

Laura Thrasher
(660) 785-4326
lthrasher@truman.edu



McClain Hall 106
100 East Normal Avenue
Kirksville, MO 63501

TO: ALL PROSPECTIVE VENDORS

RE: Project SP26-04 Banking Services Addendum No. 1

Addendum No. 1 is issued to inform vendors that I have received questions that require a response and therefore, an addendum.

Please refer to the questions and responses provided. This addendum and subsequent addendums will be sent to all firms who have expressed their interest in submitting a proposal.

Vendors are to acknowledge receipt of Addendum No. 1 in their response. Please contact me by phone at (660) 785-4326 or by email at lthrasher@truman.edu if you have any further questions. Thank you.

Sincerely,

A handwritten signature in cursive script that reads 'Laura K. Thrasher'.

Laura Thrasher
Purchasing Buyer

Project SP26-04 Banking Services

Addendum No. 1

Questions for Banking Services:

- 1) The RFP states a requirement of 110% collateral, our institution uses a system that collateralizes all deposits in real time to guarantee full collateralization at all times, would the college accept less than 110% collateral knowing that we can guarantee full coverage for all deposits? Our institution also offers an insured cash sweep which FDIC backs 100% of deposits would this product be acceptable? Many times our institution can offer a higher interest rate using insured cash sweep.

Does ICS Money Market, (Insured Cash Sweep) qualify for Section 30.270 RSMo? It keeps all funds FDIC Insured above \$250,000. (ICS) Money Market is a service, now often branded as IntraFi Network Deposits, that secures large, interest-bearing deposits by breaking them into amounts below the \$250,000 FDIC limit and distributing them across a network of insured banks. Would this product meet the requirements for protecting the University's public funds?

- a) Presently, the University must adhere to [the Board of Governors' Code of Policies](#). Chapter 9, section 9.040 states, "The University depository must safeguard the University deposits by either pledging collateral securities or by providing an irrevocable letter of credit. If the deposits are safeguarded by the pledge of collateral securities, such collateral securities must have a market value of at least 110% of the amount of deposit, less the amount insured by the Federal Deposit Insurance Corporation." Responding institutions should base their proposal, interest rates, and associated pricing on this existing policy. However, responding institutions may propose alternatives along with any price adjustments as an option.
- 2) The RFP provides ACH and deposit volume but does not outline services like positive pay/automated account reconciliation or ACH filter, would the college be able to share analysis statements from your current bank to provide a breakdown of all services and volumes in use?
 - a) Truman prefers fraud prevention services for all of its ten accounts, e.g., Positive Pay, ACH Filter, etc. Truman does not currently use automated reconciliation services. For security reasons, Truman is unable to share bank statements from its current depository that would detail individual transactions. However, Truman is able to provide the following information for the most recent month's banking activity:

Summary

Account Name	Opening Ledger	CR Count	CR Amount	DB Count	DB Amount	Closing Ledger
Loan	\$5,803.47	3	\$571.06	0	\$0.00	\$6,374.53
General	\$6,040,871.00	222	\$17,664,789.57	414	\$21,487,752.66	\$2,217,907.91
Payroll	\$20.00	7	\$2,403,189.44	4	\$2,401,576.67	\$1,632.77
Foundation	\$1,199,483.88	63	\$221,277.31	28	\$984,732.80	\$436,028.39
Federal Funds	\$1.00	7	\$1,656,756.85	5	\$1,656,756.85	\$1.00
Alt Loan & Priv Schl	\$11,876.00	6	\$729,947.00	10	\$723,822.00	\$18,001.00
Self Insurance	\$1.00	7	\$898,703.15	10	\$898,703.15	\$1.00
Direct Debit Vendors	\$1.00	7	\$161,708.81	41	\$161,708.81	\$1.00
Wire Transfer	\$59,720.37	113	\$5,843,447.82	30	\$5,861,847.17	\$41,321.02
Direct Loan	\$1.02	4	\$3,485,296.00	4	\$3,485,296.00	\$1.02
	\$7,317,778.74	439	\$33,065,687.01	546	\$37,662,196.11	\$2,721,269.64

- 3) The RFP is asking for proposals on merchant processing, would you be able to share a monthly statement for merchant processing that outlines monthly volumes at current transaction levels?
 - a) Truman does not currently use a third-party merchant processing program. Responding institutions may propose merchant processing as an add-on to depository services. As a point of reference, Truman has approximately 325 recurring vendors, and approximately 145 of those vendors receive payments by check. The average annual spend with these 145 recurring check vendors is approximately \$97,000.

- 4) The RFP is also asking for proposals on commercial card programs, would the college accept proposals for specific products like card and merchant only but not treasury?
 - a) Truman is seeking a depository. Proposed ancillary banking and financial services including purchasing cards and merchant processing programs will be evaluated in addition to depository services. However, Truman, at its sole discretion, may or may not choose to contract for these additional services.

- 5) Is a physical branch in Kirksville required? Would you be willing to consider a correspondent bank for local cash/coin or another option?
 - a) While a local presence is convenient, Truman will consider a correspondent banking relationship or other applicable options for cash/coin requirements.