

George Latimer
County Executive

68186

Date March 1, 2019

To: Board of Acquisition and Contract

From: Ann Marie Berg
Commissioner of Finance

Re: Authority to enter into an agreement with Bank of America, ("B of A") for the provision of certain banking services for a term of three years, with the County having the sole option to renew the agreement for two additional one year renewal terms.

Transmitted herewith is a resolution which, if approved by your Honorable Board, will authorize the County of Westchester (the "County") to enter into an agreement with Bank of America ("B of A") for the provision of certain banking services (the "Services") for a term of three years commencing on April 1, 2019, with the County having the sole option to renew the agreement for two additional one year renewal terms (the "Agreement"). Pursuant to the Agreement,

B of A will provide "Money Room/VAULT", PrePaid Card Services, Core Depository services and Escrow services. These services are currently being provided to the County by B of A and have been since 2007. Pursuant to the Agreement, B of A will be compensated through a combination of fees being paid by the County and/or compensating balances. The fees are estimated to be \$15,000 per year regardless of whether they are paid for in compensating balances or in cash. Therefore, the total cost of this component of the Agreement is estimated to be \$45,000 for the three year term. This cost will be recorded as an offset to Interest Income. Additionally, the inclusion of an armored car transportation component is being included in this banking services agreement request. Currently transportation services are provided to various Parks and Recreation and Conservation facilities at the approximate rate of \$79 per pick up. The pricing under the proposed Agreement will be approximately \$55 per pick up, which will result in significant savings to the Department of Parks Recreation and Conservation. It is estimated that yearly transportation costs pursuant to the new Agreement will be approximately \$36,098 per year. Therefore, the total estimated cost of the three year Agreement is \$153,294.

The County originally entered into agreements with B of A for banking services on September 27, 2007 which extended through March 31, 2014. In mid 2013 the Department of Finance (the "Department") began discussing the possibility of continuing B of A's relationship with the County. Through negotiations undertaken by the Department, a new, more competitive pricing structure was agreed upon with more advantageous pricing for the County. A new

contract was executed on April 1, 2014 with a termination date (after renewals) of March 31, 2019. The County again approached B of A about the possibility of continuing the relationship in late 2018. Bank of America is now offering the County substantially unchanged pricing on the Banking Services being renewed and very competitive rates on the new Transportation component.

The current agreement with B of A expires on March 31, 2019, and, based upon the entirety of the expired agreement as well as the very good service the County has received in the last twelve (12) years I recommend that the County enter into this new Agreement with B of A.

The goal and objective of this agreement is to receive cost efficient delivery of banking/transportation services necessary for the operation of the County. The Department will monitor B of A's performance through regular reports and bank statements.

Accordingly, I recommend that your Honorable Board approve the attached resolution authorizing the Agreement with B of A for banking services.

AMB/MA/di

APPROVED BOARD OF ACQUISITION & CONTRACTS 03/07/2019 - LIS/MB/AJ, SECRETARY

RESOLUTION

Upon a communication from the Commissioner of Finance, be it hereby

RESOLVED, that the County of Westchester (“County”) is authorized to enter into an agreement with Bank of America for the term April 1, 2019 through March 31, 2022 (the “Agreement”) to provide certain banking and transportation services (the “Services”), with the County having the sole option to renew the agreement for two additional one year renewal terms.

RESOLVED, that this Agreement is subject to County appropriations; and be it further

RESOLVED, that this Agreement is also subject to further financial analysis of the impact of any New York State Budget (the “State Budget”) proposed and adopted during the term of this Agreement. The County shall retain the right, upon the occurrence of any release by the Governor of a proposed State Budget and/or the adoption of a State Budget or any amendments thereto, and for a reasonable period of time after such release(s) or adoption(s), to conduct an analysis of the impacts of any such State Budget on County finances. After such analysis, the County shall retain the right to either terminate this Agreement or to renegotiate the amounts and rates approved herein. If the County subsequently offers to pay a reduced amount to the Contractor, then the Contractor shall have the right to terminate this Agreement upon reasonable prior written notice; and be it further

RESOLVED, that the County Executive or his authorized designee is hereby authorized to execute any documents and take any actions reasonably necessary and appropriate to effectuate the purposes of this Resolution

The following REVENUE accounts will be debited (offsetting Interest Income) for the non-Transportation Services. The Transportation Services will be charged to the Expense account shown below.

<u>Year</u>	<u>Fund</u>	<u>Dept</u>	<u>Unit</u>	<u>Revenue</u>	<u>Dollars</u>
2019	101	52	1000	9522	792
2019	161	44	4110	9522	959
2019	223	60	0310	9522	200
2019	224	60	0410	9522	1,042
2019	225	60	0510	9522	71
2019	226	60	0610	9522	333
2019	227	60	0710	9522	1,104
2019	228	60	0810	9522	238
2019	229	60	0910	9522	175
2019	230	60	1010	9522	104
2019	231	60	1110	9522	100
2019	232	60	1210	9522	175
2019	235	60	1510	9522	980
2019	236	60	1610	9522	62
2019	237	60	1710	9522	42
2019	241	60	5110	9522	275
2019	244	60	5410	9522	246
2019	251	60	7100	9522	21
2019	617	61	0100	9522	3,083
2019	243	60	5310	9522	<u>1,250</u>
					<u>11,250</u>

<u>Year</u>	<u>Fund</u>	<u>Dept</u>	<u>Unit</u>	<u>Revenue</u>	<u>Dollars</u>
2020	101	52	1000	9522	1,056
2020	161	44	4110	9522	1,278
2020	223	60	0310	9522	267
2020	224	60	0410	9522	1,389
2020	225	60	0510	9522	94
2020	226	60	0610	9522	444
2020	227	60	0710	9522	1,472
2020	228	60	0810	9522	317
2020	229	60	0910	9522	233
2020	230	60	1010	9522	139
2020	231	60	1110	9522	133
2020	232	60	1210	9522	233
2020	235	60	1510	9522	1,306
2020	236	60	1610	9522	83
2020	237	60	1710	9522	56
2020	241	60	5110	9522	367
2020	244	60	5410	9522	328
2020	251	60	7100	9522	28
2020	617	61	0100	9522	4,111
2020	243	60	5310	9522	<u>1,666</u>
					<u>15,000</u>

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/07/2019 - LISA MRIJAJ, SECRETARY

<u>Year</u>	<u>Fund</u>	<u>Dept</u>	<u>Unit</u>	<u>Revenue</u>	<u>Dollars</u>
2021	101	52	1000	9522	1,056
2021	161	44	4110	9522	1,278
2021	223	60	0310	9522	267
2021	224	60	0410	9522	1,389
2021	225	60	0510	9522	94
2021	226	60	0610	9522	444
2021	227	60	0710	9522	1,472
2021	228	60	0810	9522	317
2021	229	60	0910	9522	233
2021	230	60	1010	9522	139
2021	231	60	1110	9522	133
2021	232	60	1210	9522	233
2021	235	60	1510	9522	1,306
2021	236	60	1610	9522	83
2021	237	60	1710	9522	56
2021	241	60	5110	9522	367
2021	244	60	5410	9522	328
2021	251	60	7100	9522	28
2021	617	61	0100	9522	4,111
2021	243	60	5310	9522	<u>1,666</u>
					<u>15,000</u>

APPROVED BOARD OF ACQUISITION & CONTRACT 03/07/2019 - LISA MRIJAJ, SECRETARY

<u>Year</u>	<u>Fund</u>	<u>Dept</u>	<u>Unit</u>	<u>Revenue</u>	<u>Dollars</u>
2022	101	52	1000	9522	264
2022	161	44	4110	9522	320
2022	223	60	0310	9522	67
2022	224	60	0410	9522	347
2022	225	60	0510	9522	24
2022	226	60	0610	9522	111
2022	227	60	0710	9522	368
2022	228	60	0810	9522	79
2022	229	60	0910	9522	58
2022	230	60	1010	9522	35
2022	231	60	1110	9522	33
2022	232	60	1210	9522	58
2022	235	60	1510	9522	327
2022	236	60	1610	9522	21
2022	237	60	1710	9522	14
2022	241	60	5110	9522	92
2022	244	60	5410	9522	82
2022	251	60	7100	9522	7
2022	617	61	0100	9522	1,028
2022	243	60	5310	9522	<u>417</u>
					<u>3,750</u>

APPROVED BOARD OF ACQUISITION & CONTRACT - 03/07/2019 - LISA MRIJAJ, SECRETARY

<u>Year</u>	<u>Fund</u>	<u>Dept</u>	<u>Unit</u>	<u>Expense</u>	<u>Dollars</u>
2019	165	42	1100	4380	<u>36,098</u>
2020	165	42	1100	4380	<u>39,098</u>
2021	165	42	1100	4380	<u>39,098</u>
2022	165	42	1100	4380	<u>3,000</u>

Budget Funding Year(s) 2019-2022 Start Date 4/1/19 End Date 3/31/22
 (must match resolution)

Funding Source Tax Dollars _____
 State Aid _____
 \$ 153,294 Federal Aid _____
 (must match resolution) Other Revenue offset & Expense _____