



TO : Nicholas Mimms, City Manager  
FROM : Johnna Morris, Director of Finance  
RE : Banking Services  
DATE : August 24, 2020

The City, through Request for Proposal #2020-005, solicited proposals for banking services from qualified financial institutions. Six (6) proposals were received and evaluated by the City's Chief Accountant, Accountant, and Marina Senior Accounting Clerk. As a result of the evaluation, we are recommending the banking services contract be awarded to Center State Bank.

Center State Bank is the present incumbent of the City's banking services and has performed admirably over the last five years. We believe the strength of their proposal demonstrates their determination and willingness to continue the excellent job they have done for the City. They have offered to provide the services we requested in the proposal at no cost (\$0) or required compensating balance. The interest rate will be the federal funds target rate plus 50 basis points for the first six months and negotiable after this time.

The contract period will begin February 1, 2021 and terminate February 28, 2024 with the option to renew the contract for two (2) additional one-year periods by mutual agreement of both parties.

We believe the strength of their proposal demonstrates their determination and willingness to provide cost effective service for the City.