Saba with providing tailored financing solutions for more than 55 projects. With GCC's support, the city has financed a wide variety of vehicles, equipment, infrastructure improvements, and real estate acquisitions. The city's Economic Development Corporation has also partnered with Government Capital to fund playground and water park projects.

**City of Van Horn** - Since 2002, GCC has partnered with the City of Van Horn to create various financing solutions that fit the needs of the city. Projects have included numerous vehicle and equipment acquisitions as well as utility improvement projects.

**City of Corrigan** - Government Capital's relationship with the City of Corrigan began in 2006 and has included funding a variety of acquisitions for police vehicles, technology, and public safety equipment. Most recently, the city financed a water meter replacement project to install radio-read meters to recapture water loss.

**City of Hillsboro** - Since 2010, the City of Hillsboro and Government Capital have completed numerous projects and acquisitions together. These projects have included public safety vehicle acquisitions, HVAC upgrades, capital equipment procurement, and utility meter updates. Most recently, the city financed hardware and software technology upgrades for the police department.

**City of Post** - Government Capital has partnered with the City of Post since 2020 to fund projects from heavy equipment acquisitions to water meter replacements. Additionally, GCC has provided multiple refinancings designed to reduce interest costs, allowing the city to reallocate critical funds.

**City of La Feria** - Since 2005, Government Capital has provided financing solutions to the City of La Feria. Funded projects have included acquiring public safety vehicles and public works equipment. Most recently, GCC funded a city-wide utility meter replacement project.



## Partial Listing of Texas City Clients



City of Brady



City of Stephenville



City of Troup



City of Anson



City of Dilley



City of Early



City of Eastland



City of Katy



City of Ralls



City of Poteet



City of Dublin



City of Whitney



Town of Anthony



City of Panhandle



City of Roma



City of Liberty Hill



City of East Tawakoni



Town of Pecos City



City of Dalhart



City of Hidalgo



City of Mineral Wells



City of Chandler



City of Lamesa



City of Canyon



June 26, 2025

Mrs. Susan Caddell  
City of Seguin  
830-401-2450  
scaddell@seguintexas.gov

Dear Mrs. Caddell,

Thank you for the opportunity to present proposed financing for City of Seguin. I am submitting for your review the following proposed structure:

ISSUER:	City of Seguin, TX		
FINANCING STRUCTURE:	Tax Exempt Lease-Purchase Structure w/ \$1.00 purchase		
EQUIPMENT COST:	\$ 700,100		
TERM:	4 Payments	5 Payments	6 Payments
INTEREST RATE:	4.983%	5.05%	5.10%
PAYMENT AMOUNT:	\$ 197,358.52	\$ 161,929.02	\$ 138,373.35
PAYMENTS BEGINNING:	One year from signing, annually thereafter		

**Financing for these projects would be simple, fast and easy due to the fact that:**

- ✓ We have an existing relationship with you and have your financial statements on file, expediting the process. Please keep in mind we may also need current year statements.
- ✓ We can provide familiar documentation for your legal counsel.

The above proposal is subject to audit analysis, assumes non-bank qualification and mutually acceptable documentation. The terms outlined herein are based on current markets. Upon credit approval, rates may be locked for up to thirty (30) days. If funding does not occur within this time period, rates will be indexed to markets at such time.

Our finance programs are flexible and as always, my job is to make sure you have the best possible experience every time you interact with our brand. We're always open to feedback on how to make your experience better. If you have any questions regarding other payment terms, frequencies or conditions, please do not hesitate to call.

With Best Regards,

*Stephanie Cates*  
Stephanie Cates  
SVP Client Services  
Main: 817-421-5400

## RESOLUTION

### A RESOLUTION REGARDING A LEASE-PURCHASE AGREEMENT FOR THE PURPOSE OF FINANCING "VEHICLES".

WHEREAS, City of Seguin (the "Issuer") desires to enter into that certain Lease-Purchase Agreement by and between the Issuer and Government Capital Corporation ("GCC") for the purpose of financing **"Vehicles"**.

WHEREAS, the City desires to designate Name: \_\_\_\_\_, Title: \_\_\_\_\_, as an authorized signer of the Lease-Purchase Agreement.

NOW THEREFORE, BE IT RESOLVED BY CITY OF SEGUIN:

Section 1. That the Issuer will enter into a Lease-Purchase Agreement with Government Capital Corporation for the purpose of financing **"Vehicles"**.

Section 2. That the Issuer appoints the \_\_\_\_\_ (Title) or designee, as the authorized signer of the Lease-Purchase Agreement by and between the City of Seguin and Government Capital Corporation as well as any other ancillary exhibit, certificate, or documentation needed for the Contract.

This Resolution has been PASSED upon Motion made by Board Member \_\_\_\_\_, seconded by Board Member \_\_\_\_\_ by a vote of \_\_\_\_\_ Ayes to \_\_\_\_\_ Nays and is effective this \_\_\_\_\_, 2025.

**Issuer:** City of Seguin

Witness Signature

\_\_\_\_\_  
Donna Dodgen, Mayor

\_\_\_\_\_  
Kristin Mueller, CPM, TRMC, City Secretary