

SAULSBURY HILL FINANCIAL

is one of the oldest Federal leasing companies in the United States, established in 1976.

From office equipment, heavy equipment, energy management retrofits to complete co-generation plants, we have done them all, with the expertise to structure and secure financing that benefits all our clients and customers.

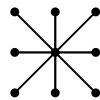
Let us share some general definitions for the primary Federal Government Financing structures that can be employed — points for discussion as to which option will reap the most benefits for your company.

SAULSBURY HILL FINANCIAL MAKES LEASES HAPPEN SMOOTHLY AND PAINLESSLY

Contact us at **888-SAULHILL** — **303-629-8777** in Denver — to discuss our Federal Government Finance Options.

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FINANCIAL SOLUTIONS
OUTSIDE THE NINE DOTS

FEDERAL GOVERNMENT FINANCING



**OUTSIDE
THE NINE DOTS**

Building on our decades of experience in providing financial services to State and Local Governments, Saulsbury Hill Financial is also a provider of financial services to the Federal Government and its various agencies, divisions and departments. Our equipment and project financing professionals are experienced in providing expertise in the areas of documentation, funding, and servicing of Federal Government Contracts.

Would you like to sell more projects or equipment to the Federal Government? Use our experience to un-complicate selling to the world's largest buyer. Federal agencies may lease any essential equipment, even for the most complex project. It is just a matter of knowing how.

From purchase orders to documentation to payment, Saulsbury Hill Financial can increase your government business painlessly.

And here are just a few of the financial solutions we can provide you.

CONTRACT RECEIVABLES FINANCING

Government contractors often require adequate working capital and cash flow to support their operations and growth. **Contract Receivables Financing** is a method whereby a contractor can sell or assign its receivables under a contract with the government in exchange for a one-time lump sum of cash, thus increasing working capital and cash flow. This is done through the Federal Assignment of Claims Act, which allows for the assignment of receivables due under federal government contracts.

WIDELY USED FEDERAL CONTRACTING ACRONYMS

CCR – Central Contractor Registry. An electronic database of government vendors and contractors used by the Department of Defense.

DFARS – Defense Federal Acquisition Regulation Supplement. A supplement to the FAR which includes clauses particular to Department of Defense contract procurement.

FAR – Federal Acquisition Regulations. The “bible” of U.S. Government procurement, the FAR is a primary set of rules used by federal agencies when contracting for goods and services.

FSS – Federal Supply Service. The arm of the General Services Administration which makes purchases for the purpose of reselling to other federal government agencies.

GSA – General Services Administration. The major supply arm which does most of the government's purchasing.

IDIQ – Indefinite Delivery/Indefinite Quantity. An IDIQ is a type of contract for indefinite quantities of goods and services that have been awarded to a select, pre-qualified group of vendors. With an IDIQ, the government allots a certain amount of funding for purchases through specified vendors, but leaves open the dates when the purchases will be made and the quantity of each item that will be acquired

ENHANCED USE LEASES

Enhanced Use Leasing allows certain government agencies such as the Veterans Administration and Department of Defense to utilize private sector expertise and financial resources to build or redevelop existing underdeveloped or underutilized assets such as land, buildings, and other types of real estate. In return for a long-term lease (up to 75 years), the government agency receives cash or in-kind consideration while retaining ownership of the asset.

GSA SCHEDULES

Under the **GSA Schedules Program**, the General Services Administration establishes long-term, government-wide contracts with commercial firms to provide access to approximately eight million commercial products and services that can be acquired directly from GSA Schedule contractors. The program offers government entities direct delivery of millions of high-quality commercial products and services at pre-negotiated discount pricing. Included in the list of GSA Schedules are specific schedules to provide for leasing and other financial services.

TERMINATION FOR CONVENIENCE

Nearly all Government contracts include various forms of **Termination for Convenience**. Under the Federal Acquisition Regulations, a contract may be terminated, in whole or in part, for convenience of the government or for default of the contractor. Depending on the nature of the contract and the form of Termination for Convenience, the government may either be liable for a final termination payment pursuant to the contract, or may have the right to discontinue contract payments altogether, with no further obligation to the contractor.

NON-APPROPRIATION

Generally, multi-year government contracts are subject to **Non-Appropriation**, which allows a contract to be cancelled at the end of each fiscal year if sufficient funds are not appropriated by the Legislature for contract payments due during the following fiscal year. However, some government contracts, such as “otherwise authorized” multi-year contracts, are not subject to and may not be abandoned due to Non-Appropriation.