



P.O. Box 3039 • Grand Junction, CO 81502
E-Mail: info@mesaFML.org Web: www.mesaFML.org

REQUEST FOR PROPOSAL FOR BANKING SERVICES

Introduction

The Mesa County Federal Mineral Lease District (“MCFMLD” or the “District”) is an independent public body charged by the state legislature with distributing financial resources it receives from the development of natural resources on federal lands within Mesa County to communities impacted by these activities. The MCFMLD is also authorized by law to provide services to those communities.

The MCFMLD serves a mission to enhance positive social and economic impact in Mesa County from the development, processing and energy conversion of fuels and minerals leased under the Federal “Mineral Lands Leasing Act” through strategic grants, partnerships and leadership.

Our goal is to provide the greatest use of the financial resources we receive for the benefit of the community, and to do so in a fair and forward-thinking manner using sound financial principles. We do not have the power to levy or collect taxes, nor do we have the power of eminent domain.

The MCFMLD enters into two annual grant cycles, one in the spring and one in the fall, depending on fund availability. Overall funding levels will be determined by the amount of Federal Mineral Lease revenue Mesa County receives, which is determined by the level of natural extraction activity on our public lands. The MCFMLD plans allocate 50% or more of the funding received each year to the following year’s grant cycles. The remaining 50% may be contributed to a permanent fund to establish a perpetual source of revenue which in turn can then be used as grant disbursements.

Summary of RFP

The MCFMLD is soliciting proposals from qualified banking institutions (the “bank”) to provide various banking services. The objective is to identify the banking institution(s) that can offer the most comprehensive services, the most competitive rates for investing and the most competitive fee schedule.

Please acknowledge receipt of this banking services proposal via e-mail to info@mesaFML.org. Please provide a contact person and their e-mail address. All addendums and responses will be sent to your contact going forward.

Your proposal should contain, but not be limited to the following considerations:

1. Eligibility – must be a federally or State of Colorado chartered banking institution with offices located in Grand Junction, CO., that can work with PDPA-approved institutions.

2. Experience of your firm in relation to banking with Special Districts.
3. Similar local governments or pertinent accounts served by your firm.
4. The MCFMLD reserves the right to select the bank it feels will best support the Districts banking needs. The MCFMLD will entertain alternate proposals for services not included in this RFP.
5. Services Requested
 - a. Interest/Non-interest Bearing Accounts, including checking, savings, money market, sweep, etc.
 - b. Branch Deposits
 - c. Internet Banking – including balance reporting, wires, ACH transmissions, check inquiry and Stop payments.
 - d. Check imaging with 2-year history capability.
 - e. Investment Services.
 - f. QuickBooks compatibility.
6. Selection criteria will include but are not limited to:
 - a. Treasury Management Service Fees
 - b. Earnings Credit Rate
 - c. Investment/Sweep Yield
 - d. Availability Schedule applied to deposit items
 - e. Financial Strengths
 - f. Quality of references
 - g. Availability and commitment of implementing new technologies.
7. The MCFMLD is proposing a 4 year contract term for this banking services agreement with the option to extend for an additional 2-year period at the same terms. Either party has the option of discontinuation of the agreement with 90-day written notice.
8. The MCFMLD also reserves the right to waive any information or irregularities in any proposal and to reject any or all proposals.

Timeline of RFP

Bid submissions should be made in electronic format and delivered by email to info@mesaFML.org. We will look forward to receiving your proposals on or before **3 pm September 17, 2018**.

The final decision of the selection of the firm to conduct the audit will be made by the Board of Directors in the October 17th meeting. The final agreement will be in the form of a written contract following the standard agreement form used by CPA firms conducting audits.

All questions and correspondence should be directed to Dusti Reimer by email at info@mesafml.org or by calling 970-471-3221.

Sincerely,

MESA COUNTY FEDERAL MINERAL LEASE DISTRICT
BOARD OF DIRECTORS

David Ludlam
President

John Justman
Secretary

Craig Springer
Director

GENERAL BANKING INFORMATION

Electronic proposals will be accepted by the MCFMLD until 3:00 p.m., on September 17, 2018. Please direct proposals to the attention of Dusti Reimer at info@mesafml.org. All proposals become the property of MCFMLD.

All proposals will become part of the requester's files without obligation.

Financial Strength

- 1) Safety and soundness – identify key measures of the bank's financial strength, (e.g. capital ratios, market capitalization total assets).
- 2) Credit Ratings – Provide ratings for the bank and/or subsidiary bank from the following agencies: Standard & Poor's/ Moody's. Include ratings for Bank Financial Strength, Bank Deposits and Issuer rating.
- 3) Financial Statements – copies of the annual financial reports for the past two years.
- 4) Provide bank ownership information.

Account Servicing

- 1) Bank Contacts – List names, titles, telephone and fax numbers and e-mail addresses for key bank contact personnel. Also provide a brief resume for each contact.
- 2) References – Each proposer should include four references of customers who have used services similar to those included in this request.
- 3) Competitive Position and Future Commitment
 - a. What differentiates your products/services from other providers?
 - b. Provided any additional information, which you believe to be relevant to this RFP and your capabilities to provide the services requested, e.g., product brochures, articles in trade journals.
- 4) Disaster Recovery – Provide an overview of the bank's disaster recovery plan.
- 5) Implementation – What is the average lead-time required for implementation, including but not limited to the following services

- a. Account Opening
- b. Information Reporting
- c. Other

Branch Deposits

- 1) What is the cut-off time to ensure same-day ledger credit?
- 2) Are deposit slips and or checks provided?
- 3) Provide your bank's availability schedule.
- 4) Please indicate any costs or fees associated with the services proposed

Information Reporting Services

- 1) Provide a brief description of the information reporting services that the bank offers including
 - a. History retention
 - b. Internal control Options/Security Features
 - c. Reporting – Paper vs Electronic
 - d. System requirements.
- 2) Stop payments
 - a. Can stop payments be placed manually? Online?
 - b. Can the period be extended?
- 3) Check Imaging with 2 Year History Capability – how can this be accommodated and what would the cost of fees associated with this service be?

Investment Services

- 1) The MCFMLD is permitted to invest surplus funds.
 - a. Please describe the investment options your bank can offer. Would the District be able to see interest rates on monthly statements or on-line?
 - b. What safekeeping or custodial arrangements are available for investments purchased, either from the bank or from another provider?
 - c. What methods (telephone, computer, other) are available to communicate information regarding investment transactions to your bank?
 - d. Does your bank offer automatic sweep of available balances into money market or other investments? Please describe. Please provide monthly average yields for the last twelve months on the sweep vehicle recommended in this proposal.
 - e. How soon after a deposit is made to a checking account are funds swept to the investment vehicle? Describe the process.
 - f. Please indicate any costs or fees associated with the services described.

Pricing Proposal

- 1) Do we compensate your financial institutions for services by explicit fees, compensating balances, or a combination of the two?
- 2) How are your financial institution's monthly earnings credit rates calculated?
- 3) Provide historical rates for the last year.

Basic Information

The MCFMLD currently has one depository account. There are approximately 50 transactions in a year. The following are the average monthly balances of the depository account.

July 2017: \$1,711,239.92
August 2017: \$1,702,044.83
September 2017: \$1,665,512.27
October 2017: \$1,851,580.02
November 2017: \$2,387,664.86
December 2017: \$2,242,292.94
January 2018: \$1,913,864.27
February 2018: \$1,678,578.71
March 2018: \$1,611,488.42
April 2018: \$2,144,209.08
May 2018: \$2,613,555.42
June 2018: \$1,930,152.43

Grant checks distributed from MCFMLD account have historically been anywhere from \$10,000 up to \$1,000,000. These amounts are only for an example, but can be higher or lower depending on the grant being awarded.

Proposal Submittal

Please submit your proposal to the MCFMLD, no later than 3 pm, September 17, 2018. Proposals should be delivered electronically to:

Dusti Reimer, Grant Administrator
Mesa County Federal Mineral Lease District
E-Mail: info@mesaFML.org

Any questions regarding this Request for Proposals should be directed to the above listed person.