

## OUR VEHICLE AND HEAVY EQUIPMENT SERVICES HELP PROVIDE TANGIBLE BENEFITS

### OUR SERVICES INCLUDE:

- ▶ Competitive bank RFP process for financing vehicles
- ▶ Negotiations with banks to try and secure the best deal
- ▶ Our project management saves your staff time
- ▶ “Lease vs. buy” policy analysis & budget management support
- ▶ Fire engines and pumpers, vac-con trucks, street sweepers, refuse collection, dump trucks, backhoes, and more!

### CASE STUDY



**NHA saved 46% in interest costs for one Northern California city on a \$2.7M purchase of fire engines & sewer maintenance trucks**

	Best Bid Before NHA was engaged	Best Bid After NHA Ran Competitive Process
Quoted Interest Rate	2.99%	1.44%
Total Interest Paid	\$416,000	\$221,000

Case Study Source: NHA Advisors

## NHA Practice Areas



# 10 NHA Municipal Advisors Serving California Public Agencies



**EXPERIENCE:** NHA's senior advisors bring a wide breadth and depth of experience (over 150 years!) to provide ideas and options and to execute upon achievable solutions.



**TEAMWORK:** NHA's large team works together to act as a "force multiplier" to help solve problems and address a myriad (large or small) of tasks and projects for our clients.

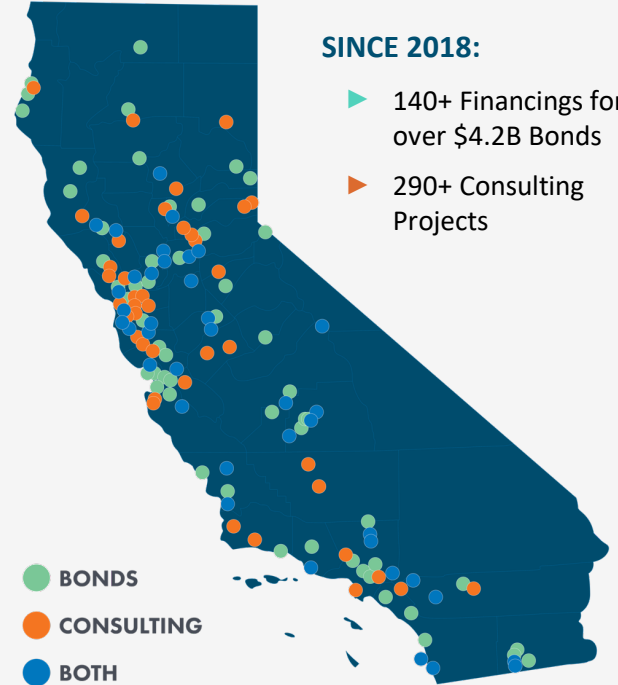


**APPROACH:** NHA listens, performs our due diligence, and translates options to provide a comprehensive, transparent, policy driven process and solution.



**"THE NHA WAY"** means we "walk the talk" by placing our clients' interests before our own. We are fiduciary-first, client-centered and not deal-driven.

## NHA CLIENTS SERVED\*



\*Dots represent client engagements since 2000



## CONTACT US

Craig Hill, Managing Principal - [Craig@NHAadvisors.com](mailto:Craig@NHAadvisors.com)  
Mark Northcross, Principal - [Mark@NHAadvisors.com](mailto:Mark@NHAadvisors.com)  
Eric Scriven, Principal - [Eric@NHAadvisors.com](mailto:Eric@NHAadvisors.com)

Mike Meyer, Vice President - [Mike@NHAadvisors.com](mailto:Mike@NHAadvisors.com)  
Rob Schmidt, Vice President - [Rob@NHAadvisors.com](mailto:Rob@NHAadvisors.com)  
Leslie Bloom, Vice President - [Leslie@NHAadvisors.com](mailto:Leslie@NHAadvisors.com)

