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**STATE OF VERMONT**  
**OFFICE OF THE STATE TREASURER**

**THE LOCAL INVESTMENT ADVISORY COMMITTEE (LIAC)**  
**SOLICITATION FOR LOCAL INVESTMENT FINANCING PROPOSALS**

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**ISSUED:**  
**December 5, 2015**

**SUBMISSION DEADLINE:**  
**Proposals will be accepted and evaluated on a rolling basis through May 13, 2016.**  
**Loans may be awarded upon approval and at the discretion of the LIAC and the State Treasurer.**

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## **Overview**

Pursuant to Section 220 of Act 199 of 2014 and as reauthorized during the 2015 Legislative Session by ACT 51, Section E.3, the Local Investment Advisory Committee (LIAC), chaired by the State Treasurer, will receive proposals for local investment financing from interested parties from December 5, 2015 through May 13, 2016. Please see the attached report for details pertaining to the work of the Committee, which can also be found on the Vermont Treasurer's website here: <http://www.vermonttreasurer.gov/cash-investments/Local-Investment>. This report was submitted to the General Assembly on January 15, 2015. Proposals for financing will be considered in the following areas:

- Housing and Energy;
- Transportation;
- Municipal Infrastructure; and
- Financing Post-Secondary Education

During the first round of proposals that were accepted between February 2, 2015 and March 2, 2015, \$3.75 million was obligated for housing, energy, and neighborhood revitalization projects and \$350,000 was set aside for a municipal infrastructure project that is still pending.

Municipalities, school districts, social services providers, state agencies and authorities, regional planning commissions and similar organizations are eligible to apply.

Please be advised that private non-profit organizations submitting a proposal for a public purpose would generally be considered eligible. Any specific questions concerning eligibility should be directed to Tim Lueders-Dumont in the Treasurer's Office at [tim.lueders-dumont@Vermont.Gov](mailto:tim.lueders-dumont@Vermont.Gov) or by phone at 802-828-1451.

The LIAC will make loan recommendations to the State Treasurer, however, the Treasurer will make the final selection of proposals based on due diligence consistent with the Treasurer's fiduciary responsibility outlined in statute.

Available dollars for financing are expected to be up to \$7 million.

The LIAC, in concert with the State Treasurer's Office will review proposals from December 5, 2015 through May 13, 2016. It is possible that some decisions will not be made until after June 1, 2016 and may be subject to the legislature extending the 10% in Vermont Program beyond June 30, 2016.

Projects are anticipated to be in the range of \$150,000 to \$3,000,000, however, the LIAC and the State Treasurer's Office would consider projects outside of this range.

## **Terms**

The LIAC in partnership with the State Treasurer's Office will accept proposals requesting debt financing and/or credit facilities with a term of no longer than 12 years. Shorter-term maturities are encouraged.

Interest rates will be calculated according to a market rate of return; in part based on the term of the facility. The Treasurer's office will conduct due diligence in the review of project feasibility, cash flows, and loan-repayment guarantees with the intent of pledging repayment to the Treasurer's office and the Vermont taxpayers.

Preference will be given to projects that meet a capital gap as outlined in the Local Investment Advisory Committee Report. Proposals should be supplemental to existing financing resources rather than duplicative.

Proposals that leverage dollars and/or partnerships with other financing sources, or would serve as demonstration projects to encourage further investment from public and private sources, are encouraged.

An organization's ability to guarantee the repayment of the loan and/or credit facility is essential to the evaluation process and subsequent award.

## **Process**

Proposals must contain a narrative outlining the proposed investment; a description of the specific capital gap that is being addressed; the organization's qualifications; and a business plan that includes the following:

Concept – Describe the “product”, the market it will serve, the benefit(s) to users, and the marketing plan required to achieve success;

- Financial Features – Clearly state the capital needed to start the investment. Detail how the capital will be used, and the equity, if any, that will be provided in support of the loan. If there are any other sources besides the guarantee, please specify the source(s) of the other collateral;
- Financial Requirements – Provide a project budget and the supporting cash flows over the life of the loan, including repayment; and
- Current Position – Furnish relevant information about the applicant, its legal form of operation, when it was formed, the key personnel; and a copy of your audited financial statement for the most recently completed fiscal year.
- Please identify if your proposal/project has been submitted to any other financial institution or governmental entity. If this is the case, please provide appropriate details.

The proposal should be prepared simply and economically and provide a straightforward and concise description of the services that the organization provides and the proposed investment.

The Treasurer's office and the LIAC will review submitted materials, identify projects for further consideration, and follow-up with the submitting organization if additional information is needed.

The submitting organization is encouraged to provide projected outcome data relating to their proposed investment (number of jobs created, number of individuals served, energy dollars saved, greenhouse gas reduction projections, etc.).

### **Contact**

Please direct all proposals and contact to Tim Lueders-Dumont in the Treasurer's Office.

**Email:** [tim.lueders-dumont@vermont.gov](mailto:tim.lueders-dumont@vermont.gov)

**Phone:** 802-828-1451