

# BAYSTONE FINANCIAL GROUP



*Together, we keep communities running.*

Nancy Colbaugh  
Mohave Educational Services Cooperative  
625 E. Beale Street  
Kingman, AZ 86401

January 18, 2011

Dear Nancy:

Baystone Financial Group would like to offer promotional pricing on soft collateral, **tax-exempt** lease purchases under our Mohave Contract Number 08I-BFG-0126 effective January 19, 2012 through February 17, 2012. We propose the following discounted rate structures:

| <u>Amount Financed</u> | <u>Financing Term</u>                                  |
|------------------------|--|
| Over \$500,000         | 5 year Contract Rate less 0.600% (sixty basis points). |

The discount will apply to soft collateral personal property financing but not to real property and not to hard collateral. Please contact me if you have any questions.

Sincerely,

William W. Bauman  
Vice President

Offices in Arizona, Illinois and Kansas  
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ASSOCIATION FOR  
GOVERNMENTAL  
LEASING & FINANCE  
MEMBER