

# Request for Proposals for Bank Depository Services

Mercer County Board of Education  
530 Perryville Street  
Harrodsburg, Kentucky 40330

<b>Reference Identification:</b>	<b>District-wide Bank Depository Services</b>
<b>Closing Time to Receive Proposals:</b>	<b>Friday, March 24, 2023 at 10:00 a.m.</b>
<b>Date of Opening of Proposals:</b>	<b>Friday, March 24, 2023 at 10:00 a.m.</b>

## Working Together

It is appreciated when financial institutions make an extra effort to be helpful corporate citizens and partners in the community by doing their best to provide depository services at the best possible terms to the local Board of Education. The Mercer County Board of Education has had such help from financial institutions in the past, and hopes to have similar help in the future. Thank you for your interest in providing depository services to the Mercer County Schools.

## Purpose

This request for proposals is for the selection of a bank depository for Board of Education funds. The Board of Education will use electronic transaction processes, to efficiently conduct district business, so the district's Depository (Bank) will be expected to facilitate authorized transactions and exchange account information securely using electronic means as well as more traditional methods.

## Contract Period

The contract is for the period beginning July 1, 2023, and ending June 30, 2024, and includes an option to extend the contract in one year increments thereafter, with renewal to be assumed unless notice is provided from the Depository. In the event the Depository does not wish to extend the contract for an additional year, notice must be given by certified mail to the school district's Director of Finance, no later than 120 days prior to the ending date of the contract. Renewal may contain agreed upon adjustments for market conditions. Depository will agree to keep accounts open with the same terms beyond the end of the contract period, perhaps even 180 days or more, to allow for outstanding checks to be paid and to allow time for change to a subsequent Depository. The Board of Education may terminate the agreement at any time for any reason.

## Accounts

A list of funds and estimated annual volume is included. The Depository will agree to provide additional accounts as the school district may request. The district currently has four (4) accounts. The district may determine it is advantageous to have additional accounts as needed.

## Location

The convenience of the locations and number of branch offices in relationship to the location of the district administrative offices and of the individual schools shall be considered an important factor in evaluation of proposals. The maximum distance between any district school and a branch bank may not exceed ten (10) miles. The depository must be located, or have a branch located, within Mercer County.

For purposes of scoring the RFP, each of the schools, plus the Board of Education and District Food Services Office, a total of six (6) locations, having a bank or bank branch within five (5) miles results in three additional points, for a maximum total of 18 points.

#### Computer/Internet Access and Processing

Depository agrees to provide, if selected, internet access to all district accounts to the Board Treasurer and full or limited access to other District employees as the Board Treasurer may determine is needed. The internet access provided will include current and prior month transaction information for each account; supporting documentation including front and back images of cleared checks; numbered deposit ticket information; the ability to process tax payments and stop-payment requests on-line; and other requirements as listed in the Demand Deposit Requirements included within this Request for Proposals document.

The Mercer County Board of Education currently processes employee pay primarily by direct deposit into employee bank accounts. Direct deposit is normally 100% participation, but occasional alternative payment by check or by debit card will be required as a no-charge method to pay employees without a bank account or closed account. Depository agrees to provide the District with a counter check in the event an employee's pay is returned. Counter check must be written to the name of the employee and given to the District for distribution.

Depository will be expected to process payroll transfers and transactions through the Automated Clearing House (ACH) system and serve as the District's Tax Depository. Direct deposit pay lists must be available after the payroll has been sent for ACH transfer.

Depository agrees to provide electronic check reconciliation compatible with the District's accounting software (currently MUNIS).

Depository is encouraged to provide fraud prevention, such as a system sometimes called "positive pay" where check information is forwarded to the Depository at the time checks are printed. Check information is available to the bank before the checks are distributed, making it possible for the bank to refuse to pay a check that has been altered.

#### Collateralization

This request for proposal package contains a sample copy of the Bond of Depository that must be sent to the Department of Education, Division of Finance once the Board selects a Depository. Each financial institution submitting a proposal must, at a minimum, be in compliance with the conditions of the Bond of Depository as required in KRS 160.570 and provide the collateral protection required by the Kentucky Department of Education (KDE) Division of Finance. The escrow agent must file safekeeping receipts with the local Board of Education as evidence that collateral has been pledged in accordance with the provision of the Bond executed by the depository institution. Additionally, state law requires that the board of directors of the financial institution take official action guaranteeing collateralization and that proof of such action in the form of a copy of the board's official minutes shall be furnished to the district before any depository agreement is signed. The amount of collateral required is to be set by the Board annually based upon the recommendation by the KDE Division of Finance. Collateral must meet state and local Board requirements and be at least 103% of the amount of total deposits of all district accounts, whichever is greater.

The Depository shall offer Insured Cash Sweep as an option to the Board.



### Interest Paid on Accounts

Interest to be paid to the District will be used as a factor in the determination of the financial institution to be chosen as the District's Depository. Each proposal will include a proposed interest to be paid – to be stated as the rate difference, in basis points (hundredths of one percent), above or below the Federal Funds High rate (+/- XY basis points). Once the depository is selected, the calculation of monthly interest on the average daily balance will be based on the Federal Funds High rate as published by Federal Reserve Bank of New York on its website (<http://www.newyorkfed.org/markets/omo/dmm/historical/fedfunds/index.cfm>) on the fourth Thursday of the prior month. In the event Thursday is a holiday the previous business day shall be considered the Thursday Rate. The rate will be calculated and credited monthly, consistent with the interest rate calculation. Depository is to notify the District Treasurer of current monthly rate to be paid at the time of the delivery of the prior month's bank statements. Depository must agree to pay a minimum rate of 1.00% (100 basis points) any time the calculation falls below 1.00%.

For purposes of scoring each RFP, any compensating balance requirement will be considered as a decrease in the interest rate addition or an additional subtraction from the Target Federal Funds High rate proposed by the financial institution of ten (10) basis points (one-tenth of one percent) for every one million dollars (\$1,000,000) of compensating balance required. Only one bank account, if any, will have the compensating balance requirement. The Board Treasurer will indicate the account against which any compensating balance adjustment will apply.

### Borrowing and Investments

The Depository will notify the Board Treasurer or the Director of Finance of a shortage of a balance in any account so that deposits can be made to promptly cover the shortage. There will be no charge for insufficient funds when any shortage is properly covered.

The Depository shall extend credit to the Board on legally drawn notes of the Board in anticipation of taxes pursuant to KRS 160.540. The Depository agrees to provide credit on a short-term basis at an annual rate not more than two (2%) percent (200 basis points) above the rate of interest paid on deposits, and at a rate not to exceed six (6%) percent. The Board reserves the right to negotiate terms and is not limited to borrowing from the selected Depository. The Board has not borrowed against a line of credit for at least the past ten years.

The Depository shall assist the Board in the sale of United States Treasury securities or other short-term investments in order to improve the District's financial liquidity. The Board Treasurer may invest any excess funds in any legal manner in the interest of the district.

The Mercer County Board of Education reserves the right to transfer funds between depositories to maximize the rate of return on investments.

### Assurances

Depositories and banking services provided the Mercer County Board of Education must be in compliance with all federal and state banking laws. Federal Excise tax or Kentucky sales or use taxes are not applicable to any purchase made for use of the Board of Education. Proposals should not include any such taxes. Exemption certificates shall be furnished as required. The depository selected by the Board must be a member, in good standing, of the Federal Deposit Insurance Corporation.

If awarded the contract, the financial institution agrees to protect, defend and save harmless the Board of Education from any suits or demands for payment that may be brought against it for the use of any copyrighted material or any patented material, process, article or device that may enter into the work or services related to the contract. Further, the successful financial institution agrees to indemnify and save harmless the Board of Education from suits or actions of every nature and description brought against it for, or on account of any injuries or damages received or sustained by any party or parties by or for any of the acts of the Depository, its servants or agents.

Samples, if any, must be furnished free of expense to the Board of Education, and if not destroyed or consumed in testing or evaluating or required in connection with the award, shall, upon request, be returned at the financial institution's expense. Right is reserved to mutilate or destroy any samples if considered necessary for testing purposes.

The banking services required by the district are stated in this proposal document. All eligible financial institutions must indicate their response to the requested services. A legally authorized representative with the authority to bind the firm to the contract must sign the proposal of the financial institution. The depository with the successful RFP agrees to abide by the terms found in this RFP, including terms for interest rate to be paid and compensating balance.

The depository must be able to provide services necessary for the efficient operation of the schools. Depository agrees to negotiate with the Board of Education to allow the Board to take advantage of any new type of service(s) or new banking procedure(s) that may become available and permissible for Boards of Education.

#### Expenses and Other

The financial institution may add additional information other than required in the request for proposal form, but this additional information will not be considered in the evaluation of the proposal. The method for calculating the interest to be paid on Board funds is included in the bid package.

Depository agrees to provide assistance to the Board in collecting bad (NSF or other) checks, including working with the district Treasurer, Finance Office staff, and with the district's agent for collection of unpaid checks; and, if requested, processing bad checks a second time after an appropriate waiting period.

Depository agrees to provide assistance and cooperation with the Board's audit firm. Depository agrees to complete a Bond of Depository as required by the Kentucky Department of Education.

#### Procedures

1. Sealed proposals, subject to the specifications and terms herein, must be delivered to: Mercer County Board of Education, 530 Perryville Street, Harrodsburg, Kentucky 40330 or emailed to Amber Minor at [amber.minor@mercerc.kyschools.us](mailto:amber.minor@mercerc.kyschools.us), by 10:00 a.m. Friday, March 24, 2023.

Proposals must be received by the date and time stated to be considered. The summary form(s) provided must be completed properly and will be used to compare proposals. The Board reserves the right to negotiate further, or to enter into competitive negotiations. Submission for final Board approval of the successful proposal is scheduled for the Tuesday, April 18, 2023 regular Board meeting.



2. All proposals must be signed by an officer or agent of the financial institution authorized to bind the financial institution to an agreement with the Board of Education.
3. All paper bids are to be sealed in a plain envelope clearly marked: "Do Not Open – Bank Services Proposal Enclosed". All emailed bids should have "Bank Services Proposal Enclosed" in the subject line.
4. Any substitutions or departure from the descriptions of this Request for Proposals for Bank Depository Services, including the Demand Deposit Requirements, in the proposal submitted must be clearly noted and described; otherwise, it shall be understood the bank intends to supply the services and items specifically mentioned in this Request for Proposals for Bank Depository Services.
5. The bank shall provide the name, title, address and phone number of their representative for contract questions, if any, and the name, title, address and phone number of the bank representative for servicing the bank contract, if awarded.
6. A duly authorized representative of the financial institution may be present at the opening of proposals received. The proposals are to be opened at the Board of Education Office, 530 Perryville Street, at 10:00 a.m. on Friday, March 24, 2023.
7. The Board of Education shall make the final decision regarding the awarding of the contract. The results of all proposals shall be recorded in the official minutes of the Board. The Board reserves the right to accept or reject any or all proposals.
8. The Board of Education reserves the right to waive defects and informalities in proposals, to reject any or all proposals, or to accept any proposal as may be deemed to its interest.
9. All proposals shall be effective for sixty (60) days from date of opening and no proposal may be withdrawn prior to that time.
10. A change in Depository creates costs not easily identified. If two or more proposals result in a tie, and if the current Depository is among the financial institutions in the tie, the Board Treasurer may, if he is so inclined, to recommend, and the Board of Education may approve, continuation of the current Depository as the Depository for the upcoming contract period. If the current Depository is not among the tie, the Board may decide based on other criteria or methods available to it.
11. Any proposal received after the announced time and date of the opening, will not be considered and will be returned unopened.

**THIS CERTIFICATE MUST BE EXECUTED BY BIDDER**

In compliance with this Request for Proposal; in consideration of the detailed description attached hereto; and subject to all conditions thereof, the undersigned agrees, if this proposal is accepted by the Mercer County Board of Education, to provide the services sought in the request for proposal invitation at the price quoted.

**FIRM NAME:** The Farmers National Bank of Danville


**ADDRESS:** 776 South College Street  
Harrodsburg, KY 40330

**BY:** Bob Baughman

**TITLE:** Business Development Officer, Vice President

**ADDRESS:** 776 South College Street  
Harrodsburg, KY 40330

**TELEPHONE:** 859-265-1279

**SIGNATURE:** 

**DATE:** 3/24/2023



## DEMAND DEPOSIT REQUIREMENTS

The depository shall provide without additional charge:

- Services for the Board Revenue Account, Board Disbursements Account, Payroll Clearing Account, Food Services Collections Account, and other accounts, if any, that may be authorized by the Treasurer or by the Board of Education.
- Account reconciliation data at least monthly for all accounts. Checks or electronic images, both front and back, of all cleared checks recorded. This information shall be provided by account and sorted in numerical order.
- A hard copy report (bank statements, etc.) of each month's transactions by the fifth working day following the close of each calendar month.
- The monthly statements are to include:
  - Average Daily Ledger Balance
  - Average Daily Collected Balance
- Account transaction information of each month's transactions that can be downloaded into District's accounting software and available no later than the fifth working day following the close of each calendar month.
- Software necessary to allow the district on-line inquiry to account transaction information, to include the ability to download check number, check amount, and clearing date for all cleared checks; deposit ticket number, deposit amount and deposit date for all deposits; and to download details of all other transactions.
- On-site training for the district's finance and operations staff prior to conversion in the use of bank products and services. The training should be adequate to allow the staff to become sufficiently proficient in the use of the product or products to accomplish required operations. Training to be available on a remedial basis and to train new staff.
- Technical support of the depository's products on an ongoing basis.
- Direct Deposit of payroll for school district employees through the Automated Clearing House (ACH) system. Detailed information of payroll ACH to include payee, bank routing and account number and amount must be available to print or digitally store after the fact, must be available.
- Counter checks will be issued in the event a school district employee's account is closed and Direct Deposit cannot be delivered. Counter check will be written to the employee but delivered to the District for hand delivery.
- Counter checks at the request of the Treasurer of the Board of Education.
- The Personal Computer based software necessary for transmitting the direct deposit information. This software must be compatible with the district's software.
- Credit capabilities for the transmittal of deposits for federal and state payroll taxes.
- Same day wire transfers to and from other banks.
- The ability to transfer funds between district accounts via secure internet access.
- A copy of the financial institution's availability schedule or an explanation of check clearing procedures, including the cut-off time for daily business (the time after which transactions are posted to the next business day).

- Deposit lock bags and canvas or other suitable bags for regular deposits, night or other after-hours deposits, and for the collection of coins from vending machines; boxes and rollers for coins and access to night deposit facilities.
- The Board Revenue Account will earn interest on the average daily balance less the entire compensating balance required by the bank for service of all of the district's accounts. Interest earned shall be the rate as described in the RFP/bid. No compensating balance shall apply to school activity accounts or other district accounts unless expressly agreed in advance and in writing by the Treasurer.
- Assistance to the District with the collection of bad checks by running the checks through a second time after an appropriate waiting period, and/or coordination with the district designated collection agency.
- Ability to process payroll checks numbered with 7 digits (check numbers are in the millions); if unable to do so, indicate largest check numbers (number of digits) that can be processed.
- Sub account reporting as needed, for example, school food service accounts.
- An officer of the depositor familiar with operations to serve as the District's primary contact for problem resolution.
- An employee of the depositor familiar with operations to serve as the District's primary contact for daily transactions and general information. May be the same person as the officer of the depositor serving as contact for problem resolution.
- Assistance and cooperation with the District's independent and other auditors, as authorized.
- Proximity to Central Office and schools.
- All forms needed for transaction processing including checks, deposit slips, and numbered direct deposit advices. Forms must meet District approval.
- MICR toner. Toner must meet District approval.



The bid will be evaluated on criteria to include:

- Net income earned on Board accounts
- Proximity to schools or other easy access to bank depository;
- Provision of equipment to facilitate bank transactions;
- A rating of monthly reports to be offered and their availability by or prior to the fifth business day;
- Opportunity for CD's and Investments
- Compensating Balance requirement to offset costs
- A rating of the computer and communication hardware and software and compatibility and ease of use with District computer and communication hardware and software; and,
- Capacity to meet or exceed other Demand Deposit Requirements.

Financial Institution: The Farmers National Bank of Danville

The Farmers National Bank of Danville is offering Federal Funds High Rate with 2.00% ceiling and .50% floor.

OR

plus  $\frac{\text{N/A}}{\text{N/A}}$  basis points + 25 =  $\frac{0}{0}$   
 minus  $\frac{\text{N/A}}{\text{N/A}}$  basis points + 25 =  $\frac{0}{0}$

Compensating Balance:

Compensating Balance score: 0

Number of locations within five miles of one of your banks or bank branches:  $\frac{6}{\times 3}$

Proximity score: 18

**Any Departures or Substitutions from Demand Deposit Requirements or other requirements?**Yes or No (circle one) If Yes, explain on a separate sheet and attach to this page.

Signature: \_\_\_\_\_

  
Bank Officer or Authorized RepresentativeDate: 03/24/2023

In addition to this information, bidders are advised to include a list of banks and bank branches within Mercer County, the number of business days required for monthly banking information required to reach central office, a description of the computer equipment and software available and the Bank's capacity to meet or exceed other Demand Deposit Requirements.

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Scoring recap:

Interest Rate score:	+	/	--	<u>0</u>
Compensating Balance:	--			<u>0</u>
Proximity:				<u>18</u>
Total:				<u>18</u>

<b>Certificates of Deposit - Fixed Interest Rate</b>			
Percentage should be reflected as +/- Target Federal Funds High Rate			
	<b>Less than \$1,000,000</b>	<b>\$1,000,001 to \$10,000,000</b>	<b>More than \$10,000,001</b>
<b>1 Month</b>	N/A	N/A	N/A
<b>2 Month</b>	N/A	N/A	N/A
<b>3 Month</b>	N/A	N/A	N/A
<b>4 Month</b>	N/A	N/A	N/A
<b>5 Month</b>	N/A	N/A	N/A
<b>6 Month</b>	N/A	N/A	N/A
<b>12 Month</b>	N/A	N/A	N/A

Contact Bob Baughman, Business Development Officer, for current CD rates and CD promotions.



**Estimated Banking Activity at Mercer County Schools**

Annual estimated for July 2021 through June 2022:

Revenue estimated: \$ 30 – 45 million

Disbursements including payroll estimated: \$ 30 – 40 million

Account balances for all accounts usually total between \$5 million and \$20 million;

Central Office Accounts Payable checks: approximately 2,500 – 3,500 checks per year, ACH payments of approximately 50 per year

Payroll: About 1,000 checks (many are employee benefit vendors) and direct deposit of employee pay of around 12,000 payments over 24 pay dates per year; dollar volume estimated at \$19,000,000 per year (included in \$ 30- 45 million total)

Food Services Collections Account – account to receive Food Service payments at school approximately: \$35,000-\$60,000.

**Bond of Depository for Public School Funds:** 103% of current daily balances as they may fluctuate throughout the life of the Bond of Depository and as long as the district has deposit balances with the depository. Collateral must be as described in KRS 41.240. Bond and collateral must comply with state requirements.

**Electronic Bank Reconciliation**

The MUNIS Check Reconciliation programs can import an ASCII file to automatically clear MUNIS generated checks. The layout of the information in the file is flexible, though specific fields must exist with the following requirements:

Field Name	Comment
Bank Acct Number	Alpha/Numeric account with no blanks
Check Number	Pad with leading zeros
Date	Must be in the format MMDDYY with NO spaces
Amount	Pad with leading zeros, no decimal point

Filler between fields can be whatever the bank wants since MUNIS doesn't use it.

Only MUNIS generated checks should appear in this file (e.g. no deposits or other transactions/checks). Each check exists as a separate record in the ASCII file.

Please check with the district for different media/formats. Process usually done over the internet.

CR# \_\_\_\_\_

**Electronic Bank Reconciliation File Description**

Bank Name The Farmers National Bank of Danville

The File Must be ASCII

Record Length – Doesn't Matter

Blocking Must be Unblocked

Areas between fields may have anything – not used by MUNIS

Fields

- Account# can be any length, but can have No spaces  
Starts \_\_\_\_\_ Ends \_\_\_\_\_
- Check Number – Must be 10 Pos, Rt Just, Zero Filled  
Starts \_\_\_\_\_ Ends \_\_\_\_\_
- Check Date – Must be in MMDDYY, No spaces  
Starts \_\_\_\_\_ Ends \_\_\_\_\_
- Amount – 10 Pos, Rt Just, Zero Filled, Implied Decimal  
Starts \_\_\_\_\_ Ends \_\_\_\_\_

Requesting District \_\_\_\_\_

**Mercer County Schools:**

Mercer County Senior High School  
1124 Moberly Road  
Harrodsburg, KY 40330

Kenneth D. King Middle School  
937 Moberly Road  
Harrodsburg, KY 40330

Mercer County Intermediate School  
1101 Moberly Road  
Harrodsburg, KY 40330

Mercer County Elementary School  
741 Tapp Road  
Harrodsburg, KY 40330

Mercer County Board of Education  
Mercer Central/Day Treatment  
530 Perryville Street  
Harrodsburg, KY 40330

Mercer County Food Services and Technology Office  
961 Moberly Road  
Harrodsburg, KY 40330



NOTICE:  
REQUEST FOR PROPOSALS

The Mercer County Board of Education will receive sealed proposals at its office address shown below for **Bank Depository Services** until 10:00 o'clock a.m. Friday, March 24, 2023. Proposals will be publicly opened and read at 10:00 o'clock a.m. on Friday, March 24, 2023 at the same location. Required proposal forms and specifications may be obtained by contacting Amber Minor, Director of Finance, Mercer County Board of Education, 530 Perryville Street Harrodsburg, Ky. 40330. (859) 733-7000, [amber.minor@mercerc.kyschools.us](mailto:amber.minor@mercerc.kyschools.us), or visit [www.mercer.kyschools.us/district/departments/finance](http://www.mercer.kyschools.us/district/departments/finance).

Harrodsburg Herald

**Bank Depository Services Ad**

For publication:

**Thursday, March 2, 2023**

**Thursday, March 9, 2023**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Bank Officer or Authorized Representative



## *Sample Continued*

In addition to this information, bidders are advised to include a list of banks and bank branches within Mercer County, the number of business days required for monthly banking information required to reach central office, a description of the computer equipment and software available and the Bank's capacity to meet or exceed other Demand Deposit Requirements.

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Scoring recap:

Interest Rate score:    + / --    **50**

Compensating Balance:    --    **-50**

Proximity:    **18**

Total:    **18**  
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<b>Certificates of Deposit - Fixed Interest Rate</b>			
Percentage should be reflected as +/- Target Federal Funds High Rate			
	<b>Less than \$1,000,000</b>	<b>\$1,000,001 to \$10,000,000</b>	<b>More than \$10,000,001</b>
<b>1 Month</b>	-0.40	-0.30	-0.30
<b>2 Month</b>	-0.23	-0.20	-0.20
<b>3 Month</b>	-0.17	-0.10	-0.10
<b>4 Month</b>	-0.09	-0.05	-0.05
<b>5 Month</b>	-0.04	0.00	-0.00
<b>6 Month</b>	0.02	0.20	0.20
<b>12 Month</b>	0.26	0.30	0.30



## **Mercer County Farmers National Bank Locations**

### **Harrodsburg Branch**

776 South College Street  
Harrodsburg, KY 40330

Lobby hours: 8:30-4:00 Monday - Thursday, 8:30-6:00 Friday, 9:00-12:00 Saturday  
Drive-thru hours: 8:30-5:00 Monday - Thursday, 8:30-6:00 Friday, 9:00-12:00 Saturday

24-Hour ATM

### **Burgin Branch**

125 East Main Street  
Burgin, KY 40310

Lobby hours: 8:30-4:00 Monday - Thursday, 8:30-6:00 Friday, 9:00-12:00 Saturday  
Drive-thru hours: 8:30-4:00 Monday - Thursday, 8:30-6:00 Friday, Closed Saturday

24-Hour ATM

### **Colton Drive Branch**

#### **Teller on Demand**

1000 Colton Drive  
Harrodsburg KY 40330

Teller on Demand Drive-thru hours: 8:00-6:00 Monday - Friday, 9:00-2:00 Saturday

24-Hour ATM