

City Council Work Session Handouts

April 8, 2019

- I. Review and Discuss the Bank Depository and Merchant Services Request for Proposals
- II. Review and Discuss the 2019 Trash Bash



Executive Summary
Depository Services – RFP No. 701-19 (Part I)
April 8, 2019

Background

Depository services includes banking services such as wire transfers, ACH payments, accounts payable disbursements, depositing City funds, collateralization and safekeeping.

On February 27, 2019, the City received final proposals from the following two vendors to supply depository services to the City.

- Bank of America
- LegacyTexas Bank

The requested contract is for three years commencing on August 1, 2019, with one optional two-year extension, ending on July 31, 2024. The total contract can last for five years.

LegacyTexas Bank is the City's current depository services provider.

Bid Criteria

The bid analysis included four key areas:

- Bank fees based on City's average levels
- Ability to perform all required services.
- Experience providing depository services to municipalities.
- Bidder's online banking software capabilities, security and statement presentation.

Analysis/Pricing

- Both banks offered to charge fees, provide an earnings credit, or accept a combination of the two for their service costs.
- To offset the cost of required minimum balances, LegacyTexas Bank is offering a Money Market account that will pay the City the daily TexPool Local Government Investment Pool rate plus 0.15% (February 28 rate = 2.55%)

Estimated Monthly Bank Fees/(Earnings)

	LegacyTexas Bank (1)	Bank of America (2)
Estimated Monthly (Fees)	\$ (4,162)	\$ (5,808)
Estimated Monthly Earnings	\$ 13,858	\$ 13,226
Net Monthly (Fees)/Earnings	\$ 9,695	\$ 7,418
Estimated Yearly (Fees)/Earnings	\$ 116,345	\$ 89,019
Estimated Total Contract (Fees)/Earnings	\$ 581,724	\$ 445,096

(1) LegacyTexas Bank: based on maintaining \$500,000 in an operating account with an additional \$7,000,000 in Money Market. The City would pay the estimated monthly fees as reduced by an earning credit on the monthly account balances.

(2) Bank of America: based on maintaining \$500,000 in an operating account and shows the City's earnings on \$7,000,000 in the City's investment portfolio. The City would pay the estimated monthly fees as reduced by an earning credit on the monthly account balances.

Safekeeping

- Among their many duties, the City's safekeeping bank is responsible for holding the City's investments in the name of the City or on behalf of the City by the bank's trust department.
- The City currently utilizes Frost Bank for safekeeping services and intends to maintain this relationship separately from the depository contract.

Recommendation

The selection committee felt that both bidders would be able to provide the necessary services required for the contract.

LegacyTexas Bank has performed well under the current contract and has provided excellent service to the City of Richardson.

As such, the selection committee believes that LegacyTexas Bank would continue to provide excellent service to the City of Richardson and therefore recommends that the City award the bank depository contract to LegacyTexas Bank, based on their proposal for banking services.

- The selection committee reviewed LegacyTexas Bank's financial information.
- LegacyTexas Bank has a four-star rating from BankRate.Com's Safe & Sound rating service, the second highest rating possible.
- This item will be placed on the City Council agenda on April 15, 2019 for your consideration.



Executive Summary
Merchant Card Services - RFP No. 702-19 (Part II)
April 8, 2019

Background

Merchant card services consist of processing credit/debit card payments.

On February 27, 2019 the City received final proposals from the following vendors to supply Merchant Card Services to the City:

- | | |
|--|--|
| 1. Bank of America Merchant Services | 5. First Data – Zion Merchant Services |
| 2. Certified Payments | 6. GovPayNet |
| 3. First Data – BBVA Merchant Services | 7. Municipal Services Bureau |
| 4. First Data – Frost Bank Merchant Services | 8. TSYS |

The requested contract for Merchant Card Services is for three years commencing on August 1, 2019, with three optional one-year extensions, ending July 31, 2025. The total contract can last six years.

Bank of America Merchant Services is the City’s current provider.

Visa, MasterCard, Discover, American Express are accepted at all city locations and online.

Requirements/Bid Criteria

The successful bidder must:

- Have experience working with large, complex operations
 - City’s merchant card activity:
 - 22 payment centers, in-person and online
 - Approximately 227,000 transactions totaling over \$38 million in FY 2018
- Provide flexibility to interface with in-person and online versions of multiple payment applications
- Maintain security and integrity of customer data
- Offer citizen convenience with support of multiple payment options
 - In-person
 - Telephone
 - Self-check
 - Online (one-time)
 - Online (recurring - utilities)

The bid criteria included the following areas:

- Processing fees for each bidder based on the City’s average transaction amounts.
- Ability to perform all services, with an emphasis on interfacing with existing Internet payment applications.

- Experience providing merchant services to municipalities.

Pricing

The table below shows the estimated monthly merchant portion of the transaction fees for each location based on the 2018 calendar-year average transactions.

Estimated Monthly Transaction Fees

Processing Costs	Bank of America	Certified Payments	First Data BBVA	First Data Frost Bank	First Data Zion	GovPayNet	MSB	TSYS
Merchant Card Fees	\$2,501	\$6,120	\$2,341	\$2,341	\$4,742	N/R	\$4,063	N/R

Analysis

- Final proposals were received from eight vendors, two of which were eliminated as non-responsive.
- Bank of America met all the RFP requirements and was the only bidder to fully integrate with all City’s software and gateways, requiring no additional certifications or back-end programming.
- Neither of the two lowest cost providers, First Data – BBVA or First Data – Frost provided references.

Overall Results

Considering the previous analysis, the selection committee believes that Bank of America offered the proposal which provides the best value to the City. Bank of America can provide all the services requested, with no impact to existing City credit card customers. The pricing model proposed is consistent with the current contract.

Total Estimated Fees

Cost	Bank of America
Annual	\$30,013
Total Contract*	\$180,080

*Total contract cost assumes the 3 one-year extensions will be exercised.

Recommendation

The selection committee recommends that we award the Merchant Services contract to Bank of America Merchant Services. Bank of America is the best value provider and is already providing quality service to the City.

- This item will be placed on the City Council agenda on April 15, 2019 for your consideration.



2019 TRASH BASH




City Council April 8, 2019



City of Richardson
Health Department



Environmental Partnership Initiatives

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Richardson Plants
Enhancing our community through all types of properly placed and spaced plantings.

[Learn More](#)



Richardson Conserves
Raising awareness about and fostering conservation of our natural resources.

[Learn More](#)



Richardson Informs
Encouraging involvement in events and programs that promote environmental stewardship.

[Learn More](#)

- Launched in 2016
- Centralize and coordinate City wide Environmental Initiatives
- Improves communication of city wide efforts



2019
Celebrating
26 years!

April 13, 2019



RICHARDSON
TEXAS



ENVIRONMENTAL
PARTNERSHIP
INITIATIVE

Health Department

Trash Bash Highlights

- Over 1000 register
- Over 60 community groups register
- Over 1,000 pounds of recyclables
- Over 5,000 pounds of trash
- Over 1,500 books collected
- 1,000 cubic feet of compost
- 500 cubic feet of mulch
- 450 rolls of recycle bags
- 150 gallons of waste cooking oil



Trash Bash Highlights

Richardson Citizens Police Academy Alumni Association

- Over 40,000 lbs of document shredded
- Over 30,000 lbs of electronics recycled



City of Richardson

Citizen Police Academy Alumni Association

Trash Bash 2019

Clean Up Event

9:00 a.m.-11:00 a.m.

- Scouting Groups
- Homeowner's Associations
- School Groups
- Environmental Groups
- Religious Groups
- Civic Organizations
- Families and Individuals
- Local Businesses
- Register online
www.cor.net/trashbash
- 972-744-4076

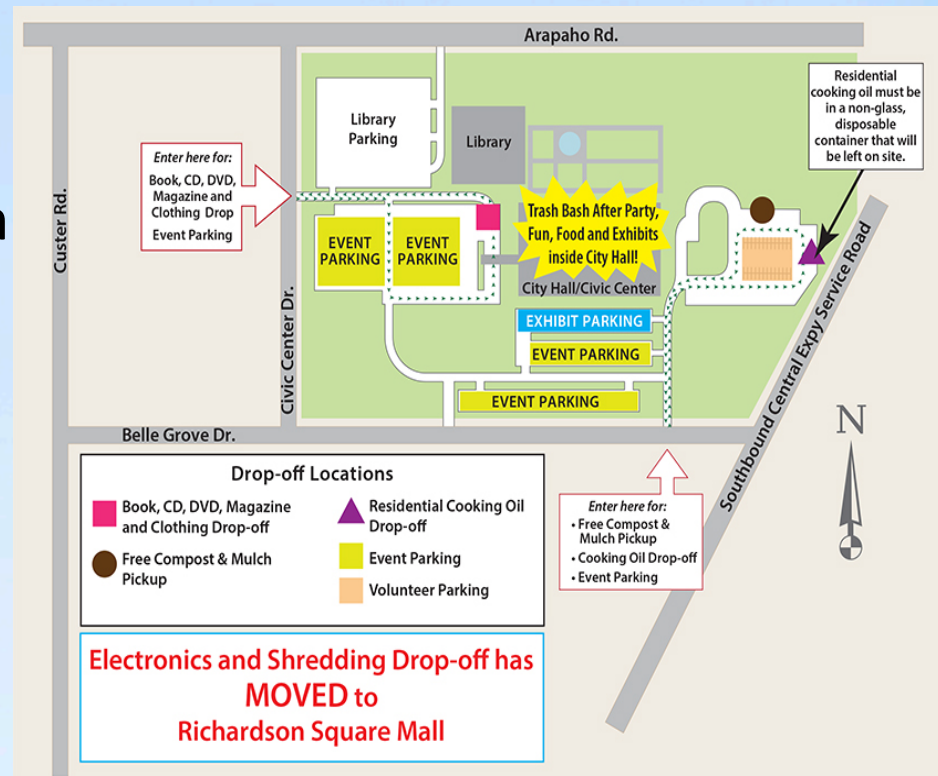


Trash Bash 2019

Civic Center Campus

9:00 a.m. -1:00 p.m

- Network of Community Ministries Clothing Collection
- Friends of the Library Used Book/CD/Magazine Collection
- Lions Club Eye Glasses Collection
- Public Services Compost Giveaway
- Used Residential Cooking Oil Collection for Recycling
- Animal Shelter adopting pets



Trash Bash 2019

Civic Center Campus

Appreciation Event/Expo 11:00a.m.-1:00 p.m

- Environmental Expo
- Food and Drinks
- City Departments
- Civic Groups



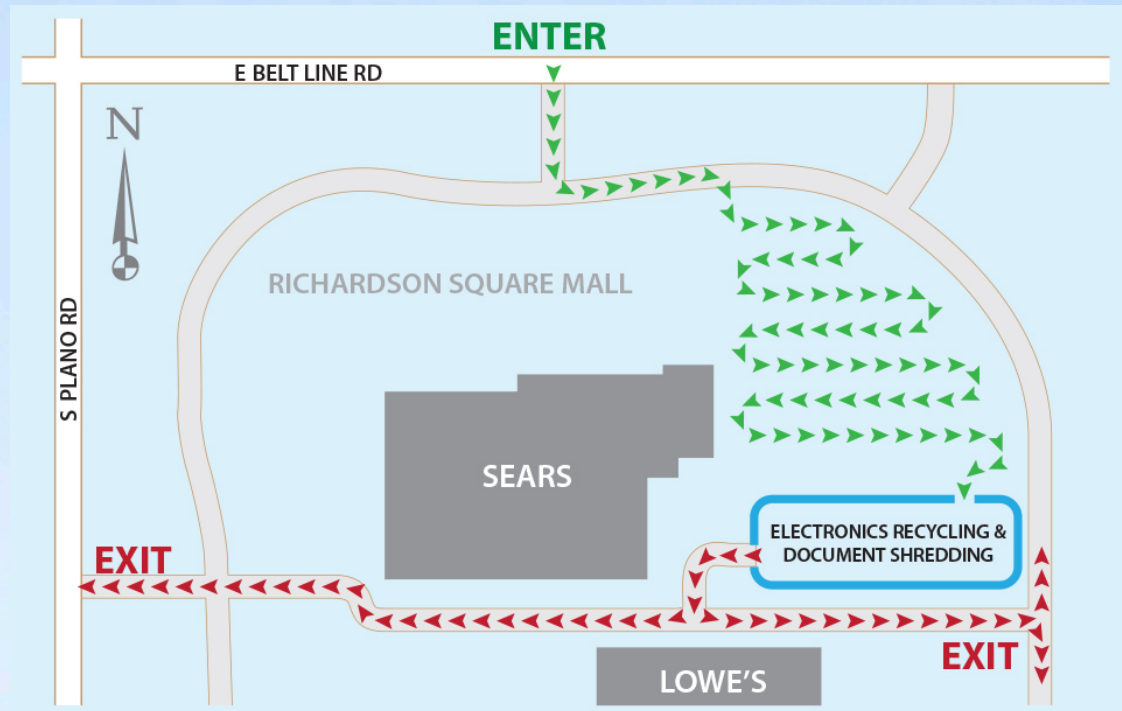
Trash Bash 2019

Former Richardson Square Mall Campus

9:00 a.m.- 1:00 pm

CPAAA - Citizens Police Academy Alumni Association

- Electronic Recycling
- Document Shredding



Trash Bash 2019



AFTER

BASH

THE TRASH BASH
AFTER PARTY
at CityLine

SATURDAY
April 13, 1-4pm

Trash Bash New For 2019

CityLine Campus 1201 State Street

1:00-p.m. – 4:00 p.m.

- Live Music
- Butterfly Release Event 2:00 p.m.
(weather permitting)
- Butterfly Friendly Plant Giveaway 1:00 p.m.– 4:00 p.m. (while supplies last)
- Kids Game Zone
- Discounts at CityLine restaurants
- Nature Walk of Spring Creek Nature Area starting at 'Over the Moon' Sculpture 3:00-4:00 p.m.



Thanks To Our Community Partners

- Citizens Police Academy Alumni Association
- Citizens Fire Academy Alumni Association
- CityLine
- Junior League of Richardson
- North Texas Municipal Water District/Water IQ
- Friends of the Library
- Network of Community Ministries
- City Departments
- Midday Lions Club
- Richardson Environmental Action League (R.E.A.L)

Community and Corporate Environmental Clean-Up Program



Enclave of Breckinridge



- Litter clean up event on your schedule
- 20 groups
- Approx 375 participants
- www.cor.net/cleanup



Crowley Park



Community and Corporate Environmental Clean-up Program

www.cor.net/cleanup

or call 972-744-4078

Email: healthdepartment@cor.gov

Trash Bash 2019

- April 13, 2019
- Litter Collection 9:00 a.m. – 11:00 a.m.
- Appreciation Luncheon/ Expo (Civic Center) – 11:00 a.m.-1:00 p.m.
- Clothing Drive, Book Drive, Compost, Mulch, Household Cooking Oil Drop Off (Civic Center) - 9:00 a.m.-1:00 p.m.
- Document Shredding/ Electronic Recycling (Richardson Sq. Mall) - 9:00 a.m.-1:00 p.m.
- After Bash (CityLine State Street) – 1:00 p.m. – 4:00 p.m.

www.cor.net/TrashBash

Trash Bash 2019

Questions?



Trash Bash

www.cor.net/trashbash

972-744-4076

Clean-up Program

www.cor.net/cleanup

972-744-4078

Environmental Partnership
Initiatives

www.cor.net/epi