



## Legislation Text

File #: 18-0847R, Version: 1

RESOLUTION AUTHORIZING THE TRANSFER OF GENERAL BANKING, RETAIL LOCKBOX AND PURCHASING CARD SERVICES TO U.S. BANK, AND MERCHANT CARD SERVICES TO NATIONAL BANK OF COMMERCE.

### CITY PROPOSAL:

RESOLVED, that the proper city officials are hereby authorized to execute the necessary documents to transfer the general banking, retail lockbox and purchasing card services for the city and its authorities to U.S. Bank.

BE IT FURTHER RESOLVED; that the proper city officials are hereby authorized to execute the necessary documents to transfer merchant card services for the city and its authorities to National Bank of Commerce.

STATEMENT OF PURPOSE: This resolution authorizes the transfer of the general banking, retail lockbox and purchasing card services to U.S. Bank, and the transfer of merchant card services to National Bank of Commerce.

The city issued a Request for Proposals (RFP) for banking services on August 9, 2018. This is the first time that the city has solicited competitive proposals for banking services other than retail lockbox. The RFP was advertised in the Duluth News Tribune and on the city website. Local banks were directly notified and encouraged to respond. Proposers could respond to a portion of the RFP or all four services. The city received five proposals, which were evaluated by city staff based on qualifications, corporate mission and community lending practices, financial stability, and any incentives and/or cost of services. Finalists were invited to demo their online products. The names of the institutions and their final scores for each category are shown below.

<u>Bank</u>	<u>Gen. Banking</u>	<u>Lockbox</u>	<u>Merchant Card</u>	<u>P-Card</u>
U.S. Bank	93	87	81	97
Wells Fargo	89	87	86	78
BMO	No Response	83	73	65
Nat'l Bank of Commerce	65	79	86	49
Frandsen	59	61	67	51