

COUNCIL ACTION FORM

AGENDA ITEM: Discussion and Appropriate Follow-up on Approval of Bank Financial Services Agreement

HISTORY:

The City's financial service agreement with First Interstate Bank ended on June 30, 2024. In the past the City has requested proposals from financial institutions in Nevada for three-year and five-year periods. The current agreement with First Interstate Bank was a three-year term.

Request for Proposals for another three-year term ending on June 30, 2027, was submitted to four institutions in Nevada: First Interstate Bank, Availa Bank, State Bank & Trust, and South Story Bank & Trust. Only 2 responded.

Proposals were received from:

- First Interstate Bank, 404 Lincoln Highway
Fed Funds Rate less 200 bps, based on the top end range
As of June 27, 2024 rate would be 3.50%
Earning no less than .25% interest
An \$80.00/monthly fee will be assessed and other services at no charge
- Availa Bank, 1121 S G Avenue
Effective Fed Funds Rate less 95 bps
As of June 28, 2024 rate would be 4.38%
Earning no less than .20% and ceiling of 5.00%
No monthly fee and other services at no charge

South Story Bank & Trust and State Bank & Trust declined to provide a proposal at this time.

OPTIONS:

1. Approve proposal from Availa Bank, earning Effective Fed Funds rate less 95 bps, no less than a .20% rate of interest. No Monthly Fees or charges for services. Authorize Mayor to execute Agreement with First Interstate Bank.
2. Reject proposals and refer Staff to send out new RFP's.
3. Reject all proposals, do nothing at this time and refer to staff for other options.

STAFF RECOMMENDATION:

Availa Bank is offering the highest interest on our account and no service charges. Staff recommends accepting their proposal.

Therefore it is the recommendation of the City Administrator that Council approves Option #1, approving the Financial Services Agreement and Proposal provided with Availa Bank.

CITY OF NEVADA, IOWA
FINANCIAL SERVICES SPECIFICATIONS AND
REQUEST FOR PROPOSAL

RFP PROFFER DATE: June 14, 2024
PROPOSED EFFECTIVE DATE: July 1, 2024
RFP DUE DATE: Friday - 10:00 a.m., June 28, 2024
REGARDING: Financial Services

Notice is given by this Request for Proposal (RFP) to firms desiring to act as the City of Nevada's financial institution for the hereinafter described services for a period beginning on or about July 1, 2024 and ending June 30, 2027. Proposals are subject to certain general terms, conditions, instructions, specifications and technical capabilities as set forth specifically in this RFP document.

For further information contact Kerin Wright, City Clerk or Donna Mosinski, Deputy City Clerk at the Nevada City Hall during regular business hours of 8 a.m. to 5 p.m. at (515) 382-5466.

All proposals are to be filed at the Nevada City Hall on or before 10:00 a.m. local time, Friday, June 28, 2024. The proposals submitted will be opened and reviewed by staff. The successful bidder must be willing to enter into a binding agreement with respect to the proposal when the proposal is accepted by the City Council of the City of Nevada. It is expected that the proposal selection will be made at the July 8, 2024, City Council meeting.

The City of Nevada reserves the right to reject any and all proposals and to waive any or all formalities and technicalities with respect to this notice.

**CITY OF NEVADA, IOWA
SPECIFICATIONS**

CONDITIONS OF PROPOSAL SUBMISSION

1. The firm with the accepted proposal shall comply with all conditions contained herein. The objective of this RFP is to identify the financial institution that can meet or exceed services presently being provided at the highest rate of return to the taxpayers of Nevada.
2. The proposal should be submitted in duplicate and signed by a duly authorized official of the financial institution. One fully executed copy of the awarded proposal will be retained by the City. An executed copy of the successful proposal will also be returned to the financial institution selected after approval by the City Council.
3. The term of this contract will be for a period beginning July 1, 2024 through June 30, 2027.
4. All proposals are to be filed at the Nevada City Hall on or before 10:00 a.m. local time Friday, June 28, 2024, and are to be enclosed in a sealed envelope marked "Financial Services Proposal."
5. All firms are to use the forms provided, adhering to the criteria set forth. This is done to assure comparable information for the evaluation of proposals.
6. All proposals will be evaluated by the City staff in accordance with the criteria and procedures identified. A staff recommendation will be made to the City Council for final approval.
7. It is the intent of these specifications to provide prospective financial firms with sufficient information to prepare a competitive proposal.

DESCRIPTION OF CURRENT SYSTEM

This RFP form indicates the approximate number of transactions based on historical or anticipated activity to the best of the City's knowledge. This is the City's best estimate of the number of transactions and does not represent a guarantee of transactions.

1. Operational Checking Account (Interest Bearing)

Deposits are typically made daily. Currently approximately 3,000 checks are deposited monthly. Approximately under 1000 operational account deposits are made annually. Approximately 2,500 checks are issued against this account annually. The account balance is impacted by a number of factors and varies greatly. It currently ranges between \$10,000,000.00 and \$35,000,000.00 monthly.

2. Miscellaneous Checking Account(s) - (Both Interest and Non-Interest Bearing)

A separate checking account may be required in the event the City is awarded any grants or other funds that require the funds to be segregated.

3. Services and Supplies: The successful financial institution shall furnish the following:

<u>Type of Service</u>	<u>Annual Charge</u>
A. No Minimum Balance Required	No Charge
B. Monthly Service Charge	No Charge
C. Account Transaction Activity	No Charge
D. Printed Deposit Slips	No Charge
E. Wire Transfers Out	
Under 25 per year	No Charge
If over 25 per year	\$10.00 per
F. Wire Transfers In	No Charge
G. Stop Payments	No Charge
H. Bank transfers between accounts	No Charge
I. Commission Charges on purchases of	
U.S. Government Securities	
Under 10 per year	No Charge
If over 10 per year	\$15.00 per
J. Safekeeping on Government Securities	No Charge
K. Money Orders	No Charge
L. Returned Checks	No Charge
M. Provide required Printed Checks: (The City will order and present a bill to the financial institution)	
N. ACH Collections/Payments (Utility Payments)	No Charge
O. ACH Payroll Services	No Charge
P. Coin counting & Wrapping	No Charge
Q. Night Depository	No Charge
R. Endorsement Stamps (maximum of six annually)	No Charge

Specific time deadlines for same day credit of deposit or performance instructions:

Wires or other non-paper deposits
Instructions for wire out/in
Daily Deposits

Negotiable (include in your bid)
Negotiable (include in your bid)
3:00 p.m.

The procedure for returned checks is as follows: The financial institution will present a check for payment twice. If the check still does not clear, the financial institution will notify the City as soon as possible. Please include your proposed procedures for clearing charge backs in your bid.

4. Bank Statements

A detailed printout (statement) of checks by clearing date and in check sequence order is required for check reconciliation purposes.

The statement is required within five (5) working days after the close of each month. Electronic copies of cancelled checks sorted in check number sequence must accompany the statement and duplicate of deposit tickets. **Must have the availability to provide either paper or electronic copies of the backs of all checks monthly.**

5. Insurance and Collateralization

All deposits not covered by the \$250,000 FDIC Insurance must be in compliance with applicable State statutes at all times.

6. Wire transfers

Wire transfers in and out are estimated at less than 50 per year.

TERMINATION

Either party to this agreement shall have the right to terminate this agreement for breach by the other party by giving the breaching party at least ninety (90) days written notice by certified mail, return receipt requested, of its intention to terminate. However, if the agreement is terminated by or because of an act or omission of the financial institution, the financial institution shall forfeit the opportunity to submit a bid as a depository institution for the following twenty-four (24) months after the effective date of the termination. Any termination shall be effective on the last calendar day of the month, unless mutually agreed to in writing by both parties.

CITY OF NEVADA, IOWA
FINANCIAL SERVICES REQUEST FOR PROPOSAL FORM

In submitting this proposal, the financial institution named below agrees to provide all of the services outlined in the bid specifications and shall pay interest on City account(s) in the manner specified as follows.

At no time during the life of the agreement shall the
interest rate be less than _____ percent.

If there is a charge for the availability of the backs of all checks, please include here: _____.

If the financial institution desires to offer other or further options available to the City, please include detailed information with regard to rate determination, allowed transaction frequency, insurance and/or collateralization of deposited funds, and any other pertinent detail.

THE FOLLOWING PROPOSAL IS SUBMITTED BY:

Financial Institution: _____
Address _____
Phone: _____
Fax _____
Authorized Official: _____
Title: _____
Date: _____

Please include Charge Back Procedures and Deadlines on a separate page.

The undersigned financial institution agrees to provide the services shown on the Bid Specification sheet and further agrees to provide interest on the City's accounts at a rate of:

_____.

Signature: _____

Accepted by the Nevada City Council this ___th day of ___, 2024.

Brett Barker, Mayor

Attest:

Kerin Wright, City Clerk

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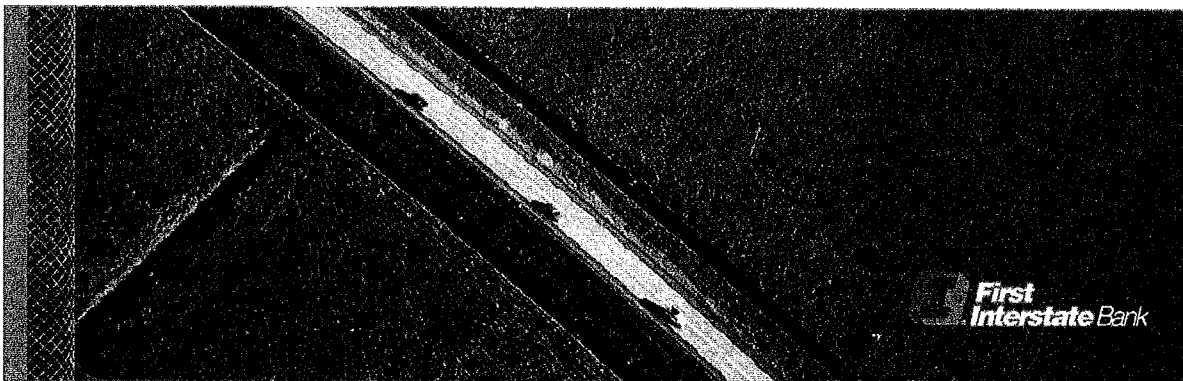
Response to Request for Proposal

Banking Services

For


City of Nevada

June 2024





firstinterstate.com

Member FDIC. Equal Housing Lender. 

June 27, 2024

City of Nevada
1209 6th St
Nevada, IA 50201

RE: Request for Proposal – Banking Services

To Whom It May Concern:

It is with great pride that we respectfully submit the Response to the Request for Proposal on behalf of First Interstate Bank for the City of Nevada. First Interstate Bank continues to bring safety and soundness as one of the world's strongest banks to our community. Our financial strength coupled with sophisticated, creative business solutions, catapults First Interstate Bank far above our competitors.

We feel confident that our submission will demonstrate our ability and willingness to satisfy the entire banking requirements for the City of Nevada.

Sincerely,

A handwritten signature in cursive script that reads 'Justin Witek'.

Justin Witek
Market President I
316 South Duff St.
Ames, IA 50010

Banking Fees and Deposit Rate:

First Interstate Bank proposes all treasury management banking services for the City of Nevada at a flat rate of \$80/month. This will include the following;

Type of Service

- A. No Minimum Balance Required
- B. Monthly Service Charge
- C. Account Transaction Activity
- D. Printed Deposit Slips
- E. Wire Transfers Out
 - Under 25 per year
 - If over 25 per year
- F. Wire Transfers In
- G. Stop Payments
- H. Bank transfers between accounts
- K. Money Orders
- L. Returned Checks
- M. Provide required Printed Checks: (The City will order and present a bill to the financial institution)
- N. ACH Collections/Payments (Utility Payments)
- O. ACH Payroll Services
- P. Coin counting & Wrapping
- Q. Night Depository
- R. Endorsement Stamps (maximum of six annually)

The below falls within the Wealth Management purview. Should the City of Nevada need these services, Wealth Management would handle. Wealth Management fees would apply.

Type of Service

- A. Commission charges on purchases of U.S. Government Securities
- B. Safekeeping on Government Securities

First Interstate Bank offers all deposit accounts earning an interest rate of Fed Funds – 200 basis points for the term of the contract. This would be based on the top end range of Fed Funds, so the current yield would be 5.50% - 2.00% = 3.50%. We would place a floor at 25 basis points to ensure a return to the City of Nevada should rates significantly drop.

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Executive Summary

On behalf of First Interstate Bank, we want to thank you for the opportunity to earn your business. After reviewing the Request for Qualifications, we are confident that our products and services will meet your business needs now and into the future.

For over 55 years, First Interstate Bank has been providing our customers with traditional, sound banking practices, such as gathering deposits, making loans and investing in the communities we serve.

- We have managed large and complex banking relationships and are well positioned to meet the needs detailed in your recent Request for Information, including:
- Business accounts with a full range of receipt and payment transaction capabilities – checking with ACH debits and credits, incoming and outgoing wire transfers, positive pay, remote deposit capture, lockbox services, and more.
- With Treasury Banking Suite, our Online and Mobile Business Banking platform, you can easily and quickly view detailed account information online. You have the ability to view balances, transactions, and statements; transfer funds; originate wire transfers and ACH transactions; and upload and download data files.
- First Interstate Bank offers various types of sweep arrangements that may be established individually or in combination with each other. Whether the sweep is designed to move deposits or a credit management service (loan sweep) will depend upon your cash position and funding needs.
- First Interstate Bank's Business Mastercard Purchasing Card allows you to custom tailor a card program for your business. Our robust reporting tools and comprehensive spend management software will help you control expenses and add value to the finance, audit, travel, and purchasing managers within your company.
- FIB Wealth Management offers a full range of investment management, fiduciary, brokerage, insurance and custodial services and retirement plan services to our clients. We offer a wide variety of institutional money market funds and can offer a number of different monthly statement packages.

One of the advantages we bring to the table is our unique size. We are big enough to fulfill your banking needs in-house, yet small enough to build personal relationships.

We will enable our experienced team to provide you with the service and attention you deserve. Our approach to your banking needs will be straightforward; simplifying how you do banking and providing you with the level of detail needed to streamline back-office processes.

We look forward to the opportunity to earn your business and respect.

Banking Activity, Cash Receipts and Disbursements

First Interstate Bank is fully capable of servicing the receipt and payment processing requirements of your company.

Specifically, we provide:

1. Business Checking

- A. First Interstate's accounts are designed for businesses of all sizes.
- B. We offer various sweep options to integrate your accounts and help you manage your business finances.
- C. Convenient and friendly service at First Interstate Bank locations in your area where both you and your employees can do their banking.

2. Wire transfers

- A. Transfers received with correct information are posted to your account upon receipt.
- B. You may view your account activity online and know when an incoming wire has been processed.

3. Automated Clearinghouse (ACH)

- A. Incoming files are posted periodically throughout the day.
- B. You may review payments received online.
- C. EDI available.

4. ACH Origination and Wire Transfers

- A. A variety of disbursement options are available and are based on what suits your unique business needs best.

5. Positive Pay (Check or ACH)

- A. Reduce your exposure to fraud risk with Positive Pay.
- B. Match the checks you issue with the ones that are presented to the bank for payment.
- C. Identify counterfeit or altered checks or automated entries before they are charged to your account.

Treasury Management, Online Banking, Deposit Operations and Wealth Management

6. Treasury Management

- A. First Interstate Bank offers a variety of treasury management services to meet your business needs. Services include:

7. Treasury Banking Suite our Online & Mobile Business Banking platform with Treasury Management

- A. First Interstate Bank's Treasury Banking Suite lets you view your account online and easily obtain the detailed information you need for quick decision making. Choose to use the features and services that help you manage your business banking activities quickly, conveniently, and effectively. We welcome the opportunity to fully demonstrate the product at one of our convenient bank locations or via web conference.

8. Treasury Banking Suite highlights include the ability to:

- A. View balances and transaction activity online or with a mobile device.
- B. Transfer funds between First Interstate Bank accounts.
- C. View statements and check images online.
- D. Enter Online Bill Payments.
- E. Enter and manage Stop Payments online.
- F. Current Day and Prior Day function shows the collected, ledger balances and hold amounts for selected accounts along with a summary of daily activity by transaction type.
- G. Download an output file of transactions into your financial software for Account Reconciliation or upload a file to the bank.
- H. Secure Browser for superior risk mitigation.
 - i. A Company Administrator is appointed to manage online user access. Unique company and individual user IDs and passwords control employee access to specific accounts and limit transaction authority.

9. ACH Origination

- A. Originate direct deposit of payroll or receive payments from customers. Enter batches and individual entries online or upload files from your payroll or accounting software.

10. Wire Origination

- A. Enter outgoing wire transfer requests online, including recurring wire transfers. Upload a batch of wire transfers directly from your accounting software.

11. Account Reconciliation (Check Positive Pay)

- A. Upload an issued items file for Positive Pay acceptance or enter issued items information directly into the system. View exceptions item descriptions online and decide whether to pay or return checks that do not match the issued items file.

12. ACH Positive Pay

- A. Safeguard your accounts against fraudulent activity by filtering or blocking unauthorized electronic transactions. Items that meet pre-established criteria will automatically post to your account. You will have the ability to review any exceptions and approve or reject the item(s).

13. Loan Sweep

- A. A loan sweep allows you to continually minimize your borrowing needs based upon the availability of funds in your deposit account(s) on a daily basis.

14. Zero Balance Account

- A. Another variation on a sweep account is the zero balance account, or ZBA. Zero Balance Accounts allow for centralized cash control, centralized funding for checks, and still offer the benefits of detailed statements for each account.

15. Multi-Level Sweep

- A. Customize any combination of a Loan sweep or Zero Balance Account(s) to maximize earnings, manage check operations, and maintain a source of readily available working capital all at the same time.

16. Deposit Operations

- A. First Interstate Bank is able to provide various levels of back-office banking services which will meet the City's operational requirements.

17. ACH Block or Filter

- A. Allows you to control ACH items posting to your account by authorizing specific entries in advance.

18. Lockbox services

- A. Downloadable data to almost any financial software. In the event an existing interface is not available, a custom file can be written to meet the specification of the software. Our state-of-the-art equipment provides the ability to capture the traditional check/coupon along with check only and whole page imaging. Robust web-based reporting is available. We will work with you to capture the traditional check and account number along with any other data (name, address, product description) you desire.

19. Online Business Deposit

- A. Provides the service to truncate checks at the desktop and clear them electronically. All items process prior to 8:00 p.m. Central Time will be posted the same business day. Our web-based solution offers the flexibility to structure access based upon the workflow and accounting requirements of your company. The service is compatible with most existing scanners or we offer equipment purchase options to ensure you have the right equipment to handle your deposits. Setup options will allow your staff to access several accounts or consolidate deposits to a single account from any scanning location within your family of companies. Reporting further enhances the product offering while providing research capability right at your fingertips.

Business Purchasing Cards/Expense Management & Merchant Processing Services

20. First Interstate Bank World Elite Business Credit Card

- A. First Interstate Bank offers a Mastercard purchasing card, complete with unlimited rewards, for any size of business. Our flexible card options put you in control. The convenient administrative tools allow you to stay in control and easily manage expenses.
- B. Predetermined spending limits
- C. Authorization-controlled spending at point of sale
- D. Allow or restrict cash access
- E. Rewards do not expire as long as account remains open and in good standing

21. Robust Online Expense Reporting – Mastercard’s Smart Data

- A. This optional time savings tool offers additional convenient management at an affordable price. Mastercard’s Smart Data brings efficiency and visibility to businesses of all sizes.
- B. One-click access to cardholder spending
- C. Users can generate flexible reports for online or offline review
- D. Email messaging alerts related to reconciling or approvals
- E. Accounting extracts that provide coded and approved expenses

22. Merchant Processing

- A. First Interstate Bank partners with Fiserv, to offer a “one stop solution” and turnkey package of SSL-compliant consumer, merchant and payment gateway solutions and card providers.
- B. 24/7 service and support
- C. Latest technology and point-of-sale hardware with Clover Payment Solutions
- D. Accept payments in-store, online, or on-the-go
- E. Fast, easy and secure processing for most major credit cards and mobile wallets
- F. VISA®, Mastercard®, Discover® Network and American Express®-all organized onto one statementQuick access to your account anywhere, anytime with online, web-based reporting tools

Banking Services Pricing and Compensation

- 23. First Interstate Bank’s business products are priced to reward our customers for their loyalty. Fees are reasonable and appropriate for the services used. Earnings credit may be applied to eligible accounts to offset all or a portion of the monthly service charge.
- 24. Enhanced account analysis statements provide a detailed accounting of the charges assessed on the account. Multiple accounts from a single relationship may be grouped for purposes of relationship pricing where any profit (excess earnings credit) on one account may offset an analysis loss on another account.

Bank Services and Supplies

25. Treasury Management Service Fees

- A. First Interstate Bank is currently assessing 25% of the fees for Treasury Management services provided to the City of Nevada. This is being billed at a flat rate of \$82.50/month. Below is our pricing proposal for the Treasury Management services moving forward.
- B. First Interstate Bank is proposing a flat fee of \$80/month for all Treasury Management Services moving forward.

Additional Solutions Recommendation

26. Purchasing Card

- A. City of Nevada has a Purchasing Card approved with the credit limit of \$30,000. First Interstate Bank suggests that the City of Nevada increases their spending given the approved limit in order to take advantage of the 1% cash back (rewards). Increasing card spend can be as easy as switching certain payables over to a card from a check or ACH in order to take advantage of cash rewards.

27. Merchant Processing

- A. First Interstate Bank would like to provide a proposal to the City of Nevada for Merchant Processing. First Interstate Bank has a strong partnership with Heartland Payments, an entity of Global Payments, providing cost effective and convenient merchant processing solutions. Merchant Processing is a great tool to speed up your receivables by offering convenient ways to your customers to pay through the City's website, by phone (virtual terminal), etc. Enclosed, you will find additional details around Heartland Payments and the solutions offered.

Other Services

28. Printed Deposit Slips	No Charge
29. Safety Deposit Box	No Charge
30. Money orders	No Charge
31. Provide required printed checks	No Charge
32. Night depository	No Charge
33. Endorsement stamps	No Charge
34. Back of the check images w/statements	No Charge

- A. First Interstate Bank is proposing a flat fee of \$80/month for all Treasury Management Services moving forward.

35. Account Deposit Rate

- A. First Interstate Bank offers all deposit accounts earning an interest rate of Fed Funds – 200 basis points for the term of the contract. This would be based on the top end range of Fed Funds, so the current yield would be $5.50\% - 2.00\% = 3.50\%$. We would place a floor at 25 basis points to ensure a return to the City of Nevada should rates significantly drop.

36. Commission charges on purchases of U.S. Government Securities

37. Safekeeping on Government Securities

- A. Above highlighted falls within Wealth Management purview.
- B. Should the City of Nevada need these services, Wealth Management would handle.
- C. Wealth Management fees would apply.

Lobby Hours

Monday – Friday: 9:00am – 5:00pm
Saturday: Closed

Drive Up Hours

Monday – Friday: 9:00am – 5:00pm
Saturday: Closed

Cut off times for deposits and outgoing payments (ACH and Wires)

ACH:	6:30 pm CT
Same Day ACH:	2:30 pm CT
Wires (International, Domestic):	5:00 pm CT
RDC:	8:00 pm CT
ACH and Check Positive Pay exceptions:	2:00 pm CT

Termination

Either party to this agreement shall have the right to terminate this agreement for breach by the other party by giving the breaching party at least ninety (90) days written notice by certified mail, return receipt requested, of its intention to terminate.

Security and Control

First Interstate Bank is in compliance with rules and regulations associated with information security and controls. The bank is examined regularly by various regulatory agencies, including the FDIC and Montana Division of Banking. Additionally, First Interstate Bank has internal and independent third-party audits to ensure regulatory compliance and validate controls are working as designed. First Interstate Bank's Policies and Procedures govern the bank's daily activities and ensure that transactions are handled properly. We are committed to maintaining customer confidentiality and protecting customer information.

Additional Comments

First Interstate Bank takes pride in our system sophistication and client satisfaction. Recognized as a leader in the banking community, we diligently focus on enhancements and product compatibility which supports the financial stability and success of our customers. As we develop and nurture relationships with our customers, we are better equipped to meet their expectations and deliver unique, user-friendly solutions for their needs. Our commitment to excellence demands that we identify and implement strategies that are ever-changing in the market, to ensure that we remain the preferred provider of banking services.

CITY OF NEVADA, IOWA
FINANCIAL SERVICES REQUEST FOR PROPOSAL FORM

In submitting this proposal, the financial institution named below agrees to provide all of the services outlined in the bid specifications and shall pay interest on City account(s) in the manner specified as follows.

At no time during the life of the agreement shall the
interest rate be less than .25% percent.

If there is a charge for the availability of the backs of all checks, please include here: No Charge.

If the financial institution desires to offer other or further options available to the City, please include detailed information with regard to rate determination, allowed transaction frequency, insurance and/or collateralization of deposited funds, and any other pertinent detail.

THE FOLLOWING PROPOSAL IS SUBMITTED BY:

Financial Institution:	<u>First Interstate Bank</u>
Address	<u>316 S Duff Ave, Ames, IA 50010</u>
Phone:	<u>515-232-4304</u>
Fax	<u>515-382-2808</u>
Authorized Official:	<u>Justin Witek</u>
Title:	<u>Market President I</u>
Date:	<u>June 27, 2024</u>

Please include Charge Back Procedures and Deadlines on a separate page.

The undersigned financial institution agrees to provide the services shown on the Bid Specification sheet and further agrees to provide interest on the City's accounts at a rate of: **Fed Funds – 200 basis points for the term of the contract. Currently equal to 3.50%.**

Signature: Justin Witek Market President I

Accepted by the Nevada City Council this ___th day of ___, 2024.

Brett Barker, Mayor

Attest:

Kerin Wright, City Clerk

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Request For Proposal- Banking Services

Prepared for: City of Nevada, Iowa

Brett Barker- Mayor

Kerin Wright- City Clerk

1209 6th St

Nevada, IA 50201

Submitted by: Availa Bank

1121 S G Ave

Nevada, IA 50201

515-382-3050

Contact Information:

Randy Clary: Nevada Market President

515-382-3050

rclary@availa.bank

Mike Smith: SVP Treasury Management

515-289-9212

msmith@availa.bank

June 28th, 2024

Brett Barker, Mayor

Nevada, Iowa 1209 6th St

Nevada, IA 50201

Dear Mayor Barker,

Availa Bank has thoroughly reviewed the Request for Proposal – Banking Services that we received on June 14th, 2024. After careful consideration, we are pleased to enclose our completed proposal.

We fully understand the comprehensive range of banking services requested and are committed to providing all necessary support for the continued success of the City of Nevada. As a financial institution, we recognize the critical role we play as a strategic partner in your company's achievements. If selected, we are confident that our services will exceed your expectations, ensuring seamless financial management.

We eagerly await your response and look forward to discussing any further details or addressing any questions you may have. Please feel free to reach out to us at your convenience.

Thank you for considering Availa Bank as your banking partner. We appreciate your trust and confidence.

Sincerely,

A handwritten signature in cursive script that reads "Randy Clary".

Randy Clary

Nevada Market President

City of Nevada, Iowa
Request For Proposal- Banking Services

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- **Why choose Availa Bank**

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Exhibits

- A. Recommendation: St. Anthony Hospital**
- B. Recommendation: Pocahontas Community Hospital**
- C. Recommendation: Methodist Jennie Edmundson Hospital**
- D. Chargeback Procedures**

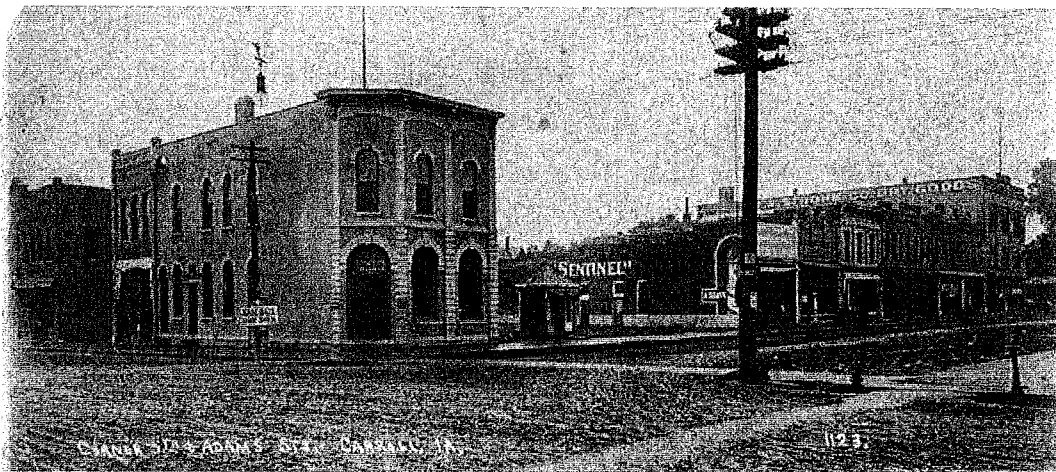
Availa Bank's History

Founded in 1870, German Bank of Carroll County began operations to serve its local community in western Iowa. Although the name of the bank changed to Carroll County State Bank during World War I, the commitment to local businesses, farmers and individuals remained the cornerstone for continued growth in the area.

In 2017, Carroll County State Bank and its affiliates made the decision to adopt a single name for all institutions. That name was Availa Bank.

Today, Availa Bank continues to celebrate our over 150-year tradition in each and every location — providing local service to our local communities. At \$1.6 billion in assets, Availa Bank is the 17th largest bank charter in Iowa and serves customers from branch locations in 13 communities throughout western Iowa and Omaha.

In Nevada, Availa Bank strives to give back to our community by providing thousands of households with banking services and loans. These services helped place families in homes and allowed business owners to follow their dreams. Our employees volunteer their time to support local events and organizations, such as: The Economic Development Council Business Breakfast and Goodie Bags for Small Business Week. We serve on numerous boards and committees including United Way of Central Iowa, Main Street Nevada and the Nevada Jaycees. We are passionate about giving back to our community and have donated thousands of dollars to worthy causes in our communities.



Why choose Availa Bank

There is a reason why we have been recognized as one of the best banks in Iowa, in fact, there are many reasons. At Availa Bank, we believe that our people make a difference and that client relationships are key. We focus on our communities and strive to be better than yesterday.

Availa Bank stands out for several compelling reasons, making us the top choice for your banking needs:

- **Personalized Service:** Our local team of dedicated employees prioritizes your needs. We view our relationship with you as a partnership, ensuring unwavering support at every step.
- **Innovative Solutions:** Between our sophisticated suite of treasury management services and our innovative operational team, we can customize your banking to meet your needs.
- **Community Involvement:** Our commitment to communities is a core value. We proudly invest in and contribute to the areas we serve. Our mission is to “Empower our team to inspire and enable our clients and communities we serve to achieve financial success”.
- **Customer Education:** Availa Bank actively supports communities through financial education initiatives. Programs like Kickoff to College, Teach Children to Save Day, Senior Education Outreach, BizEd4U, Budget 4U, Innovate U Entrepreneur Challenge, and AgBiz4U demonstrate our dedication.
- **Responsive Support:** Between our local team in Ames, our dedicated Client Services team and our Treasury Management officer, our team is ready and available to assist you promptly.
- **Tailored Products:** We realize that one size does not fit all, that is why Availa Bank offers a complete suite of products and services that can be customized to fit your needs.

Recommended Services

Availa Bank is grateful for the opportunity to partner with the City of Nevada. In adherence to your RFP, we are presenting our responses in the format you have requested.

1. Operational Checking Account

- The primary account will be an analyzed checking account
- Peg balance requirement of \$500,000 will earn 0.00% interest rate
- Excess funds will be swept into a Commercial Money Market Account earning the following interest rate:
Effective Fed Funds Rate less 95 bps with a floor of 0.20% and ceiling of 5.00%. The proposed rate of 4.38% is based on today's index rates

2. Miscellaneous Checking Account(s)

- We will establish additional accounts as needed
- Accounts will earn the posted interest rate when applicable

3. Services and Supplies

Type of Service	Service Charge
A. No Minimum Balance Required	No Charge
B. Monthly Service Charge	No Charge
C. Account Transaction Activity	No Charge
D. Printed Deposit Slips	No Charge
E. Wire Transfers Out	No Charge
F. Wire Transfers In	No Charge
G. Stop Payments	No Charge
H. Bank Transfers Between Accounts	No Charge
I. Purchasing of Government Securities	Not Applicable *
J. Safekeeping of Government Securities	Not Applicable *
K. Money Orders	No Charge
L. Returned Checks	No Charge
M. Provide Printed Checks	No Charge
N. ACH Collections/Payments	No Charge
O. ACH Payroll Services	No Charge
P. Coin Counting/Wrapping	No Charge
Q. Night Depository	No Charge
R. Endorsement Stamps	No Charge

*Availa Bank does not offer the custodial and trust services as described for securities, accounting and safekeeping.

Specific time deadlines for same day credit of deposit or performance instructions:

Wires or other non-paper deposits:

- Availa receives four ACH files during the day. Funds are immediately available once received.
- Wires are credited to the account once received.

Instructions for wire in/out:

- Wires can be made in person at the branch, via telephone or online using Wire Manager
- Cutoff for domestic wires is 4:00 PM
- Cutoff for international wires is 3:00 PM
- Procedures will be provided upon successful bid

Daily Deposits:

- Deposits made in branch prior to closing are credited the same day
- Deposits made via remote deposit prior to 7:00 PM are credited the same day

Returned Checks:

- If a check does not clear after two attempts, Availa will return the check to the city along with a notice. Procedures provided in Exhibit C.

Bank Statements

- We offer the convenience of accessing monthly statements through our bank's website, complete with a month-end cutoff date. These statements can be easily exported to a .pdf file for secure storage and sharing.
- Additionally, you have the option to receive monthly statements either as a hard copy or electronically via our Business Online Banking service, ensuring you have the flexibility to choose the format that best suits your needs.
- Images of the back of checks are available electronically.

Insurance and Collateralization

- Availa will comply with applicable FDIC requirements and state statutes to ensure proper collateralization of your funds.

Wire Transfers

- Availa Bank offers wire services in branch, via telephone or online using Wire Manager

Additional Recommended Services

- Merchant Services

- Availa Bank partners with Professional Solutions Financial Services (PSFS), an Iowa based company. PSFS offers a wide variety of payment solutions and provides merchant services for some of our other hospital partners.

- Remote Deposit Capture

- RDC allows you to deposit checks directly from your office, saving you time and money by avoiding unnecessary trips to the bank.
- Availa Bank would provide a high-speed check scanner at no cost.

- Credit Card

- Availa Bank partners with TCM Bank as our trusted credit card provider. TCM offers a suite of business credit cards that provide a variety of rewards programs as well as customizable reporting options.
- Free access to their expense management system

Available Relationship Perks

- Financial Education Outreach

- Our team of experts can provide complimentary financial education seminars to the employees of the City of Nevada. Examples of seminars include:
 - Mortgage/Lending
 - Building and monitoring credit scores
 - Cyber Security
 - Elder Abuse

Qualifications of Individuals

We pledge unwavering dedication to superior customer service, which includes providing the City of Nevada with a specialized contact team. This team is ready to assist on-site whenever requested by the customer.

Kevin Brooks, EVP Community Banking – With over 40 years of experience managing community banks across Iowa, Kevin brings extensive expertise to his role. He has recently served in Polk and Story Counties. Kevin is deeply committed to community engagement and client solutions delivery for Availa's offices. His involvement extends to local organizations, including the Board of Directors for Discover Ames, the United Way of Central Iowa (where he was the 2023 Campaign Chair), the Ames Economic Development Commission (where he serves as the 2022 Chair), the Iowa State University Alumni Association, the Iowa Bankers Association board of directors, and the State of Iowa State Banking Council. His dedication to community banking and leadership make him a valuable asset to Availa Bank and the communities it serves.

Randy Clary- Nevada Market President – Randy has been with Availa Bank in Nevada for the past 3 years. Serving the community banking industry for over 29 years in different capacities including commercial/agricultural lending. Supporting local groups has been a part of Availa Banks initiatives and we have been involved in several local organizations. Providing long term financial solutions and guiding customer relationships has always been a goal during his tenure. During time outside the bank, Randy enjoys spending time with family.

Muriel Burnett, Nevada Retail Banking Officer- Muriel has been with Availa Bank since February 2020. Starting in Fort Dodge, she held different titles within the retail side before transitioning to Nevada in September 2022. Since coming to Nevada, Muriel has moved into the Retail Banking Officer role where she oversees the retail operations and team members. Muriel has enjoyed getting involved in the Nevada community through volunteerism within various organizations, including Main Street Nevada, Nevada Jaycees, Pizza Pie Looza, and Nevada Farmers Market. She is also a member of the Leadership Nevada class of 2024. The relationships she has built through these organizations have helped her find better ways to serve the banking needs of our current customers and community members.

Mike Smith – SVP Treasury Management - Mike joined Availa Bank in 2023 and brings over 22 years of experience in commercial banking and treasury management.

Eric Sitzmann – VP Operations Officer - Eric has been with Availa Bank for the past 3 years. He has over 21 years of professional experience in retail banking, commercial banking, compliance, and operations, including the last 9 years oversight of cash management operations.

Lynn Riesberg – Client Services Manager – Lynn has been with Availa Bank for 31 years and has been in her current role for 8 years. She and her team of 5 individuals have a combined 80 years of experience and manage day-to-day treasury management activities and other client interactions.

Exhibit A



606 NW 7th St, Pocahontas, IA 50574
(712) 335 - 35011 pocahontashospital.org

June 20, 2024

To Whom It May Concern:

I am writing to highly recommend Availa Bank with whom Pocahontas Community Hospital has had a longstanding and positive relationship with, spanning over 30 years.

At Pocahontas Community Hospital, we have found Availa Bank to be an exceptional financial partner. Their commitment to customer service is exemplary, consistently demonstrating a high level of responsiveness and efficiency. Whether we need assistance with financing options or general account servicing, Availa Bank has always been proactive and accommodating.

Throughout the years, Availa's team has shown a deep understanding of our business needs and has provided valuable insights and support. Their professionalism and dedication have made them a trusted partner in managing our financial affairs.

I would not hesitate to recommend Availa Bank to anyone seeking a reliable and supportive banking relationship. Their integrity, expertise, and commitment to client satisfaction make them an outstanding choice.

Sincerely,



Holly Storms
Chief Financial Officer

Exhibit B



311 South Clark Street
P.O. Box 628
Carroll, Iowa 51401
712-792-3581

June 20, 2024

Letter of Reference:

To Whom It May Concern:

I am pleased to recommend Availa Bank as a business partner for your healthcare banking needs. Since my appointment as CFO at St. Anthony Regional Hospital, I have greatly valued the collaboration with Availa Bank and their supportive staff. They are a full-service bank that has met many of our banking requirements.

If you have any questions about Availa Bank, please feel free to contact me.

Sincerely,

A handwritten signature in cursive script, appearing to read "Eric Salmonson".

Eric Salmonson

Vice President & CFO

(712) 794-5424

Exhibit C



**JENNIE EDMUNDSON
FOUNDATION**

933 East Pierce Street
Council Bluffs, IA 51503
Office Phone: (712) 396-6086
Fax: (712) 396-7780

June 20, 2024

To Whom It May Concern:

I am writing to offer my highest recommendation for Availa Bank, with whom Methodist Jennie Edmundson Hospital and the Jennie Edmundson Foundation have enjoyed a robust partnership for over 15 years.

Availa Bank has consistently proven to be an exceptional financial partner and a leader in our community. Their customer service is outstanding, characterized by prompt and efficient responses to our needs. Whether we are securing the best rate on a CD or managing financial services for our gift shop, their staff is always welcoming, accommodating, and efficient.

Throughout our long-standing relationship, we have valued Availa Bank's dedication to our financial well-being. They proactively ensure we are leveraging the latest technology, reviewing credit card fees, and continually seek ways to support our mission. Their foresight and commitment to our best interests have been invaluable.


Based on my experience with Availa Bank, they are always my first recommendation when asked by business leaders, philanthropists, or individuals seeking a trustworthy and capable banking partner. Their commitment to integrity, extensive expertise, and unwavering support have consistently exceeded our expectations.

Sincerely,

Tara Slevin
Chief Philanthropy Officer,
Methodist Jennie Edmundson Hospital &
President, Jennie Edmundson Foundation

Exhibit D

Availa Bank Chargeback Procedures

<i>Procedure Manual : Client Services</i>	Availa  Bank
<i>Section: Chargeback Checks</i>	<i>Date: 1/1/2020</i>

Steps to perform procedure:

1. Bring in Chargeback check file: 3 files daily
2. Determine which account they were initially deposited into
3. If it is a business account, check list to see if they only want them retried 1 time, otherwise retry them for a 2nd time
4. Online the debit to the customers account
 - If this will overdraw their account, email their Branch Retail Officer so they are aware
5. Print notices
6. Mail notice and check to the customer

CITY OF NEVADA, IOWA
FINANCIAL SERVICES REQUEST FOR PROPOSAL FORM

In submitting this proposal, the financial institution named below agrees to provide all of the services outlined in the bid specifications and shall pay interest on City account(s) in the manner specified as follows.

At no time during the life of the agreement shall the
interest rate be less than 0.20% percent.

If there is a charge for the availability of the backs of all checks, please include here: No Charge

If the financial institution desires to offer other or further options available to the City, please include detailed information with regard to rate determination, allowed transaction frequency, insurance and/or collateralization of deposited funds, and any other pertinent detail.

THE FOLLOWING PROPOSAL IS SUBMITTED BY:

Financial Institution: Availa Bank

Address 1121 S G Ave Nevada, IA 50201

Phone: 515-382-3050

Fax _____

Authorized Official: Randy Clary

Title: Nevada Market President

Date: 06/28/2024

Please include Charge Back Procedures and Deadlines on a separate page. The undersigned financial institution agrees to provide the services shown on the Bid Specification sheet and further agrees to provide interest on the City's accounts at a rate of: Effective Fed Funds Rate less 95 bps with a floor of 0.20% and ceiling of 5.00%. The proposed rate of 4.38% is based on today's index rates. Please refer to the RFP for specific interest rate proposal.

Signature:



Accepted by the Nevada City Council this __th day of __, 2024.

Brett Barker, Mayor

Attest:

Kerin Wright, City Clerk

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