

TO: Mayor and Council

FROM: Cindy Kendall  
Finance Director/Treasurer

RE: Banking RFP

May 1, 2009

As I mentioned in the agenda packet memo, the banking services for the City are more detailed than "just a checking account". The City also utilizes electronic banking (e-banking), ACH, purchase cards and merchant services. Today we saw the last of the e-banking services software and staff is now prepared to make a recommendation to the Council for a five year agreement with United Bank and Trust. Before I summarize the criteria which lead to this recommendation, I want to thank those involved in this process. Each bank took great care in providing a competitive bid making sure that Mark Leamen, Accounting Manager and I had all the information we needed to make this recommendation. Their time and efforts are greatly appreciated, it again demonstrates the strong banking institutions and the interest they have in our community.

**Fees associated with the various checking and savings accounts:** three banks waived the fees.

**ACH ACTIVITY:** again three banks waived the fees for these services

**Electronic Banking:** all of the electronic banking software (e-banking) would have been very acceptable. Again the City would not experience any fees for this service with any of the banks. One of the strengths that United Bank & Trust demonstrated in this area was the favorable experience from the City of Ames. This was also the only bank that had deposit slip images currently available.

**Merchant Credit Card:** This is the ability for the Clerk's office to accept payment by credit card. In this area, the item charges are a little bit more difficult to compare depending on volume and type of card used. But again, in this area, United Bank & Trust did not have any monthly minimums.

**Purchase Cards:** This service allows certain city staff to purchase items. With United Bank and Trust, the City will continue to use the same vendor we currently have with no fees. This is also beneficial because the software is already familiar to all of our departments.

**Rate of Return on Operating Account:** This is really where United Bank & Trust pulled out into the front.

**Additional services:**

Remote Deposits, positive pay and recommendations for other account configurations were suggestions which can be added or changed in the future. All will enhance the treasury operations of the City.

At the May 11, Council meeting, we will ask you to approve the Finance department's recommendation to award the banking services to United Bank & Trust.

If you have any questions, or if you would like to see the original bids, please give me a call 754-5760 or come into the office.