

| <b>BANK DEPOSITORY<br/>AGREEMENT 2019<br/>3-26-2019</b> | <b>ST. LOUIS BANK</b>                         | <b>FIRST STATE<br/>COMMUNITY BANK</b> | <b>UMB BANK n.a.</b>               | <b>FIRST BANK</b>                           | <b>MIDWEST<br/>REGIONAL BANK</b>        |
|---|---|---------------------------------------|------------------------------------|---|---|
|   | 14323 SOUTH OUTER<br>40 ST. LOUIS MO<br>63017 | 4767 STATE RD B<br>HILLSBORO MO 63050 | 2 S BROADWAY<br>ST. LOUIS MO 63102 | 11901 OLIVE BLVD<br>CREVE COEUR MO<br>63141 | 363 FESTUS CENTER<br>DR FESTUS MO 63028 |
| <b>1. RETURNED ITEMS</b>                                |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | \$10.00                                       | \$0.00                                | \$15.00                            | \$12.50                                     | \$0.00                                  |
| <b>2. REDEPOSIT OF<br/>RETURNED ITEMS</b>               |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | \$10.00                                       | \$0.00                                | \$0.00                             | \$4.00                                      | \$15.00                                 |
| <b>3. MAIL ADVISE</b>                                   |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | N/A   | \$0.00                                | \$0.00                             | N/C *                                       | \$0.00                                  |
| <b>4. INCOMING FED WIRES</b>                            |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | \$10.00                                       | \$0.00                                | \$12.00                            | \$15.00                                     | \$15.00                                 |
| <b>5. STOP PAYMENTS</b>                                 |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | \$25.00                                       | \$0.00                                | \$15.00                            | \$32.00                                     | \$15.00                                 |
| <b>6. ACH CREDITS</b>                                   |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | 14 CENTS                                      | \$0.00                                | \$0.10                             | \$0.27                                      | \$0.15                                  |
| <b>7. REMOTE DEPOSIT</b>                                |   |                                       |                                    |   |   |
| <b>Per Month</b>  | \$50.00                                       | \$0.00                                | \$50.00                            | \$45.00                                     | \$50.00                                 |
| <b>Per Item</b>   | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>8. REMOTE DEPOSIT ITEM<br/>CHARGE</b>                |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | 20 CENTS                                      | \$0.00                                | \$0.10                             | \$0.05                                      | \$0.10                                  |

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|---|---|---------------------------------------|------------------------------------|---|---|
|   | 14323 SOUTH OUTER<br>40 ST. LOUIS MO<br>63017             | 4767 STATE RD B<br>HILLSBORO MO 63050 | 2 S BROADWAY<br>ST. LOUIS MO 63102 | 11901 OLIVE BLVD<br>CREVE COEUR MO<br>63141 | 363 FESTUS CENTER<br>DR FESTUS MO 63028 |
| <b>9. CURRENCY &amp; COIN<br/>DEPOSIT</b>               |   |                                       |                                    |   |   |
| <b>Per Month</b>  | \$1 PER BAG OF COIN<br>\$0.15 PER \$100<br>CURRENCY STRAP | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   |   | \$0.00                                | \$0.05                             | \$0.001                                     | \$0.00                                  |
| <b>10. ACH DEBITS</b>                                   |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | 14 CENTS  | \$0.00                                | \$0.15                             | \$0.20                                      | \$0.15                                  |
| <b>11. CLEARED CHECKS FEE</b>                           |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | 17 CENTS  | \$0.00                                | \$0.12                             | \$0.15                                      | \$0.10                                  |
| <b>12. ON LINE WIRE<br/>TRANSFER</b>                    |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/C *                                       | \$0.00                                  |
| <b>Per Item</b>   | \$22.00   | \$0.00                                | \$10.00                            | \$15.00                                     | \$15.00                                 |
| <b>13. REVERSE WIRE</b>                                 |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | \$22.00   | \$0.00                                | \$10.00                            | \$25.00                                     | \$25.00                                 |
| <b>14. REVERSE POSITIVE PAY</b>                         |   |                                       |                                    |   |   |
| <b>Per Month</b>  | \$50.00   | \$0.00                                | \$50.00                            | \$35-\$50 *                                 | \$0.00                                  |
| <b>Per Item</b>   | N/A   | \$0.00                                | \$0.06                             | N/C *                                       | \$0.00                                  |
| <b>15. ON LINE ACCESS TO<br/>CHECKS</b>                 |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                | \$10.00                            | N/C *                                       | \$0.00                                  |
| <b>Per Item</b>   | N/A   | \$0.00                                |                                    | N/C *                                       | \$0.00                                  |

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| <b>16. ACH FILE<br/>TRANSMISSION</b>                    |   |                                       |                                    |   |   |
| <b>Per Month</b>  | \$25.00   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>Per Item</b>   | N/A   | \$0.00                                | \$3.50                             | N/C *                                       | \$0.15 PER FILE                         |
| <b>17. ACH MAINTENANCE</b>                              |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                | \$10.00                            | N/C *                                       | \$0.00                                  |
| <b>Per Item</b>   | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>18. MONTHLY<br/>MAINTENANCE</b>                      |   |                                       |                                    |   |   |
| <b>Per Month</b>  | \$20 PER ACCT   | \$0.00                                | \$22.00                            | \$22.00                                     | \$20.00                                 |
| <b>Per Item</b>   | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>19. CHECK STOCK</b>                                  |   |                                       |                                    |   |   |
| <b>Per Month</b>  | AT COST   | \$0.00                                | N/A                                | N/A   | \$1,000 credit                          |
| <b>Per Item</b>   | \$500 ONE TIME<br>CREDIT  | \$0.00                                | N/A                                | N/C *                                       |   |
| <b>20. DEPOSIT TICKETS</b>                              |   |                                       |                                    |   |   |
| <b>Per Month</b>  | SEE ABOVE   | \$0.00                                | SEE BELOW                          | N/A   | \$350 free annually                     |
| <b>Per Item</b>   | SEE ABOVE   | \$0.00                                | SEE BELOW                          | N/C *                                       |   |
| <b>21. ARMOURED CAR</b>                                 |   |                                       |                                    |   |   |
| <b>Per Month</b>  | AT COST   | \$680.00                              | SEE BELOW                          | ALLOWANCE *                                 | \$0.00                                  |
| <b>Per Item</b>   | AT COST   | \$170.00                              | SEE BELOW                          | N/A *                                       | \$0.00                                  |
| <b>22. MONTHLY SWEEP FEE</b>                            |   |                                       |                                    |   |   |
| <b>Per Month</b>  | \$25.00   | \$0.00                                | \$10.00                            | \$135.00                                    | \$0.00                                  |
| <b>Per Item</b>   | N/A   | \$0.00                                |                                    | N/A   | \$0.00                                  |
| <b>23. FDIC INSURANCE</b>                               |   |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A   | \$0.00                                | SEE BELOW                          | N/C   | \$0.00                                  |
| <b>Per Item</b>   | N/A   | \$0.00                                | SEE BELOW                          | N/C   | \$0.00                                  |
| <b>24. INTEREST/REPO RATE</b>                           |   |                                       |                                    |   |   |
| <b>Per Month</b>  | 1.08% APY TIES TO<br>45% OF FED FUNDS<br>UNDER ICS SWEEP<br>PROGRAM | \$0.00                                | SEE BELOW                          | 85% TFF INTEREST ON<br>ICS*                 | ICS CURRENT RATE                        |
| <b>Per Item</b>   |   | \$0.00                                | SEE BELOW                          |   |   |

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| <b>25. ACCOUNT<br/>RECONCILIATION</b>                   |  |                                       | PARTIAL<br>RECONCILIATION          |   |   |
| <b>Per Month</b>  | N/A  | \$0.00                                | \$45.00                            | \$30.00                                     | \$0.00                                  |
| <b>Per Item</b>   | N/A  | \$0.00                                | \$0.06                             | \$0.06                                      | \$0.00                                  |
| <b>26. SOFTWARE</b>                                     |  |                                       |                                    |   |   |
| <b>Per Month</b>  | N/A  | \$0.00                                | N/A                                | N/A   | \$0.00                                  |
| <b>Per Item</b>   | N/A  | \$0.00                                | N/A                                | N/A   | \$0.00                                  |
| <b>27. LOAN RATES</b>                                   |  |                                       |                                    |   |   |
| <b>Per Month</b>  | FED FUNDS MINUS<br>1.25% WITH TAX<br>EXEMPT<br>CERTIFICATION | \$0.00                                | SEE BELOW                          | SEE LOAN ADDENDUM                           | SEE BANKING<br>SERVICE RESPONSES        |
| <b>Per Item</b>   |  | \$0.00                                | SEE BELOW                          |   |   |
| <b>28. CREDIT CARDS</b>                                 |  |                                       |                                    |   |   |
| <b>Per Month</b>  | ANNUAL FEE \$99<br>REWARDS                                   | \$0.00                                | \$0.00                             | N/C *                                       | \$0.00                                  |
| <b>Per Item</b>   | NO FEE/NO<br>REWARDS   | \$0.00                                | \$0.00                             | N/A   | \$0.00                                  |

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|--|---|---------------------------------------|------------------------------------|---|---|
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| <b>REQUIRED DOCUMENTS</b>  |   |                                       |                                    |   |   |
| NOTARIZED WORK AFFIDAVIT<br>COMPLETED  | Y   | Y                                     | Y                                  | Y   | N (SEE ATTACHED)                        |
| E-VERIFICATION<br>DOCUMENTATION (Y/N):   | N   | Y                                     | N                                  | N   | N (SEE ATTACHED)                        |
| COPY OF INSURANCE PROVIDED   | N   | Y                                     | Y                                  | Y   | Y                                       |
| TAX RECEIPTS OR NOTARIZED<br>LETTER STATING NO REAL OR<br>PERSONAL PROPERTY OWNED IN<br>JEFFERSON COUNTY | Y   | Y                                     | Y(NOT NOTARIZED)                   | Y   | Y                                       |
| COOPERATIVE BID FORM (Y/N)   | N   | Y                                     | N                                  | TBD   | N                                       |
| COOPERATIVE CONTACT INFO:  | Y   | Y                                     | N                                  | Y   | N                                       |
| COMPANY INFORMATION AND<br>SIGNATURE   | Y   | Y                                     | Y                                  | Y   | N                                       |
| BID DEPOSIT REQUIRED   | N/A   | N/A                                   | N/A                                | N/A   | N/A                                     |
| <b>COMMENTS:</b>   | SEE RESPONSES<br>TO PG. 13-15                 | SEE ATTACHED                          | SEE ATTACHED                       | SEE ATTACHED                                | SEE ATTACHED                            |



**JEFFERSON COUNTY  
DEPARTMENT OF ADMINISTRATIVE SERVICES**  
729 MAPLE ST / PO BOX 100  
HILLSBORO MO 63050  
[WWW.JEFFCOMO.ORG](http://WWW.JEFFCOMO.ORG)

**BID #:** 19-0025

**Request for Proposal:** [BANK DEPOSITORY AGREEMENT 2019](#)

**Date Issued:** 2-21-2019

PROPOSALS SHALL BE ACCEPTED UNTIL: TUESDAY, MARCH 26, 2019, AT 2:00 P.M. LOCAL TIME.

**Specification  
Contact:**

**BETH MAHN**

Department of the County Collector  
636-797-6441  
[bmahn@jeffcomo.org](mailto:bmahn@jeffcomo.org)

**Contract  
Contact:**

**VICKIE PRATT**

Department of Administrative Services  
636-797-5380

**Mail (3) Three  
Complete Copies  
With Vendor And  
Proposal  
Information As  
Shown In Sample:**

**SAMPLE ENVELOPE**

*VENDOR NAME*

*VENDOR ADDRESS*

*CONTACT NUMBER*

**DEPARTMENT OF THE COUNTY CLERK**

**JEFFERSON COUNTY MISSOURI**

**729 MAPLE ST / PO BOX 100**

**HILLSBORO MO 63050-0100**

**SEALED PROPOSAL: (PROPOSAL NAME)**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for one additional one-year term with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

St. Louis Bank

Stacey M. Dohrman

**Authorized Agent (Print)**

**Company Name**

14323 South Outer 40

**Address**

St. Louis, MO 63017

**City/State/Zip Code**

EVP, Cash Management

**Title**

314-851-6223

03-15-2019 20-2725052

**Telephone #**

**Date**

**Tax ID #**

[sdohrman@stlouisbank.com](mailto:sdohrman@stlouisbank.com)

314-851-6323

**E-mail**

**Fax #**

**Signature**

**Contract Term:**

**FOUR YEAR CONTRACT  
UPON APPROVAL OF THE  
COUNTY COUNCIL AND  
COUNTY EXECUTIVE**

**Vendor  
Information:**

## **Summary of All Banking Services**

*St. Louis Bank is pleased to offer the County of Jefferson a comprehensive banking bid for the Treasurer's Account. Currently, we are not providing a bid for the Collector's Account.*

*Below you will find an outline of the banking services provided by St. Louis Bank:*

- **Public Funds ICS Checking Account** – (For all checking accounts needed by the County)
  - combination of FDIC Insurance using the Insured Cash Sweep (ICS) and collateral pledging as needed
  - Current interest rate is 1.08% APY (indexed 45% of Fed Funds Effective Rate)
- **Additional Services Provided**
  - Remote Deposit Capture
  - ACH Positive Pay and Check Positive Pay
  - Currency and coin counting
  - Monthly wire transfers (these can be processed online or manually)
  - Online access to cleared checks daily
  - Municipality Corporate Credit Card with or without rewards
  - One Time \$500 credit for check stock and deposit tickets
- **Monthly reporting:**
  - Bank statements
  - Cleared check file download
  - Collateral reports monthly
    - Reviewed daily
    - Reported monthly
- **Loan terms - \$750,000 Tax Anticipation Note, Prime minus 1.25% APY based on tax exempt status and approved audited statements**

**Account Service Charge Option 1 (County pays for armored car service directly)  
Addendum 1\*:**

|  |              |          |                        |
|--|--------------|----------|------------------------|
| Peg Balance                                  | \$8,315,120  | \$7,855  | Excess Earnings Credit |
| 1.08% APY ICS (45% Fed Funds Effective Rate) | \$31,000,000 | \$27,517 | Monthly Earnings       |

**Account Service Charge Option 2 (St. Louis Bank analyzes for armored car service)  
Addendum 2\*:**

|  |              |          |                        |
|--|--------------|----------|------------------------|
| Peg Balance                                  | \$20,000,000 | \$4,855  | Excess Earnings Credit |
| 1.08% APY ICS (45% Fed Funds Effective Rate) | \$19,315,120 | \$17,145 | Monthly Earnings       |

*\*Earnings will vary based on transaction volumes and balances*



## St. Louis Bank

### Treasury Management Pricing Proposal

Customer: Jefferson County Treasurer's Account  
Date: 3/15/2019

#### **Balance Information: Without Armored Car**

|                                  |              |
|----------------------------------|--------------|
| Average Ledger Balance           | \$39,315,120 |
| Less Float                       | \$0          |
| Average Collected Balance        | \$39,315,120 |
| Less Reserve Requirement         | \$3,931,512  |
| Average Investable Balance       | \$35,383,608 |
| Estimated Earnings Credit Rate % | 0.30         |
| Estimated Earnings Credit \$     | \$8,846      |

#### **Service Information:**

| <u>Service Description</u>        | <u>Monthly Unit</u> | <u>\$ Pricing</u> | <u>Monthly</u> |
|-----------------------------------|---------------------|-------------------|----------------|
|                                   | <u>Volume</u>       | <u>Per Unit</u>   | <u>Fee</u>     |
| Acct Maintenance                  | 1                   | 20                | 20             |
| ACH Origination                   | 1                   | 25                | 25             |
| Auto Sweep-Loan                   | 0                   | 150               | 0              |
| ISC Sweep                         | 1                   | 0                 | 0              |
| Auto Sweep-Repo                   | 0                   | 150               | 0              |
| Armored Car Services              | 0                   | 150               | 0              |
| Currency and Coin Deposits        | 20                  | 25                | 500            |
| Debits                            | 600                 | 0.17              | 102            |
| Deposits Remote                   | 200                 | 0.2               | 40             |
| Deposited Items-Lockbox           | 0                   | 0.35              | 0              |
| Deposited Items-Regular           | 0                   | 0.11              | 0              |
| Deposits                          | 21                  | 0.4               | 8.4            |
| Remote Deposit                    | 1                   | 50                | 50             |
| Information Reporting             | 0                   | 5                 | 0              |
| Lockbox                           | 0                   | 0                 | 0              |
| NSF Items                         | 0                   | 20                | 0              |
| Negative Coll. Balance charge %   | NA                  | 9.00              |                |
| Positive Pay and ACH Positive Pay | 2                   | 50                | 100            |
| Returned Deposited item           | 0                   | 10                | 0              |
| Stop Payments                     | 0                   | 20                | 0              |
| Wire Transfers                    | 6                   | 22                | 132            |
| WEB Wire                          | 0                   | 0                 | 0              |
| Ach Credits                       | 28                  | 0.14              | 3.92           |
| Ach Debits                        | 66                  | 0.14              | 9.24           |

|                        |             |
|------------------------|-------------|
| Total Fees             | \$990.56    |
| Totals Earnings Credit | \$8,845.90  |
| Net Charge             | -\$7,855.34 |

|   |                 |          |                  |
|---|-----------------|----------|------------------|
| Peg Balance                                 | \$8,315,120     | \$7,855  | Excess EC        |
| 1.08% APY ICS (45% Fed Funds Effctive Rate) | \$31,000,000.00 | \$27,517 | Monthly Earnings |



## St. Louis Bank

### Treasury Management Pricing Proposal

Customer: Jefferson County Treasurer's Account  
Date: 3/15/2019

#### Balance Information: With Armored Car

|                                  |              |
|----------------------------------|--------------|
| Average Ledger Balance           | \$39,315,120 |
| Less Float                       | \$0          |
| Average Collected Balance        | \$39,315,120 |
| Less Reserve Requirement         | \$3,931,512  |
| Average Investable Balance       | \$35,383,608 |
| Estimated Earnings Credit Rate % | 0.30         |
| Estimated Earnings Credit \$     | \$8,846      |

#### Service Information:

| <u>Service Description</u>                 | <u>Monthly Unit</u> | <u>\$ Pricing</u> | <u>Monthly</u>   |
|--|---------------------|-------------------|------------------|
|  | <u>Volume</u>       | <u>Per Unit</u>   | <u>Fee</u>       |
| Acct Maintenance                           | 1                   | 20                | 20               |
| ACH Origination                            | 1                   | 25                | 25               |
| Auto Sweep-Loan                            | 0                   | 150               | 0                |
| ISC Sweep                                  | 1                   | 0                 | 0                |
| Auto Sweep-Repo                            | 0                   | 150               | 0                |
| Armored Car Services                       | 20                  | 150               | 3000             |
| Currency and Coin Deposits                 | 20                  | 25                | 500              |
| Debits                                     | 600                 | 0.17              | 102              |
| Deposits Remote                            | 200                 | 0.2               | 40               |
| Deposited Items-Lockbox                    | 0                   | 0.35              | 0                |
| Deposited Items-Regular                    | 0                   | 0.11              | 0                |
| Deposits                                   | 21                  | 0.4               | 8.4              |
| Remote Deposit                             | 1                   | 50                | 50               |
| Information Reporting                      | 0                   | 5                 | 0                |
| Lockbox                                    | 0                   | 0                 | 0                |
| NSF Items                                  | 0                   | 20                | 0                |
| Negative Coll. Balance charge %            | NA                  | 9.00              |                  |
| Positive Pay and ACH Positive Pay          | 2                   | 50                | 100              |
| Returned Deposited item                    | 0                   | 10                | 0                |
| Stop Payments                              | 0                   | 20                | 0                |
| Wire Transfers                             | 6                   | 22                | 132              |
| WEB Wire                                   | 0                   | 0                 | 0                |
| Ach Credits                                | 28                  | 0.14              | 3.92             |
| Ach Debits                                 | 66                  | 0.14              | 9.24             |
| <br>                                       |                     |                   |                  |
| Total Fees                                 |                     |                   | \$3,990.56       |
| Totals Earnings Credit                     |                     |                   | \$8,845.90       |
| Net Charge                                 |                     |                   | -\$4,855.34      |
| <br>                                       |                     |                   |                  |
| Peg Balance                                | \$20,000,000        | \$4,855           | Excess EC        |
| 1.08% APY ICS (45% Fed Funds Efftive Rate) | \$19,315,120.00     | \$17,145          | Monthly Earnings |

**DESCRIPTION AND CONDITIONS CONCERNING  
THE DEPOSITORY PLEDGE AND LOAN AGREEMENT  
FOR JEFFERSON COUNTY  
2019 - 2023**

Jefferson County is requesting proposals from banks who are interested in becoming the County Depository. The Depository will be chosen for a four-year period beginning May 2019. The County shall have the option to cancel any agreement and re-bid in 2021.

The County's goal is to maximize earnings on its funds while utilizing bank management's systems. The County is interested in proposals for services which would enhance its operation.

All banks are invited to participate in this depository agreement procedure. Preference will be given to participating banks that bid on all sections.

The County Council, the County Treasurer and the County Collector reserve the right to accept or reject any and all proposals regarding the Depository Pledge and Loan Agreement.

**LEGAL REQUIREMENTS**  
Collateral

Bank depository to collateralize and secure all deposits and investments: as required by Missouri Law in Sections 110.020, 110.010 and 30.270 RSMo.; all security so pledged shall be held by a third-party institution with preference given to third party holding by the Federal Reserve Bank in St. Louis. Safekeeping receipts for pledged collateral and securities shall be delivered to the designated officer and said collateral and securities shall be released only when authorized by the County through a statement signed by the designated officer or the County Executive. If pledged security is not held by the Federal Reserve Bank the depository agrees to have the third-party holder provide the designated officer with a monthly listing of security pledged on or before the tenth day of each month. The monthly listing shall detail the holdings as of the last working day of the immediately preceding month along with the purchase date, the coupon interest rate, the maturity date, the par value of each security, the total par value of all securities, the market value of each security and the total market value of all securities. The County reserves the right to reject or request replacement of any security pledged. A listing of acceptable securities under Missouri law is included in this proposal.

St. Louis Bank is submitting this bid with the condition that ICS (Insured Cash Sweep) will be accepted by the County, which will provide FDIC insurance up to \$90,000,000. If funds exceed the limitation, we will pledge securities, which are held by First Tennessee, who acts as our third party holder, monthly reports are provided with the details required above.



## EXHIBIT A

### SECURITIES ACCEPTABLE FOR THE SAFEKEEPING OF DEPOSITS ARE:

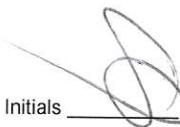
1. Bonds or other obligations of the United States.
2. Bonds or other obligations of the State of Missouri.
3. Bonds of the Federal Farm Mortgage Corporation.
4. Bonds of the Federal Home Loan Banks.
5. Any bonds or other obligations guaranteed as to payment of principal and interest by the government of the United States of any agency or instrumentality thereof.

### SERVICES NEEDED

**General:** Provision for daily deposits\*  
Daily deposits can be made using Remote Deposit Capture. Armored car services for cash deposits. Provide full service checking and savings accounts  
Our ICS (Insured Cash Sweep) Demand is a fully automated sweep checking.  
Proposal for borrowing approximately \$750,000.00 per year for the life of the contract  
Tax Anticipation Note @ Prime minus 1.25% APY based on tax exempt status and approved financials.  
Stop payment provisions  
Stop payments can be made online, or by phone or email.  
Pre-encoded, pre-printed deposit slips for all accounts  
These can be provided to the County through the initial \$500 one time check stock allowance.  
Daily armored car transportation cost  
Armored car transportation cost would be directly billed from armored car or the bank (if necessary).  
Please make special note of addressing the following issues:

(A) We now have the availability to access our account directly by personal computer. Would this be available through your institution? Yes, each user can have restricted or unlimited access per the instructions from the County.

(B) Presently our daily deposits are picked up by armored car at approximately 2:30 p.m. When would this deposit be credited to our account? Within two business days.



### **Treasurer's Funds:**

Proposal for approximately 2 to 3 wire transfers monthly.

St. Louis Bank can provide online access or can manually process on your behalf.

Proposal for 1-2 Reverse Wire Transfer Monthly.

We would request your approval prior to payment being sent.

Provide electronic access to cleared checks.

These can be downloaded from our website.

Daily listing of cleared checks for Reverse Positive Pay.

We would provide Reverse Positive Pay and ACH Positive Pay.

Cost of approximately 10 corporate credit cards. Each on a separate account.

There is no annual fee without Rewards or \$99 annual fee with Rewards.

### **Collector's Funds:**

St. Louis Bank will not be submitting a bid for the Collector's Funds at this time.

Proposals for ACH transfers of monthly tax distributions to approximately 65 different taxing entities. (Currently 50 @ month)

Investments of protested tax payments with the ability to track interest earnings from date of deposit to payout.

Pre-encoded, pre-printed checks for use with personal computer software.

If there are any other figures that we have omitted that you feel would be helpful in preparing your bid, please don't hesitate to call either Beth Mahn, Collector of Revenue at (636) 797-6441 or Paula Wagner, County Treasurer at (636) 797-6270.



## 2019 BANK BIDS

In order to more efficiently expedite the processing of our bank bids, please furnish the amounts your Financial Institution will charge for the following items:

|                                | Per<br>Month                        | Per<br>Item     |                              | Per<br>Month  | Per<br>Item                      |
|--------------------------------|-------------------------------------|-----------------|------------------------------|---|----------------------------------|
| 1) Returned Items              | <u>NA</u>                           | <u>\$10</u>     | 15) On Line Access to Checks | <u>NA</u>   | <u>NA</u>                        |
| 2) Redeposit of Returned Items | <u>NA</u>                           | <u>\$10</u>     | 16) ACH File Transmission    | <u>\$25</u>   | <u>NA</u>                        |
| 3) Mail Advise                 | <u>NA</u>                           | <u>NA</u>       | 17) ACH Maintenance          | <u>NA</u>   | <u>NA</u>                        |
| 4) Incoming Fed Wires          | <u>NA</u>                           | <u>\$10</u>     | 18) Monthly Maintenance      | <u>\$20 per acct</u>  | <u>NA</u>                        |
| 5) Stop Payments               | <u>NA</u>                           | <u>\$25</u>     | 19) Check Stock              | <u>At Cost</u>  | <u>\$500 one<br/>time credit</u> |
| 6) ACH Credits                 | <u>NA</u>                           | <u>14 cents</u> | 20) Deposit Tickets          | <u>See above</u>  | <u>See above</u>                 |
| 7) Remote Deposit              | <u>\$50</u>                         | <u>NA</u>       | 21) Armoured Car             | <u>At cost</u>  | <u>At cost</u>                   |
| 8) Remote Deposit Item Charge  | <u>NA</u>                           | <u>20 cents</u> | 22) Monthly Sweep Fee        | <u>\$25</u>   | <u>NA</u>                        |
| 9) Currency & Coin Deposit     | <u>\$1 per bag of coin</u>          |                 | 23) FDIC Insurance           | <u>NA</u>   | <u>NA</u>                        |
| 10) ACH Debits                 | <u>.15 per \$100 currency strap</u> |                 | 24) Interest/Repo Rate       | <u>1.08% APY ties to 45% of Fed<br/>Funds under ICS Sweep Program</u> |                                  |
| 11) Cleared Checks Fee         | <u>NA</u>                           | <u>14 cents</u> | 25) Account Reconciliation   | <u>NA</u>   | <u>NA</u>                        |
| 12) On Line Wire Transfer      | <u>NA</u>                           | <u>\$22</u>     | 26) Software                 | <u>NA</u>   | <u>NA</u>                        |
| 13) Reverse Wire               | <u>NA</u>                           | <u>\$22</u>     | 27) Loan Rates               | <u>Fed Funds minus 1.25%<br/>with tax exempt certification</u>        |                                  |
| 14) Reverse Positive Pay       | <u>\$50</u>                         | <u>NA</u>       | 28) Credit Cards             | <u>Annual Fee</u>   | <u>No Fee/No<br/>Rewards</u>     |





**JEFFERSON COUNTY**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
729 MAPLE ST / PO BOX 100  
HILLSBORO MO 63050  
[WWW.JEFFCOMO.ORG](http://WWW.JEFFCOMO.ORG)

**BID #:** 19-0025

**Request for Proposal:** **BANK DEPOSITORY AGREEMENT 2019**

**Date Issued:** 2-21-2019

PROPOSALS SHALL BE ACCEPTED UNTIL: TUESDAY, MARCH 26, 2019, AT 2:00 P.M. LOCAL TIME.

**Specification  
Contact:**

**BETH MAHN**

Department of the County Collector  
636-797-6441  
bmahn@jeffcomo.org

**Contract  
Contact:**

**VICKIE PRATT**

Department of Administrative Services  
636-797-5380

**Mail (3) Three  
Complete Copies  
With Vendor And  
Proposal  
Information As  
Shown In Sample:**

SAMPLE ENVELOPE

*VENDOR NAME*

*VENDOR ADDRESS*

*CONTACT NUMBER*

DEPARTMENT OF THE COUNTY CLERK

JEFFERSON COUNTY MISSOURI

729 MAPLE ST / PO BOX 100

HILLSBORO MO 63050-0100

*SEALED PROPOSAL: (PROPOSAL NAME)*

**Contract Term:**  
**FOUR YEAR CONTRACT  
UPON APPROVAL OF THE  
COUNTY COUNCIL AND  
COUNTY EXECUTIVE**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for one additional one-year term with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor  
Information:**

First State Community Bank Richard Francis  
*Company Name* *Authorized Agent (Print)*  
4767 State Rd B.   
*Address* *Signature*  
Hillsboro, MO 63050 President  
*City/State/Zip Code* *Title*  
636-789-4499 3/25/19 43-0688689  
*Telephone #* *Date* *Tax ID #*  
rfrancis@fscb.com 636-789-4377  
*E-mail* *Fax #*



## 2019 BANK BIDS

In order to more efficiently expedite the processing of our bank bids, please furnish the amounts your Financial Institution will charge for the following items:

|                                | Per<br>Month | Per<br>Item |                              | Per<br>Month  | Per<br>Item   |
|--------------------------------|--------------|-------------|------------------------------|---------------|---------------|
| 1) Returned Items              | <u>Ø</u>     | <u>Ø</u>    | 15) On Line Access to Checks | <u>Ø</u>      | <u>Ø</u>      |
| 2) Redeposit of Returned Items | <u>Ø</u>     | <u>Ø</u>    | 16) ACH File Transmission    | <u>Ø</u>      | <u>Ø</u>      |
| 3) Mail Advise                 | <u>Ø</u>     | <u>Ø</u>    | 17) ACH Maintenance          | <u>Ø</u>      | <u>Ø</u>      |
| 4) Incoming Fed Wires          | <u>Ø</u>     | <u>Ø</u>    | 18) Monthly Maintenance      | <u>Ø</u>      | <u>Ø</u>      |
| 5) Stop Payments               | <u>Ø</u>     | <u>Ø</u>    | 19) Check Stock              | <u>Ø</u>      | <u>Ø</u>      |
| 6) ACH Credits                 | <u>Ø</u>     | <u>Ø</u>    | 20) Deposit Tickets          | <u>Ø</u>      | <u>Ø</u>      |
| 7) Remote Deposit              | <u>Ø</u>     | <u>Ø</u>    | 21) Armoured Car             | <u>\$680-</u> | <u>\$170-</u> |
| 8) Remote Deposit Item Charge  | <u>Ø</u>     | <u>Ø</u>    | 22) Monthly Sweep Fee        | <u>Ø</u>      | <u>Ø</u>      |
| 9) Currency & Coin Deposit     | <u>Ø</u>     | <u>Ø</u>    | 23) FDIC Insurance           | <u>Ø</u>      | <u>Ø</u>      |
| 10) ACH Debits                 | <u>Ø</u>     | <u>Ø</u>    | 24) Interest/Repo Rate       | <u>Ø</u>      | <u>Ø</u>      |
| 11) Cleared Checks Fee         | <u>Ø</u>     | <u>Ø</u>    | 25) Account Reconciliation   | <u>Ø</u>      | <u>Ø</u>      |
| 12) On Line Wire Transfer      | <u>Ø</u>     | <u>Ø</u>    | 26) Software                 | <u>Ø</u>      | <u>Ø</u>      |
| 13) Reverse Wire               | <u>Ø</u>     | <u>Ø</u>    | 27) Loan Rates               | <u>Ø</u>      | <u>Ø</u>      |
| 14) Reverse Positive Pay       | <u>Ø</u>     | <u>Ø</u>    | 28) Credit Cards             | <u>Ø</u>      | <u>Ø</u>      |





## Depository Services

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**Collateral Requirements:** Should First State Community Bank be selected to provide depository services, all State & Federal laws applicable to public deposits, regarding the furnishing of securities, will be adhered to. First State Community Bank will secure the deposits of the Public Fund by either a Federal Home Loan Bank Letter of Credit, or by pledging securities that are accepted by law as suitable collateral for public deposits, (Pledge and Custodial Agreement) or a combination of both. The bank shall maintain acceptable security at market value equal to at least 100% of the total amount on deposit with the bank, less the amount if any, which is insured by the Federal Deposit Insurance Corporation.

**Interest Rates:**

First State Community Bank will pay 70% of Fed Funds rate on the balances of all County deposit accounts. As of March 22, 2019, 70% of Fed Funds rate would be 1.68%.

**Products & Services:**

**Bank Depository will agree to provide the following to the County at no charge:**

- a. Offer Demand Deposit Accounts
- b. Serve as depository for Federal Withholding Deposits
- c. Render an electronic statement by the third working day each month
- d. Furnish printed deposit books as needed
- e. Furnish deposited bags
- f. Accept overnight deposits
- g. Furnish necessary tubular coin rollers
- h. Accept unrolled coin deposits in bulk
- i. Furnish cashier's checks and/or money orders
- j. Allow stop payment orders
- k. Furnish one (1) large safe deposit box
- l. Furnish printed checks
- m. Permit and facilitate wire transfers to and from other banks
- n. Provide a licensed notary for the County
- o. Provide online balance, account activity, and transfer of funds to other County accounts in the depository via County computer
- p. Provide direct deposit of payroll
- q. Provide free checking to County
- r. Provide automatic check cancellation service that simplifies account reconciliation
- s. Provide positive pay or other fraud detection software that identifies any check that was not legitimately issued or has an altered dollar amount
- t. Offer insured cash sweep type account
- u. Furnish endorsement stamps
- v. Provide investment council
- w. Credit Card with appropriate spending limit and interest rate (Prime + 8.74% if rebates allowed/Prime + 4.74% if no rebates)



## County Specified Services Needed

- Provision for daily deposits\*  
*\*See responses below regarding the daily armored car transportation.*
- Provide full service checking and savings accounts  
*\*FSCB will provide full service accounts to the County.*
- Proposal for borrowing approximately \$750,000.00 per year for the life of the contract  
*\* First State Community Bank will offer a line of credit for \$750,000 floating at The Wall Street Journal Prime Rate. Approval of the line of credit is subject to meeting all First State Community Bank's underwriting requirements.*
- Stop payment provisions  
*\*The County can submit stop payments via Online Banking or by contacting their local branch.*
- Pre-encoded, pre-printed deposit slips for all accounts  
*\*FSCB will provide the County with pre-printed deposit slips for all accounts.*
- Daily armored car transportation cost  
*\*FSCB will consider this with the transportation costs being passed on to the County. The availability will be contingent upon delivery and location but no later than the next business day after the receipt, excluding Saturday. The use of Remote Deposit or a reduction in armored car service pick-ups would reduce this cost. FSCB has a branch conveniently located in Hillsboro that would allow for delivery by Sheriff escort. This would also significantly reduce the cost incurred by the County.*
- Please make special note of addressing the following issues:
  - We now have the availability to access our account directly by personal computer. Would this be available through your institution?  
*\*FSCB allows for account access through Business Online Banking. User management and restrictions are available to monitor and secure access.*
  - Presently our daily deposits are picked up by armored car at approximately 2:30 p.m. When would this deposit be credited to our account?  
*\*Deposits submitted before close of business will be credited to account same business day.*

## Treasurer's Funds:

- Proposal for approximately 2 to 3 wire transfers monthly.  
*\*FSCB will allow the County to submit domestic outgoing wires via Online Banking, telephone, or in-branch.*
- Proposal for 1-2 Reverse Wire Transfer Monthly.  
*\*FSCB does not offer the ability to submit reverse wire transfers. FSCB recommends using our ACH and same-day ACH feature as replacement for these types of transfers.*
- Provide electronic access to cleared checks.  
*\*FSCB will provide electronic statements with access to images of cleared checks as well as enhanced reporting features via Business Online Banking.*
- Daily listing of cleared checks for Reverse Positive Pay.  
*\*FSCB will provide a daily listing report of cleared checks through an enhanced reporting feature via Business Online Banking. FSCB provides Positive Pay by which the County will*



upload check information for clearing and will only have to work any potential exception/fraudulent item.

- Cost of approximately 10 corporate credit cards. Each on a separate account.  
**\*FSCB provides corporate credit cards at no cost. Each card will have its own unique 16-digit account number.**

#### **Collector's Funds:**

- Proposals for ACH transfers of monthly tax distributions to approximately 65 different taxing entities. (Currently 50 @ month)  
**\*FSCB allows for tax payments to be submitted through ACH via Online Banking.**
- Investments of protested tax payments with the ability to track interest earnings from date of deposit to payout.  
**\*FSCB can provide interest-bearing accounts for investing of these protested tax payments.**
- Pre-encoded, pre-printed checks for use with personal computer software.  
**\*FSCB will provide pre-encoded, pre-printed checks.**

#### **Online Banking Services:**

FSCB would provide online banking services at no cost.

#### **Wire Transfer Services:**

Jefferson County will be able to transfer between FSCB accounts via online banking. Additionally, FSCB will provide wire transfers (both incoming and outgoing) at no cost. Upon request, FSCB can setup the ability for users to create and transmit domestic outgoing wires through Business Online Banking. These need to be transmitted by 3:00 pm and are also required to send an email to [cmwires@fscb.com](mailto:cmwires@fscb.com) with the amount and recipient as a verification. Any wire over \$25,000 will receive a call back for approval.

#### **ACH Debit/Credit Services:**

FSCB will provide ACH services at no cost via Business online banking. Each online banking user may be set up with specific limitations on which functions they are able to utilize (i.e. view ACH files but not edit, edit ACH files but not initiate, different ACH limits, etc.). Access can be limited by IP address, days of the week and hours during each day if the customer chooses to implement. ACH batches can be uploaded through various file types or manually created.

Customers with ACH, Wire, or Positive Pay capabilities are provided secure tokens at no charge to access the system in addition to their individual username and password. For increased fraud protection, businesses are required to either send the bank an email or respond with a passcode to a text confirmation when they initiate a batch that includes the processing date and total amount of the batch. Once the file is processed, businesses receive email confirmation from the bank.



## Attachment 1

The schematic below shows the estimated 2019 volumes and usage as presented by Jefferson County. Values and benefits are subject to change based on usage and balances.

| <b>Jefferson County Analysis - 2019 Estimated Benefits</b> |               |                |                   |  |                        |                      |                     |
|--|---------------|----------------|-------------------|--|------------------------|----------------------|---------------------|
| <b>Checking Accounts</b>                                   | <b>Debits</b> | <b>Credits</b> | <b>Items(Est)</b> | <b>Other</b>                             | <b>Cost of Service</b> | <b>Interest Paid</b> | <b>Avg Balance</b>  |
| Treasurers Account   | <b>8983</b>   | <b>2643</b>    | <b>10000</b>      |  | \$ 7,152.04            | \$ 658,367.78        | \$ 39,188,558.54    |
| Checks   |               |                |                   | <b>5000</b>                              | \$ 3,343.96            |                      |                     |
| Deposit Slips  |               |                |                   | <b>1500</b>                              | \$ 859.95              |                      |                     |
|  |               |                |                   |  |                        |                      |                     |
| <b>Totals</b>  | <b>8983</b>   | <b>2643</b>    | <b>10000</b>      | <b>6500</b>                              | \$ 11,355.95           | \$ 658,367.78        | \$ 39,188,558.54    |
| <b>Current 70% Fed Funds Rate 1.68%</b>                    |               |                |                   | <b>Annualized Earnings from Balances</b> |                        |                      | <b>\$658,367.78</b> |
| *Estimated Cost of waived services                         |               |                |                   | <b>Annualized Cost of Services*</b>      |                        |                      | <b>\$11,355.95</b>  |
| **Estimated based on future spend                          |               |                |                   | <b>Value Benefit to School District</b>  |                        |                      | <b>\$669,723.73</b> |
|  |               |                |                   | <b>Estimated Total Benefit Return</b>    |                        |                      | <b>1.71%</b>        |



**JEFFERSON COUNTY  
DEPARTMENT OF ADMINISTRATIVE SERVICES**  
729 MAPLE ST / PO BOX 100  
HILLSBORO MO 63050  
[WWW.JEFFCOMO.ORG](http://WWW.JEFFCOMO.ORG)

**BID #: 19-0025**

**Request for Proposal: BANK DEPOSITORY AGREEMENT 2019**      **Date Issued: 2-21-2019**

PROPOSALS SHALL BE ACCEPTED UNTIL: TUESDAY, MARCH 26, 2019, AT 2:00 P.M. LOCAL TIME.

**Specification  
Contact:**

**BETH MAHN**  
Department of the County Collector  
636-797-6441  
[bmahn@jeffcomo.org](mailto:bmahn@jeffcomo.org)

**Contract  
Contact:**

**VICKIE PRATT**  
Department of Administrative Services  
636-797-5380

**Mail (3) Three  
Complete Copies  
With Vendor And  
Proposal  
Information As  
Shown In Sample:**

**SAMPLE ENVELOPE**

|                       |                                       |
|-----------------------|---------------------------------------|
| <i>VENDOR NAME</i>    |                                       |
| <i>VENDOR ADDRESS</i> |                                       |
| <i>CONTACT NUMBER</i> | <b>DEPARTMENT OF THE COUNTY CLERK</b> |
|                       | <b>JEFFERSON COUNTY MISSOURI</b>      |
|                       | <b>729 MAPLE ST / PO BOX 100</b>      |
|                       | <b>HILLSBORO MO 63050-0100</b>        |

**SEALED PROPOSAL: (PROPOSAL NAME)**

**Contract Term:**  
FOUR YEAR CONTRACT  
UPON APPROVAL OF THE  
COUNTY COUNCIL AND  
COUNTY EXECUTIVE

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for one additional one-year term with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor  
Information:**

|   |   |
|---|---|
| <u>UMB Bank, n.a.</u>   | <u>Megan Lovell</u>                     |
| <b>Company Name</b>   | <b>Authorized Agent (Print)</b>         |
| <u>2 S Broadway</u>   | <u>Signature</u>                        |
| <b>Address</b>  |   |
| <u>St Louis, MO 63102</u>   | <u>VP, Treasury Management Officer</u>  |
| <b>City/State/Zip Code</b>  | <b>Title</b>                            |
| <u>(314)612-8291</u>  | <u>March 26, 2019</u> <u>44-0194180</u> |
| <b>Telephone #</b>  | <b>Date</b> <b>Tax ID #</b>             |
| <u><a href="mailto:Megan.Lovell@umb.com">Megan.Lovell@umb.com</a></u> | <u>(314)612-8014</u>                    |
| <b>E-mail</b>   | <b>Fax #</b>                            |



## General Services Needed

**A. Securities Acceptable for the Safekeeping of Deposits:** Acceptable Securities are Securities which represent direct obligations of the U.S. Government or any agency thereof and which have a remaining term until maturity of ten (10) years or less and MBS/CMO securities with an average life of twenty (20) years or less, subject to the final approval of UMB Bank, n.a. UMB may on occasion look to utilize a letter of credit issued by the Federal Home Loan Bank.

**B. Daily Deposits:** All Ledger Credits made by remote deposit or in-person at a branch are available same day. Armored car deposits will be credited the next business day.

**C. Full Service Accounts:** We propose structuring the accounts in full service checking accounts and a repo account with an interest rate of Fed Fund Target minus 20 basis points, or 2.30% today, subject to a \$5 million peg DDA balance in the checking accounts. In the proposed pricing, UMB has also provided an ECR of 75bps to help offset service charges.

**D. Borrowing:** Subject to specific authorization by the County of Jefferson, Missouri and its legal counsel, by legal opinion and in a form satisfactory and acceptable to UMB Bank n.a., UMB Bank n.a., proposes the following credit:

**Terms of our approval are:**

|                      |   |
|----------------------|---|
| Borrower:            | The County of Jefferson, Missouri   |
| Loan Type:           | Revolving Line of Credit  |
| Loan Amount:         | \$750,000.00  |
| Rate:                | Floating rate of UMB Bank Prime Rate, minus 1.50%. (The current UMB Bank Prime Rate is 5.50%, minus 1.50%, resulting in a current interest rate of 4.00%) |
| Fees:                | None  |
| Terms:               | 12-month revolving line of credit, interest payable monthly.<br>Renewed annually  |
| Collateral:          | Unsecured   |
| Purpose:             | Working Capital   |
| Financial Reporting: | Annual financial statement audit, CPA prepared, received within 120 days of Fiscal Year End   |
| Other:               | No borrowing base requirement<br>No guarantor<br>No prepayment penalty  |

**E. Stop Payment Provisions:** Access to create and cancel Stop Payment instructions, as well as to view images of cleared checks, deposit tickets, deposited items, and returned checks are available online within our treasury platform called UMB Direct.



- F. Deposit Slips:** UMB will provide deposit slips for all account up to \$2500.00 per year for the term of the contract.
- G. Armored Car Service:** The County is free to contract an armored car service of their preference outside of this contract.
- H. Online Banking:** Online banking through UMB Direct is available on the use of any computer.
- I. Armored Car Deposits:** Armored car pickups will be credited to the County's account the next business day.

## **Banking Services**

- A. Wire Transfers:** Wire Transfers can be processed through UMB's secure online portal utilizing a PIN and key fob or via telephone utilizing a PIN.
- B. Reverse Wires:** Reverse wires can be processed via the County's instructions.
- C. Electronic Access to Cleared Checks:** The County will be able to view check images via UMB's Online Portal as well as a file transmission if preferred.
- D. Daily Listing of cleared checks for Reverse Positive Pay:** The county will receive a daily listing of cleared checks through UMB Direct.
- E. Corporate Credit Cards:** UMB provides the State of Missouri purchasing card preferred rebate to any public entity in the State that would like to participate in their program. There is no cost to utilize UMB's corporate card program.
- F. ACH Origination:** ACH payments can be processed through UMB's online portal using payments and templates or NACHA file transmission.
- G. Viewing interest earned on accounts:** The County will have the ability to view interest earned on the accounts.
- H. Deposits slip for use with personal computer software:** UMB will provide an aggregate credit of \$2500.00 annually to the County for depository supplies needed by the Collector or the Treasurer.

Please find additional detailed information regarding our services presented in this proposal in Section 6.

On behalf of UMB Bank, thank you for considering our response to the Jefferson County Banking Services RFP. Please feel free to call Megan Lovell at 314-612-8291 for additional questions or clarification regarding this RFP response.

## 2019 BANK BIDS

In order to more efficiently expedite the processing of our bank bids, please furnish the amounts your Financial Institution will charge for the following items:

|                                | Per<br>Month | Per<br>Item |  | Per<br>Month | Per<br>Item |
|--------------------------------|--------------|-------------|--|--------------|-------------|
| 1) Returned Items              | _____        | \$15.00     | 15) On Line Access to Checks                         | \$10.00      | _____       |
| 2) Redeposit of Returned Items | _____        | \$0.00      | 16) ACH File Transmission                            | _____        | \$3.50      |
| 3) Mail Advise                 | _____        | \$0.00      | 17) ACH Maintenance                                  | \$10.00      | _____       |
| 4) Incoming Fed Wires          | _____        | \$12.00     | 18) Monthly Maintenance                              | \$22.00      | _____       |
| 5) Stop Payments               | _____        | \$15.00     | 19) Check Stock                                      | _____        | N/A         |
| 6) ACH Credits                 | _____        | \$0.10      | 20) Deposit Tickets                                  | _____        | See Below   |
| 7) Remote Deposit              | \$50.00      | _____       | 21) Armoured Car                                     | _____        | See Below   |
| 8) Remote Deposit Item Charge  | _____        | \$0.10      | 22) Monthly Sweep Fee                                | \$10.00      | _____       |
| 9) Currency & Coin Deposit     | _____        | \$0.05      | 23) FDIC Insurance                                   | _____        | See Below   |
| 10) ACH Debits                 | _____        | \$0.15      | 24) Interest/Repo Rate                               | _____        | See Below   |
| 11) Cleared Checks Fee         | _____        | \$0.12      | 25) Account Reconciliation<br>Partial Reconciliation | \$45.00      | \$0.06      |
| 12) On Line Wire Transfer      | _____        | \$10.00     | 26) Software   | _____        | N/A         |
| 13) Reverse Wire               | _____        | \$10.00     | 27) Loan Rates                                       | _____        | See Below   |
| 14) Reverse Positive Pay       | \$50.00      | \$0.06      | 28) Credit Cards                                     | \$0.00       | \$0.00      |

\*\*\*\*Please see next page for additional fees not included on the Bank Bid



**Additional Fees not listed on the Bank Bid Form**

|  |                 |
|--|-----------------|
| All other Deposits (Paper Credits)                                 | \$0.10 per item |
| <b>Deposited items:</b>  |                 |
| On-Us  | \$0.10 per item |
| Non-UMB items  | \$0.10 per item |
| Deposit Assessment (FDIC)<br>(assessed on average ledger balances) | .12% annually   |
| <b>Vault Cash Services</b>   |                 |
| Deposit handling – per deposit                                     | \$0.50          |
| UMB Direct (UMB's online treasury platform)                        |                 |
| Transfer Module Maintenance  | \$5.00          |
| ARP File Transmission  | \$15.00         |

Deposit Tickets: UMB would provide an allowance of \$2,500 annually for depository supplies.

Armored Car: The County can contract armored car services directly with a provider of its choice.

Interest/Repo Rate: UMB proposes a repo with an interest rate of Fed Funds Target minus 20 basis points or 2.30% today, subject to a \$5 million peg balance in the checking accounts. In the proposed pricing, UMB has also provided an ECR of 75bps to help offset service charges. Please see the attached pricing pro-forma for pricing details.

Loan Rates: Subject to specific authorization by the County of Jefferson, Missouri and its legal counsel, by legal opinion and in a form satisfactory and acceptable to UMB Bank n.a., UMB Bank n.a., proposes the following credit:

**Terms of our approval are:**

|                             |   |
|-----------------------------|---|
| <b>Borrower:</b>            | The County of Jefferson, Missouri   |
| <b>Loan Type:</b>           | Revolving Line of Credit  |
| <b>Loan Amount:</b>         | \$750,000.00  |
| <b>Rate:</b>                | Floating rate of UMB Bank Prime Rate, minus 1.50%. (The current UMB Bank Prime Rate is 5.50%, minus 1.50%, resulting in a current interest rate of 4.00%) |
| <b>Fees:</b>                | None  |
| <b>Terms:</b>               | 12-month revolving line of credit, interest payable monthly. Renewed annually   |
| <b>Collateral:</b>          | Unsecured   |
| <b>Purpose:</b>             | Working Capital   |
| <b>Financial Reporting:</b> | Annual financial statement audit, CPA prepared, received within 120 days of Fiscal Year End   |

- Other:
  - No borrowing base requirement
  - No guarantor
  - No prepayment penalty

Pricing provided is based on information provided within this proposal. Service fees for services outside of the scope of this RFP may apply.

The following page is a pricing pro-forma reflective of the pricing listed above. As you can see, the County would have an earning allowance high enough to cover monthly service charges.



**JEFFERSON COUNTY**  
**DEPARTMENT OF ADMINISTRATIVE SERVICES**  
729 MAPLE ST / POBOX 100  
HILLSBORO MO 63050  
[WWW.JEFFCOMO.ORG](http://WWW.JEFFCOMO.ORG)

**BID #:** 19-0025

**Request for Proposal:** **BANK DEPOSITORY AGREEMENT 2019**

**Date Issued:** 2-21-2019

PROPOSALS SHALL BE ACCEPTED UNTIL: TUESDAY, MARCH 26, 2019, AT 2:00 P.M. LOCAL TIME.

**Specification Contact:**

**BETH MAHN**

Department of the County Collector  
636-797-6441  
bmahn@jeffcomo.org

**Contract Contact:**

**VICKIE PRATT**

Department of Administrative Services  
636-797-5380

**Mail (3) Three Complete Copies With Vendor And Proposal Information As Shown In Sample:**

**SAMPLE ENVELOPE**

**VENDOR NAME**

**VENDOR ADDRESS**

**CONTACT NUMBER**

**DEPARTMENT OF THE COUNTY CLERK**

**JEFFERSON COUNTY MISSOURI**

**729 MAPLE ST / POBOX 100**

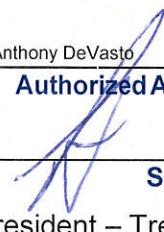
**HILLSBORO MO 63050-0100**

**SEALED PROPOSAL: (PROPOSAL NAME)**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for one additional one-year term with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Contract Term:**  
**FOUR YEAR CONTRACT UPON APPROVAL OF THE COUNTY COUNCIL AND COUNTY EXECUTIVE**

**Vendor Information:**

|                            |   |                 |
|----------------------------|---|-----------------|
| <b>First Bank</b>          | <b>Anthony DeVasto</b>  |                 |
| <b>Company Name</b>        | <b>Authorized Agent (Print)</b>   |                 |
| 11901 Olive Blvd           |  |                 |
| <b>Address</b>             | <b>Signature</b>  |                 |
| Creve Coeur, MO 63141      | Vice President – Treasury   |                 |
| <b>City/State/Zip Code</b> | <b>Title</b>  |                 |
| 314-692-6361               | March 26. 2019  | 43-0231490      |
| <b>Telephone #</b>         | <b>Date</b>   | <b>Tax ID #</b> |
| Tony.devasto@fbol.com      | 314-592-6645  |                 |
| <b>E-mail</b>              | <b>Fax #</b>  |                 |

**H. MATERIAL AVAILABILITY:**  
Vendors must accept responsibility for verification of material availability, product schedules and other pertinent data prior to submission of proposal and delivery time. It is the responsibility of the vendor to notify the County immediately if the materials specified are discontinued, replaced, or not available for an extended period of time. All materials ordered by the County, shall be as needed. A sample of materials may be requested.

**I. ALTERNATE PROPOSALS:**  
Where required, vendors must submit complete specifications on all alternate proposals with the proposal form. Alternate proposals without complete specifications may be rejected. Alternate proposals and exceptions to proposal clauses must be clearly noted on the proposal form. The County may accept or reject alternate proposals; whatever is most advantageous to the County.

**J. INCORPORATION OF DOCUMENTS:**  
The terms of the proposal invitation, proposal specifications, proposal form are and shall be incorporated into the contract as if fully set out therein. The Proposal, if accepted and approved by the County Council and County Executive shall constitute the terms of a Contract or Agreement with Jefferson County, Missouri, subject to any further Amendments, Memoranda or other documents or specifications which must be set forth in writing and signed by all parties. **First Bank's Business eBanking Information Reporting and Transaction Initiation Agreement and Deposit Account Information (Account Agreement) have been included with this Proposal. These documents would be included in any agreement between the Bank and County.**

**K. ADDENDA:**  
Addenda to proposal specifications are incorporated by reference as if fully set out herein. It is the responsibility of the vendor to insure and verify that they are in receipt of and completed all attached addenda's prior to submission of proposal forms. Verification is made by contacting the Department of Administrative Services or by reviewing the County Web Site. ([www.jeffcomo.org](http://www.jeffcomo.org)).

**L. INSURANCE:**  
The Vendor/Contractor shall purchase and maintain insurance with an insurance company licensed to do business in the State of Missouri or in the state where the vendor is incorporated or otherwise licensed to do business and which shall remain, at all times during the term of any contract with the County, in full force and effect. Preference will be given to a Vendor/Contractor who provides insurance with an insurance company licensed to do business in the State of Missouri, but in any event said Vendor/Contractor shall provide said insurance at its own expense. Such insurance shall be provided as will protect the Vendor/Contractor from claims which may arise out of or result from the Vendor/Contractor's execution of the work, whether such execution be by himself, his employees, agents, or by anyone for whose acts any of them may be liable. If any such work covered by the Contract is to be performed on County owned or leased premises, the Vendor agrees to carry liability and workman's compensation insurance, satisfactory to the County, and to indemnify the County against all liability, loss, and damage arising out of any injuries to persons and property caused by the Vendor, his sub-contractors, employees or agents. The insurance coverage shall be such as to fully protect the County and the general public from any and all claims for injury and damage resulting by any actions on the part of the Vendor/Contractor or its' forces as enumerated above. All policies must name the County as an additional insured and provide for thirty (30) days written prior to any material changes or cancellation. Any disputes regarding a breach, insurance amounts, liability, coverage, lapse or otherwise shall be litigated in the Circuit Court of Jefferson County, Missouri and the same shall be incorporated into any Contract agreed to by the parties.

**THE COUNTY REQUIRES A CURRENT AND VALID CERTIFICATE OF INSURANCE OR BINDER SHOWING REQUIRED INSURANCE COVERAGE MUST BE PROVIDED WITH EACH BID. JEFFERSON COUNTY MUST BE ADDED AS AN ADDITIONAL INSURED AFTER AWARD OF THE BID. ANY LAPSE IN INSURANCE COVERAGE OR CANCELLATION THEREOF BY THE CONTRACTOR OR SUB-CONTRACTORS DURING THE TERMS OF THE CONTRACT SHALL IMMEDIATELY BE DEEMED A MATERIAL BREACH UNDER THE TERMS OF ANY CONTRACT.**

**A. ( X )Required ( ) Not Required    **Comprehensive General Liability Insurance (see Insurance Addenda)****  
The Vendor/Contractor shall maintain and keep in full force and effect during the terms of this Contract such comprehensive general liability insurance as shall protect them from claims which may arise from operations under this Contract, whether such operations be by themselves or by anyone directly or indirectly employed by them. The amounts of insurance shall be not less than \$1,000,000.00 combined single limit for any one occurrence covering both bodily injury and property damage, including accidental death.

**B. ( X )Required ( ) Not Required    **Professional Liability Insurance (see Insurance Addenda)****  
The Vendor/Contractor shall provide the County with proof of Professional Liability Insurance, which shall protect the County against any and all claims, which might arise as a result of the operation of the Vendor/Contractor in fulfilling the terms of this Contract during the life of the Contract. The minimum amounts of such insurance will be \$1,000,000.00. Should any work be subcontracted, these limits will also apply.

**C. ( X )Required ( ) Not Required    **Worker's Compensation Insurance: (see Insurance Addenda)****  
per Missouri Revised Statutes Chapter 287



The Vendor/Contractor or his sub-contractor or contractors, shall maintain and keep in force of this Contract such worker's compensation insurance limits as required by the statutes of the State of Missouri and Employer's Liability with limits no less than \$500,000.00.

**M. PROPOSAL OPENINGS:**

Proposals will be publicly opened and read aloud at the time indicated on page 1. The vendors and the public are invited but not required to attend the formal opening of the proposals. No decisions relating to the award of a contract or agreement will be made at the opening.

**N. PROPOSAL TABULATIONS:**

Proposal Tabulations will be available 5 to 7 business days following the proposal opening. Proposal submissions are open for public review at the time of the proposal opening. Proposal tabulations are posted on the County's web-site address, [www.jeffcomo.org](http://www.jeffcomo.org), under the services tab, Invitation for Bid/Request for Proposal link. **NO COPIES** of proposal tabulations are sent to vendors.

**PROPOSAL FORM AND CONTRACT**

**A. PROPOSAL REPRESENTATIONS:**

The vendor, by executing the proposal form certifies that:

1. The proposal complies with Request for Proposal, Form and Proposal Specifications.
2. The vendor is not debarred or suspended from participation in Federal Assistance programs.

**B. TAXES: (See Tax Addenda)**

No bid or proposal shall be awarded by Jefferson County unless the prospective bidder provides proof that the bidder does not owe delinquent real or personal property taxes to Jefferson County. The prospective bidder may be required to provide proof in the form of an original paid tax receipt issued by the Jefferson County Collector or a verified affidavit stating that the applicant does not own any real or personal property in Jefferson County. Tax receipts for the past 3 years are required and may be obtained at <http://jeffersonmo.devnetwedge.com/> or a notarized affidavit stating that the applicant does not own any real or personal property in Jefferson County on company letterhead.

Section 135.040 of the Jefferson County Code of Ordinances (Ord. No. 10-0411) requires that no bid or proposal shall be awarded by Jefferson County unless the prospective bidder provides proof that the bidder does not owe delinquent real or personal property, or that the bidder does not own any real or personal property in Jefferson County. All delinquent real or personal property taxes shall be paid, in-full, prior to the award of any bid, or proof shall be provided that the bidder does not own any real or personal property in Jefferson County prior to the award of any bid. Jefferson County considers that the failure to pay any and all real or personal property taxes due Jefferson County, Missouri, the failure to report all real or personal property owned, held or used in Jefferson County, the failure to provide proof thereof, and/or the failure to keep said tax bills current shall be deemed a material breach of the contract and will subject the contract to immediate cancellation. All taxes, due and owing, must be paid in full at the time the bid is awarded by Jefferson County and remain paid during the entire term of the contract unless the prospective bidder provides proof that the bidder does not own real or personal property in Jefferson County. This requirement shall not apply to the award of bids for projects which are funded in whole or in part by Federal funds.

**C. CERTIFICATION OF INDEPENDENT PRICE DETERMINATION:**

1. The prices in the proposal shall be independently determined, without consultation, communication, or agreement for the purpose of restricting competition as to any matter relating to price with any Vendor or other person.
2. Unless otherwise required by law, the prices shall not have been knowingly disclosed by the Vendor prior to opening; or
3. No attempt has been made or will be made by the vendor to induce any other person or firm to submit or not to submit a proposal.

**D. PRICE:**

The price(s) specified in this proposal shall be firm and not subject to contingency or reservation. The vendor represents prices specified in the proposal do not exceed current selling price for the same or substantially similar good or service, and are the same as or lower than other prices charged to the vendor's most favored customer. In the event the stated prices are determined to be higher than the prices for which Supplier has sold the items, or services, to others, this contract price shall be reduced accordingly. **Proposal prices are ALL INCLUSIVE: (Shipping, Handling, Delivery, and Assembly to locations specified by the County).** **Prices shall be firm for ALL County departments and locations for term of the agreement.** (The prices submitted with this proposal are firm for the duration of the contract. Since each client is unique in regards to balances, services required, transactional volumes, etc. the Bank cannot guarantee a client has the lowest price for a specific service vs another Bank client that may use that same service)

**E. MISSOURI DOMESTIC PRODUCT PROCUREMENT ACT:**

Vendor represents that the goods provided comply with Sections 34.350 to 34.359, RSMo., known as the Domestic Product Procurement Act. The act encourages the purchase of products manufactured or produced in the United States, State of Missouri, and Jefferson County, Missouri. Vendor shall include proof of compliance with the Act with the proposal.



**F. NON-EXCLUSIVE AGREEMENT:**  
The contractor shall understand and agree that the contract shall not be construed as an exclusive agreement and further agrees that the County may secure identical and/or similar services or products from other sources at anytime in conjunction with or in replacement of the contractor's services.

**H. INSPECTION, ACCEPTANCE AND APPROVALS:**  
Goods shall at all times and places, including the period of manufacture, are subject to inspection and test by County. County will accept or give notice of rejection of goods delivered within a reasonable time after receipt. Acceptance shall not waive any warranty. All goods supplied are subject to final inspection and acceptance by County notwithstanding payment, prior inspections or approvals. County may require prompt replacement or correction of rejected goods at Supplier's expense, including a reduction in price for rejected goods. Supplier shall not resubmit rejected goods to County without prior written approval and instructions from County. In addition, Supplier shall identify resubmitted goods as previously rejected. Supplier shall provide and maintain a quality assurance and control system acceptable to County.

**I. WARRANTY:**  
Unless otherwise agreed to in writing by the parties, Supplier warrants that items ordered to specifications will conform the reto and to any drawings, samples or other descriptions furnished or adopted by County, or, if not ordered to specifications will be fit and sufficient for the purpose intended, and that all items will be new, merchantable, of good material and workmanship, and free from defect. Such warranties, together with Supplier's service warranties and guarantees, if any, shall survive inspection, test, acceptance of, and payment for the items and shall run to County and its assigns. Except for latent defects, the County shall give notice of any nonconformity to the Supplier within one (1) year after acceptance. County may return for credit or require prompt correction or replacement of the defective or non-conforming goods or have the defective good corrected or replaced at Supplier's expense. Return to Supplier of any defective or non-conforming goods and delivery to County of any corrected or replaced goods shall be at Supplier's expense. Defective or non-conforming items shall not be corrected or replaced without written authorization by County. Goods required to be corrected or replaced shall be subject to the provisions of this clause and the clause hereof entitled "Inspection, Acceptance and Approvals" in the same manner and to the same extent as goods originally delivered under this contract.

**J. PAYMENT:**  
County will pay Supplier for goods upon delivery to, submission of certified invoices and acceptance. The County will not be responsible for articles or services furnished without a purchase order. Price is tax-exempt. (Fees are debited from client's account in the month following when the service was received. Fees are detailed on the client's analysis statement)

**K. CHANGE ORDER:**  
County may make changes within the general scope of this contract. If any such changes cause an increase or decrease in the cost of or the time required for the performance of any part of the work, whether changed or not changed by any such order, an equitable adjustment shall be made in the price or delivery schedule or both, and any change order shall be in writing. Any claim by a Supplier for adjustment under this clause shall be asserted within fifteen (15) days from the date of receipt of this written order directing the change, provided, however, County, if it decides that the facts justify such action, may receive and act upon such claim asserted at any time prior to final payment.

**L. DELIVERIES:**  
Deliveries shall be made in strict accordance with any delivery schedule contained in the proposal specification or contract and in the exact quantity ordered. Failure to adhere to delivery schedule is reason for termination in accordance with the "termination" clause. Deliveries are to be made at locations specified by the County at time of Order.

**M. RESPONSIBILITY FOR SUPPLIES:**  
Pursuant to Section 290.560 RSMo., Supplier/Contractor shall employ only Missouri laborers and laborers from nonrestrictive states except that other laborers may be used when Missouri laborers or laborers from nonrestrictive states are not available, or are incapable of performing the particular type of work involved, if so certified by the contractor and approved by the County. Except as otherwise provided, Supplier shall be responsible and bear all risks for loss and damage to goods until delivery at County's facilities, regardless of F.O.B. point, point of inspection or acceptance; and if the goods are rejected.

**N. SUBCONTRACTS:**  
Supplier shall not enter into any subcontract(s) in excess of \$25,000 or 20% of this contract price; whichever is less, for any goods without County's prior written approval.

**O. CHOICE OF LAW:**  
This proposal and contract shall be governed and interpreted according to the laws of the State of Missouri. Venue for any court action shall be in Jefferson County, Missouri.



**P. TERMINATION:**

1. General: Performance of work may be terminated by the County in whole, or from time to time in part, whenever County shall determine that such termination is in the best interests of County. Termination shall be affected by delivery to Supplier of a Notice of Termination specifying the extent to which performance of work is terminated and the date upon which such termination becomes effective. If such notice does not state termination is pursuant to subparagraph 2, 3, or 4 of this paragraph, County shall have the right to so indicate within thirty (30) days. If no notice is delivered within the thirty (30) day period, or such longer periods as is mutually agreed to by the parties, the original Notice of Termination shall be deemed to be issued pursuant to subparagraph 1 of this paragraph.
2. Bankruptcy or Insolvency: In the event bankruptcy proceedings are commenced by or against Supplier or under any provisions of the United States Bankruptcy Act or for the appointment of a receiver or trustee or a general assignment for the benefit of creditors of either party, County shall be entitled to terminate without further cost or liability.
3. Section 135.040 of the Jefferson County Code of Ordinances (Ord. No. 10-0411) requires that no bid or proposal shall be awarded by Jefferson County unless the prospective bidder provides proof that the bidder does not owe delinquent real or personal property, or that the bidder does not own any real or personal property in Jefferson County. All delinquent real or personal property taxes shall be paid, in full, prior to the award of any bid, or proof shall be provided that the bidder does not own any real or personal property in Jefferson County prior to the award of any bid. Jefferson County considers that the failure to pay any and all real or personal property taxes due Jefferson County, Missouri, the failure to report all real or personal property owned, held or used in Jefferson County, the failure to provide proof thereof, and/or the failure to keep said tax bills current shall be deemed a material breach of the contract and will subject the contract to immediate cancellation. All taxes, due and owing, must be paid in full at the time the bid is awarded by Jefferson County and remain paid during the entire term of the contract unless the prospective bidder provides proof that the bidder does not own real or personal property in Jefferson County. This requirement shall not apply to the award of bids for projects which are funded in whole or in part by Federal funds. ([Paid Real Estate Tax receipts for 2016-2018 are included as Addenda. Per MO Rev Statute 148.110, First Bank is Exempt from Personal Property Taxes. Bank Tax is levied in lieu of taxes on personal property](#))
4. Default: County may terminate the whole Contract or any part in either of the following circumstances:
  - a. If supplier fails to deliver the items required by the contract within the time specified; or
  - b. If supplier fails to perform any of the other provisions of the contract, or so fails to make progress as to endanger performance of the contract in accordance with its terms, and in either of these two circumstances does not cure such failure within a period of ten (10) days after notice from County specifying such failure. In the event of termination under subparagraph 1, County shall have the right to procure, on such terms and in such manner as it may deem appropriate, items similar to those terminated, and to recover from Supplier the excess cost for such similar items provided, however, Supplier shall not be liable for such excess costs where the failure upon which the termination is based has arisen out of causes beyond the control of Supplier and without the fault or negligence of Supplier. Such causes shall be deemed to include fires, floods, earthquakes, strikes, and acts of the public enemy. The rights of County provided in subparagraph 1 shall be in addition to any other rights provided by law or the contract.
  - c. In the event of the Supplier's non-compliance with the provisions as set forth. This Contract may be cancelled, terminated or suspended in whole or in part and the supplier may be declared ineligible for further County contracts. The rights and remedies of the County provided in this paragraph shall not be exclusive but are in addition to any remedies provided in this Contract or as provided for by law.

**Q. NOTICE AND SERVICE THEREOF:**

Any notice from the County shall be in writing and considered delivered and the service thereof completed when said notice is posted, by certified or regular mail, to the Supplier, at the address stated on the proposal form.

**R. CONTRACT TERM:**

Performance shall be governed solely by the terms and conditions as set forth in the Request for Proposal, Proposal Specifications, Proposal Form and the Contract notwithstanding any language contained on any invoice, shipping order, bill of lading or other document furnished the Seller at any time and the acceptance by the County for any goods furnished.

**S. COMPLIANCE WITH APPLICABLE LAWS:**

Supplier warrants it has complied with all applicable laws, rules and ordinances of the United States, Missouri or any other Governmental authority or agency in the manufacture or sale of the goods, including but not limited to all provisions of the Fair Labor Standards Act of 1938, as amended.

**T. ACTS OF GOD:**

No party shall be liable for delays, nor defaults due to Acts of God or the public enemy, riots, strikes, fires, explosions, accidents, governmental actions of any kind or any other causes of a similar character beyond its control and without its fault or negligence.

**U. SELLER'S INVOICES:**

Invoices shall contain the following information. Contract number (if any), Purchase Order Number, Item number, contract description of goods or services, sizes, quantities, unit prices and extended totals. Invoices for and inquiries regarding payment should be addressed to the County A/P Clerk. ([The Bank's standard Analysis statement will be available electronically via Business eBanking. Fees will be debited from the client's acct approximately two weeks following month-end](#))

**DESCRIPTION AND CONDITIONS CONCERNING  
THE DEPOSITORY PLEDGE AND LOAN AGREEMENT  
FOR JEFFERSON COUNTY  
2019 - 2023**

Jefferson County is requesting proposals from banks who are interested in becoming the County Depository. The Depository will be chosen for a four-year period beginning May 2019. The County shall have the option to cancel any agreement and re-bid in 2021.

The County's goal is to maximize earnings on its funds while utilizing bank management's systems. The County is interested in proposals for services which would enhance its operation.

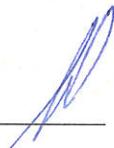
All banks are invited to participate in this depository agreement procedure. Preference will be given to participating banks that bid on all sections.

The County Council, the County Treasurer and the County Collector reserve the right to accept or reject any and all proposals regarding the Depository Pledge and Loan Agreement.

**LEGAL REQUIREMENTS**  
Collateral

Bank depository to collateralize and secure all deposits and investments: as required by Missouri Law in Sections 110.020, 110.010 and 30.270 RSMo.; all security so pledged shall be held by a third-party institution with preference given to third party holding by the Federal Reserve Bank in St. Louis. Safekeeping receipts for pledged collateral and securities shall be delivered to the designated officer and said collateral and securities shall be released only when authorized by the County through a statement signed by the designated officer or the County Executive. If pledged security is not held by the Federal Reserve Bank the depository agrees to have the third-party holder provide the designated officer with a monthly listing of security pledged on or before the tenth day of each month. The monthly listing shall detail the holdings as of the last working day of the immediately preceding month along with the purchase date, the coupon interest rate, the maturity date, the par value of each security, the total par value of all securities, the market value of each security and the total market value of all securities. The County reserves the right to reject or request replacement of any security pledged. A listing of acceptable securities under Missouri law is included in this proposal.

First Bank's Proposal will include the option of an Insured Cash Sweep. Any funds held in the Insured Cash Sweep account will be fully FDIC Insured. Any funds held by First Bank that are not covered by FDIC insurance will be collateralized per Missouri law as required in the statutes referenced in the Legal Requirements paragraph above. Collateralized funds will be held by either the Federal Reserve Bank or First Bank's third-party holder (US Bank).



## EXHIBIT A

### SECURITIES ACCEPTABLE FOR THE SAFEKEEPING OF DEPOSITS ARE:

1. Bonds or other obligations of the United States.
2. Bonds or other obligations of the State of Missouri.
3. Bonds of the Federal Farm Mortgage Corporation.
4. Bonds of the Federal Home Loan Banks.
5. Any bonds or other obligations guaranteed as to payment of principal and interest by the government of the United States of any agency or instrumentality thereof.

### SERVICES NEEDED

**General:** Provision for daily deposits\* **Yes**

Provide full service checking and savings accounts **Yes**

Proposal for borrowing approximately \$750,000.00 per year for the life of the contract

**Yes, See Addendum titled "Loan"**

Stop payment provisions **Yes**

Pre-encoded, pre-printed deposit slips for all accts **Yes**

Daily armored car transportation cost

County to contract directly with armored carrier.  
Bank will provide \$200/month cost allowance. See  
notes on Page 17, "2019 Bank Bids"

Please make special note of addressing the following issues:

- (A) We now have the availability to access our account directly by personal computer. Would this be available through your institution? **Yes, Business eBanking web portal**
- (B) Presently our daily deposits are picked up by armored car at approximately 2:30 p.m. When would this deposit be credited to our account?

**Cash Vault deposits are typically credited the next business day. Branch deposits could potentially be deposited same-day, but likely the next business day. Both Vault and Branch deposits timing depend upon when the armored carrier arrives. Volume of the deposit could also play a factor in the timing of the branch deposit.**



### **Treasurer's Funds:**

First Bank confirms the ability to perform all of the Treasurer's Funds functions listed below.

Proposal for approximately 2 to 3 wire transfers monthly.

Proposal for 1-2 Reverse Wire Transfer Monthly.

Provide electronic access to cleared checks.

Daily listing of cleared checks for Reverse Positive Pay.

Cost of approximately 10 corporate credit cards. Each on a separate account.

No annual fee per card. No Cost for Online Reporting and Administration. If the County requires custom reporting, there could be a one-time set-up fee.

### **Collector's Funds:**

First Bank confirms the ability to perform all of the Collector's Funds functions listed below.

Proposals for ACH transfers of monthly tax distributions to approximately 65 different taxing entities. (Currently 50 @ month)

Investments of protested tax payments with the ability to track interest earnings from date of deposit to payout.

Pre-encoded, pre-printed checks for use with personal computer software.

Initial Supply of pre-encoded checks and deposit slips will be provided at no charge

If there are any other figures that we have omitted that you feel would be helpful in preparing your bid, please don't hesitate to call either Beth Mahn, Collector of Revenue at (636) 797-6441 or Paula Wagner, County Treasurer at (636) 797-6270.



## 2019 BANK BIDS

In order to more efficiently expedite the processing of our ban bids, please furnish the amounts your Financial Institution will charge the following items:

|                                      | Per<br>Month      | Per<br>Item     |                             | Per<br>Month                    | Per<br>Item    |
|--------------------------------------|-------------------|-----------------|-----------------------------|---------------------------------|----------------|
| 1.) Returned Item                    | <u>N/A</u>        | <u>\$ 12.50</u> | 15) Online Access to Checks | <u>N/C*</u>                     | <u>N/C*</u>    |
| 2.) Redeposit of Returned Items      | <u>N/A</u>        | <u>\$ 4.00</u>  | 16) ACH File Transmission   | <u>N/A</u>                      | <u>N/C*</u>    |
| 3.) Mail Advise                      | <u>N/A</u>        | <u>N/C*</u>     | 17) ACH Maintenance         | <u>N/C*</u>                     | <u>N/A</u>     |
| 4.) Incoming Fed Wires               | <u>N/A</u>        | <u>\$ 15.00</u> | 18) Monthly Maintenance     | <u>\$ 22.00</u>                 | <u>N/A</u>     |
| 5.) Stop Payments                    | <u>N/A</u>        | <u>\$ 32.00</u> | 19) Check Stock             | <u>N/A</u>                      | <u>N/C*</u>    |
| 6.) ACH Credits                      | <u>N/A</u>        | <u>\$ 0.27</u>  | 20) Deposit Tickets         | <u>N/A</u>                      | <u>N/C*</u>    |
| 7.) Remote Deposit                   | <u>\$ 45.00</u>   | <u>N/A</u>      | 21) Armored Car             | <u>Allowance*</u>               | <u>N/A*</u>    |
| 8.) Remote Deposit Item Charge       | <u>N/A</u>        | <u>\$ 0.05</u>  | 22) Monthly Sweep Fee       | <u>\$ 135.00</u>                | <u>N/A</u>     |
| 9.) Currency & Coin Deposit per \$1* | <u>N/A</u>        | <u>\$ 0.001</u> | 23) FDIC Insurance          | <u>N/C</u>                      | <u>N/C</u>     |
| 10.) ACH Debits                      | <u>N/A</u>        | <u>\$ 0.20</u>  | 24) Interest/Repo Rate      | <u>85% TFF Interest on ICS*</u> |                |
| 11.) Cleared Checks Fee              | <u>N/A</u>        | <u>\$ 0.15</u>  | 25) Account Reconciliation  | <u>\$ 30.00</u>                 | <u>\$ 0.06</u> |
| 12.) Online Wire Transfer            | <u>N/C*</u>       | <u>\$ 15.00</u> | 26) Software                | <u>N/A</u>                      | <u>N/A</u>     |
| 13.) Reverse Wire                    | <u>N/A</u>        | <u>\$ 25.00</u> | 27) Loan Rates              | <u>See Loan Addendum</u>        |                |
| 14.) Positive Pay/Reverse PP         | <u>\$35-\$50*</u> | <u>N/C*</u>     | 28) Credit Cards            | <u>N/C*</u>                     | <u>N/A</u>     |

### Comments/Notes \*

- Not listed on Bid Sheet above...Ledger Credit/Branch Deposit fee (\$.60), Deposited Items (\$.11), Cash Vault deposits (\$1.00)
- Transaction details available in Business eBanking. Mail Advises sent are not charged. Can opt for e-statement to avoid \$5 paper stmt fee
- Cash deposits made via Cash Vault are \$.001 per \$1 deposited. Currency/Coin deposits made at a branch location are \$.0018 per \$1 deposited
- Premium Reporting, W/T Module, ACH Module, Image and Transaction Viewing are all included at NO ADDITIONAL CHARGE with the Business eBanking Premier package. (\$75/month). EDI Detail if required is \$30/month
- Traditional Positive Pay (\$35/month), Payee PP (\$45/month) and Reverse PP (\$50/month) all available. The first 750 Traditional PP items and first 500 Reverse PP items are NO CHARGE, then \$.05/item. The first 500 Payee PP items are \$0, then \$.08/item
- The Bank strongly recommends ACH Positive Pay (\$15) as well for protection again unauthorized e-debits.
- No file charges for ACH's submitted via Business eBanking. Secure FTP Transmission available at \$10 each (\$200 max/month)
- Initial supply of Check Stock and Deposit Slips will be provided to the County at No Charge.
- First Bank does not contract with client's armored carriers. The County can continue to work with Garda or the armored carrier of its choice. **The Bank will reimburse the County (fee credit \$200/month) for armored charges.**
- First Bank will pay 85% of the Targeted Federal Funds Rate (TFF is 2.50% as of 3/25/19) if the County gives the Bank the option to sweep deposited funds to an Insured Cash Sweep account (100% FDIC Insured) or to keep funds in collateralized Interest-Bearing Operating accts at the same rate. If the County prefers only collateralized deposits and not the Insured Cash Sweep, then the rate would be 80% of the TFF
- Corporate Credit cards have no Annual Fee. See First Bankcard VOC card information included as an Addendum to the proposal
- Additional fees may apply if client adds services that are not listed above on the County's Bid Sheet



## Loan

### Jefferson County Bank Depository Agreement 2019

Based on the Bank's preliminary review of Jefferson County's financial profile (FYE 2017 Audit, S&P Ratings), First Bank would be able to accommodate the County's estimated annual borrowing need of \$750,000 annually.

The final terms, conditions and rates would need to be determined at the time of the request and would be contingent upon the following 1) requested term (i.e. 12 month, 24 month, etc.) , 2) collateral/source of repayment (i.e. G.O., COP, Tax anticipation Note, Unsecured) and 3) final bank credit approval.

Based on the information provided in the RFP, the Bank would anticipate the interest rate on a one-term (taxable) loan to be priced in a range of 30-day, daily floating LIBOR + spread of 1.5% -2.0%.

**Note:** The current 30-day LIBOR rate is 2.49%.



**Request for Proposal: BANK DEPOSITORY AGREEMENT 2019**

**Date Issued: 2-21-2019**

PROPOSALS SHALL BE ACCEPTED UNTIL: TUESDAY, MARCH 26, 2019, AT 2:00 P.M. LOCAL TIME.

**Specification  
Contact:**

**BETH MAHN**  
Department of the County Collector  
636-797-6441  
bmahn@jeffcomo.org

**Contract  
Contact:**

**VICKIE PRATT**  
Department of Administrative Services  
636-797-5380

**Mail (3) Three  
Complete Copies  
With Vendor And  
Proposal  
Information As  
Shown In Sample:**

**SAMPLE ENVELOPE**

*VENDOR NAME*

*VENDOR ADDRESS*

*CONTACT NUMBER*

**DEPARTMENT OF THE COUNTY CLERK**

**JEFFERSON COUNTY MISSOURI**

**729 MAPLE ST / PO BOX 100**

**HILLSBORO MO 63050-0100**

**SEALED PROPOSAL: (PROPOSAL NAME)**

**Contract Term:**  
**FOUR YEAR CONTRACT  
UPON APPROVAL OF THE  
COUNTY COUNCIL AND  
COUNTY EXECUTIVE**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for one additional one-year term with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor  
Information:**

Midwest Regional Bank Nicole Carter  
Company Name Authorized Agent (Print)  
3603 Festus Centre Drive Nicole Carter  
Address Signature  
Festus, MO 63028 AVP Treasury Management Officer  
City/State/Zip Code Title  
1360-232-2050 3/26/19 44-0162290  
Telephone # Date Tax ID #  
Ncarter@mwrregionalbank.com 636-232-2051  
E-mail Fax #

## 2019 BANK BIDS

In order to more efficiently expedite the processing of our bank bids, please furnish the amounts your Financial Institution will charge for the following items:

|                                | Per<br>Month      | Per<br>Item | Per<br>Month                  | Per<br>Item       |
|--------------------------------|-------------------|-------------|-------------------------------|-------------------|
| 1) Returned Items              | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 2) Redeposit of Returned Items | \$ 0              | \$ 15.00    | \$ 0                          | \$ 15.00 Per File |
| 3) Mail Advise                 | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 4) Incoming Fed Wires          | \$ 0              | \$ 15.00    | \$ 20.00                      | \$ 0              |
| 5) Stop Payments               | \$ 0              | \$ 15.00    | \$ 1000.00 Credit             | \$ 0              |
| 6) ACH Credits                 | \$ 0              | 0.15¢       | \$ 350.00 Free Annually       | \$ 0              |
| 7) Remote Deposit              | \$ 50.00          | \$ 0        | \$ 0                          | \$ 0              |
| 8) Remote Deposit Item Charge  | \$ 0              | 0.10¢       | \$ 0                          | \$ 0              |
| 9) Currency & Coin Deposit     | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 10) ACH Debits                 | \$ 0              | 0.15¢       | ICS Current Rate              | \$ 0              |
| 11) Cleared Checks Fee         | \$ 0              | 0.10¢       | \$ 0                          | \$ 0              |
| 12) On Line Wire Transfer      | \$ 0              | \$ 15.00    | \$ 0                          | \$ 0              |
| 13) Reverse Wire               | \$ 0              | \$ 25.00    | See Banking Service Responses | \$ 0              |
| 14) Reverse Positive Pay       | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 15) On Line Access to Checks   | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 16) ACH File Transmission      | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 17) ACH Maintenance            | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 18) Monthly Maintenance        | \$ 20.00          | \$ 0        | \$ 0                          | \$ 0              |
| 19) Check Stock                | \$ 1000.00 Credit | \$ 0        | \$ 0                          | \$ 0              |
| 20) Deposit Tickets            | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 21) Armoured Car               | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 22) Monthly Sweep Fee          | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 23) FDIC Insurance             | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 24) Interest/Repo Rate         | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 25) Account Reconciliation     | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 26) Software                   | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 27) Loan Rates                 | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |
| 28) Credit Cards               | \$ 0              | \$ 0        | \$ 0                          | \$ 0              |

Attachment 3: Banking Services Cost Proposal   Question 2. Rate Indicator

Treasury Bill Daily Rate Breakdown and Averages (2019)

**Attachment 3: Banking Services Cost Proposal Question 2. Rate Indicator**

**Treasury Bill Daily Rate Breakdown and Averages (2018)**

| January   | Rate | February  | Rate | March     | Rate | April     | Rate | May       | Rate | June      | Rate | July      | Rate | August    | Rate | September  | Rate | October    | Rate | November   | Rate | December   | Rate |
|-----------|------|-----------|------|-----------|------|-----------|------|-----------|------|-----------|------|-----------|------|-----------|------|------------|------|------------|------|------------|------|------------|------|
| 1/2/2018  | 1.83 | 2/1/2018  | 1.89 | 3/1/2018  | 2.05 | 4/2/2018  | 2.08 | 5/1/2018  | 2.26 | 6/1/2018  | 2.28 | 7/2/2018  | 2.34 | 8/1/2018  | 2.49 | 9/4/2018   | 2.49 | 10/1/2018  | 2.6  | 11/1/2018  | 2.67 | 12/3/2018  | 2.72 |
| 1/3/2018  | 1.81 | 2/2/2018  | 1.88 | 3/2/2018  | 2.06 | 4/3/2018  | 2.09 | 5/2/2018  | 2.24 | 6/4/2018  | 2.30 | 7/3/2018  | 2.33 | 8/2/2018  | 2.45 | 9/5/2018   | 2.49 | 10/2/2018  | 2.5  | 11/2/2018  | 2.61 | 12/4/2018  | 2.71 |
| 1/4/2018  | 1.82 | 2/5/2018  | 1.86 | 3/5/2018  | 2.06 | 4/4/2018  | 2.07 | 5/3/2018  | 2.24 | 6/5/2018  | 2.32 | 7/5/2018  | 2.32 | 8/3/2018  | 2.43 | 9/6/2018   | 2.43 | 10/3/2018  | 2.62 | 11/5/2018  | 2.62 | 12/6/2018  | 2.70 |
| 1/5/2018  | 1.80 | 2/6/2018  | 1.87 | 3/6/2018  | 2.06 | 4/5/2018  | 2.07 | 5/4/2018  | 2.24 | 6/6/2018  | 2.32 | 7/6/2018  | 2.34 | 8/6/2018  | 2.44 | 9/7/2018   | 2.44 | 10/4/2018  | 2.53 | 11/6/2018  | 2.63 | 12/7/2018  | 2.72 |
| 1/8/2018  | 1.79 | 2/7/2018  | 1.91 | 3/7/2018  | 2.05 | 4/6/2018  | 2.06 | 5/7/2018  | 2.25 | 6/7/2018  | 2.31 | 7/9/2018  | 2.34 | 8/7/2018  | 2.45 | 9/10/2018  | 2.54 | 10/5/2018  | 2.64 | 11/7/2018  | 2.64 | 12/10/2018 | 2.68 |
| 1/9/2018  | 1.78 | 2/8/2018  | 1.91 | 3/8/2018  | 2.05 | 4/9/2018  | 2.08 | 5/8/2018  | 2.26 | 6/8/2018  | 2.30 | 7/10/2018 | 2.36 | 8/8/2018  | 2.44 | 9/11/2018  | 2.55 | 10/9/2018  | 2.65 | 11/8/2018  | 2.65 | 12/11/2018 | 2.74 |
| 1/10/2018 | 1.78 | 2/9/2018  | 1.89 | 3/9/2018  | 2.03 | 4/10/2018 | 2.09 | 5/9/2018  | 2.27 | 6/11/2018 | 2.32 | 7/11/2018 | 2.36 | 8/9/2018  | 2.44 | 9/12/2018  | 2.56 | 10/10/2018 | 2.67 | 11/9/2018  | 2.67 | 12/12/2018 | 2.70 |
| 1/11/2018 | 1.77 | 2/12/2018 | 1.93 | 3/12/2018 | 2.05 | 4/11/2018 | 2.09 | 5/10/2018 | 2.27 | 6/12/2018 | 2.31 | 7/12/2018 | 2.39 | 8/10/2018 | 2.42 | 9/13/2018  | 2.55 | 10/11/2018 | 2.62 | 11/13/2018 | 2.66 | 12/13/2018 | 2.69 |
| 1/12/2018 | 1.78 | 2/13/2018 | 1.95 | 3/13/2018 | 2.03 | 4/12/2018 | 2.11 | 5/11/2018 | 2.28 | 6/13/2018 | 2.35 | 7/13/2018 | 2.37 | 8/13/2018 | 2.42 | 9/14/2018  | 2.56 | 10/12/2018 | 2.66 | 11/14/2018 | 2.71 | 12/14/2018 | 2.69 |
| 1/16/2018 | 1.79 | 2/14/2018 | 1.98 | 3/14/2018 | 2.05 | 4/13/2018 | 2.12 | 5/14/2018 | 2.28 | 6/14/2018 | 2.35 | 7/16/2018 | 2.39 | 8/14/2018 | 2.44 | 9/17/2018  | 2.57 | 10/15/2018 | 2.67 | 11/15/2018 | 2.70 | 12/17/2018 | 2.66 |
| 1/17/2018 | 1.79 | 2/15/2018 | 1.99 | 3/15/2018 | 2.07 | 4/16/2018 | 2.12 | 5/15/2018 | 2.31 | 6/15/2018 | 2.36 | 7/17/2018 | 2.39 | 8/16/2018 | 2.45 | 9/18/2018  | 2.68 | 10/16/2018 | 2.66 | 11/16/2018 | 2.68 | 12/18/2018 | 2.68 |
| 1/18/2018 | 1.79 | 2/16/2018 | 2.00 | 3/16/2018 | 2.08 | 4/17/2018 | 2.16 | 5/16/2018 | 2.32 | 6/16/2018 | 2.35 | 7/18/2018 | 2.43 | 8/16/2018 | 2.45 | 9/19/2018  | 2.65 | 10/17/2018 | 2.66 | 11/19/2018 | 2.66 | 12/19/2018 | 2.64 |
| 1/19/2018 | 1.79 | 2/20/2018 | 2.01 | 3/19/2018 | 2.08 | 4/18/2018 | 2.17 | 5/17/2018 | 2.32 | 6/19/2018 | 2.34 | 7/19/2018 | 2.4  | 8/17/2018 | 2.44 | 9/20/2018  | 2.68 | 10/18/2018 | 2.68 | 11/19/2018 | 2.66 | 12/19/2018 | 2.70 |
| 1/22/2018 | 1.79 | 2/21/2018 | 2.03 | 3/20/2018 | 2.08 | 4/19/2018 | 2.21 | 5/18/2018 | 2.32 | 6/20/2018 | 2.36 | 7/20/2018 | 2.41 | 8/20/2018 | 2.44 | 9/21/2018  | 2.68 | 10/19/2018 | 2.67 | 11/20/2018 | 2.67 | 12/20/2018 | 2.64 |
| 1/23/2018 | 1.78 | 2/22/2018 | 2.02 | 3/21/2018 | 2.06 | 4/20/2018 | 2.22 | 5/21/2018 | 2.35 | 6/21/2018 | 2.34 | 7/23/2018 | 2.42 | 8/21/2018 | 2.45 | 9/24/2018  | 2.68 | 10/22/2018 | 2.67 | 11/21/2018 | 2.67 | 12/21/2018 | 2.62 |
| 1/24/2018 | 1.79 | 2/23/2018 | 2.05 | 3/22/2018 | 2.05 | 4/23/2018 | 2.25 | 5/22/2018 | 2.34 | 6/22/2018 | 2.33 | 7/24/2018 | 2.42 | 8/22/2018 | 2.43 | 9/25/2018  | 2.69 | 10/23/2018 | 2.67 | 11/22/2018 | 2.67 | 12/24/2018 | 2.61 |
| 1/25/2018 | 1.80 | 2/26/2018 | 2.03 | 3/23/2018 | 2.04 | 4/24/2018 | 2.26 | 5/23/2018 | 2.34 | 6/25/2018 | 2.34 | 7/25/2018 | 2.42 | 8/23/2018 | 2.43 | 9/26/2018  | 2.68 | 10/24/2018 | 2.64 | 11/23/2018 | 2.64 | 12/26/2018 | 2.61 |
| 1/26/2018 | 1.80 | 2/27/2018 | 2.03 | 3/26/2018 | 2.06 | 4/25/2018 | 2.26 | 5/24/2018 | 2.33 | 6/26/2018 | 2.33 | 7/26/2018 | 2.41 | 8/24/2018 | 2.44 | 9/27/2018  | 2.68 | 10/25/2018 | 2.66 | 11/25/2018 | 2.68 | 12/27/2018 | 2.68 |
| 1/28/2018 | 1.80 | 2/28/2018 | 2.07 | 3/27/2018 | 2.10 | 4/26/2018 | 2.25 | 5/25/2018 | 2.27 | 6/27/2018 | 2.33 | 7/27/2018 | 2.43 | 8/27/2018 | 2.47 | 9/28/2018  | 2.69 | 10/26/2018 | 2.66 | 11/29/2018 | 2.63 | 12/28/2018 | 2.57 |
| 1/30/2018 | 1.88 | 3/28/2018 | 2.12 | 4/27/2018 | 2.24 | 5/28/2018 | 2.21 | 6/28/2018 | 2.33 | 7/30/2018 | 2.43 | 8/28/2018 | 2.47 | 9/29/2018 | 2.44 | 10/29/2018 | 2.63 | 11/29/2018 | 2.63 | 12/31/2018 | 2.63 |            |      |
| 1/31/2018 | 1.90 | 3/29/2018 | 2.09 | 4/30/2018 | 2.24 | 5/30/2018 | 2.23 | 6/29/2018 | 2.33 | 7/31/2018 | 2.44 | 8/29/2018 | 2.48 | 9/30/2018 | 2.66 | 10/31/2018 | 2.69 | 11/30/2018 | 2.64 | 12/31/2018 | 2.66 |            |      |

Rate posted on account (\*) average balance / 365 (=) interest earned

|       |       |       |       |       |       |       |       |       |       |       |       |       |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 1.80% | 1.96% | 2.06% | 2.15% | 2.27% | 2.33% | 2.39% | 2.45% | 2.56% | 2.65% | 2.70% | 2.70% | 2.66% |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|