

MEMORANDUM

DATE: July 29, 2026

TO: GEORGEANNE A. WHITE, City Manager

FROM: SANTINO DANISI, City Controller/Finance Director

SUBJECT: REQUEST TO DESIGNATE BANK OF AMERICA (BAPCC, LLC) AS
UNIQUELY QUALIFIED FOR PROVIDING FINANCING SERVICES

Purpose:

This memo seeks your approval to designate Bank of America (BAPCC, LLC) as a "Uniquely Qualified" provider for financing services.

Background:

The City has had a long-standing partnership with Bank of America, who has provided leasing services through a Master Equipment Lease Purchase Agreement to assist with the purchase of various types of equipment. Presently, through a program offered in partnership with Cisco Capital, Bank of America is offering leasing services for the purchase of technology equipment required for the new 911 Emergency Call Center.

Justification for "Uniquely Qualified" Status:

Bank of America has long provided financing services through a Master Equipment Lease Purchase Agreement (MELPA) to the City for the purchase of various types of equipment. Most recently, on January 30, 2025, Bank of America was selected amongst five firms that submitted a proposal in response to a Request for Proposal for lease-purchase services, after being shown to have the most competitive overall proposal. The agreement awarded was for a period of four years with a maximum aggregate leasing capability of \$55 million.

The existing agreement provides a predictable streamlined process for financing equipment purchases ensuring efficient coordination of securing proceeds for purchases.

Despite the existing MELPA with Bank of America, they have offered a separate but related program through partnership with Cisco Capital with even more favorable terms. That agreement will enable the City to lease-purchase equipment through Cisco Capital, totaling \$2,075,399.99 at an effective interest rate of 0%.

Recommendation:

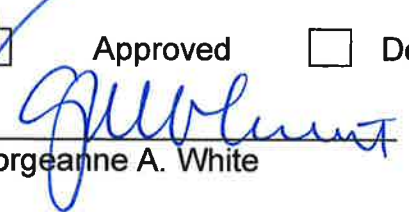
Given the existing, well-established relationship with Bank of America and favorable leasing terms, I recommend approving the designation as a "Uniquely Qualified" provider.



Approved



Denied


Georgeanne A. White


Date