

Summary of RFP Banking Services Procedures

Requests for Proposals for banking services for a period of not less than five (5) years and which will provide for one (1) two-year extension were posted emailed to all local banks and posted to the County's website at www.deschutes.org/bankingservicesrfp on January 24, 2022.

The RFP proposals were due on February 28, 2022 with proposals submitted by the following:

- First Interstate Bank
- J.P. Morgan Chase Bank
- Umpqua Bank
- US Bank
- Washington Trust Bank.

Members of the banking services committee were Greg Munn, Jana Cain, Joe Brundage, Casey Harden, Sherri Pinner, and Judi Hasse.

The evaluation criteria consist of the following:

1. Cost of service; overall cost to provide the most efficient means to manage the County's cash assets. 50%
2. Services provided; ability to provide all the minimum requirements and a proven record of technological capabilities, with plans for continued advancement / innovation. Accessibility to branches and services. 25%
3. Communication and interpersonal skills; ability to be responsive on an ongoing basis; a track record of effective working relationships with clients. Desirable to have existing public sector clients with record of positive relationships. Understanding the nature and scope of the work involved and being able to present an effective response to accomplish the work. 20%
4. Cost and effort impact on the County required implementing changes proposed by the bank. 5%
5. Financial condition; stability of current conditions and proven track record of effective management decisions. (Rating is acceptable or unacceptable). A/U

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The proposals were distributed to all banking services committee members the week of March 6th for their review/preliminary scoring of the proposals for the first committee meeting on March 14, 2022. During the first committee meeting, it was determined that the fee schedules for services would need additional analysis and that references would be contacted to determine the relationship of the banking representatives with current clients.

The committee reconvened March 24, 2022. The additional cost analysis was presented as well as the reference checks. During this meeting the scoring results of all committee members were reviewed and compiled. Scoring was based on 1 – 100, with 100 being the highest score and 1 being the lowest score.

Following the guidelines of the evaluation criteria, the results are as follows:

First Interstate Bank	94.3
Umpqua Bank	70.8
Washington Trust	61.3
J.P. Morgan Bank	60.5
US Bank	57.7

The banking services committee made the recommendation to continue banking services with First Interstate Bank.