

## Banking Services RFP – Questions and Answers #5:

Responses to the following received questions immediately follow the question in [blue](#) font.

1. Investment Management, section 11: Are you currently working on a fee basis with your current investments or in a brokerage capacity? [The current fee arrangement is not pertinent to the proposal submissions due to the expectation that the handling of these funds may change since they are included within this RFP.](#)
2. Bankcard:
  - a. Who has a debit card today, and who will have a debit card in the future? [These cards are currently held by members of the Executive Leadership Team. They are anticipated to be the same cardholders in the future.](#)
3. Bankcard Processing:
  - a. How do you plan to receive payments? – online, in-person using a terminal, over the phone? Would you please clarify your desire to use these methods of payment? [As stated in Q & A #4, the current use is limited to on-line payments. However, we are exploring expansion of this functionality to specific programs, depending on cost feasibility.](#)
  - b. How many terminals do you need? [Unknown at this time.](#)
  - c. What type of volume is expected, in dollars? [Currently this is less than \\$20,000/ year. Potential expansion volume is currently unknown as it is dependent upon cost.](#)
  - d. Do you plan to verify checks or accept checks using a terminal? [We do not have plans to use a check verification service.](#)
4. Travel/Purchase Cards:
  - a. Will you please verify the estimated annual spend for credit cards? [This was approximately \\$325,000 over the last 12 month period, inclusive of a portion of the lodging and airfare costs.](#)
  - b. What is included in the estimated annual spend? [The majority is for employee travel, remainder is for local and online purchases of supplies.](#)
  - c. Have you already verified with the vendors they will accept credit card payments? [No](#)
  - d. How many cards are being requested? [Will depend on proposed system.](#)
5. Structure and Experience:
  - a. What does “percentage of business by product line” refer to? – does this mean for the bank as a whole, or the regional commercial book of business? [For the financial institution as a whole.](#)
  - b. Please clarify what is being requested for Legal and other resources? Do you want to know about our legal department? Services they can offer? [Yes, include in the discussion any other relevant resources that would be available to us or that could become involved in the handling of our banking needs.](#)
6. Please confirm your zip code. In the RFP it is listed as 93711. [Please note that our correct zip code is: 93721-2504.](#)