

AGENDA ITEM 31

Consider authorizing engineering contract for portion of Co. Rd. 116.

Moved: **Commissioner Heiligenstein**

Seconded: **Commissioner Limmer**

Motion: To authorize the County Judge to sign an engineering contract for portion of County Road 116.

Vote: 4 - 0

AGENDA ITEM 32

Consider awarding, rejecting or extending county depository contract proposals.

Moved: **Commissioner Limmer**

Seconded: **Commissioner Boatright**

Motion: To award the county depository contract to Union State Bank for a 4-year period with a 2-year review.

Vote: 3 – 0 with Commissioner Heiligenstein absent from the dais.

< Attachment >

Vivian L. Wood

County Treasurer

**MEMORANDUM**

Date: May 29, 2001

To: Honorable John C. Doerfler, County Judge
Honorable Mike Heiligenstein, Commissioner, Pct. 1
Honorable Greg Boatright, Commissioner, Pct. 2
Honorable David Hays, Commissioner, Pct. 3
Honorable Frankie Limmer, Commissioner, Pct. 4

From: Vivian L. Wood *[Signature]*
County Treasurer

The attached spread sheet for the "Williamson County 2001 Depository Bank Proposals" provides an overview of the proposals received from the banks listed below;

First State Bank	Georgetown,
First State Bank-Central Texas	Georgetown,
First Texas Bank	Georgetown,
Regions Bank	Georgetown,
Union State Bank	Georgetown,
Wells Fargo Bank	Round Rock.

There were no other proposal received. Each bank responded to the requirements of the proposal.

David Flores, County Auditor and I have reviewed the proposals. Based on the data provided in regard to banking costs and services available, it is our recommendation that the proposal from Union State Bank, Georgetown, be accepted. It is further recommended that Judge Doerfler be authorized to validate a contract between Williamson County and Union State Bank.

Cc: David U. Flores, County Auditor

approved 5-29-01
John C. Doerfler

WILLIAMSON COUNTY
PROPOSAL SPECIFICATIONS/PROPOSAL SHEET
DEPOSITORY CONTRACT FOR WILLIAMSON COUNTY
PROPOSAL NUMBER: 01WC704
PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

Introduction

Williamson County ("County") is requesting applications ("Proposals") from qualified financial institutions to provide depository services to the County. The objective of this request is to identify the Financial Institution ("Bank") most capable of the highest level of service at the lowest cost to the County.

Scope of Services

It is the County's intent that the contract negotiated between the County and the Bank selected by this process will encompass any and all services to be employed by the County during the term of the contract, including but not limited to those described in this request for proposals.

Contract Period

The initial contract period will be two (2) years with an option to renew for one additional two-year term. The initial term shall commence on June 1, 2001 and end May 31, 2003. Upon expiration of the initial term or period of extension, the Bank must agree to continue as the Bank under the terms and conditions of the contract for such period of time as is reasonably necessary to re-solicit and select a new depository. All fees shall be fixed for the initial two-year term. If the contract is renewed for the additional two-year term, fees may be renegotiated upon terms acceptable to the County and the Bank. All new fees would be fixed for the term of the extension.

By mutual agreement, the parties may add, modify or change services used. The County reserves the right to terminate its Depository Contract for non-performance of any of the contract requirements, thirty (30) days after providing specific written notification of the deficiency. In the event of termination, the Depository Bank must agree to hold over under the terms and conditions of the Contract for such period of time as is reasonably necessary to re-solicit and select a new depository.

Proposal Acceptability

Qualified Financial Institutions – Proposals will be accepted from a Federal or State of Texas chartered depository institution headquartered in, or having branch facilities located within Williamson County.

Proposal Responsiveness and Completeness – Proposals will be considered responsive if all required documentation and related questions described in the DEPOSITORY PROPOSAL RESPONSE SHEET are completed. Proposals considered to be non-responsive will be rejected from further consideration. The officer authorized by the Bank must sign in ink all proposal documents submitted to the County.

Proposal Responses - All responses must be presented in the same standardized format that has been provided. Other supporting material may be included. The County's decision will primarily be based upon a comparison of the standardized proposal sheets received. The County reserves the right to reject any or all proposals, and to informally negotiate certain points of the final contract with a qualified submitted proposal.

Proposal Schedule

April 17, 2001

May 15, 2001, 10:00 a.m.

May 22, 2001

June 1, 2001

Notice to Advertise for Proposals

Proposals Received by Purchasing Office

Depository Recommended to Commissioners Court for Approval

Contract Period Begins

Selection Criteria - The following criteria will be used to evaluate proposal responses and to make a recommendation for award to the Commissioners Court:

- Financial condition of the Bank
- The completeness of the responses to required items on the proposal forms.
- The aggregate total cost of Bank services.
- The proposed rate to be paid on overnight cash balances.
- The experience and continuity of the Bank officials.
- Convenience of location.

Accounts - All account activity averages listed below are estimated for a twelve (12) month period of time.

- The County operates an average of 35 accounts per fiscal year under the County tax identification number.
- DDA Credits average 800 to 1000 per month.
- DDA Debits average 5500 to 6000 per month.
- Deposit Items average 19,000 to 30,000 per month (with a high quantity of 30,000).
- Serial Sort items average 3800 to 4100 per month.
- Stop Payment requests average 3 per month.
- Charge-back Items average 25 per month.
- Other accounts may be set up as needed during the life of the contract.
- The average combined balance for all accounts has been approximately \$10 million over the past six-month period.
- The County will not be required to maintain minimum balances in any of the above accounts.
- County and District Clerks Trust Funds shall be set individually at the direction of the County Clerk and District Clerk. Trust funds under \$100,000.00 set at the direction of the Courts may not be applicable to the County Depository Contract. Trust Funds over \$100,000.00 set at the direction of the Courts shall be relevant to the Depository Bank's interest rates and shall be collateralized at the same rate as all other accounts.

Investments Outside The Depository Bank - The County reserves the right to make external investments according to the laws of the State of Texas and the Investment Policy of Williamson County.

Interest Rates - Variable interest rate bids and fixed interest rate bids for accounts and the Bank shall quote certificates of deposit. The County reserves the right to select the rate(s) most favorable to the County any time during the term of the contract, subject to banking laws.

Funds On Deposit - County funds on deposit in checking accounts shall earn a predetermined rate of interest during the life of the contract.

Good Faith Guarantee - Bank must submit with the Proposal Worksheet a certified cashiers check for \$308,000.00 (one-half of one (1) percent of the County's un-audited revenue for 2000 and one-half of one (1) percent of the County and District Clerks' Trust Accounts) payable to Williamson County as a guarantee of good faith. The County will hold the check until the Depository Bank is selected and the designated Depository has pledged the securities.

Collateral Requirement - All County funds must be collateralized by the Bank in accordance with State Law (Chapter 2257-Collateral For Public Funds). The Bank selected as the County depository will be required to deposit and pledge, approved securities having a par value equal to 105% of the value of all County funds on deposit. *This requirement is independent of FDIC insurance on deposits.* Securities pledged to the County must be held at a third party banking institution approved by the County or in a Treasury Direct account in the name of the County with the Federal Reserve Bank. The Bank may substitute approved securities so long as the total amount of securities pledged is adequate. "Approved securities" shall be restricted to those allowed under the Texas Public Funds Investment Act (Chapter 2256) and specifically approved in the County Investment Policy.

The Bank shall provide monthly reports valuing the approved securities showing the current market value plus accrued interest through the date of valuation. Whenever it is determined by County officers that collected funds on deposit are not fully covered by the approved securities, the Bank shall immediately deposit and pledge additional approved securities in an amount sufficient to restore collateral to the required level.

Payment For Services – All account charges must be itemized on a monthly basis and remitted to the County Treasurer. The County's depository relationship will exist on a fee basis as opposed to one requiring that compensatory balances be held in the Bank in order to pay for services. Account interest will be calculated on available balances using the Bank's state earnings allowance rate as stated in the Proposal.

Only fee categories listed on the Proposal Worksheet will be acceptable in the monthly account analysis, except service modifications agreed to by both parties. The County will accept the monthly account analysis as its invoice so long as fee breakdowns are clearly indicated. The County may request additional breakdowns of charges from time to time. The parties will agree that overcharges and undercharges discovered in subsequent months will be corrected in the next analysis.

Statement Requirements – The cut-off date for statement purposes for all County accounts will be the last day of each month. Statements must be available with five (5) working days following the cut-off date. Statement items must be in numerical order per check number or deposit date.

DEPOSITORY CONTRACT FOR WILLIAMSON COUNTY

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, and Specifications for the amount(s) shown on the accompanying Proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.

NAME OF PROPOSER: UNION STATE BANKMailing Address: P.O. Box 600City: Florence State: TX Zip: 76527Email Address: dbaker@usbanktexas.netTelephone: (254) 793-2601 Fax: (254) 793-2216
Signature of Person Authorized to Sign ProposalDate of Proposal: 5/15/01Name and Title of Signer: Doug Baker , Sr. Vice President/Cashier
(Please Print or Type)

DO NOT SIGN OR SUBMIT THIS FORM
WITHOUT READING ENTIRE DOCUMENT

THIS FORM MUST BE COMPLETED, SIGNED AND RETURNED WITH BID

WILLIAMSON COUNTY
REQUEST FOR DEPOSITORY PROPOSALS

DEPOSITORY CONTRACT PROPOSAL RESPONSE SHEET

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

Bank Name: Union State Bank

Official Submitting Proposal: Doug Baker

Title of Official: Sr. Vice President / Cashier

Telephone Number: (254) 793-2601

Fixed rate to paid on all County deposits by the Bank during the contract period: N/A

Variable rate (optional) to paid on all County deposits during contract period: SEE ATTACHED ITEM A

Guaranteed minimum interest rates for collateralized certificates of deposit: SEE ATTACHED ITEM B

30 days	<u> </u>
60 days	<u> </u>
90 days	<u> </u>
180 days	<u> </u>
365 days	<u> </u>

Please provide cost information on the following for services during the contract period:

<u>Service Description</u>	<u>Unit Price</u>	<u>Total Charges</u>
Negative Ledger Balance	<u>SEE ATTACHED ITEM C</u>	<u> </u>
(General Account Services)		
Account Maintenance	<u>\$ 7.00</u>	<u>\$ 245.00</u>
Debit Items	<u>.15¢</u>	<u>825.00</u>
Credit Items	<u>.15¢</u>	<u>120.00</u>
DDA Statement-Duplicate	<u>2.00</u>	<u> </u>
(Depository Services)		
Rolled Coin Ordered	<u>No Charge</u>	<u> </u>
Currency Per Strap Ordered	<u>No Charge</u>	<u> </u>
Deposited Items-On US	<u>.07¢</u>	<u>1,330.00</u>
Deposited Items-Local	<u>.07</u>	<u> </u>
Deposited Items-Country	<u>.07</u>	<u> </u>
Deposited Items-Transit	<u>.07</u>	<u> </u>
Deposited Items-RCPC	<u>.07</u>	<u> </u>
Return Items	<u>3.00</u>	<u>75.00</u>
Return Items-Redeposited	<u>No Charge</u>	<u> </u>

DEPOSITORY CONTRACT PROPOSAL

PAGE 4 of 6

UNION STATE BANK

Zipper Bags	<u>No Charge</u>	<u> </u>
Coin and Currency Wrappers	<u>No Charge</u>	<u> </u>
Deposit Slips	<u>Bank's Cost</u>	<u> </u>
Safe Deposit Box	<u>No Charge</u>	<u> </u>
(Paper Disbursement Services)		
Stop Payments	<u>\$ 15.00</u>	<u>\$ 45.00</u>
Cashiers Checks	<u>No Charge</u>	<u> </u>
(Wire and Other Funds Transfer Service)		
Wire Transfer Outgoing	<u>\$ 10.00</u>	<u> </u>
Wire Transfer Incoming	<u>No Charge</u>	<u> </u>

Related Questions:

(Please answer each question in concise format. Attach a separate sheet if necessary.)

- 1.) Please identify key measures of your institutions financial strength, e.g. capital ratios, market capitalization, total assets and net income. *Attach annual audited financial reports for the most recent two years.*

Current capital ratio	7.22%
Total Assets	\$200,000,000.00
Net Income	\$ 3,677,000.00
Return on equity	29.87%
Return on assets	1.99%

- 2.) Please describe your institution's computer-based account access system, if available, and indicate what information can be reported through the system and indicate total cost, if any, to the County.

Currently not available. Union State Bank is implementing a system for Electronic Banking with an objective availability of January 2002.

- 3.) What is the deposit cut-off time to ensure same day ledger credit?

3:00 P.M.

- 4.) The County will be enacting a payroll direct deposit format. Please describe your system and indicate the cost, if any, to the County.

Union State Bank can accept any direct deposit format as long as it complies with ACH (Automated Clearing House) regulations as established by the Federal Reserve Bank.

Cost = \$25.00 per payroll plus .10¢ per item

- 5.) The County requires all deposits be fully collateralized with government securities. In light of this requirement, will there be a fee or other assessment for FDIC insurance? If yes, how does the Bank calculate the charges?

There will be no fee assessed

- 6.) Is there a charge for account overdrafts? See attached Item C

- 7.) Describe any additional services that can be offered to the County. (Include any additional services you desire to offer, along with the costs involved and how long the fees are guaranteed. All such proposals may be accepted individually or collectively or rejected at the County's discretion. Each additional service will be evaluated on the basis of its net benefit to the County. Product specifications, descriptions, and prices may be attached to the proposal.)

- 8.) List three references from current customers who use services similar to those requested by the County.
- | | | |
|--------------------|--------------|---------------------------------|
| Chisholm Trail SUD | 254/793-3103 | Patty Rodgers, Business Mana |
| Hutto ISD | 512/759-3771 | Dr. Ernie Laurence, Superintend |
| Florence ISD | 254/793-2850 | John Vandever, Business Mana |

- 9.) The County anticipates that the average daily balance of all accounts may be \$12,000,000.00. The County Tax Assessor/Collector will be collecting for outside entities that may require collateralization up to \$18,000,000.00 for a specified period of time. In light of these statements, is your institution capable of providing the required collateralization?

Yes

- 10.) Please state whether your institution can comply with all aspects of the County's banking service requirements. If not, list all exceptions on a separate page.

Yes

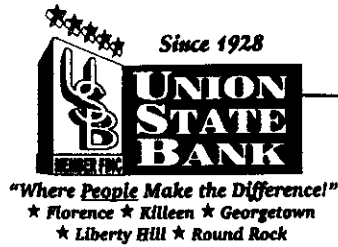
Submitted By: UNION STATE BANK

Bank Name

By: 

Doug Baker

Title: Sr. Vice President / Cashier



Main Branch
P. O. Box 600
Florence, Texas 76527
(254) 793-2601
fax: (254) 793-2216

**ATTACHMENT TO BID FOR ACTING DEPOSITORY FOR ALL FUNDS OF
WILLIAMSON COUNTY
FOR THE TERM OF TWO YEARS BEGINNING JUNE 1, 2001 – MAY 31, 2003**
Page 1

- A. On all district checking accounts Union State Bank will pay the 90 Day T-Bill Ask Rate + 15 Basis Points as quoted in the Wall Street Journal. The rates will be adjusted on the first business day of each calendar month.
- B. Union State Bank will bid on each individual interest-bearing time deposit at the time of presentment.
- C. There will be no charge for overdrafts provided they are covered by the close of business on the day of presentment. If the overdrafts are not covered, an interest rate will be charged at the current 90 day T-bill rate at the time of the overdraft based on the overdraft amount. No fees will be assessed for occasional daylight overdrafts.

.....

Lobby Hours are Monday – Thursday 9:00 – 3:00; Friday 9:00 – 6:00
Drive-thru Hours are Monday – Friday 8:00 – 6:00; Sat 8:00 – 12:00

Account information is available 24 hours a day through the audio response system by calling (254) 793-8181; including balance, checks paid, ACH pending and transfers between accounts.

UNION STATE BANK

WILLIAMSON COUNTY PROPOSAL FORM

DEPOSITORY CONTRACT FOR WILLIAMSON COUNTY

PROPOSAL NUMBER: 01WC704**PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM**

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, and Specifications for the amount(s) shown on the accompanying Proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.


NAME OF PROPOSER: First State Bank Central Texas

Mailing Address: P.O. Box 6136

City: Temple State: Tx Zip: 76503

Email Address: randyd@fsbcentex.com

Telephone: (254) 771-5862 Fax: (254) 771-0654


Signature of Person Authorized to Sign Proposal

Date of Proposal: May 10, 2001

Name and Title of Signer: RANDY DOZEMAN, SENIOR VICE PRESIDENT / CFO
(Please Print or Type)

DO NOT SIGN OR SUBMIT THIS FORM
WITHOUT READING ENTIRE DOCUMENT

THIS FORM MUST BE COMPLETED, SIGNED AND RETURNED WITH BID

**WILLIAMSON COUNTY
REQUEST FOR DEPOSITORY PROPOSALS**

DEPOSITORY CONTRACT PROPOSAL RESPONSE SHEET

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

Bank Name: First State Bank Central Texas

Official Submitting Proposal: Randy Dozeman

Title of Official: Senior Vice President / CFO

Telephone Number: 254 / 771-5862

Fixed rate to paid on all County deposits by the Bank during the contract period: 3.00% (transaction and savings accounts)

Variable rate (optional) to paid on all County deposits during contract period: n/a

Guaranteed minimum interest rates for collateralized certificates of deposit:

The bank will pay a rate of interest on time deposits equal to the "asked yield" of the maturity nearest the maturity of the time deposit of the U.S. T-Bill as published in the most recent Wall Street Journal less 0.10%. The rate which would have been paid for time deposits opened on May 9 are presented for reference.

60 days	<u>3.53%</u>
90 days	<u>3.60%</u>
180 days	<u>3.59%</u>
365 days	<u>3.56%</u>

Please provide cost information on the following for services during the contract period:
There will be no earnings credit for balances held to offset the following fees.

<u>Service Description</u>	<u>Unit Price</u>	<u>Total Charges</u>
Negative Ledger Balance	<u>Wall Street Journal Base Lending</u>	
(General Account Services)		
Account Maintenance	<u>10.00 per month per account</u>	
Debit Items	<u>0.15 per item</u>	
Credit Items	<u>0.20 per item</u>	
DDA Statement-Duplicate	<u>10.00 per account</u>	
(Depository Services)		
Rolled Coin Ordered	<u>0.05 per roll</u>	
Currency Per Strap Ordered	<u>0.20 per strap</u>	
Deposited Items-On US	<u>0.05 per item</u>	
Deposited Items-Local	<u>same</u>	
Deposited Items-Country	<u>same</u>	
Deposited Items-Transit	<u>same</u>	
Deposited Items-RCPC	<u>same</u>	
Return Items	<u>3.00 per item</u>	
Return Items-Redeposited	<u>no additional fee</u>	

DEPOSITORY CONTRACT PROPOSAL

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Zipper Bags	5.00 each after first 20
Coin and Currency Wrappers	no fee
Deposit Slips	no fee
Safe Deposit Box	5 5X10 boxes at no fee
(Paper Disbursement Services)	
Stop Payments	20.50 per item
Cashiers Checks	3.00
(Wire and Other Funds Transfer Service)	
Wire Transfer Outgoing	12.50 per wire
Wire Transfer Incoming	12.50 per wire

Related Questions:

(Please answer each question in concise format. Attach a separate sheet if necessary.)

- 1.) Please identify key measures of your institutions financial strength, e.g. capital ratios, market capitalization, total assets and net income. *Attach annual audited financial reports for the most recent two years.* informatio as of April 30, 2001 unless noted

Total Assets	\$ 321,339,000
Shareholders Equity	32,203,000
Net Income (YTD)	1,627,113
Tier 1 Capital Ratio	9.80% (03/31/01)
Total Risk Base Capital Ratio	13.80% (03/31/01)

- 2.) Please describe your institution's computer-based account access system, if available, and indicate what information can be reported through the system and indicate total cost, if any, to the County. The bank has an internet based account inquiry system that is available at no cost to customers. The system provides the following functions: balance inquiry, transaction inquiry, and transfers between accounts.

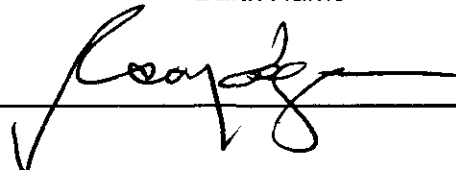
- 3.) What is the deposit cut-off time to ensure same day ledger credit?

3:00 PM Monday through Friday

- 4.) The County will be enacting a payroll direct deposit format. Please describe your system and indicate the cost, if any, to the County. The bank can accept and process ACH files in NACHA format via telephonic transfer. The bank can provide software to create these files if the County is not currently able to generate files. The fee schedule for ACH origination is:
- | | |
|------------------------------|--------|
| monthly maintenance | no fee |
| per file processed | 10.00 |
| per transaction within files | |
| total items less than 5,000 | 0.11 |
| 5,000 - 14,999 | 0.09 |
| over 14,999 | 0.07 |

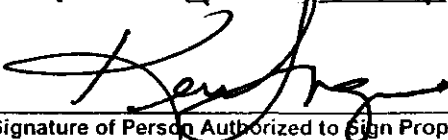
- 5.) The County requires all deposits be fully collateralized with government securities. In light of this requirement, will there be a fee or other assessment for FDIC insurance? If yes, how does the Bank calculate the charges? no
- 6.) Is there a charge for account overdrafts? yes, \$22.50 per item presented against insufficient funds and interest will be charged on overdrawn balances at a rate equal to the Wall Street Journal base lending rate.
- 7.) Describe any additional services that can be offered to the County. (Include any additional services you desire to offer, along with the costs involved and how long the fees are guaranteed. All such proposals may be accepted individually or collectively or rejected at the County's discretion. Each additional service will be evaluated on the basis of its net benefit to the County. Product specifications, descriptions, and prices may be attached to the proposal.) none
- 8.) List three references from current customers who use services similar to those requested by the County.
- | | | |
|----------------|-------------------|--------------|
| City of Belton | Christy Daniell | 254/933-5808 |
| Falls County | Sue Ryan | 254/883-1426 |
| Salado ISD | Robin Battershell | 254/947-5479 |
- 9.) The County anticipates that the average daily balance of all accounts may be \$12,000,000.00. The County Tax Assessor/Collector will be collecting for outside entities that may require collateralization up to \$18,000,000.00 for a specified period of time. In light of these statements, is your institution capable of providing the required collateralization? yes
- 10.) Please state whether your institution can comply with all aspects of the County's banking service requirements. If not, list all exceptions on a separate page.
There are no known aspects of the County's banking service requirements that First State Bank is unable to provide.

Submitted By: FIRST STATE BANK CENTRAL TEXAS
Bank Name

By: 
Title: SENIOR VICE PRESIDENT / CFO

WILLIAMSON COUNTY PROPOSAL FORM**DEPOSITORY CONTRACT FOR WILLIAMSON COUNTY****PROPOSAL NUMBER: 01WC704****PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM**

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, and Specifications for the amount(s) shown on the accompanying Proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.

NAME OF PROPOSER: FIRST STATE BANK OF TEXAS**Mailing Address:** P O BOX 100**City:** DENTON **State:** TEXAS **Zip:** 76202**Email Address:** INGRAMKL@GTE.NET**Telephone:** 888-303-7268 EXT. 7365 **Fax:** 940-381-2879
Signature of Person Authorized to Sign Proposal **Date of Proposal:** 05/11/2001**Name and Title of Signer:** KEN INGRAM SR. VICE PRESIDENT
(Please Print or Type)

DO NOT SIGN OR SUBMIT THIS FORM
WITHOUT READING ENTIRE DOCUMENT

THIS FORM MUST BE COMPLETED, SIGNED AND RETURNED WITH BID

WILLIAMSON COUNTY
REQUEST FOR DEPOSITORY PROPOSALS

DEPOSITORY CONTRACT PROPOSAL RESPONSE SHEET

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

Bank Name: FIRST STATE BANK OF TEXAS

Official Submitting Proposal: KEN INGRAM

Title of Official: SR. VICE PRESIDENT

Telephone Number: 1-888-303-7268 EXT. 7365

Fixed rate to paid on all County deposits by the Bank during the contract period: SEE REPURCHASE AGREEMENT

Variable rate (optional) to paid on all County deposits during contract period: NOT OFFERED

Guaranteed minimum interest rates for collateralized certificates of deposit:

30 days	<u>*</u>
60 days	<u>*</u>
90 days	<u>*</u>
180 days	<u>*</u>
365 days	<u>*</u>

*EQUAL TO US TREASURY BILL/NOTE AS QUOTED
IN MOST CURRENT WALL ST. JOURNAL AND
MATCHING NEAREST MATURITY DATE.
THIS IS FOR ALL CERTIFICATES OF DEPOSIT.

Please provide cost information on the following for services during the contract period:

<u>Service Description</u>	<u>Unit Price</u>	<u>Total Charges</u>
Negative Ledger Balance	BANK'S BORROWED FUNDS RATE	
(General Account Services)		
Account Maintenance	\$10.00 PER ACCT	
Debit Items	.06 PER	
Credit Items	.10 PER	
DDA Statement-Duplicate	0	
(Depository Services)		
Rolled Coin Ordered	.07 PER	
Currency Per Strap Ordered	.30 PER	
Deposited Items-On US	.04 PER ITEM	
Deposited Items-Local	.04 PER ITEM	
Deposited Items-Country	.04 PER ITEM	
Deposited Items-Transit	.04 PER ITEM	
Deposited Items-RCPC	.04 PER ITEM	
Return Items	3.00 PER	
Return Items-Redeposited	3.00 PER	

DEPOSITORY CONTRACT PROPOSAL

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Zipper Bags	0	
Coin and Currency Wrappers	0	
Deposit Slips	VENDOR'S COST	
Safe Deposit Box	0 SUBJ TO AVAILABILITY	
(Paper Disbursement Services)		
Stop Payments BY COMPUTER	10.00 PER	
Cashiers Checks	0	
(Wire and Other Funds Transfer Service)		
Wire Transfer Outgoing	5.00 PER	
Wire Transfer Incoming	5.00 PER	

Related Questions:

(Please answer each question in concise format. Attach a separate sheet if necessary.)

- 1.) Please identify key measures of your institutions financial strength, e.g. capital ratios, market capitalization, total assets and net income. *Attach annual audited financial reports for the most recent two years.*

SEE RATIO ADDITION PAGE

- 2.) Please describe your institution's computer-based account access system, if available, and indicate what information can be reported through the system and indicate total cost, if any, to the County. **SEE INTERNET INFORMATION ENCLOSED**

- 3.) What is the deposit cut-off time to ensure same day ledger credit?

3:00 PM

- 4.) The County will be enacting a payroll direct deposit format. Please describe your system and indicate the cost, if any, to the County.

VIA INTERNET, COUNTY MAY SEND A BALANCED NACHA FORMAT FILE BY FIRST STATE BANK OF TEXAS'S WEBSITE. .05 PER ITEM. NORMAL FEDERAL RESERVE BANK GUIDELINES ARE IN EFFECT.

RATIO ADDITION

Ratio	Measures
Cash, Due from Bank, Investment Securities, and funds sold	
<hr/> Deposits	Liquidity <u>46</u> %
Shareholders Equity, Long Term Debt, Loan Loss Reserve	
<hr/> Deposits	Financial Strength <u>11.7</u> %
Shareholders Equity, Long Term Debt, Loan Loss Reserve	
<hr/> Loans	Financial Strength <u>16</u> %
Shareholders Equity, Long Term Debt, Loan Loss Reserve	
<hr/> Assets	Leverage <u>9.1</u> %
Loans	
<hr/> Deposits	Liquidity <u>73</u> %
Non Performing Loans	
<hr/> Assets	Loan Management <u>0.2</u> %
Net Income (Annualized)	
<hr/> Stockholders Equity	Management Skills <u>15.48</u> %

- 5.) The County requires all deposits be fully collateralized with government securities. In light of this requirement, will there be a fee or other assessment for FDIC insurance? If yes, how does the Bank calculate the charges? **NO**
- 6.) Is there a charge for account overdrafts? **YES SEE DEPOSITORY PROPOSAL ADDITION ITEMS #5 AND #6**
- 7.) Describe any additional services that can be offered to the County. (Include any additional services you desire to offer, along with the costs involved and how long the fees are guaranteed. All such proposals may be accepted individually or collectively or rejected at the County's discretion. Each additional service will be evaluated on the basis of its net benefit to the County. Product specifications, descriptions, and prices may be attached to the proposal.)
SEE DEPOSITORY PROPOSAL ADDITION
- 8.) List three references from current customers who use services similar to those requested by the County.
DENTON COUNTY-CINDY BROWN, TREASURER 1-940-565-8573
DENTON ISD-SHEREE FIELDS 1-940-387-6151 EXT 233
KAUFMAN ISD-DOROTHY EASTEP 1-972-932-2622
- 9.) The County anticipates that the average daily balance of all accounts may be \$12,000,000.00. The County Tax Assessor/Collector will be collecting for outside entities that may require collateralization up to \$18,000,000.00 for a specified period of time. In light of these statements, is your institution capable of providing the required collateralization?
YES, BANK AND COUNTY WILL ESTABLISH TARGET LEVEL FOR COLLATERAL. COUNTY SHOULD NOTIFY BANK IF IT EXPECTS TO EXCEED.
- 10.) Please state whether your institution can comply with all aspects of the County's banking service requirements. If not, list all exceptions on a separate page. **YES TO ALL.**

Submitted By: FIRST STATE BANK OF TEXAS

Bank Name

By: KEN INGRAM

Title: SR. VICE PRESIDENT

05/29/2001

Williamson County, Texas
Depository Proposal
Addition
May 15, 2001

From
First State Bank of Texas

Submitted by
Ken Ingram
Senior Vice President
1-888-303-7268
(940) 381-7365

05/29/2001

The following items are submitted as a bid for depository services to **WILLIAMSON COUNTY, TEXAS by FIRST STATE BANK OF TEXAS on MAY 15, 2001.** The contract will be for a period stated in the RFP of TWO YEARS with option to renew for ONE (1) TWO year term. **ALL COSTS MAY BE INCLUDED IN ANALYSIS CHARGES AND PAID WITH COMPENSATING BALANCES. As an alternative, you may invest your total collected balances in an overnight repurchase agreement and pay monthly for any expense incurred.**

Item 1. **Availability of balances.** First State Bank will use the Dallas Federal Reserve's standard availability schedule, but local funds will receive same day credit for items deposited by 3:00 p.m.

Item 2. **Availability of Bank Statements.** First State Bank will provide bank statements within seven business days from the end of the month. If you elect to use the bank's cash management system, the statements can be provided on the first business day after the end of the month. **FIRST STATE BANK WILL RETURN ALL CHECKS AND ARRANGE IN NUMERICAL ORDER.**

Item 3. **Availability of all account balances** (both current and available) by 9:00 a.m. and a listing of checks in the amount of \$100,000 or above that cleared the previous day. First State Bank agrees to provide the requested information. The bank's cash management system will provide the requested information.

Item 4. **Availability of ACH information.** First State Bank agrees to provide ACH information that is NACHA industry standard. This information is provided by the bank's cash management system or will be noted on the bank statement.

Item 5. **Overdraft provisions.** First State Bank discourages overdrafts. The bank will not consider you in an overdraft position unless all accounts collectively are a negative balance. In the event of an overdraft, the bank will charge the bank's borrowed funds rate until the overdraft is resolved. If you have need of a loan, you are subject to the bank's legal lending limit and credit approval of the senior loan committee.

Item 6. **Procedures and time required to process NSF checks.** You should have on deposit sufficient funds to cover all checks written. First State Bank recommends the use of an interest bearing repurchase agreement (sweep account). If the NSF is the result of a returned check, the bank will automatically attempt to process the check two times. Upon the return of the NSF item after the second attempt, you will be notified within twenty-four hours that the item has been returned. Arrangements will be made for you to receive the item for collection and the amount will be deducted from the account of original deposit. See Item 15 for costs.

05/29/2001

Item 7. Provision for Stop Payment Requests. As a result of banking regulations, First State Bank requires written requests for stop payment orders. The requests may be faxed or hand delivered to the bank and signed by an authorized employee. First State recommends all stop payment requests be sent via the INTERNET cash management system. The system will alert 100% of the First State Bank tellers immediately of the stop payment request. The request will become effective immediately. The bank will provide a written stop payment request and it will be mailed to you for an authorized signature. A discounted fee for all stop payments originated by the cash management system is provided by the bank. See Item 15 for costs.

Item 8. Provisions for incoming and outgoing wires, ACH, and EFT services. First State Bank provides several methods for electronic funds transfers. Wire orders may be written, faxed or orally received by the bank. For security purposes, personal identification numbers are assigned to authorized individuals and the bank does a call-back to you to verify wire order. Outgoing wires are subject to a 4:00 p.m. cutoff. Bank requests notification by 2:30 p.m. for any outgoing wire. The INTERNET cash management system will allow you to initiate wire transfer requests. A discounted fee for wire orders originated by the cash management system is provided by the bank. ACH debits and credits may be originated using the cash management systems. ACH has federal banking requirements that must be followed. The bank will assist you with all ACH questions. An ACH agreement is enclosed for your review. See Item 15 for costs.

Item 9. Safekeeping Services. First State Bank will provide safekeeping services through its Trust Department. For security settlements, You will provide all security purchase and sell information to the Trust Department. The Trust Department will furnish delivery instructions for all security dealers. First State Bank will offer a secured certificate of deposit as an alternative to purchasing investment securities. The bank agrees to match the yield for all US Treasury bills or notes for any maturity (\$100,000 minimum). See Item 15 for individual costs.

Item 10. Coin Wrappers. The bank agrees to provide coin wrappers at no cost.

Item 11. Deposit Slips and Checks. First State Bank will provide printed deposit slips and checks at vendor's cost. Checks are subject to vendor's cost due to various styles and formats.

Item 12. Provision for availability of change orders. First State Bank will provide coin and currency. Orders may be hand delivered or faxed to the bank. Only pre-arranged authorized individuals may pickup money orders. The cash management system provides for an electronic order of money. The bank recommends this method of ordering coins and currency. See Item 15 for cost.

Item 13. Reconciliation Services. First State Bank will assist you with any type of reconciliation services including full and partial recon and positive pay reporting. You may provide the bank with a predetermined formatted file of issued checks. The bank can provide a predetermined formatted file or listing of all issued check, paid checks and outstanding checks. Another method is the INTERNET cash management system has the ability to export information into most check writing systems and assist with the reconciliation of each account. The cash management system will provide a statement for each banking account. You may print these statements at any time during the month to assist with the reconciliation of accounts. If a manual reconciliation is required, the bank will sort checks in numerical sequence and return the original checks with the normal bank statements. **Please note** that some banks may truncate the checks and not return actual checks.

Item 14. Availability of on-line credit card processing with an EPOS Corporation provider. First State Bank will provide on-line credit card processing for collection of taxes, deposits, utility bills and fines. The cost varies dependent to the services requested. The bank is currently providing this service to cities, counties, colleges, universities and municipal courts.

Item 15 Fee Schedule

<u>Account Maintenance</u>		
Account Maintenance per account		\$10.00
Balance inquiries by Phone		\$ 2.00
Balance Reporting by Cash Management system (computer)		\$ 0
<u>Deposits</u>		
Each Deposit		\$ 0.10
Items Deposited		\$ 0.04
<u>Checks Paid</u>		
Each Check		\$ 0.06
<u>Insufficient Funds</u>		
Each Check		\$25.00
<u>Return Items</u>		
Each Return Item		\$ 3.00
Each Return item recleared		\$ 3.00
<u>Reconciliation</u>		
Per magnetic tape		\$25.00
Serial sort of checks (per check) (minimum \$50.00 per account)		\$.03
Full Recon service	Per account	\$30.00
	Per data transmission	\$10.00
	Per item	\$.06
	Per account	\$30.00
Partial Recon	Per data transmission	\$10.00
	Per item	\$.05
Positive Pay	Per account	\$30.00
	Per data transmission	\$10.00
	Per item	\$.06

Cash Management Services – Internet Banking (Maximum Module Fee of \$60.00)

Balance Reporting Monthly Module Base	\$30.00
Balance Reporting per each account over 4	\$10.00
Stop Payments per item	\$10.00
Wire Transfer – Monthly Module Base	\$30.00
Wire Transfer per transaction	\$10.00
Wire Transfer- Repetitive	\$ 5.00
ACH Monthly Module Base	\$30.00
ACH per item	\$.10

Controlled Disbursement

Monthly base fee	\$150.00
Per item	\$.12

Check Imaging onto CD ROM

Federal Reserve Software (one time charge)	\$250.00
	Per CD ROM \$ 25.00
25,000 items per CD ROM	Per item \$.03

Wire Services

Incoming wires	\$ 5.00
Outgoing wires by Phone	\$ 15.00
Repetitive outgoing wires by Phone	\$ 5.00
Outgoing wires by Computer	\$ 10.00
Repetitive outgoing wires by Computer	\$ 5.00

Stop Payment Requests

Written Requests	\$15.00
Request by Computer	\$10.00

Safe Deposit Box

Any Size (<i>Subject to Availability</i>)	\$ 0
---	------

Deposit Slip and Checks

All Checks	Vendor's Cost
Deposit Slips	Vendor's Cost

Security Safekeeping -

Purchases/Sales	\$50.00
Principal Paydown	\$ 5.00
Statements (in excess of one per month)	\$10.00
Monthly Acct. Maintenance (per issue, per month)	\$ 3.50
(Includes safekeeping, receiving principal and interest, pricing of securities)	
Miscellaneous Fees	
Trade Late Fees	\$50.00
(instructions received for same day settlement)	
Transfer of funds to checking – per transaction	\$10.00

ACH Items

Each Tape Transmission	\$25.00
Each item -- Debit or Credit	\$ 0.05

Cash Management

PC Based Cash Management System -- per month	\$50.00
--	---------

Wholesale Lock Box -- Basic Service**Specialized Service to meet your needs**

[Retail Lockboxes (Micr Encoded items) are subject to special needs of entity]

Monthly Maintenance per box	
\$110.00	
Deposit Preparation	\$ 0.70
Item Processing	\$ 0.39
Lock Box return item	\$ 5.50
Photocopy	\$ 0.15
Package Preparation	\$ 4.00
US Mail	Cost
Airborne Mail	Cost
Daily Data Transmission to you- Monthly Fee	\$200.00
Per Micr Line	\$ 0.108
Per Keystroke	\$ 0.02
Programming Cost (\$72.00 per hour)	Cost

Retail Lockbox is subject to minimum transactions and monthly costs.

Item 16 Provisions for ATM

First State Bank provides ATM service at locations across Texas and is interested in your needs. See enclosed list of sites. If an ATM is requested, First State Bank and you will analyze the expected costs of installation and expected volume of transactions to determine the need.

Item 17 Pledging of Collateral. First State Bank has an extensive background working with the State of Texas, Universities, Cities, Counties, and Independent School Districts. The bank will secure 100% of your deposits with securities that meet the State of Texas guidelines of the Public Funds Investment Act. A maximum dollar limit will be established. If you have knowledge that you will exceed the limit, the bank requests that you notify it for additional securities. The bank will assign a person to work directly with you to insure that your deposits are adequately secured.

Optional Services

Zero Balance Accounts (ZBA) are available to you. They must be used in conjunction with a sweep arrangement. No special fees are charged for this service.

Interest Bearing Accounts are available to you. Standard bank interest rates are applied to these accounts. No special fees are charged for this service.

Certificates of Deposit The bank will offer to pay to you the US Treasury bill yield as quoted in the most current Wall Street Journal for a certificate of deposit of seven days (7) days or longer with a minimum of \$100,000. The bank requests the right of first refusal on all investments.

"On-line Services" First State Bank offers two cash management systems. The first is a dial-up version that is a fully integrated, electronic PC-based corporate cash management system. Cash Management provides daily balance reporting, account reconciliation, stop payment orders, internal bank transfers, wire transfer initiation, tax payment initiation, ACH origination, and overnight investments. The internet version offers the same services. The only difference is the **Internet provides "real time" balances and the dial-up version is previous day information**. With the First State Cash Management System, we can offer convenient and secure access to your bank information and the ability to manage your financial affairs more efficiently.

Lock Box First State Bank offers Lock Box services to its corporate customers. The service accelerates the collection of your invoice payments, increases productivity of your funds and may allow staff reductions. This service is designed for entities that receive large volumes of checks and want to benefit from the earliest possible use of the funds. The system is capable of transmitting daily the collected lock box data to you and allows you to utilize the collected funds. First State Bank's lock box arrangement is flexible and may be altered to provide the specific information needed by you. Special programming costs are your responsibility. An estimated cost will be provided before any action is taken. See item 15 for fee schedule.

Positive Pay First State Bank offers Positive Pay services. As you issue checks, you will provide the bank a predetermined formatted file listing of checks issued. The bank will provide a daily listing of the issued checks that are subject to be paid. You have option to review each issued check prior to payment. If a presented check is different from the issued check file, an exception report will notify you of the difference.

Group Banking for all employees First State Bank will offer a special group package to your employees that receive a direct deposit by ACH. The package provides an account with no monthly maintenance fee for the life of the account with automatic payroll deposits, free On-Line Banking and many other benefits. A description of the services is enclosed.

WILLIAMSON COUNTY PROPOSAL FORM

DEPOSITORY CONTRACT FOR WILLIAMSON COUNTY

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, and Specifications for the amount(s) shown on the accompanying Proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.

NAME OF PROPOSER: First Texas BankMailing Address: PO Box 649City: Georgetown State: TX Zip: 78627Email Address: firstttexas@lstttexas-gtwn.comTelephone: (512) 863-2567 Fax: (512) 863-9893


Signature of Person Authorized to Sign Proposal

Date of Proposal: May 14, 2001Name and Title of Signer: Elvin L. Gentry President
(Please Print or Type)

DO NOT SIGN OR SUBMIT THIS FORM
WITHOUT READING ENTIRE DOCUMENT

THIS FORM MUST BE COMPLETED, SIGNED AND RETURNED WITH BID

WILLIAMSON COUNTY
REQUEST FOR DEPOSITORY PROPOSALS
DEPOSITORY CONTRACT PROPOSAL RESPONSE SHEET

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

Bank Name: First Texas Bank - Georgetown

Official Submitting Proposal: Elvin L. Gentry

Title of Official: President

Telephone Number: (512) 863-2567

Fixed rate to paid on all County deposits by the Bank during the contract period: 3.0% *

Variable rate (optional) to paid on all County deposits during contract period: n/a

Guaranteed minimum interest rates for collateralized certificates of deposit:

30 days	<u>3.00%</u>
60 days	<u>3.00%</u>
90 days	<u>3.00%</u>
180 days	<u>3.00%</u>
365 days	<u>3.00%</u>

Please provide cost information on the following for services during the contract period:

<u>Service Description</u>	<u>Unit Price</u>	<u>Total Charges</u>
Negative Ledger Balance	<u> </u>	<u> </u>
(General Account Services)	See Analysis Form - Attachment 1 for Cost Breakdown.	
Account Maintenance	<u> </u>	<u> </u>
Debit Items	<u> </u>	<u> </u>
Credit Items	<u> </u>	<u> </u>
DDA Statement-Duplicate	<u> </u>	<u> </u>
(Depository Services)		
Rolled Coin Ordered	<u> </u>	<u> </u>
Currency Per Strap Ordered	<u> </u>	<u> </u>
Deposited Items-On US	<u> </u>	<u> </u>
Deposited Items-Local	<u> </u>	<u> </u>
Deposited Items-Country	<u> </u>	<u> </u>
Deposited Items-Transit	<u> </u>	<u> </u>
Deposited Items-RCPC	<u> </u>	<u> </u>
Return Items	<u> </u>	<u> </u>
Return Items-Redeposited	<u> </u>	<u> </u>

DEPOSITORY CONTRACT PROPOSAL

PAGE 4 of 6

Zipper Bags	_____	_____
Coin and Currency Wrappers	_____	_____
Deposit Slips	_____	_____
Safe Deposit Box	_____	_____
(Paper Disbursement Services)		
Stop Payments	_____	_____
Cashiers Checks	_____	_____
(Wire and Other Funds Transfer Service)		
Wire Transfer Outgoing	_____	_____
Wire Transfer Incoming	_____	_____

Related Questions:

(Please answer each question in concise format. Attach a separate sheet if necessary.)

- 1.) Please identify key measures of your institutions financial strength, e.g. capital ratios, market capitalization, total assets and net income. *Attach annual audited financial reports for the most recent two years.*

Capital Ratios as of 4/30/01
 Capital - 9.97%
 Risk Based Capital - 23.67%

See Attachment 2 for Financial Information

- 2.) Please describe your institution's computer-based account access system, if available, and indicate what information can be reported through the system and indicate total cost, if any, to the County.

See Attachment 3 for Description of Internet Based System.

- 3.) What is the deposit cut-off time to ensure same day ledger credit?

2:30 p.m.

- 4.) The County will be enacting a payroll direct deposit format. Please describe your system and indicate the cost, if any, to the County.

See Attachment 4 for Contract.

- 5.) The County requires all deposits be fully collateralized with government securities. In light of this requirement, will there be a fee or other assessment for FDIC insurance? If yes, how does the Bank calculate the charges?

See Attachment 1 for fee schedule

Securities pledged are to provide coverage of county funds in the event the bank ceases to continue operations. They do not secure performance of the contract.

- 6.) Is there a charge for account overdrafts?

Yes, Checks paid in the overdraft are subject to bank approval.
Fees are described on Attachment 1.

- 7.) Describe any additional services that can be offered to the County. (Include any additional services you desire to offer, along with the costs involved and how long the fees are guaranteed. All such proposals may be accepted individually or collectively or rejected at the County's discretion. Each additional service will be evaluated on the basis of its net benefit to the County. Product specifications, descriptions, and prices may be attached to the proposal.)

n/a

- 8.) List three references from current customers who use services similar to those requested by the County.

GISD - David McLaughlin
City of Georgetown - Mickie Rundell
Williamson County - Vivian Wood

- 9.) The County anticipates that the average daily balance of all accounts may be \$12,000,000.00. The County Tax Assessor/Collector will be collecting for outside entities that may require collateralization up to \$18,000,000.00 for a specified period of time. In light of these statements, is your institution capable of providing the required collateralization?

Yes, Notification of an increase in balance will be required.

- 10.) Please state whether your institution can comply with all aspects of the County's banking service requirements. If not, list all exceptions on a separate page.

Yes

Submitted By: First Texas Bank - Georgetown
Bank Name

By: Elvin L. Gentry

Title: President

ATTACHMENT 1
COMMERCIAL ACCOUNT ANALYSIS

ACCOUNT NAME & NUMBER:	Williamson County	MAY 2001
Average Daily Posted Balance		\$10,000,000.00
Interest Rate on Deposits		3.000% *
Total Monthly Earnings (Based on 30 Days)		\$24,657.53

EXPENSES:	VOLUME:		TOTAL COST:
Account Maintenance	35	\$7.50	\$262.50
Debits Posted	5750	\$0.05	287.50
Credits Posted	900	\$0.35	315.00
DDA Statement - Duplicate		\$2.00	
Items Deposited-FOREIGN	18375	\$0.055	1,010.63
Items Deposited-LOCAL	6125	\$0.035	214.38
NSF/OD Items		\$20.00	
Return Items-Charged back	25	\$3.50	87.50
Return Items-Redeposited		\$2.50	
Deposit Correction		\$4.00	
Change Orders-straps		\$0.15	
Change Orders-rolled coins		\$0.08	
Stop Payments	3	\$20.00	60.00
Cashier's Checks		\$5.00	
Incoming Wire		\$3.00	
Outgoing Wire		\$7.50	
ACH DR/CR Trans (each)		\$0.02	
ACH Origination (each file)		\$5.00	
COLL OVER 3MM		\$500.00	\$500.00
Securities Rec for Safekeeping		\$5.00	
ACH Rtns/Noc		\$3.50	
Statement Sort	3950	\$0.02	\$79.00
Zipper Eags		\$5.00	
Coin & Currency Wrappers		Vendor Cost	
Deposit Slips		Vendor Cost	
Safe Deposit Box		Free (Subject to Availability)	
FDIC Insurance		0.0000475	\$158.33

TOTAL EXPENSES DUE TO FIRST TEXAS BANK \$2,816.50

* 3% Fixed rate up to \$15 million. For balance above \$15 million, the rate paid will be the targeted Fed Funds rate as stated in the Wall Street Journal less 2% with a total deposit cap of \$20 million.

WILLIAMSON COUNTY PROPOSAL FORM

DEPOSITORY CONTRACT FOR WILLIAMSON COUNTY

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, and Specifications for the amount(s) shown on the accompanying Proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.

NAME OF PROPOSER: REGIONS BANKMailing Address: 101 W. OLD SETTLERS BLVD.City: ROUND ROCK State: TX. Zip: 78681Email Address: jls 4320 @ regionsbankTelephone: (512) 255-2261 Fax: (512) 255-1121Signature of Person Authorized to Sign Proposal James R. Shield Date of Proposal: 5/13/01Name and Title of Signer: JAMES L. SHIELD
(Please Print or Type)**COPY**

DO NOT SIGN OR SUBMIT THIS FORM
WITHOUT READING ENTIRE DOCUMENT

THIS FORM MUST BE COMPLETED, SIGNED AND RETURNED WITH BID

WILLIAMSON COUNTY
REQUEST FOR DEPOSITORY PROPOSALS

DEPOSITORY CONTRACT PROPOSAL RESPONSE SHEET

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

Bank Name: REGIONS BANK-CENTRAL TEXAS

Official Submitting Proposal: JAMES L. (JIM) SHIELD

Title of Official: PRESIDENT/REGION MANAGER

Telephone Number: (512) 255-2261

Fixed rate to paid on all County deposits by the Bank during the contract period: 4.00%

Variable rate (optional) to paid on all County deposits during contract period: FED.FUNDS RATE
MINUS 45 BASIS POINTS

Guaranteed minimum interest rates for collateralized certificates of deposit:

30 days	<u>90 DAY T-BILL RATE</u>
60 days	<u>90 DAY T-BILL RATE</u>
90 days	<u>90 DAY T-BILL RATE + 20 BASIS POINTS</u>
180 days	<u>90 DAY T-BILL RATE + 30 BASIS POINTS</u>
365 days	<u>90 DAY T-BILL RATE + 60 BASIS POINTS</u>

Please provide cost information on the following for services during the contract period:

<u>Service Description</u>	<u>Unit Price</u>	<u>Total Charges</u>
Negative Ledger Balance	<u>N/C -</u>	<u>-</u>
(General Account Services)		
Account Maintenance	<u>\$12.00</u>	<u>35 x \$12 = \$420.00/MO.</u>
Debit Items	<u>.15</u>	<u>6,000 x .15 = \$900.00/MO.</u>
Credit Items	<u>.25</u>	<u>1,000 x .25 = \$250.00/MO.</u>
DDA Statement-Duplicate	<u>N/C -</u>	<u>-</u>
(Depository Services)		
Rolled Coin Ordered	<u>.05/ROLL</u>	
Currency Per Strap Ordered	<u>.10/STRAP</u>	
Deposited Items-On US	<u>.065</u>	
Deposited Items-Local	<u>.08</u>	
Deposited Items-Country	<u>.08</u>	
Deposited Items-Transit	<u>.08</u>	
Deposited Items-RCPC	<u>.08</u>	
Return Items	<u>4.00</u>	<u>25 x 4.00 = \$100.00/MO.</u>
Return Items-Redeposited	<u>4.00</u>	<u>25 x 4.00 = \$100.00/MO.</u>

Zipper Bags	<u>FIRST 5 NO CHG. - \$3 PER BAG</u>	<u>THEREAFTER</u>
Coin and Currency Wrappers	<u>N/C -</u>	<u>N/C -</u>
Deposit Slips	<u>35 ACCTS. X \$60.40/YEAR</u>	<u>\$2,116.00/YEAR</u>
Safe Deposit Box	<u>1 - 10X10</u>	<u>\$50.00/YEAR</u>

(Paper Disbursement Services)
 Stop Payments
 Cashiers Checks

\$27.00
\$2.00/CHK.

3 x \$27.00 = \$81.00/Mo.

(Wire and Other Funds Transfer Service)
 Wire Transfer Outgoing
 Wire Transfer Incoming

\$15.00
\$12.00

(NOTE: DISCOUNTED
 WITH INTERACT, OUR
 PC/INTERNET/CASH MANAGEMT.
 SYSTEM)

Related Questions:

(Please answer each question in concise format. Attach a separate sheet if necessary.)

- 1.) Please identify key measures of your institutions financial strength, e.g. capital ratios, market capitalization, total assets and net income. *Attach annual audited financial reports for the most recent two years.*

PLEASE SEE ATTACHED

- 2.) Please describe your institution's computer-based account access system, if available, and indicate what information can be reported through the system and indicate total cost, if any, to the County.

SEE ATTACHED

- 3.) What is the deposit cut-off time to ensure same day ledger credit?

2:00 P.M.

- 4.) The County will be enacting a payroll direct deposit format. Please describe your system and indicate the cost, if any, to the County.

PLEASE SEE ATTACHED

- 5.) The County requires all deposits be fully collateralized with government securities. In light of this requirement, will there be a fee or other assessment for FDIC insurance? If yes, how does the Bank calculate the charges?

NO

- 6.) Is there a charge for account overdrafts?

YES, PER ITEM ONLY.

- 7.) Describe any additional services that can be offered to the County. (Include any additional services you desire to offer, along with the costs involved and how long the fees are guaranteed. All such proposals may be accepted individually or collectively or rejected at the County's discretion. Each additional service will be evaluated on the basis of its net benefit to the County. Product specifications, descriptions, and prices may be attached to the proposal.)

SEE ATTACHED

- 8.) List three references from current customers who use services similar to those requested by the County.

CITY OF JONESTOWN
HUTTO INDEPENDENT SCHOOL DISTRICT
CITY OF CEDAR PARK

- 9.) The County anticipates that the average daily balance of all accounts may be \$12,000,000.00. The County Tax Assessor/Collector will be collecting for outside entities that may require collateralization up to \$18,000,000.00 for a specified period of time. In light of these statements, is your institution capable of providing the required collateralization?

YES. NO PROBLEM WHATSOEVER.

- 10.) Please state whether your institution can comply with all aspects of the County's banking service requirements. If not, list all exceptions on a separate page.

WE CAN EASILY HANDLE YOUR NEEDS.

Submitted By: REGIONS BANK
Bank Name

By: James L. Shield

Title: PRESIDENT

Regions Bank
CENTRAL TEXAS

Williamson County Public Funds Bid
ATTACHMENT

1) Regions Bank is one of the strongest banks in the nation. We have over 729 full-service banking offices, located in eight states across the South (Alabama, Arkansas, Florida, Georgia, Louisiana, South Carolina, Tennessee, and Texas). As of 12/31/00, Regions Financial Corporation (parent of Regions Bank) had approximately \$43.7 billion in total assets, and \$32.0 billion in total deposits. Our company is known for it's financial strength and earnings. **Regions has reported increased earnings and dividends every year since the company began operations in 1971.**

Regulatory Capital Requirements

	<u>Regulatory Minimum</u>	<u>Regions at 12/31/00</u>
Tier One Capital/Assets	4.00%	9.14%
Total Capital/Assets	8.00%	11.44%
Tier One Leverage Ratio	3.00%	6.90%

For Additional Information, please refer to Regions Financial Corporation Form 10-K, which is attached.

2) Regions Bank offers a PC/Internet based cash management system called **InterAct**. This system allows the customer (from any PC [with appropriate security codes and security access] with internet access) to receive balance reporting, perform book transfers, account reconciliation, originate ACH debits/credits, initiate stop payments, initiate wire transfers, and receive other information (including EDP detail).

4) Direct Deposit for payroll purposes is available through **InterAct** as mentioned above. Pricing for these services is disclosed in the ACH pricing on the attached Treasury Services Fees. Mainframe input is also available (using tapes/discs).

7) Regions has a full range of depository and loan products which would be made available to Williamson County. Regions has a very successful Equipment Leasing Company which would be available for the county's equipment needs. Equipment can be leased (rather than purchased) at effective current costs of 6.5%-7% (subject to credit approval).

E-Scout- E-Scout is an e-commerce business to business purchasing network. This service would be provided free of charge to Williamson County, and could save the county significant dollars on office supplies, computer equipment, furniture, and many other items.

Morgan-Keegan- Regions Bank recently acquired Morgan-Keegan (one of the most respected Investment Banking/Stock Brokerage Firms in the nation). This firm could provide substantial guidance to Williamson County on bond underwriting/issuance, and investment alternatives and counseling. These services would obviously be separately bid/priced. However, the county would likely gain benefit from the partial consolidation of it's business with Regions (due to the variety and scope of the products our company can provide).

Charge/Debit Cards- Regions would also be able to provide charge cards and/or debit cards for county use as appropriate (and subject to credit approval). In addition, the county might also benefit from the acceptance of charge cards for county services, if this is not already offered. Regions can arrange for these services, if desired, at competitive discount rates (typically 1.75%-2.25%).



Regions Bank is now offering a new internet-based cash management tool for businesses: InterAct. This product does not require any bank software to be installed on your PC. As long as you have access to the internet, you can access your account information and perform various other banking activities as well. Fees vary depending on the level of service chosen.

The initial release of our new InterAct web-based service will provide the following services:

- Balance and detail transaction reporting
- Historical balance and detail retained for review for 3 months
- Transfer funds between corporate accounts
- Review assigned float
- Export paid check data files to streamline accounting
- Produce various reports of account activity
- Review transactions based on transaction type
- Retrieve EDI payment addenda information
- Issue Stop Payment requests
- Initiate Wire Transfer requests
- Originate ACH transactions for Direct Deposit and other ACH applications

Other exciting service levels will be released periodically during 2001 such as Intra-day wire transfer receipt review, wire transfer verification, image retrieval of lockbox receipts and image retrieval of positive pay exceptions.

InterAct is protected by 128 bit encryption and Secure Socket Layer connection. The web site requires two sign-on verification levels before access to any information is granted. Additional security levels and system rights are assigned at the user level by the company designated System Administrator. A few service groups such as ACH or Wire Transfer require an additional agreement. If you would like to learn more about how these service modules could benefit your company, please contact your cash management sales representative.

All charges for InterAct access are placed into your account analysis which allows any non-interest bearing balances to offset a portion, and perhaps all, of this fee. If we can answer any questions about InterAct or any of our other Cash Management services, please call your Cash Management Representative:

Bill Chase
Regions Bank
400 West Capitol
Little Rock, Arkansas 72201

Phone 501-371-7246
Fax 501-371-6579



Treasury Services

Cash Management Services for Corporations

The Treasury Services Department at Regions provides a complete line of products to support our corporate clients in a number of key ways, such as:

- Enhance cash flow
- Improve financial controls
- Automate repetitive tasks
- Improve interest earnings
- Reduce interest expense
- Provide timely information

ACH Origination. Regions bank is among the industry leaders in the origination of transactions through the Automated Clearing House. We can accommodate all of the electronic funds transfer needs of our corporate clients, such as direct deposit of payroll, pre-authorized drafts, and state and federal tax payments. For clients who settle their commercial trade accounts electronically, Regions supports the origination and receipt of transactions in both of the national standard formats, *CCD Plus* and *CTX*.

InterAct. This Internet & PC banking system provides our customers with access to a number of important banking functions –

- Balance Reporting
- ACH origination
- Stop Payment Origination
- Wire Transfer Initiation

Using InterAct's EDI module, a customer can also receive financial trade payment information as either formatted reports or EDI-compliant data files.

In InterAct's detail-reporting and reconciliation modes, it can serve as a very convenient and timely mechanism for monitoring checks-paid activity, as well as depository activity for each of a company's depositing locations.

Lockbox. Regions operates both *Wholesale* and *Retail* Lockbox systems at its primary Operations Center in Birmingham, Alabama. Birmingham is a well-regarded mail receipt point due to its efficient access to transportation systems and the performance of its regional mail-processing center. Regions' unique ZIP code for lockbox enables us to optimize funds availability by ensuring early receipt of the payments for processing.

Our lockbox systems are image-enabled, ensuring optimum quality and expedient processing for the fastest possible access to check clearing channels.

Automatic Investment. This product enables corporate customers to receive interest on balances that would otherwise lie idle in a checking account. Our system transfers collected funds to or from an investment account as needed. The transfers are made at the end of our daily posting of accounts, so they can be made with full knowledge of the debit and credit activity of the account. This maximizes the investment amount, because no allowance for outstanding checks is necessary. The investment balances are classified as deposits of our full faith and credit offshore branch, which is a safe and frequently-practiced cash management technique that eliminates the regulatory prohibition on corporate interest-bearing transaction accounts.

Controlled Disbursement. Our Controlled Disbursement system provides clients with the information they need about intra-day check settlement. Reporting is via InterAct or by fax. Receiving information about check-clearings helps our corporate clients time their borrowing and investment decisions with confidence and precision.

Data Exchange. Regions supports the balance reporting and detail transaction reporting needs of our customers who use multiple banks. Use *inbound data exchange* in cases where Regions is your lead bank. Your field banks can transmit account information into the data exchange network, and Regions will retrieve it and make it available to you through InterAct. Use *outbound data exchange* in cases where Regions is one of your field banks. Your lead bank can retrieve the information provided by Regions and other banks, and consolidate this information for single-source reporting to you.

Reconciliation. In addition to the reconciliation features of InterAct, Regions also offers a complete line of traditional reconciliation services. Options include:

- Checks-paid list in check number order
- Checks-paid data bases in magnetic or transmitted form
- Full reconciliation, in which we match checks-paid versus checks-issued to enable reporting of outstanding checks and exceptions
- Deposit reconciliation, which recaps all deposit activity for the statement cycle according to the depositing location number.

Image Library. This reconciliation feature enables Regions to convert paper checks to electronic images and deliver them on a compact disk (CD). This is a very cost-effective long-term storage medium, and it simplifies the search process whenever a previously paid item needs to be retrieved. Check images include both the front and the back of each check, and they are easily recalled using the Image Library browser.

Positive Pay. This optional feature of our Full Reconciliation service enables a corporate customer to maintain a cumulative checks-issued database on file with the bank. When we post checks to accounts each night, we compare each check to the database to determine whether they all match properly as to check number and amount. Mismatched exceptions are identified and reported each morning, and each exception item is then paid or returned according to customer instructions. The purpose of Positive Pay is to provide additional protection against counterfeit or amount-altered checks.

Deposit Concentration. Our customers who make deposits at banks other than Regions can use this system to quickly and easily transfer those deposits into their Regions Bank operating accounts. Each depositing location would use the telephone or a dial-up terminal to report the amount to be transferred, and based on this report Regions would originate an ACH transfer of the funds. At the customer's option, the Deposit Concentration system can also prompt each location to report additional management information required by the customer's home office.

Zero Balance Accounts. Our customers can use the ZBA system to automatically transfer funds among their Regions accounts. For example, customers with multiple depository accounts can have all deposits automatically consolidated into a single operating account, or customers with disbursement accounts can use ZBA to fund those accounts as needed for the payment of checks by transferring funds from a predetermined operating account.

To enroll in any of these services or to obtain more information, contact your Regions Bank relationship officer, or contact:

Regions Bank
Treasury Services Department
Bill Chase (501) 371-7246
Fax (501) 371-6769

Your account officer or a Treasury Services Representative can also provide information and assistance with any International Banking services your company might need.

Regions Bank
Cash Management Fees
July 1, 2001 Fee Schedule

	Fee
InterAct Corporate Internet Banking	
Set-Up Fee	100.00
Level 1 - Any 3 Services	50.00
Per Account for Balance Reporting	10.00
Per Detail Item Reported (300 items free)	0.060
Level 2 - Any 5 Services	75.00
Per Account for Balance Reporting	10.00
Per Detail Item Reported (300 items free)	0.060
Level 3 - Unlimited Services	100.00
Per Account for Balance Reporting	10.00
Per Detail Item Reported (300 items free)	0.060
Automated Clearing House (ACH)	
<u>InterAct Based</u>	
Per Batch	6.00
Per Transaction	0.100
EDI Addenda Originated	0.025
EDI Addenda Received	0.110
Reversals	27.00
Returns	4.00
<u>Mainframe Based</u>	
Per Batch	25.00
Per Transaction	0.100
EDI Addenda Originated	0.025
Reversals	27.00
Returns	4.00
Data Exchange	
<u>Outbound:</u>	
Set-Up Fee	50.00
Base Charge Per Account	60.00
Add, Change, Delete and Acct (per request)	15.00
Per Detail Transaction	0.120
<u>Inbound:</u>	
Set-Up Fee	50.00
Base Charge Per Account	60.00
Add, Change, Delete and Acct (per request)	15.00
Per Detail Transaction	0.120
<u>Regions Exchange:</u>	
Base Charge Per Account	30.00

Regions Bank
Cash Management Fees
July 1, 2001 Fee Schedule

	<u>Fee</u>
Reconciliation Services	
<u>Deposit Reconciliation</u>	
Monthly Maintenance	40.00
Per Item Fee	0.050
<u>Check Reconciliation</u>	
<i>Basic Sort Service:</i>	
Monthly Maintenance	30.00
Per Item Fee	0.0325
<i>Partial Reconciliation Service:</i>	
Monthly Maintenance	50.00
Monthly Surcharge - Magnetic Output	50.00
Per Check	0.060
<i>Full Reconciliation:</i>	
Monthly Maintenance	50.00
Monthly Surcharge - Magnetic Input or Output	50.00
Monthly Surcharge - Positive Pay Option	50.00
Per Check	0.0825
<i>Image Library CD-ROM Service:</i>	
Per CD - First Account	25.00
Additional Accounts on Same CD	10.00
Per Check Image	0.030
<i>Special Charges:</i>	
Setup Custom Data Input or Output Format	100.00
Replacement Fee for Reconciliation Tapes or Cartridges Not Returned Within 45 days	50.00
Retail Lockbox	
Set-Up Fee	400.00
Programming (per hour)	75.00
Items Captured:	
Up to 10,000	0.140
10,001 to 30,000	0.120
30,001 to 60,000	0.110
60,001 to 100,000	0.100
Over 100,000	Quote
Minimum Billing	500.00
Non-Process Items Counted as Item Captured	
Remittance Transmission Fee	125.00
U.S. Mail Delivery of Remittance Work	75.00
Express Delivery of Remittance Work	Cost + 10%
Surcharge for Excessive Rejection Rates:	
If Greater than 3%	10%
If Greater than 5%	15%
If Greater than 8%	20%
If Greater than 10%	50%

Regions Bank
Cash Management Fees
July 1, 2001 Fee Schedule

	Fee
Wholesale Lockbox	
Set-Up Fee	100.00
Monthly Maintenance	85.00
Per Transaction Processed	0.320
Non-Processed Item	0.150
Faxing of Images or Reports	35.00
Transmission of Remittance Data	35.00
Data Output Charge per MICR Line	0.150
Data Output Charge per Additional Field	0.050
Image Print for Delivery	0.110
Image Fax	0.080
Reassociation of Printed Image to Remittance	0.110
U.S. Mail Delivery of Remittance Work	50.00
Express Delivery of Remittance Work	Cost + 10%
Funds Management Services	
<u>Sweep Accounts</u>	
Investment or Credit Line	125.00
Investment and Credit Line	200.00
<u>Zero Balance Accounts</u>	
Master Account	25.00
Monthly Fee per Linked Account	10.00
Monthly Maximum per Customer	-
<u>Controlled Disbursement Accounts</u>	
Monthly Maintenance - First Account	125.00
Additional Accounts	50.00
Daily Phone or Fax Notification of Clearings	50.00
Stop Payment Services	
InterAct Stop Payment	15.00
Manual Stop Payment	25.00
Wire Transfer Services	
InterAct Wire Transfer	10.00
Manual Wire Transfer	15.00
Bank Check for Vendor Based Payroll Services	
Per Check Fee	0.150

Regions Bank
Cash Management Fees
July 1, 2001 Fee Schedule

	<u>Fee</u>
Deposit Concentration	
<u>One Time Charges</u>	
Set Up New Customer	100.00
Set Up New Location	10.00
<u>Base Monthly Charges</u>	
Monthly Maintenance, Per Location	1.00
Monthly Maintenance, Per Customer	25.00
<u>Input by Customer</u>	
Reported by Telephone (Voice)	1.15
Reported by Telephone (Touch Tone)	0.950
Reported by PC - Logon to System	1.00
Reported by PC - Report of Transfer Amt.	0.800
Inquiry or Correction of Amt. Prev. Reported	3.00
Per Field for All Other Data Reported	0.100

WILLIAMSON COUNTY PROPOSAL FORM

DEPOSITORY CONTRACT FOR WILLIAMSON COUNTY

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, and Specifications for the amount(s) shown on the accompanying Proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.

NAME OF PROPOSER: WELLS FARGO BANK TEXAS, NA

Mailing Address: WILLIAMSON COUNTY PROPOSAL FORM
111 Congress Avenue, 3rd Floor

DEPOSITORY CONTRACT FOR WILLIAMSON COUNTY

City: Austin State: TX Zip: 78701

PROPOSAL NUMBER: 01WC704

Email Address: ellen.terry@wellsfargo.com PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, and Specifications for the amount(s) shown on the accompanying Proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.

Telephone: (512) 344-7242

Fax: (512) 344-7347

Date of Proposal: 5/12/01

Signature of Person Authorized to Sign Proposal

NAME OF PROPOSER:
 Name and Title of Signer: Ellen J. Terry, VP

(Please Print or Type)

Mailing Address:

DEPOSITORY CONTRACT FOR WILLIAMSON COUNTY

City: Austin State: TX Zip: 78701

PROPOSAL NUMBER: 01WC704

Email Address: ellen.terry@wellsfargo.com

**DO NOT SIGN OR SUBMIT THIS FORM
 WITHOUT READING ENTIRE DOCUMENT**

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, and Specifications for the amount(s) shown on the accompanying Proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.

THIS FORM MUST BE COMPLETED, SIGNED AND RETURNED WITH BID

Name and Title of Signer:

Mailing Address:

**WILLIAMSON COUNTY
REQUEST FOR DEPOSITORY PROPOSALS
DEPOSITORY CONTRACT PROPOSAL RESPONSE SHEET**

PROPOSAL NUMBER: 01WC704

PROPOSAL OPENING DATE & TIME: MAY 15, 2001 - 10:00 AM

Bank Name: WELLS FARGO BANK TEXAS, NA

Official Submitting Proposal: ELLEN J. TERRY

Title of Official: VICE PRESIDENT - Business Banking

Telephone Number: 512-344-7242

Fixed rate to paid on all County deposits by the Bank during the contract period: _____

Variable rate (optional) to paid on all County deposits during contract period: DDA: .15% on collected balances

Guaranteed minimum interest rates for collateralized certificates of deposit: Repurchase Agreements: Rate Set at Trade, projected yield not available - See

CD's: Basis Point Spread (+)/(-) T-Bill "Asked Price" "InvestAccount" Info For add'l info and Rate History

30 days	<u>0</u>
60 days	<u>+25</u>
90 days	<u>+25</u>
180 days	<u>+50</u>
365 days	<u>+50</u>

Please provide cost information on the following for services during the contract period: _____

2 Year Contract Estimate

<u>Service Description</u>	<u>Unit Price</u>	<u>Total Charges</u>
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Negative Ledger Balance

See Attached Calculation

(General Account Services)

Account Maintenance	35 Accounts	<u>12.50</u>	<u>875.00</u>
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Debit Items	5,500/mo	<u>.10</u>	<u>13,200.00</u>
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Credit Items	800/mo	<u>.50</u>	<u>9,600.00</u>
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DDA Statement-Duplicate		<u>5.00 ea</u>	
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(Depository Services)

Rolled Coin Ordered		<u>.08/\$1000</u>	
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Currency Per Strip Ordered		<u>1.04/\$1000</u>	
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		<u>1.0</u>	
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Deposited Items-On US		<u>.10</u>	
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Deposited Items-Local	Est. 19,000	<u>.10</u>	
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Deposited Items-Country	Monthly	<u>.10</u>	<u>45,600.00</u>
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Deposited Items-Transit		<u>.10</u>	
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Deposited Items-RCPC		<u>.10</u>	
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Return Items	Deposited/Cashed	<u>3.00 ea</u>	
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Return Items-Redeposited		<u>5.00 ea</u>	
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DEPOSITORY CONTRACT PROPOSAL

PAGE 4 of 6

Wells Fargo Bank

Currency Bags		
Zipper Bags (8"x10" disposable)	.15 ea.	
Coin and Currency Wrappers	Fed Ready Bags 1.20/\$1,000	
Deposit Slips	*See Pricing Below	
Safe Deposit Box	Varies by size - see attached list	

(Paper Disbursement Services)

Stop Payments	Est. 3 per mo.	<u>15.00</u>	<u>1,080.00</u>
Cashiers Checks	Est. 1 per mo.	<u>3.00</u>	<u>72.00</u>

(Wire and Other Funds Transfer Service)

Wire Transfer Outgoing	est. 2/mo	<u>12.50</u>	<u>600.00</u>
Wire Transfer Incoming	est. 4/mo.	<u>5.00</u>	<u>480.00</u>

*McBee Systems (Check printing company) provides the following pricing for standard, 2-part, deposit tickets: \$23.50 for 200, \$44.95 for 400 Related Questions: \$67.50 for 600, \$81.50 for 1000

(Please answer each question in concise format. Attach a separate sheet if necessary.)

- 1.) Please identify key measures of your institutions financial strength, e.g. capital ratios, market capitalization, total assets and net income. *Attach annual audited financial reports for the most recent two years.* Wells Fargo Bank, NA is one of the largest financial services institutions in Austin, managing 43 branches local and more than \$200 billion in assets nationwide. For fiscal year ended 12/31/00 WFB's market capitalization was \$78.9 billion, with net income applicable to common stock of \$4.01 billion achieved. Long term debt/Equity of 1.21 was recorded at 12/31/00, ROA 1.74% and ROE 17.27%. At 12/31/00 there were 1.72B shares outstanding.
- 2.) Please describe your institution's computer-based account access system, if available, and indicate what information can be reported through the system and indicate total cost, if any, to the County. Wells Fargo Bank is rated the leading financial institution for on-line services, providing technological advances to allow our customers to bank 24 hours a day. In addition to convenience and efficiency, using WFB's Wholesale Internet Solutions can result in significant accumulative cost savings. Please refer to section 10 for additional information (attached).
- 3.) What is the deposit cut-off time to ensure same day ledger credit?
3:00 PM
However, cut-off times may vary based on use of Vault Services and armored carrier schedules.
- 4.) The County will be enacting a payroll direct deposit format. Please describe your system and indicate the cost, if any, to the County. Wells Fargo Bank has one of the most advanced ACH systems in the country to meet your disbursement and collection needs. You can initiate ACH payments (credits) and collections (debits) by sending files to WFB via data transmission or PC through our internet ACH service or ACH Express software. For more program and cost information please refer to section 6, (attached)

- 5.) The County requires all deposits be fully collateralized with government securities. In light of this requirement, will there be a fee or other assessment for FDIC insurance? If yes, how does the Bank calculate the charges?

Collateral Costs are included in the pricing offered.

- 6.) Is there a charge for account overdrafts?

Yes, \$15.00 per item.

- 7.) Describe any additional services that can be offered to the County. (Include any additional services you desire to offer, along with the costs involved and how long the fees are guaranteed. All such proposals may be accepted individually or collectively or rejected at the County's discretion. Each additional service will be evaluated on the basis of its net benefit to the County. Product specifications, descriptions, and prices may be attached to the proposal.) By combining the use of WFB's internet banking options with your standard banking needs, your relationship is optimized. Please see attached proposal supplemental package. We would strongly suggest that Williamson County consider utilizing our InvestAccount Sweep services to maximize daily interest earnings as well as convenience and efficiency.

- 8.) List three references from current customers who use services similar to those requested by the County.

Please see attached supplemental package.

- 9.) The County anticipates that the average daily balance of all accounts may be \$12,000,000.00. The County Tax Assessor/Collector will be collecting for outside entities that may require collateralization up to \$18,000,000.00 for a specified period of time. In light of these statements, is your institution capable of providing the required collateralization?

Wells Fargo proposes that agency securities be pledged as collateral which will permit daily, automated accounting and adjustments to collateralization levels, and reporting. WFB is capable of supporting your request.

- 10.) Please state whether your institution can comply with all aspects of the County's banking service requirements. If not, list all exceptions on a separate page.

Standard implementation lead times for ARP, Controlled Disbursement and Positive Pay services ranges from 2-3 months. There will be an implementation freeze this summer during conversion to the new ARP system. This could temporarily impact (delay) implementation lead time

Submitted By: Wells Fargo Texas NA
Bank Name

for ARP, CD and PP by as much as one additional month.

By: Ellen Terry

Title: Vice Pres.

Interest account.**Use Of Uncollected Funds Charge**

A fee for the Use of Uncollected Funds is charged in connection with your average daily use of uncollected funds during a statement period. Your average daily Use of Uncollected Funds is calculated by dividing the sum of the daily negative collected balances during the statement period by the number of days in the statement period.

The amount of the fee charged for your Use of Uncollected Funds is determined by using the Bank's daily overdraft rate. The Bank's daily overdraft rate is the annualized rate used by the Bank to calculate the Use of Uncollected Funds fee that is charged. It may be referred to as the "Borrowing Rate." The rate, which may be changed by the Bank at any time without notice, will be the Bank Base Rate plus a margin or your Wells Fargo commercial loan rate, whichever is higher. The Bank Base Rate is the "base" or "prime" rate of interest established by the Bank from time to time at its principal office.

The rate used to calculate your Use of Uncollected Funds fee is disclosed on your Client Analysis statement.

The Use of Uncollected Funds fee is calculated as:

$$\begin{array}{l} \text{Average Daily Use of Uncollected Funds} \\ \times \text{Overdraft Rate} \times \text{Days in Cycle}/360 \end{array}$$

SAFE DEPOSIT BOX FEES

Size	New Fee
3X5	\$30.00
5X5	\$40.00
3X10	\$50.00
4X10	\$60.00
5X10	\$65.00
6X10	\$70.00
9x10	\$90.00
9x15	\$110.00
10X10	\$120.00
10X15	\$140.00
15x15	\$175.00
15x18	\$180.00
15x20	\$190.00
30x15	\$250.00
32x26	\$300.00
44x15	\$275.00
48X60	\$525.00
60X108	\$2,500.00
66X108	\$2,900.00
Riverside Room	\$1,500.00

AGENDA ITEM 33

Consider approving resolution for application to the 2001 HOME program with TDHCA.

Moved: **Commissioner Boatright**

Seconded: **Judge Doerfler**

Motion: To approve resolution for application to the 2001 HOME program with TDHCA.

Vote: 3 – 0 with Commissioner Heiligenstein absent from the dais.

< Attachment >

RESOLUTION NO. _____

"A RESOLUTION OF THE COUNTY OF WILLIAMSON, TEXAS AUTHORIZING THE SUBMISSION OF A HOME INVESTMENT PARTNERSHIP PROGRAM APPLICATION TO THE TEXAS DEPARTMENT OF HOUSING AND COMMUNITY AFFAIRS FOR THE OWNER OCCUPIED HOUSING ASSISTANCE PROGRAM; AND AUTHORIZING THE COUNTY JUDGE TO ACT AS THE COUNTY'S CHIEF EXECUTIVE OFFICER AND AUTHORIZED REPRESENTATIVE AND THE CHAIRMAN OR VICE CHAIRMAN OF SIGNATORIES IN ALL MATTERS PERTAINING TO THE COUNTY'S PARTICIPATION IN THE HOME PROGRAM"

WHEREAS, the County desires to develop a viable community for all citizens, and certain housing conditions exist which represent a threat to the health and safety of these households; and

WHEREAS, it is necessary and in the best interests of the County to apply for funding under the 2001 HOME Program.

NOW, THEREFORE BE IT RESOLVED by the County Commissioners of the County of Williamson, Texas, that:

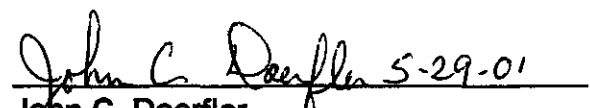
SECTION 1. A HOME Program application is hereby authorized to be filed on behalf of the County of Williamson with the Texas Department of Housing and Community Affairs and be placed in competition for funding under the Owner Occupied Housing Assistance.

SECTION 2. The application shall be for \$332,800 of grant funds to carry out the HOME Program.

SECTION 3. The County of Williamson directs and designates the County Judge as the County's Chief Executive Officer and authorized representative and the Chairman or Vice Chairman as signatories to act in all matters in connection with this application and the County's participation in the HOME Program.

SECTION 4. The County will commit "in-kind" services in the amount equivalent to \$12,304.00 to the Texas Community Development Contract as a leveraged contribution toward the implementation of infrastructure improvements.

INTRODUCED, PASSED AND APPROVED this the 29th day of May, 2001.


John C. Doerfler
County Judge

ATTEST:


Nancy Rister, County Clerk

