# Golden State Financial Marketplace

## GS $Mart

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# Golden State Financial Marketplace – GS $Mart

GS $Mart is an innovative acquisition finance program designed to facilitate State of California agencies and local governments with installment or lease purchases, while meeting all requirements of a competitively bid process.

*(CA Gov Code Section 14930 et seq)*

# Golden State Financial Marketplace

Only program of its kind in the 50 states, winning several awards

Provides qualified, well-known lenders with competitive rates

Offers pre-approved financing plans and pre-negotiated terms and conditions with lenders

Streamlined procurement financing process since 1996

Experienced program - over $2 Billion in executed financings

Available to CA local governments, per CA GC Section 14930 et seq

# What We Do?

Broker and act as financial consultants for governments agencies!

Help you purchase goods/services now and pay for it over future fiscal years from your appropriation.

Help you acquire **funds up front** upon work/deliverable commencement.

Work with you on a budget-friendly loan payment structure.

Create a competitive environment where lenders propose their best federally tax-exempt government rates.

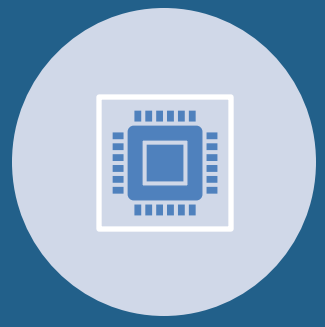
Facilitate documentation, loan funding, and ensure federal legal requirements are met.

Include baseline terms with non-appropriation clause; non-debt.

# 2024-2025 Financing Summary

- Financed $71,500,150
- Average interest rate of 2.334%
- Several 0% financings

# What Can GS $Mart Finance?



IT HARDWARE, SOFTWARE, MAINTENANCE, AND RELATED SERVICES

FLEET VEHICLES (ZEVS), FIRETRUCKS, AIRCRAFT, YELLOW IRON

HEAVY EQUIPMENT

LAB AND OFFICE EQUIPMENT

ENERGY SAVINGS CONTRACTS FOR STATE BUILDINGS (GC 4217.11 AND PUC SECTION 388 FOR AGENCIES)

# Financing Fleet Vehicles

GS $Mart has financed over $20 million in fleet vehicles for Department of Alcoholic Beverage Control, Department of Transportation, and several local government agencies.

# Benefits of GS $Mart

- $ Budget relief – installment or deferred payments over multiple fiscal years.
- $ Critical purchases can be made when there is not enough in your current budget.
- $ Great rates! Sometimes as low as 0% to the agency.
- $ Multi-year savings! Lock in contract pricing and save by avoiding annual markups on software maintenance.