

Following the City's recent Request for Proposals (RFP) for Banking and Depository Services, staff recommends selecting **Commerce Bank** as the most beneficial provider for the City's current banking needs.

### **Purpose of the RFP**

The City initiated the RFP process to modernize its banking platform in response to increasing fraud risks and limited current fraud protections. Presently, the City's funds are protected only by FDIC insurance. Enhanced banking services, such as Positive Pay and a more robust online portal, will provide critical safeguards thereby reducing the City's exposure to potential losses.

### **Summary of Evaluation**

The City received four (4) qualified proposals. These proposals are available for review at City offices. Proposals were scored using a weighted evaluation matrix that considered platform security, service capabilities, transition complexity, interest earnings potential, and total cost. **Commerce Bank received the highest overall score.**

Key factors in the selection of Commerce Bank include:

- **Continuity:** As the City's current provider, transition risks are minimized.
- **Enhanced Earnings:** Commerce has agreed to improve the City's repo sweep rate from Interest on Reserve Balances (IORB) minus 1.4% to IORB minus 0.90%, increasing interest revenue with no additional deposits required.
- **Improved Fraud Prevention:** The new platform includes Positive Pay and stronger fraud controls.
- **Cost Justification:** While monthly service fees will increase by approximately \$300, this is offset by improved earnings potential and significantly enhanced fraud protection.

### **Next Steps**

The Board packet includes:

- A comparison of proposed banking services
- Evaluation score sheets

Representatives from Commerce Bank will attend the June 9, 2025, Board of Aldermen meeting to answer questions and provide an overview of their platform.

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	Commerce Bank	Guaranty Bank	Arvest Bank	Mid Missouri Bank
Chartered Bank	x	x	x	x
Location miles away	<1	9	12	1
Cash Sweep	x	x	x	x
interest on swept cash	3	3.74	3.25	3.88 mo
Portal Access to sweep funds	x	x	x	
Same day Deposit time	4pm	6pm	8pm	6pm
Wire Transactions	online	online	online	online
Wire cut off time		4pm	4pm	2 online 3 in person
ACH for Utility	x	x	x	x
Direct deposit for payroll	x	x	x	x
cut off time for DD	6:00 PM	4:30pm	wed 4 pm	wed 2 pm
Positive Pay	x	x	x	x
Number of ways to check fraud	4	4		
Same day ACH time	1:30	1:30 PM	available	available
next day ACH	6pm	4:30 PM		
Portal Access ACH	x	x	x	x
Stop payments	portal	portal	portal	portal
Download daily monthly files	portal	portal	portal	portal
internal account transfers	portal	portal	portal	portal
Remote Deposit	machine	machine	2 safe 50ea	
Locking Money Bags	x	x	\$5 per	x
deposit slips provided	x	x	100	x
service to pick up deposit	no	will accept	cah vault yes	no
deposit alternatives		lock box	lock box	
Credit cards processing		yes		
in person	x	x	x	
online	x	x	x	
over phone	x	x	x	
integrate with software				
CD				
6 month		4.34		
10 month		4.44		
15 month		4.24		
Montly service fee	937.5	0	1212	0
Earnings Credit	-43.75		-3287.67	
Net Monthly fee	893.75	0	-2075.67	0

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this is an estimate

	Commerce Bank	Wesley Young	Carolyn Halverson	Genia Mount
Chartered Bank	x			
Location miles away	<1	2	2	4
Cash Sweep	x			
interest on swept cash	3	-1	1	2
Portal Access to sweep funds	x			
Same day Deposit time	4pm			
Wire Transactions	online			
Wire cut off time	4pm			
ACH for Utility	x			
Direct deposit for payroll	x			
cut off time for DD	6:00 PM			4
Positive Pay	x			
Number of ways to check fraud	4	1	1	
Same day ACH time	1:30			
next day ACH	6pm			
Portal Access ACH	x			
Stop payments	portal			
Download daily monthly files	portal			
internal account transfers	portal			
Remote Deposit	machine	1	1	4
Locking Money Bags	x		1	
deposit slips provided	x		1	
service to pick up deposit	no	1		
deposit alternatives				
Credit cards processing				
in person	x			
online	x			
over phone	x			
integrate with software				
CD			1	
6 month				
10 month				
15 month				
Montly service fee	937.5		-1	3
Earnings Credit	-43.75			
Net Monthly fee	893.75	4	7	17

	Guaranty Bank	Wesley Young	Carolyn Halverson	Genia Mount
Chartered Bank	x			
Location miles away	9	-1	-1	2
Cash Sweep	x			
interest on swept cash	3.74	1	1	3
Portal Access to sweep funds	x			
Same day Deposit time	6pm			
Wire Transactions	online			
Wire cut off time	4pm			
ACH for Utility	x			
Direct deposit for payroll	x			
cut off time for DD	4:30pm			
Positive Pay	x			
Number of ways to check fraud	4	1	1	3
Same day ACH time	1:30 PM			
next day ACH	4:30 PM			
Portal Access ACH	x			
Stop payments	portal			
Download daily monthly files	portal			
internal account transfers	portal			
Remote Deposit	machine	1	1	4
Locking Money Bags	x		1	
deposit slips provided	x		1	
service to pick up deposit	will accept	-1		
deposit alternatives	lock box			
Credit cards processing	yes			
in person	x			
online	x			
over phone	x			
integrate with software				
CD			1	
6 month	4.34			
10 month	4.44			
15 month	4.24			
Montly service fee	0		1	4
Earnings Credit				
Net Monthly fee	0	1	6	16

	Arvest Bank	Wesley Young	Carolyn Halverson	Genia Mount
Chartered Bank	x			
Location miles away	12	-1	-1	1
Cash Sweep	x			
interest on swept cash	3.25		-1	1
Portal Access to sweep funds	x			
Same day Deposit time	8pm			
Wire Transactions	online			
Wire cut off time	4pm			
ACH for Utility	x			
Direct deposit for payroll	x			
cut off time for DD	wed 4 pm	-1		2
Positive Pay	x			
Number of ways to check fraud			-1	
Same day ACH time	available			
next day ACH				
Portal Access ACH	x			
Stop payments	portal			
Download daily monthly files	portal			
internal account transfers	portal			
Remote Deposit	2 safe 50ea	2	-1	2
Locking Money Bags	\$5 per	-1	-1	
deposit slips provided	100	1	-1	
service to pick up deposit	cash vault yes			
deposit alternatives	lock box			
Credit cards processing				
in person	x			
online	x			
over phone	x			
integrate with software				
CD			1	
6 month				
10 month				
15 month				
Montly service fee	1212	-1	-1	1
Earnings Credit	-3287.67	1		
Net Monthly fee	-2075.67	0	-6	7

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	Mid Missouri Bank	Wesley Young	Carolyn Halverson	Genia Mount
Chartered Bank	x			
Location miles away	1	2	2	3
Cash Sweep	x			
interest on swept cash	3.88 mo	1	2	4
Portal Access to sweep funds				
Same day Deposit time	6pm			
Wire Transactions	online			
Wire cut off time	2 online 3 in person			
ACH for Utility	x			
Direct deposit for payroll	x			
cut off time for DD	wed 2 pm	-1		1
Positive Pay	x			
Number of ways to check fraud		-1	-1	
Same day ACH time	available			
next day ACH				
Portal Access ACH	x			
Stop payments	portal			
Download daily monthly files	portal			
internal account transfers	portal			
Remote Deposit	machine	1	-1	1
Locking Money Bags	x		1	
deposit slips provided	x		1	
service to pick up deposit	no	-1		
deposit alternatives				
Credit cards processing				
in person				
online				
over phone				
integrate with software				
CD			1	
6 month				
10 month				
15 month				
Montly service fee	0	2	1	4
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