

Metropolitan Council Banking RFP Update

Presenting to Management Committee October 25, 2017



Current Contracts

- General banking Contract is with Wells Fargo
- Wells Fargo Contract expires June 30, 2018
- Last went out with a Banking RFP in 2011 which resulted in a switch from US Bank to Wells Fargo
- Custodian Contract is with Wells Fargo
- P-Card Contract is with Bank of America

Size of Banking Contracts

- Wells Fargo General Banking Contract is approximately \$140,000 annually
- The Wells Fargo Contract has an earnings credit component. This is the balance of dollars in account earns 35 basis points which is used to offset gross changes.
- Wells Fargo Custodian Contract is approximately \$26,000 annually
- P Card contract has zero cost. The total spend in 2016 was \$25.9m with a rebate of \$376,721. The estimated spend for 2017 is \$25m with a rebate of \$350,000.

Criteria in Banking RFP

- The “**quality**” of the proposal
- The “**qualifications**” of the proposer
- The “**experience**” of the proposer
- The “**price**” of the proposal
- Price is of equal importance to a combination of all other criteria.

Additional Qualifications to be Considered

➤ Affordable Housing Investment

Percentage of revenues invested in Affordable Housing

Areas in seven county metro area affordable housing projects are located. Looking for balance according to internal ACP

➤ Community Investment

Total dollars of cash grants to non-profits in seven county metro area in 2016

Total volunteer hours and in-kind giving to non-profits in seven county metro area in 2016

Percentage of revenues given to charities

Home ownership information

➤ Response to the 2008 Foreclosure crisis

Provide a narrative on the bank's participation in any national, multi-party settlements, consent agreements, and mitigation initiatives in response to the foreclosure crisis

Provide the total number of your banks foreclosures in seven county metro area in 2016

➤ Unbanked and/or Under-banked

Describe what your bank is doing for the unbanked in the seven county metro area

Partnerships with non-profits to provide financial literacy