

BOCC APPROVAL JANUARY 17, 2018
BOARD OF BIDS AND CONTRACTS JANUARY 11, 2018

2. BANKING SERVICES -- FINANCE

FUNDING -- FINANCE

(Request sent to 48 vendors)

RFP #17-0036 Contract

Banking Services (per each)	Annual Estimated 2016 Usage	Bank of America Merrill Lynch	RCB Bank	Equity Bank	The Central Trust Bank dba Central Bank	UMB Bank, N.A.	INTRUST Bank, N.A.
1. Account Maintenance	182	No Bid	\$0.00	\$15.00	No Bid	\$10.00	\$10.00
2. Other Credits	14	No Bid	\$0.00	\$0.10	No Bid	\$0.20	\$0.200
3. Other Debits	2	No Bid	\$0.15	\$0.10	No Bid	\$0.10	\$0.095
4. Overdraft Fee	2	No Bid	\$28.00	\$33.98	No Bid	\$36.00	\$35.00
5. Zero Balance Account	66	No Bid	\$5.00	\$10.00	No Bid	\$10.00	\$25.00
6. Statements	51	No Bid	\$0.00	\$0.00	No Bid	\$6.50	\$0.00
7. ck Image CD-Rom	12	No Bid	\$5.00	\$15.00	No Bid	\$5.00	\$20.00
8. Deposits	5039	No Bid	\$0.15	\$0.15	No Bid	\$0.20	\$0.200
9. Dep Items On-Us	60844	No Bid	\$0.05	\$0.07	No Bid	\$0.05	\$0.044
10. Dep Items Electronic	292983	No Bid	\$0.00	\$0.05	No Bid	\$0.04	\$0.044
11. Dep Items Foreign	1	No Bid	\$0.00	\$1.50	No Bid	\$0.10	\$5.00
12. Reclear Credits	525	No Bid	\$0.00	\$5.00	No Bid	\$3.50	\$5.00
13. Returned Deposited Items	459	No Bid	\$4.00	\$5.00	No Bid	\$4.00	\$1.50
14. Deposit Online Maintenance	24	No Bid	No Bid	\$0.00	No Bid	\$20.00	\$30.00
15. Br Dep Processing Ict	1373	No Bid	\$0.00	\$0.00	No Bid	\$0.10	\$0.080
16. Br. Coin Ordered Ict	185	No Bid	\$0.00	\$0.00	No Bid	\$0.12	\$0.140
17. Loose Currency Notes Deposited	606561	No Bid	\$0.00	\$0.10 per 100	No Bid	\$0.04	\$0.004
18. Deposit	1778	No Bid	\$0.15	\$0.15	No Bid	\$1.50	\$1.50
19. Change Order Base Fee Auto	397	No Bid	No Bid	\$0.00	No Bid	\$3.00	\$3.00
20. Bag Loose Coin	0	No Bid	\$0.00	\$0.10 per 100	No Bid	No Bid	\$5.00
21. Bag Rolled Coin Deposited	0	No Bid	\$0.00	\$0.00	No Bid	No Bid	\$0.00
22. Vault Deposit Discrepancy	6	No Bid	\$0.00	No Bid	No Bid	\$2.00	\$2.50
23. Change Order Base Fee Phone/Fax	2	No Bid	\$0.00	\$0.00	No Bid	\$3.00	\$5.00
24. Straps of Currency ordered	880	No Bid	\$0.00	\$0.00	No Bid	\$0.30	\$0.280
25. Loose Currency Notes-Ordered	21940	No Bid	\$0.00	\$0.00	No Bid	\$0.00	\$0.008
26. box of Rolled Coin Ordered	60	No Bid	\$0.00	\$0.00	No Bid	\$4.00	\$3.00
27. Roll of Coin-Ordered	2633	No Bid	No Bid	\$0.00	No Bid	\$0.10	\$0.080
28. Currency Straps	1	No Bid	\$0.00	\$0.00	No Bid	\$10.50	\$7.50
29. Tamper Proof Bag 9x12	25	No Bid	\$0.00	\$0.00	No Bid	\$0.38	\$40.00
30. Coin Envelopes	1	No Bid	\$0.00	\$0.00	No Bid	\$15.08 per 500	\$18.00
31. Checks Paid	15257	No Bid	\$0.15	\$0.15	No Bid	\$0.10	\$0.095
32. Stop Pay	13	No Bid	\$28.00	\$33.98	No Bid	\$5.00	\$5.00
33. Positive Pay Account Maint	48	No Bid	\$0.00	\$30.00	No Bid	\$30.00	\$25.00
34. Positive Pay per item	54804	No Bid	\$0.00	\$0.05	No Bid	\$0.07	\$0.04
35. Positive Pay	0	No Bid	\$20.00	No Bid	No Bid	No Bid	\$0.00

BOCC APPROVAL JANUARY 17, 2018
BOARD OF BIDS AND CONTRACTS JANUARY 11, 2018

36. Controlled Disbursement	38429	No Bid	\$0.00	\$0.20	No Bid	\$0.10	\$0.18
37. ACH Credits Received	13434	No Bid	\$0.00	\$0.09	No Bid	\$0.04	\$0.20
38. ACH Debits Received	3662	No Bid	\$0.15	\$0.09	No Bid	\$0.02	\$0.07
39. ACH Origination Maint	12	No Bid	\$30.00	\$15.00	No Bid	\$25.00	\$25.00
40. ACH Items Orig Online	2581	No Bid	\$0.03	\$0.09	No Bid	\$0.03	\$0.08
41. ACH Items Orig Upload	101704	No Bid	\$0.03	\$0.09	No Bid	\$0.02	\$0.08
42. ACH Return Debit	0	No Bid	\$4.00	\$5.00	No Bid	\$5.50	\$2.00
43. ACH Debit Filter Maint	0	No Bid	\$0.00	\$15.00	No Bid	No Bid	\$0.00
44. ACH Pos Pay	73	No Bid	TBD	No Bid	No Bid	\$5.00	\$5.00
45. Bus Online Wire-Maint	12	No Bid	\$0.00	\$0.00	No Bid	\$0.00	\$10.00
46. Bus Online Per Outgoing Wire	55	No Bid	\$7.50	\$15.00	No Bid	\$5.00	\$6.00
47. Incoming Wire	58	No Bid	\$10.00	\$10.00	No Bid	\$5.00	\$5.00
48. Outgoing Wire-Internet	0	No Bid	\$7.50	\$15.00	No Bid	No Bid	\$6.00
49. Online Tokens	444	No Bid	\$0.00	\$0.00	No Bid	\$0.00	\$1.50
50. Treas Rptg Per Dep Acct	36	No Bid	\$0.00	\$0.00	No Bid	\$10.00	\$20.00
51. Treas Rptg Per Dep Acct	169	No Bid	\$0.00	\$0.00	No Bid	\$5.00	\$6.00
52. EDI Translation Monthly Maint	12	No Bid	\$0.00	\$10.00	No Bid	\$15.00	\$20.00
53. EDI Translation Per Item	8252	No Bid	\$0.00	\$0.10	No Bid	\$0.25	\$0.50
54. EDI Fax Report	0	No Bid	\$0.00	\$0.00	No Bid	\$7.50	\$0.00
55. Lock Box Base Fee	12	No Bid	\$75.00	\$90.00	No Bid	\$200.00	\$80.00
56. LBX Retail Exceptions	0	No Bid	\$0.00	\$0.25	No Bid	No Bid	\$0.35
57. LBX Retail Per Items	127224	No Bid	\$0.20	\$0.22	No Bid	\$0.17	\$0.19
58. LBX Med-Pers Per Item	7920	No Bid	\$0.20	\$0.22	No Bid	\$0.19	\$0.30
59. LBX Med-Ins Per Item	7690	No Bid	\$0.20	\$0.22	No Bid	\$0.19	\$0.30
60. LBX Image Captured	18417	No Bid	\$0.15	\$0.15	No Bid	\$0.08	\$0.02
Safekeeping Services (per each)		Bank of America Merrill Lynch	RCB Bank	Equity Bank	The Central Trust Bank dba Central Bank	UMB Bank, N.A.	INTRUST Bank, N.A.
1. Initial conversion		No Bid	No Bid	*See Note Below	No Bid	N/A	\$10.00 Each Investment Transition
2. Securities Held		No Bid	No Bid		No Bid	N/A	\$2.00
3. Securities Received or Sent (does not include Maturities)		No Bid	No Bid		No Bid	N/A	\$30.00
4. Interest Payment		No Bid	No Bid		No Bid	\$2.00	\$1.00
5. Principal Paydowns		No Bid	No Bid		No Bid	\$5.50	\$10.00
6. Special Report		No Bid	No Bid		No Bid	N/A	\$25.00
7. Audit Confirmation		No Bid	No Bid		No Bid	N/A	\$10.00
8. Investment Accounting Services (includes monthly Mark to market valuation)		No Bid	No Bid		No Bid	N/A	\$75.00
9. Receipts (Per receipt/month)		No Bid	No Bid		No Bid	\$5.00	N/A
10. Pledges/Releases		No Bid	No Bid		No Bid	\$12.00	N/A
11. Dividends		No Bid	No Bid		No Bid	\$2.00	N/A

BOCC APPROVAL JANUARY 17, 2018
BOARD OF BIDS AND CONTRACTS JANUARY 11, 2018

12. Payment for Securities		No Bid	No Bid		No Bid	\$50.00	N/A
13. Received or Delivered Vs. Payment (same day)		No Bid	No Bid		No Bid	\$50.00	N/A
14. Advanced Notification through IB Web		No Bid	No Bid		No Bid	\$15.00	N/A
15. Advance Notification on Trades vs. Payment		No Bid	No Bid		No Bid	\$25.00	N/A
Purchasing Cards		Bank of America Merrill Lynch	RCB Bank	Equity Bank	The Central Trust Bank dba Central Bank	UMB Bank, N.A.	INTRUST Bank, N.A.
1. Card Design		\$150.00 per hour	No Bid	\$1,500.00	No Charge	No Charge	\$300.00
2. Annual Fee per Card Holder		No Charge	No Bid	No Charge	No Charge	No Charge	No Charge
3. Automated Reconciliation		Yes	No Bid	Yes	Yes	Yes	Yes
4. Rebate		Mid-America Government Purchase Card Cooperative (See Attachment)	1.00%	Qualifying Incentive Opportunity to be determined	1% Standard 0.6% for Level 3 Transactions and 0.4% for Large Ticket Transactions	Based on Qualified Sales Volume	Volume Rebate Contingent Upon Volume and Average Transaction Size
No Bid		Meritrust Credit Union	Midland National Bank	JP Morgan Chase & Co.	The Halstead Bank	Union State Bank	Central Bank of Kansas
		The Halstead Bank	Chisholm Trail State Bank	Emprise Bank	Valley State Bank	Capitol Federal Financial, Inc.	Community Bank of Wichita
		Kanza Bank	Verus Bank	Fidelity Bank	Conway Bank	Wells Fargo Bank, N.A.	Southwest National Bank
		Simmons Bank	US Bank				

On the recommendation of Kristen McGovern, on behalf of Sedgwick County, Talaya Schwartz moved to **accept the proposals from Intrust Bank, N.A. for Banking and Safekeeping Services and The Central Trust Bank dba Central Bank for Purchasing Cards and establish contract pricing at the rates listed for three (3) years with two (2) one (1) year options to renew.** Jennifer Dombaugh seconded the motion. The vote passed 4 to 1 with Linda Kizzire abstaining.

A committee comprised of Rick Durham, Brandi Bailey - Division of Finance; Linda Kizzire, Randy Bargdill, Debra Rogers, and Nancy Roush - Treasurer's Office; Tracy Lolley - COMCARE and Kristen McGovern - Purchasing reviewed and scored the proposal responses based on criteria set forth in the RFP. The committee unanimously recommends Intrust Bank, N.A. for Banking Services and Safekeeping Services. Intrust Bank, N.A. met all the requirements in the RFP.

By having all banking and safekeeping services at one bank it reduces the county's overall cost of banking services. Sedgwick County had to have a separate account opened at our current safekeeping vendor in order to provide the service. The estimated annual savings is approximately \$1,000.00.

Equity Bank provided monthly reconciliations instead of weekly. There were unknown extra fees associated with their services. Stop payments were only good for six months and their references lacked longevity.

UMB Bank, N.A. stated that their submitted pricing was contingent upon being awarded the entire contract. They only have two locations in Sedgwick County and their deposit cut-off at branch locations for same day posting is 5:00 p.m. UMB Bank, N.A. also had no lockbox locations in Sedgwick County.

RCB Bank has no locations in Sedgwick County.

The evaluation committee shortlisted Bank of America Merrill Lynch, The Central Trust Bank dba Central Bank, Equity Bank and Intrust Bank, N.A. for Purchasing Cards. All four proposers participated in detailed presentations of their product and service offerings. The committee recommended The Central Trust Bank dba Central Bank for award because they exceeded the requirements set forth in the RFP. The Central Trust Bank dba Central Bank can default our account to signature or PIN based on our choice, custom design of a card to make it easier to identify from a personal card at no cost, pass over 800 data fields over to the county's system, and the rebate is 1% monthly for standard transactions, 0.6% for Level 3 transactions and 0.4% for large ticket transactions. The Central Trust Bank dba Central Bank's proposal offers the best value for the County.

BOCC APPROVAL JANUARY 17, 2018
BOARD OF BIDS AND CONTRACTS JANUARY 11, 2018

Government Finance Officers Association (GFOA) recommends that 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 that Sedgwick County adheres to will promote and facilitate positive change and recognize excellence rather than merely codify current accepted practice.

Sedgwick County's approximate banking fees for 2017 was \$26,262.74 and \$35,364.98 in 2016.

*Note: 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.

Linda Kizzire: I will be abstaining from this because I was the part of the process.

Thomas Stolz: Just to summarize we are going to give a contract to Central Trust Bank on the purchasing cards piece of this, and Intrust on general banking. When do we look at this issue we have with credit card fees? Is that a later part fee, could you address that Rick?

Rick Durham: Your speaking about merchant service fees, is the charge that we incur for accepting credit cards. Whether that be at the Treasurer's Office or anywhere else in the county. That particular contract is beginning the RFP process now and that is separate and distinct from the banking services.

Talaya Schwartz: How are we anticipating \$1,000.00 annual savings?

Brandi Baily: Right now our safekeeping services are at UMB bank, and in order to keep our safekeeping services there, we have to have a bank account open there, so we are charged monthly fees, but we also receive interest on the balance that we keep in that account so they offset, so it's still approximately \$1,000.00 savings. Just until we can get rid of that entire account and move all it to one location.

Talaya Schwartz: And then the difference between the banking fees from 2016 to 2017 were several thousand dollars, can you explain why? It went from \$35,000.00 in 2016 to \$26,000.00 in 2017.

Brandi Baily: Offhand I don't have that exact information, at my desk I have a spreadsheet that will give me the exact details as to why. I wasn't prepared for that one.

Thomas Stolz: Brandy, you are not privy to the email which Joe sends out which has that information, which is what Talaya is talking about. Joe, can you address that at all?

Joe Thomas: I thought I just sent an email which has the two dollar amounts, is that correct?

Thomas Stolz: I think what Talaya is referring to is the email we got, that our 2016 banking fees was \$35,364.00 and 2017, which was much less and is what we are looking for.

Joe Thomas: I think the general reason is transaction based, correct? Or user based.

BOCC APPROVAL JANUARY 17, 2018

BOARD OF BIDS AND CONTRACTS JANUARY 11, 2018

Brandi Baily: Fewer transactions. I can get more specific and send it out to everybody. In 2017 we had two less bank accounts but they were small bank accounts and I don't see that being a significant reason.

Richard Powell: While you are up there, can you give us a better definition of what safekeeping services are, you know, *what are they*?

Brandi Baily: Safekeeping services are when I buy an investment, say I go out and purchase a treasury bond or an agency bond then it has to be held at a third party custodian, and that is what they do. They hold our bonds for us. When we receive interest they take care of all of that; when the investment is delivered, they accept the delivery of the investment for us. It really just holds our investments for us in a third party location. For example, if I buy a treasury bond from Raymond James. Raymond James doesn't keep it, it is held at this third party location, which is UMB bank.

Richard Powell: Are you talking figuratively they are holding it, or literally there's a piece of paper locked in a vault?

Brandi Baily: Yes figuratively.

Thomas Stolz: Any other questions? I see no other questions do we have a motion to accept?

Talaya Schwartz: I move we accept the bid from Intrust Bank N.A. as proposed, and from the Central Bank doing business as Central Bank for purchasing cards as proposed.

Jennifer Dombaugh: Second.

Additional Information

The question was asked, what caused the decrease in fees from 2016 to 2017? In answer, it is strictly related to the volume of activity. A majority is related to the number of pieces coming into our tax lockbox. We are charged \$0.19 for each item that comes in.

For the 2016 totals, there were 149,476 pieces which we were charged \$28,400.00.

For the 2017 totals, there were 107,867 pieces which we were charged \$20,493.59.