

NON-BINDING DISCUSSION SHEET



This Non-Binding Discussion Sheet (this “*Discussion Sheet*”) has been prepared by Fulton Bank (the “*Bank*”) for discussion purposes only. **Please note that this Discussion Sheet is not binding on the Bank and is not an offer of financing or a commitment to lend.** This Discussion Sheet is provided only as a basis for the discussion of financing needs that might lead to an offer of financing by the Bank. Without limiting the foregoing, this Discussion Sheet does not include a comprehensive list of all terms and conditions of any offer of financing that might be made by the Bank.

Date: June 29, 2022

Borrower: Board of Public Works City of Lewes

Proposed Loan #1:	\$3,000,000
Purpose:	Working Capital Line to support business operations and unexpected expenses
Term:	On Demand
Payment:	Interest only monthly as billed
Rate:	Variable rate at SOFR + 2.00%, with a floor of 0.15%; Indicative rate as of 6/23/22 3.50%
Collateral:	Board of Public Works General Obligation Pledge (unsecured)
Guarantees:	N/A
Bank Fees:	\$3,000
Prepayment Charge:	Prepayment in part or in whole throughout life of loan with no penalty.

Proposed Loan #2:	Up to \$7,000,000
Purpose:	Working Capital Line to support business operations and unexpected expenses
Term:	On Demand
Payment:	Interest only monthly as billed
Rate:	Variable rate at Wall Street Journal Prime – (1.25%); Indicative rate as of 6/22/22 3.50%
Collateral:	Board of Public Works investment account to be held with Fulton Financial Advisors with a maximum Loan to Value of 65%
Guarantees:	N/A
Bank Fees:	None
Prepayment Charge:	Prepayment in part or in whole throughout life of loan with no penalty.

6B

Proposed Loan #3:	Up to \$2,500,000
Purpose:	Equipment Line of credit
Term:	3, 5 or 7 year terms will be provided for equipment drawn under the LOC. Term will be decided at the time of the draw based on the type of equipment
Payment:	Principal and interest monthly as billed.
Fixed Rate:	3 yr. Bloomberg +2.00% , then converted to tax exempt rate 5 Yr. Bloomberg +2.00%, then converted to tax exempt rate

6A

	7 Yr. Bloomberg +2.00%, then converted to tax exempt rate *Pricing is based on investment account being held with Fulton Financial. **Pricing is set 5 days prior to settlement
Collateral:	First lien against equipment being purchased.
Guarantees:	N/A
Bank Fees:	0.10% per draw request
Prepayment Charge:	Prepayment in part or in whole throughout life of loan with no penalty.

Financial Covenants:

1. N/A

Financial Reporting Requirements:

1. Board of Public Works to provide annual audited financial statements.
2. Board of Public Works to provide annual budget.

Additional Items:

1. Fulton Bank and Borrower will consider a longer period term out for any outstanding balances over 12 months on the Working Capital Line of Credit.

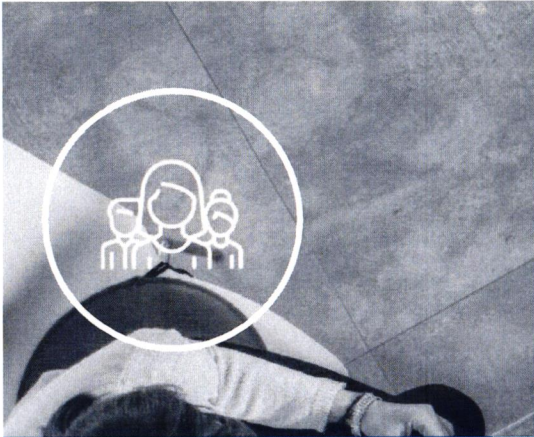
Loan Documentation Fees:

1. Attorney prepared documents with the cost to be incurred by the Borrower.

To help the government fight the funding of terrorism and money laundering activities, Federal law requires all financial institutions to obtain, verify, and record information that identifies each person who opens an account.

What this means for you: when you open an account, we will ask for your name, address, date of birth and other information that will allow us to identify you. We may also ask to see your driver's license or other identifying documents. The results of all searches and/or verifications must be satisfactory to the Bank.

Fulton Financial Advisors



- Fulton Bank was founded in 1882
- Fulton's Trust Department was chartered in 1919.
- Fulton manages finances and investments for municipalities (city, county and township), governmental entities, municipal authorities, nonprofits, including fire companies, school districts, corporations and individuals



Fulton Financial Advisors manages \$15 billion for @35,000 clients



Fulton's Nonprofit Services group manages 250 relationships worth @ \$1 billion



Fulton manages @ \$350 Million for @ 50 municipal entities throughout our footprint



Fulton's Retirement Services Group Manages @\$160 million for municipal entity retirement plans.

EFFICIENT SERVICE DELIVERY • UNBIASED SOLUTIONS • COORDINATED EXECUTION • COST EFFECTIVE

Overall Relationship Pricing Model

Current Fee Model & Structure

BPW Nationwide 457 Plan	\$21,494
BPW Nationwide DB Plan	\$24,168
UBS Corp Asset Mgmt acct	@\$107,400 *

* Assuming 93 BPS fee based on Q4 2021 account values as reflected in fees charged in Q1 2022'

Total Current Advisor Fees @ \$153,062

Fulton Fee Model & Structure

Fulton 457 Plan	\$13,971
Fulton DB Plan	\$17,477
Fulton Corp Asset Mgmt acct	@\$50,000

Assuming 50 BPS fee on an average account value of \$10,000,000

Total New Advisor Fees @ \$81,448

Total expense savings of @ \$71,614