

BOCC APPROVAL MAY 3, 2023
BOARD OF BIDS AND CONTRACTS APRIL 27, 2023

4. BANKING SERVICES -- DIVISION OF FINANCE
FUNDING -- DIVISION OF FINANCE
 (Request sent to 102 vendors)

RFP #22-0081 Contract

Banking Services	Annual Estimated 2021 Usage	Fidelity Bank, NA	INTRUST Bank, NA	Heartland Credit Union
1. ACH Return Debit (per transaction)	1	\$5.00	\$2.00	\$5.00
2. Coin Envelopes (per pack)	1	N/A	\$18.00	\$0.00
3. Currency Straps (per pack)	1	\$0.25	\$7.50	\$0.00
4. Custom Deposit (per transaction)	1	\$0.75	\$1.50	\$0.00
5. Audit Confirmations (per audit request)	2	\$20.00	\$10.00	\$20.00
6. Change Order Base Fee Phone / Fax (per transaction)	2	\$1.50	\$3.00	\$0.00
7. Enhanced Reporting (per month)	3	N/A	\$20.00	N/A
8. LBX Image Captured (per each)	3	N/A	\$0.02	N/A
9. Lockbox Postage (per each)	3	\$5.00	Variable - Post Office Rates	N/A
10. Outgoing Wire - Internet (per transaction)	4	\$12.00	\$6.00	\$20.00
11. Lockbox Postage (per each)	5	\$5.00	Variable - Post Office Rates	N/A
12. Lockbox Postage (per each)	5	\$5.00	Variable - Post Office Rates	N/A
13. Lock Box Base Fee (per month)	6	\$155.00	\$100.00	N/A
14. ACH Origination Maintenance (per month)	8	\$20.00	\$25.00	\$25.00
15. Business Online Wire - Maintenance (per month)	8	\$10.00	\$10.00	N/A
16. Change Order Base Fee Automated (per transaction)	8	N/A	\$3.00	\$0.00
17. Deposit Online Maintenance (per month)	8	\$50.00	\$30.00	N/A
18. EDI Translation Monthly Maintenance (per month)	8	\$2.00	\$20.00	N/A
19. Safekeeping Delivery Fee (per transaction)	8	\$15.00	\$30.00	N/A
20. Lock Box Base Fee (per month)	9	\$113.00	\$80.00	N/A
21. Tamper Proof Bag 9 x 12 (per each)	9	\$30.00	\$40.00	\$0.00
22. Vault Deposit Discrepancy (per each)	11	\$5.00	\$2.50	N/A
23. Lock Box Base Fee (per month)	12	\$113.00	\$80.00	N/A
24. Stop Pay (per transaction)	14	\$36.00	\$5.00	\$28.00
25. Positive Pay - Per Account (per month)	15	\$20.00	\$25.00	\$20.00
26. Treasury Reporting Per Deposit Account (per month)	15	N/A	\$0.00	N/A
27. Safekeeping Interest Payments (per transaction)	19	\$2.00	\$1.00	N/A
28. Statements (monthly per account)	20	\$3.00	\$0.00	\$3.00
29. Box of Rolled Coin Ordered (per box)	22	\$3.00	\$3.00	\$0.00
30. ACH Positive Pay (per transaction)	25	\$20.00	\$5.00	Included in Positive Pay
31. Business Online Per Outgoing Wire (per transaction)	28	\$12.00	\$6.00	N/A
32. Change Order Base Fee Auto (per transaction)	33	N/A	\$3.00	N/A
33. Zero Balance Account (per month)	35	\$15.00	\$25.00	\$25.00 per Account
34. Positive Pay Account Maintenance (per month)	37	\$20.00	\$25.00	Included in Positive Pay
35. Other Credits (per each)	43	\$0.25	\$0.20	\$0.10
36. Treasury Reporting Per Deposit Account (per transaction)	45	N/A	\$0.00	N/A
37. Other Debits (per each)	50	\$0.25	\$0.095	\$0.10
38. Positive Pay Per Item Manual Entry	63	N/A	\$0.04	Included in Positive Pay
39. Account Maintenance / Service Charge (per month)	80	\$12.00	\$10.00	\$10.00
40. Branch Coin Ordered Wichita (per transaction)	80	N/A	\$0.14	\$0.00
41. Safekeeping Services - Securities Held (per transaction)	143	\$2.50	\$2.00	N/A
42. Reclear Credits (per transaction)	146	\$5.00	\$5.00	\$0.00
43. Incoming Wire (per transaction)	184	\$12.00	\$5.00	\$5.00
44. Branch Deposit Processing Wichita (per transaction)	214	N/A	\$0.00	\$0.00
45. Online Tokens (per each)	218	N/A	\$1.50	N/A
46. ACH Items Originating Online (per transaction)	241	\$0.15	\$0.08	\$0.10
47. Returned Deposited Items (per each)	283	\$7.50	\$1.50	\$7.00
48. Straps of Currency Ordered (per each)	298	\$0.05	\$0.28	\$0.00
49. Lockbox Image Storage (per each)	359	N/A	\$0.02	N/A
50. Deposit (per transaction)	407	\$0.25	\$0.20	\$0.20
51. LBX Per Item	417	\$0.55	\$0.35	N/A
52. Roll of Coin - Ordered (per roll)	569	\$0.25	\$0.14	\$0.00
53. LBX Per Items	1515	\$0.55	\$0.35	N/A
54. Deposits (per transaction)	2155	\$0.25	\$0.20	\$0.20
55. ACH Debits Received (per transaction)	2183	\$0.15	\$0.07	\$0.00
56. LBX Retail Exceptions (per each)	2306	\$0.10	\$0.35	N/A
57. Loose Currency Notes - Ordered (per each)	2921	\$0.15	\$0.008	\$0.00

58. LBX Image Captured (per each)	4694	N/A	\$0.02	N/A
59. LBX Medical - Insurance Per Item	5463	\$0.55	\$0.30	N/A
60. EDI Translation Per Item	5530	N/A	\$0.00	N/A
61. ACH Credits Received (per transaction)	10294	\$0.15	\$0.20	\$0.00
62. Checks Paid (per transaction)	10981	\$0.25	\$0.095	\$0.20
63. LBX Medical - Private Per Item	11189	\$0.55	\$0.30	N/A
64. LBX Retail Per Items	16551	\$0.31	\$0.19	N/A
65. Controlled Disbursement (per transaction)	17695	\$0.15	\$0.18	N/A
66. Positive Pay Per Item	30785	N/A	\$0.04	Included in Positive Pay
67. Deposit Items On - Us (per transaction)	35246	\$0.10	\$0.044	\$0.20
68. ACH Items Originating Upload (per each)	63120	\$0.15	\$0.08	No bid
69. Deposit Items Not On - Us (per transaction)	83994	\$0.10	\$0.044	\$0.20
70. Deposit Items Electronic (per transaction)	95284	\$0.10	\$0.044	\$0.00
71. Currency Deposited (per transaction)	179151	\$0.0005	\$0.044	\$0.00
No Bid	Bank of America, NA Charlotte, NC	Carson Bank	JP Morgan Chase Bank, N.A.	Panhandle Federal Credit Union
	The Citizens State Bank	The Halstead Bank	UMB Bank, N.A.,	Wheat State Credit Union

On the recommendation of Theresa Rhodes, on behalf of the Division of Finance, Tim Myers moved to **accept the proposal from INTRUST Bank, NA and establish contract pricing at the rates listed above for three (3) years with two (2) one (1) year options to renew.** Anna Meyerhoff-Cole seconded the motion. The motion passed 3 to 4 with Brandi Baily abstaining from the vote.

A committee comprised of Hope Hernandez, Cassandra Maestas, David Floyd, and Lynn Newby - Division of Finance; Jeremy Gibbs - Treasurer's Office; Tracy Lolley - COMCARE; and Theresa Rhodes - Purchasing reviewed and scored the proposal responses based on criteria set forth in the RFP. The committee unanimously agreed to accept the proposal from INTRUST Bank, NA for banking services.

Government Finance Officers Association (GFOA) recommends state and local governments establish a procurement process and assure periodic reviews of banking services. Adhering to a defined due diligence in selecting banking services and establishing proper controls will help a government achieve its objectives of appropriate and cost-effective banking services while protecting its funds and reducing risk to its reputation. This best practice Sedgwick County adheres to will promote and facilitate positive change and recognize excellence rather than merely codify current accepted practice.

Notes:

Fees for purchases of investment vehicles, including CDs, money markets, repurchase agreements, MIPS, treasury notes, and government sponsored agency bonds, are built into the pricing of said vehicles and are reduced as trade size increases. These fees can be disclosed prior to purchase, but will not affect the quoted price, duration, maturity length, or yield. In order for these vehicles to remain competitive in the marketplace, these fees, as a percentage of the total trade, are nominal.

Banking fees for 2021 were \$30,828.30 and for 2022 were \$34,484.07.

Sedgwick County is only charged for the months where earning credits are less than the account analysis charges.

This is a proposal and not a bid. Proposals are scored based on criteria set forth in the RFP. There are five (5) components to this RFP.

Component	Points
a. Methodology and approach to scope of work	20
b. Quality of references	20
c. Response completeness and thoroughness	20
d. Number of locations within the community	20
e. Pricing*	20
Total Points	100