



Banking Services RFP Evaluation & Recommendation

City of Salida, Colorado

10.20.2020



RFP List of Respondents

- Bank of the West
- Collegiate Peaks Bank
- Community Banks of Colorado



Evaluation Criteria

- Respondent's financial strength
- Banking platform quality & level of services
- Proposed relationship team
- Public sector experience & references
- Cost of services
- Distance to branch & community involvement



Evaluation Criterion: Financial Strength

- Recommended finalists:
 - ✓ 1 large regional bank
 - **Bank of the West**
 - ✓ 2 large community banks
 - **Collegiate Peaks Bank** (parent company = Glacier Bancorp)
 - **Community Banks of Colorado** (division of NBH Bank)
- Finalists deemed well-capitalized with good ratings from nationally recognized rating agency or IDC Financial Publishing
- Finalists offer full-collateralization of funds or equivalent products (e.g. ICS sweeps for FDIC insured balances)



Evaluation Criteria: Quality of Services & Relationship Team

- All respondents maintain local presence & active within the community
- Bank of the West offers extensive experience with public entities (3,700+ accounts)
- Collegiate Peaks & Community Banks of Colorado provided 3 references each
- Bank of the West did not list references
- All finalists offer all required services detailed in the RFP



Evaluation Summary: Bank of the West

- Provides most advantageous cost benefit
 - ✓ Estimated monthly costs for services - \$62
- Will waive first three months fees & settle fees quarterly
- Purchasing Card:
 - ✓ \$30 annual fee per card when total annual spend (beginning year 2) is \$240,000 or less
 - ✓ Rewards program: 1 point for each \$1 spent with \$85 once-per-year fee to redeem points (no redemption = no fee) Cash rebate starts at \$1MM spend
 - ✓ Offers Fraud Guard, includes \$100,000 liability per employee if card misused
- Did not provide references requested



Evaluation Summary: Collegiate Peaks Bank

- Offers second-best cost value - \$159/month for required services
- Will provide free scanner for Remote Deposit & RemitPlus Express to scan coupons/documents
- Purchasing Card product is new, offers 1% cash back
 - ✓ Potential \$2,000 - \$3,000 per year, could fully-offset monthly bank service fees
- Owns Purchasing Card portfolio – not outsourced
 - ✓ Flexibility on underwriting, service & rewards
- Does not provide employee fraud coverage
- Provided 3 appropriate references



Evaluation Summary: Community Banks of Colorado

- Cost for required services = \$464/month
- Will provide free scanner for Remote Deposit services
- CommUNITY Card for annual spend <\$250,000
- Purchasing Card for annual spend >\$250,000
 - ✓ \$100,000 liability per employee coverage if card is misused
- Uses ICS Sweep to ensure FDIC coverage on balances
- Provided 3 appropriate references



Recommendation Considerations

- All respondents:
 - ✓ Offer the products & services required to fulfill the City's banking needs
 - ✓ Have extensive experience in service public entities
 - ✓ Highlight community involvement as a strong corporate commitment & activity
- Respondents' product offerings are fairly similar



Evaluation Summary: Overall Comparison

City of Salida

Bank Name	Asset Size	Rating	Nearest Location	Monthly Fees	Monthly Earnings	Setup Costs	Monthly Bottom Line Cost
Bank of the West	\$100 Billion	A3/A Moody's/S&P	0.4 Miles	\$358 - Bank \$750/yr P-Card*	\$296 @ 0.36% ECR	\$0	(\$62) First 3 months waived
Collegiate Peaks Bank	\$16.9 Billion	IDC Financial Publishing rating of 300 (top score)	2.2 Miles	\$570	\$411 @ 0.50% ECR	\$0	(\$159)
Community Banks of Colorado	\$5.8 Billion	A- Fitch	2.4 Miles	\$809	\$222 @ 0.30% ECR	\$0	(\$587)
* Starting in second year and is waived if yearly volume exceeds \$240,000							



RFP Score Assessment

City of Salida

RFP Score Assessment

Financial Institution	10 Points	10 points	10 Points	30 Points	15 Points	20 Points	5 Points	Total Points	Monthly Bottom Line Cost/Benefit	Annualized Fees
	Strength and Stability	Comprehensiveness of Services	Relationship Team	Service Charges	Enhancements	Public Sector Experience	Other (P Card)			
Collegiate Peaks Bank	10	9	10	27	15	20	4	95	(\$159)	(\$1,908)
Bank of the West	9	9	3	30	12	15	4	82	(\$62)	(\$744)
Community Banks of Colorado	9	9	7	21	12	18	4	80	(\$587)	(\$7,044)
High Country Bank	0	0	0	0	0	0	0	DNP		
Pueblo Bank & Trust	0	0	0	0	0	0	0	DNP		



Final Recommendation

- Ehlers recommends the City of Salida select

Collegiate Peaks Bank

for banking services based on the following reasons:

- ✓ **High Level of Technology & Product Offerings to best support the City, including unique fraud prevention tools**
- ✓ **High Level of Engagement, Responsiveness, and Customer Service throughout the process, including high praise from references**
- ✓ **Appropriately priced banking fees which can also be largely offset by above average Earnings Credit and Cash Back from the use of their P-Card program**



Your Advisors



**Dawn Lawson | Director of Client
Engagement**
(262) 796-6174
dlawson@ehlers-inc.com



Ryan Miles | Senior Investment Advisor
(303) 802-2311
rmiles@ehlers-inc.com

Thank you for the opportunity to serve the City of