

RESOLUTION NO. 4076-2018

**RESOLUTION OF THE FORT BRAGG CITY COUNCIL
APPROVING AGREEMENT FOR BANKING SERVICES WITH WELLS FARGO
AND AUTHORIZING CITY MANAGER TO EXECUTE SAME**

WHEREAS, the City of Fort Bragg currently obtains banking and utility billing services from Wells Fargo Bank, N.A.; and

WHEREAS, the City of Fort Bragg and Wells Fargo Bank, N.A. wish to formalize the existing relationship with the execution of an Agreement for Banking Services; and

WHEREAS, the proposed agreement will significantly reduce monthly banking and utility billing fees for the City; and

WHEREAS, it is anticipated that the services will not exceed \$50,000 over the initial one-year term of the Agreement, which is attached hereto as Exhibit A and incorporated herein by reference.

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Fort Bragg does hereby approve the Agreement for Banking Services with Wells Fargo Bank, N.A. and authorizes the City Manager to Execute the Agreement.

The above and foregoing Resolution was introduced by Councilmember Norvell, seconded by Councilmember Cimolino, and passed and adopted at a regular meeting of the City Council of the City of Fort Bragg held on the 12th day of March, 2018, by the following vote:

AYES: Councilmembers Cimolino, Lee, Norvell, Turner and Mayor Peters
NOES: None.
ABSENT: None.
ABSTAIN: None.
RECUSED: None.



LINDY PETERS
Mayor

ATTEST:

for 

June Lemos, CMC
City Clerk

EXHIBIT A

AGREEMENT FOR BANKING SERVICES

THIS Agreement for Banking Services ("Agreement") is made and entered into this 1st day of March, 2018, by and between the City of Fort Bragg ("Fort Bragg"), and Wells Fargo Bank, N.A., a bank organized under the laws of the United States of America ("Wells Fargo").

WHEREAS, Wells Fargo is engaged in the provision of professional banking services throughout the State of California and desires to provide banking services to Fort Bragg;

WHEREAS, Fort Bragg requires the services of a bank with a wide variety of banking services to facilitate its operations, and Fort Bragg finds that the retention of a professional, high quality experienced bank serves the public interest; and

WHEREAS, Fort Bragg desires to maintain a banking relationship with Wells Fargo;

NOW, THEREFORE, in consideration of the mutual covenants and promises by and between the parties as hereinafter set forth, it is agreed as follows:

1. Wells Fargo shall provide services as a depository of funds for Fort Bragg in accordance with all State, Federal and local requirements applicable to the provision of banking services to a public entity, including the requirement to collateralize deposits.
2. Wells Fargo shall furnish banking services to Fort Bragg according to the pricing summary attached hereto as Exhibit A, including but not limited to:
 - a. Checking Accounts
 - b. CEO Portal Products
 - c. ACH reporting
 - d. ACH Debit Services
 - e. ARP Register Maintenance
 - f. Alerts
 - g. Desk Top Deposit
 - h. Credit/Debit Card Services
 - i. On-line Image Retrieval
 - j. Direct Deposit for Payroll
 - k. On-line Stop-pays
 - l. On-line Wire Transfers
 - m. Image Positive Pay on Checking
 - n. Positive Pay
 - o. ACH Fraud Filter
 - p. Wire Transfer Services
 - q. CEO Basic Banking
 - r. CEO Previous Day Treasury Information Reporting
 - s. SMART Decision Service
 - t. E-Box Decisioning
 - u. Statements and Notices
 - v. Lockbox
3. Additional banking services may be added during the term of this Agreement if Fort Bragg determines a need for such additional services. These services will be provided at negotiated prices as approved by both parties to this Agreement.

4. The term of this Agreement will be from March 1, 2018 through March 1, 2019, with two one-year options to renew.
5. Notwithstanding any provision to the contrary in any of Wells Fargo's ancillary agreements covering the banking services discussed in sections 2 and 3 above, this entire Agreement between the parties shall be governed by and construed according to the laws of the State of California; provided, however, that the underlying banking services may, where applicable, be governed by federal law, rules or regulations.

IN WITNESS WHEREOF, the parties have executed this Agreement effective on the date first set forth above.

THE CITY OF FORT BRAGG

Signature: *Tabatha Miller*
Name: Tabatha Miller
Title: City Manager
Date: 3-8-2018

WELLS FARGO BANK, N.A.

Signature: _____
Name: _____
Title: _____
Date: _____

Treasury Management Pricing Summary

Recommendation Estimate

Prepared for:

City of Fort Bragg

Pricing as of March 2018

	Monthly Analyzed Charges	Fee Based Charges*	Earnings Allowance	Net Excess/ (Deficit)
Current Analyzed Charges				
	(\$4,725.33)	(\$1,257.00)	\$744.86	(\$5,237.47)
- January 2018 Analysis				
- Avg Collected Balances: \$2,505,769.91				
- Earning Credit Rate (ECR) = 0.35%				
Estimated Future Contract Pricing**				
	(\$3,802.31)	(\$1,257.00)	\$1,276.91	(\$3,782.40)
- Based on January 2018 Analysis Volumes				
- Avg Collected Balances: \$2,505,769.91				
- Earning Credit Rate (ECR) = 0.60%				
Estimated Savings		Monthly	Annually	5 Years
Monthly Analyzed Charge (MAC) Reductions		\$923.02	\$11,076.23	\$55,381.14
Total Savings (MAC Reductions + Increased ECR):		\$1,455.07	\$17,460.86	\$87,304.31

All current pricing, estimates and estimated savings reflected in this pro forma are based off volumes & balances from the January 2018 analysis statement. Future results may vary. *Fee based charges cannot be offset by Earnings Allowance. **Estimated Future Contract Pricing will expire after 6 months if no contract is signed.



Mar 2018

Wells Fargo Treasury Management Pro Forma

Prepared For
City of Fort Bragg

ANALYSIS SUMMARY

Average Positive Collected Balance	\$ 2,505,769.91
Reserve Requirement @ 0.00%	\$ 0.00
Investable Balance Available for Services	\$ 2,505,769.91
Monthly Analyzed Charges	\$ 3,802.31
Earnings Allowance @ 0.60%	\$ 1,279.81
Net Monthly Analyzed Charges	\$ (2,525.40)
*Monthly Fee Based Charges	\$ (1,257.00)
Total Monthly Analyzed Charges	\$ (3,782.40)
Investable balance required to offset \$1.00 of analyzed charges	\$ 2,000.00
Balance required to offset all analyzed charges	\$ 7,604,622.00

SERVICE DETAILS

AFP Code	Service Description	Unit Price	Volume	Service Charges
000230	RECOUPMENT MONTHLY	0.12750	2,558	326.15
	BALANCE & COMPENSATION INFORMATION Subtotal			326.15
010000	ACCT MAINTENANCE	22.00000	2	44.00
010100	DEBITS POSTED	0.20000	52	10.40
010101	DESKTOP DEPOSIT-DEPOSIT CREDITED	0.75000	22	16.50
010307	CEO E-STMT SUBSCRIPTION - ACCOUNT	5.00000	1	5.00
010307	CEO E-STMT SUBSCRIPTION - ITEM	0.10000	447	44.70
	GENERAL ACCOUNT SERVICES Subtotal			120.60
050020	WTLBX MONTHLY BASE	75.00000	1	75.00
050401	WTLBX TRANSMISSION MONTHLY BASE	75.00000	1	75.00
050100	WTLBX CHECKS	0.00000	539	0.00
050122	WTLBX TOTAL PAYMENTS PROCESSED	0.30450	588	178.66
059999	WTLBX STD ITEM PROCESSED NON SCAN	0.50000	51	25.50
050122	WTLBX MULTI PAYMENT	0.30450	81	24.66
050002	WTLBX PARTIAL PAYMENT	0.04000	47	1.88
050127	WTLBX MICR DATA CAPTURE	0.13000	536	70.67
059999	WTLBX MICR CAPTURE NON-SCANNABLE	0.13000	51	6.63
050300	WTLBX CORRESPONDENCE / REJECTS	0.50000	1	0.50
059999	WTLBX ROUGH SORT 5 OR LESS-NON SCAN	0.15000	51	7.65
050101	WTLBX IMAGING - SCANNABLE	0.07000	1,127	78.89
059999	WTLBX IMAGING NON-SCANNABLE	0.07000	113	7.81
050424	WTLBX 7 YEAR B/W IMAGE ARCHIVE	0.03500	1,240	43.40
059999	WTLBX VALUE ADDED KEYING - NON SCAN	0.01800	1,006	18.14
050410	WTLBX FIRST CLASS POSTAGE PKG	2.25000	1	2.25
050301	WTLBX DAILY DEPOSIT CUT	1.50000	21	31.50
050401	WTLBX TRANSMISSION ITEM	0.01500	639	9.59
050312	LOCKBOX CEO SUBSCRIPTION MTHLY BASE	50.00000	1	50.00
050030	E-BOX MONTHLY MAINT (W/CROSS REF)	125.00000	1	125.00
	LOCKBOX SERVICES Subtotal			832.62

As of Mar 2018

Pro Forma

EXHIBIT A

100006	CASH DEPOSITED IN WF BRANCH	0.00150	18,339	24.51
10001A	POST VERIFY CASH DEP IN WF BRANCH	0.00150	45,836	68.45
100040	CASH ORDER FEE IN A WF BRANCH	5.25000	2	10.50
100040	ROLLED COIN FURNISHED BY WF BRANCH	0.15000	4	0.60
100040	CURRENCY FURNISHED BY WF BRANCH	0.00130	340	0.44
100416	CEO RETURN ITEM RETRIEVAL-IMAGE	4.00000	17	68.00
100416	CEO RETURN ITEM SERVICE MTHLY BASE	0.00000	2	0.00
100400	RETURN ITEM - CHARGEBACK	9.25000	5	46.25
100006	BRANCH DEPOSIT	1.40000	15	21.00
10001A	BRANCH DEPOSIT POST VERIFY	1.00000	30	30.00
100015	MISCELLANEOUS CREDITS POSTED	1.40000	39	54.60
100220	DEPOSITED CHECKS - ON US	0.01300	18	0.23
100225	DEPOSITED CHECK	0.13000	75	9.75
100220	DESKTOP DEPOSIT-DEPOSITED ITEM ONUS	0.10000	135	13.50
100224	DESKTOP DEPOSIT-DEPOSITED ITEM	0.10000	916	91.60
100225	WHOLESALE LOCKBOX - DEPOSITED CHECK	0.17000	560	100.30
	DEPOSITORY SERVICES Subtotal			638.74
151352	CEO IMAGE VIEW < 90 DAYS - ITEM	2.50000	9	22.50
151362	CEO IMAGE VIEW > 90 DAYS - ITEM	5.00000	12	60.00
150120	POSITIVE PAY ONLY - ITEM	0.08000	191	15.28
150030	POSITIVE PAY ONLY MONTHLY BASE	35.00000	1	35.00
150100	DDA CHECKS PAID	0.20000	249	49.80
	PAPER DISBURSEMENT SERVICES Subtotal			202.58
200201	CEO CHECK ISSUES-ITEM	0.10000	192	19.20
200999	ARP AGED ISSUE RECORDS ON FILE-ITEM	0.01000	220	2.20
	PAPER DISBURSEMENT RECON SERVICES Subtotal			21.40
250201	ELECTRONIC CREDITS POSTED	0.20000	141	28.20
250000	ACH MONTHLY BASE	28.50000	4	114.00
250102	ACH TWO DAY ITEM	0.10000	465	46.50
250202	ACH RECEIVED ITEM	0.05000	137	6.85
250302	ACH RETURN ADMIN -MANUAL	11.00000	2	22.00
250501	ACH TRANSMISSION SPECIAL	10.00000	7	70.00
250710	ACH FAX SERVICE	7.00000	6	42.00
250622	ACH EXCEPTION PROCESS-DUPICAT FILE	40.00000	1	40.00
250102	SMART DECISION-BRANCH ACH	0.20000	11	2.20
251059	ACH CEO FRAUD FILTER REVIEW MO BASE	25.00000	1	25.00
251063	ACH CEO FRAUD FILTER REVIEW - ITEM	10.00000	31	310.00
251070	ACH NOC - FAX ADVICE	8.00000	1	8.00
	GENERAL ACH SERVICES Subtotal			720.75
310299	PRINT SVC AUTOMATED RENDERING	0.07150	3,159	225.87
310299	PRINT SVC FILE TRANSMISSION	10.00000	3	30.00
310299	PRINT SVC MONTHLY BASE	100.00000	1	100.00
310299	PRINT SVC OUTER ENVELOPE 10	0.02750	3,159	86.87
310211	PRINT SVC PER SIDE PRINTED B&W	0.02200	1,039	22.87
310211	PRINT SVC PER SIDE PRINTED COLOR	0.05000	5,292	264.60
310299	PRINT SVC REPLY ENVELOPE 9	0.02750	2,648	72.77
310212	PRINT SVC TOTAL POSTAGE	1.00000	0	0.00
	ELEC BILL & INVOICE PRESENTMENT SVC Subtotal			802.86
350300	WIRE IN - DOMESTIC	7.25000	1	7.25
	WIRE & OTHER FUNDS TRANSFER SERVICE Subtotal			7.25

400274	CEO E-BOX RPT - ITEM	0.35000	211	73.85
400054	CEO E-BOX RPT SUBSCRIPTION MO BASE	0.00000	1	0.00
400222	CEO EVENT MESSAGING SERVICE - EMAIL	0.25000	160	40.00
400340	CEO SEARCH	1.05000	14	14.70
400052	CEO BASIC BANKING - MONTHLY BASE	20.00000	1	20.00
400052	CEO BASIC BANKING ADDL ACCT-MO BASE	10.00000	3	30.00
400009	DESKTOP DEPOSIT MONTHLY BASE	25.00000	2	50.00
	INFORMATION SERVICES Subtotal			228.55

*Charges not offset by balances. For additional service definitions, please contact your Treasury Management Sales Consultant or visit: