



900 Massachusetts  
Lawrence, KS 66044

November 6, 2018

Ms. Danielle Buschkoetter  
Interim Finance Director  
City of Lawrence  
PO Box 708  
Lawrence, KS 66044

Dear Danielle:

US Bank is pleased to submit this proposal to extend the current Banking Services contract with the City of Lawrence for another 12 months, effectively through 12/31/2019.

In the original RFP, the following minimum qualifications were required and US Bank acknowledges and complies with each:

- Be insured by the Federal Deposit Insurance Corporation (FDIC)
- Be eligible to be a depository of City funds pursuant to K.S.A. 9-1401, et.seq., as amended, with a full service in or near Lawrence.
- Be an on-line cash and securities member of the Federal Reserve
- Be able to provide 100% collateralization of all City deposits with collateral in compliance with the City Investment Policy.
- Provide a copy of a recent investment rating report providing a nationally recognized rating agency.
- <https://intranet.us.bank-dns.com/about-us/inside-us-bank/corporateprofile.html>
- Have the capacity of providing all "required services" internally. The City prefers that the responding bank provide services without the use of joint ventures, consortiums or contract service providers because of control issues. The City will determine the acceptability of any arrangements with the objective of the RFP being the "total solution".
- Maintain a financial institution bond, Form 24 or equivalent, with a limit of not less than \$3,000,000 banker's professional liability in the amount of \$2,000,000 per occurrence/annual aggregate and valuable paper coverage.

US Bank will continue to provide ALL required banking services as contracted in 2014. In addition, the following new services have been discussed: supplier prefer pay, image cash letter for utility payments, expansion of the Focus card and OneCard (Payment Plus) programs.



This extension will continue to provide competitive pricing with both an earnings credit to offset fees; as well as paying interest on your collected balances.

- Earnings credit equal to Targeted Fed Funds flat with a floor of .60 basis points. Currently the Earnings credit is 1.95% (originally .65%)
- An interest rate paid on all collected balances will be based on Targeted Fed Funds minus 1.25% or 1.00% at this time (originally .035%; currently .075%)
- All banking supplies: checks, deposit slips, endorsement stamps, clear tamper-proof deposit bags and any set-up or training fees for new services.

US Bank wants to be your financial partner. Your dedicated relationship managers continue to head up the US Bank team that will work with you to meet your goals and objectives: Joan Golden, Alan Franklin, Brad Burnside and Lisa Boyle. We have the knowledge, expertise, local presence and commitment needed to support the City of Lawrence.

We look forward to extending our Relationship with you and your team.

A handwritten signature in black ink, appearing to read "Bradley Burnside". The signature is stylized and fluid.

Bradley Burnside  
Lawrence Market President

