

Fiscal Agent, RFP 21-05

	American Bank & Trust	First Guaranty Bank	First Bank and Trust	The First ANBA	Hancock Whitney Bank
<b>Bank Information</b>					
Assets	189,196,006	2,247,931,000	1,137,891,000	4,061,801,000	31,736,053,000
Liabilities	173,706,394	2,021,759,000	1,038,190,000	3,505,875,000	28,271,625,000
Equity	15,489,612	226,172,000	99,701,000	555,926,000	3,464,428,000
Total Liabilities & Equity	<b>189,196,006</b>	<b>2,247,931,000</b>	<b>1,137,891,000</b>	<b>4,061,801,000</b>	<b>31,736,053,000</b>
<b>Debt to Equity Ratio</b>	<b>8.92%</b>	<b>11.19%</b>	<b>9.60%</b>	<b>15.86%</b>	<b>12.78%</b>
<b>Interest on Daily Collected Balance</b>	0.05% for term of the contract.	100% of 91 day T-bill rate plus 15 basis points (0.15%), variable monthly Minimum Rate of 0.60%	1.00% or Adjustable daily rate equal to 91 days US treasury bill discount rate plus 10 basis points (0.1%) <b>1.00% OR 0.17 + 0.10 = 0.27%</b>	Rate of 0.16% or Floating 91 days T-bill minus (-) 0.05% <b>0.16% OR 0.17 - 0.05 = 0.12%</b>	Floating rate of 28 day T-bill minus (-) 0.10% as reported by Federal Reserve last business day of prior month <b>0.15 - 0.10 = 0.05%</b>
Rates on June 16, 2020	<b>0.05%</b>	<b>Min of 0.60% 0.17 + 0.15 = 0.32%</b>			
<b>Interest on Loans</b>	Wall Street Prime plus 0.50%	2.00% plus the current rate of interest paid on time of closing	Wall Steet Journal Prime, floating	NY Prime Rate to be adjusted on Mar 31, Jun 30, Sep 30, Dec 31	To be determine at the time of request
<b>Interest on CDs</b>	1M CD variable monthly LAMP + 0.10%	100% Like Maturity US T-Bill plus 20 basis points (0.20%)	One year Treasury plus 75 basis points (0.75%)	Rate of 1.00%	Current rate offered at time of request based upon market conditions <b>Rate Varies</b>
Rates on June 16, 2020	<b>0.52 + 0.10 = 0.62%</b>	<b>0.18 + 0.20 = 0.38%</b>	<b>0.18 + 0.75 = 0.93%</b>	<b>1.00%</b>	
<b>Fees - Direct Deposits</b>	No Charge	No Charge	N/A	No Charge	No Charge
<b>Fees - Electronic Billing</b>	No Charge	N/A	N/A	No Charge	No Charge
<b>Fees - Loan Servicing</b>	No Charge	No Charge for servicing. Other related closing costs will be paid by city.	Determined at time of request. Typically the bank charges a 1.00% origination fee	No Charge	Determine at time of the request
<b>Fees - Electronic Lockbox or ACH Origination</b>	No Charge	No Charge	No Charge	No Charge	No Charge
<b>Additional Products or Services Provided (Free unless noted)</b>	Online banking Positive pay Remote deposit capture Payroll cards 1.50% discount on auto and boat loans to employees	Online banking, wire transfers ACH debit block Positive pay Remote deposit capture \$540 annually \$0.10 per item, \$5 for returned items Merchant Services (fees apply)	Remote deposit capture Wire transfer module ACH debit block Positive pay	Remote deposit capture ACH debit & credit file transmission Merchant services (fees apply)	Remote deposit capture Online banking, wire transfers ACH & EDI report ACH debit block Positive pay Merchant services (fees apply) Vault services Bill pay direct post
<b>Branches in City Limits</b>	2	2	2	2	2

### Comparison of Top Two Banks

	First Guaranty Bank	First Bank and Trust	Difference
<b>If we invest \$7 million in CDs</b>			
Rate	0.38%	0.93%	
Invested Amount	7,000,000	7,000,000	First Bank and Trust is higher
Interest Earned Annually	26,600	65,100	38,500
<b>Daily Collected Balance - 91-day T-bill</b>			
Rate	0.32%	0.27%	
Balance Amount	500,000	500,000	First Guaranty Bank is higher
Interest Earned	1,600	1,350	250
<b>Total Interest Earned Annually</b>	<b>28,200</b>	<b>66,450</b>	<b>Overall, First Bank and Trust is higher 38,250</b>
<b>If we invest \$7 million in CDs</b>			
Rate	0.38%	0.93%	
Invested Amount	7,000,000	7,000,000	First Bank and Trust is higher
Interest Earned Annually	26,600	65,100	38,500
<b>Daily Collected Balance - Minimum Rate</b>			
Rate	0.60%	1.00%	
Balance Amount	500,000	500,000	First Bank and Trust is higher
Interest Earned	3,000	5,000	2,000
<b>Total Interest Earned Annually</b>	<b>29,600</b>	<b>70,100</b>	<b>Overall, First Bank and Trust is higher 40,500</b>

**This is the Proposal of:**

Date: 6/8/2020  
Company: American Bank & Trust Co. Inc.  
Section 3 Business/WBE/SBE/MBE/DBE: N/A  
Address: 500 SW Railroad Ave  
City: Hamm State: LA ZIP Code: 70403  
Person to Contact: Rebecca Utteris  
Phone: 985.230.2323 Fax: 985.230.2338  
Email: rlope@abtinc.us

**Your Proposal is important to us.**

However, should you choose NOT to submit a Proposal for this project, the City would still ask you to complete this sheet and indicate "No Proposal". This shall NOT affect your participation in future RFPs, but only serve as a means of verifying you received notification of this RFP.

**Section 3 Business/WBE/SBE/MBE/DBE**

The City encourages Proposals from Section 3 businesses, Woman Business Enterprises, Minority Business Enterprises, Small Business Enterprises, and other potentially Disadvantaged Business Enterprises. If your company is one of these types of businesses, please indicate "Section 3," "WBE," "SBE," "MBE," or "DBE" in the space provided above.

**Nondiscrimination Requirements**

By submitting and signing this Proposal, the Proposer agrees to comply with Title VI and VII of the Civil Rights Act of 1964 as amended; the Vietnam Era Veterans Readjustment Assistance Act of 1974; Section 503 of the Rehabilitation Act of 1973; Section 202 of Executive Order 11246 as amended; and the Americans with Disabilities Act of 1990.

The Proposer also agrees to keep informed of and comply with all federal, State, and local laws, ordinances, and regulations which affect the Proposer's employees or prospective employees.

during the three (3) months immediately preceding its application for a loan. The loan shall bear interest as set forth below. Loans, if any, shall be secured by a pledge of anticipated and uncollected taxes and other revenues for the then-current fiscal year and all fiscal years during the amortization period of the loan.

12. If at any time, any provision of this contract is deemed to be in violation of any existing federal, state, or banking law or regulation, that provision shall be declared null and void. The City and the Bank shall mutually develop and amend the provision, should one be required.
13. The Bank shall have the capacity to provide loan servicing for lending programs that are established by Cooperative Endeavor Agreements between the United States Department of Agriculture, the City of Hammond, and the Downtown Development District. The Bank shall provide monthly reports to the City of all loan servicing activity to ensure compliance with current regulatory reporting requirements. The Bank shall issue the required forms for tax reporting by the lender. The City shall pay a reasonable fee for this service.
14. Please complete the following:

a. The interest to be paid on daily collected balances to the City will be calculated at the rate of .05 % or at a formula to be determined as follows:

b. The interest to be charged on loans shall bear interest at a rate of \_\_\_\_\_ % or at a formula to be determined as follows: Wall Street Prime + .50%

c. The interest to be charged on certificates of deposits shall be calculated at a rate of \_\_\_\_\_ % or at a formula to be determined as follows: 1yr. certificate variable monthly LAMP + .10% (as posted on the 1st business day of the month.)

d. The fees charged for loan servicing activity will be NONE

e. Additional products and services which will be offered to the City are:

N/C online banking

N/C positive pay

N/C RDC (remote capture deposit)

Payroll Cards

Employees: 1.5% discount on auto and boat loans  
waived service charges on deposit accounts monthly

**This is the Proposal of:**

**Date:** 06/12/2020

**Company:** First Guaranty Bank

**Section 3 Business/WBE/SBE/MBE/DBE:** \_\_\_\_\_

**Address:** 400 East Thomas Street

**City:** Hammond **State:** LA **ZIP Code:** 70401

**Person to Contact:** Brandi Steffek

**Phone:** 985-375-0389 **Fax:** \_\_\_\_\_

**Email:** blsteffek@fgb.net

**Your Proposal is important to us.**

However, should you choose NOT to submit a Proposal for this project, the City would still ask you to complete this sheet and indicate "No Proposal". This shall NOT affect your participation in future RFPs, but only serve as a means of verifying you received notification of this RFP.

**Section 3 Business/WBE/SBE/MBE/DBE**

The City encourages Proposals from Section 3 businesses, Woman Business Enterprises, Minority Business Enterprises, Small Business Enterprises, and other potentially Disadvantaged Business Enterprises. If your company is one of these types of businesses, please indicate "Section 3," "WBE," "SBE," "MBE," or "DBE" in the space provided above.

**Nondiscrimination Requirements**

By submitting and signing this Proposal, the Proposer agrees to comply with Title VI and VII of the Civil Rights Act of 1964 as amended; the Vietnam Era Veterans Readjustment Assistance Act of 1974; Section 503 of the Rehabilitation Act of 1973; Section 202 of Executive Order 11246 as amended; and the Americans with Disabilities Act of 1990.

The Proposer also agrees to keep informed of and comply with all federal, State, and local laws, ordinances, and regulations which affect the Proposer's employees or prospective employees.

**SUMMARY OF BID PROPOSAL**

City of Hammond

**INTEREST RATES:**

Checking	100% of 91 Day T-Bill	+ 15 basis points (15%).	Variable Monthly.	Minimum Rate of .60%
Savings / Money Market	100% of 91 Day T-Bill	+ 15 basis points (15%).	Variable Monthly.	Minimum Rate of .60%
Certificates of Deposit	100% Like Maturity	U.S. T-Bill + 20 (.20%)	basis points.	
Loan / Bond Rate	2.00%	plus the current rate of interest paid on City Deposits at time of closing		
VISA Credit Card	Prime + 6.00%	Variable Monthly		

**SERVICE CHARGES**

Monthly Service Charges	\$0.00	Unlimited number of accounts provided at No Cost
Printed Checks	\$0.00	Provided at No Cost
Deposit Slips	\$0.00	Provided at No Cost
Stop Payments	\$0.00	Provided at No Cost
Certified Checks	\$0.00	Provided at No Cost
Internal Account Transfers	\$0.00	Provided at No Cost
Branch Wire Transfers	\$0.00	Provided at No Cost
Overdraft / NSF	\$0.00	Provided at No Cost

**CASH MANAGEMENT SERVICES**

Direct Deposit of Payroll	\$0.00	Provided at No Cost
ACH Origination	\$0.00	Provided at No Cost
Night Depository Services	\$0.00	Provided at No Cost
On-Line Banking	\$0.00	Provided at No Cost
On-Line Wire Transfers	\$0.00	Provided at No Cost
Remote Deposit Capture	\$45.00	Monthly Fee. \$.10 per Item. \$5.00 per Returned Item. Free Scanner
Positive Pay	\$0.00	Provided at No Cost
LockBox Services	\$150.00	Monthly Fee. \$.35 per Item Processed
ACH Debit Block	\$0.00	Provided at No Cost
ACH Filter	\$0.00	Provided at No Cost
Merchant Services	Max of 3.25%	Customized Pricing. Maximum effective rate of 3.25%

**EMPLOYEE SERVICES**

FGB Active Club Checking	\$0.00	Free Checking Account. No Monthly Fee
Balance Requirement	\$0.00	No Required Minimum Monthly Balance
Qualifications	N/A	No Credit Requirements to Open
Opening Deposit	\$25.00	or first payroll Direct Deposit
Identity Protection	\$0.00	Identity Protection / Monitoring at No Cost
Cell Phone Coverage	\$0.00	Up to \$400 in Cell Phone Damage Protection at No Cost
Travel Concierge Service	\$0.00	Travel Concierge Service at No Cost

**ON-SITE FINANCIAL EDUCATION FOR EMPLOYEES**

Banking Basics	Free
Building a Budget	Free
Wise Use of Credit	Free
Buying a Home	Free
Planning for Retirement	Free

**This is the Proposal of:**

Date: June 15, 2020

Company: First Bank and Trust

Section 3 Business/WBE/SBE/MBE/DBE: \_\_\_\_\_

Address: 909 Poydras Street, Suite 1700

City: New Orleans State: LA ZIP Code: 70112

Person to Contact: James Adams

Phone: 504-586-2779 Fax: 504-831-3047

Email: jadams@fbtonline.com

**Your Proposal is important to us.**

However, should you choose NOT to submit a Proposal for this project, the City would still ask you to complete this sheet and indicate "No Proposal". This shall NOT affect your participation in future RFPs, but only serve as a means of verifying you received notification of this RFP.

**Section 3 Business/WBE/SBE/MBE/DBE**

The City encourages Proposals from Section 3 businesses, Woman Business Enterprises, Minority Business Enterprises, Small Business Enterprises, and other potentially Disadvantaged Business Enterprises. If your company is one of these types of businesses, please indicate "Section 3," "WBE," "SBE," "MBE," or "DBE" in the space provided above.

**Nondiscrimination Requirements**

By submitting and signing this Proposal, the Proposer agrees to comply with Title VI and VII of the Civil Rights Act of 1964 as amended; the Vietnam Era Veterans Readjustment Assistance Act of 1974; Section 503 of the Rehabilitation Act of 1973; Section 202 of Executive Order 11246 as amended; and the Americans with Disabilities Act of 1990.

The Proposer also agrees to keep informed of and comply with all federal, State, and local laws, ordinances, and regulations which affect the Proposer's employees or prospective employees.

during the three (3) months immediately preceding its application for a loan. The loan shall bear interest as set forth below. Loans, if any, shall be secured by a pledge of anticipated and uncollected taxes and other revenues for the then-current fiscal year and all fiscal years during the amortization period of the loan.

12. If at any time, any provision of this contract is deemed to be in violation of any existing federal, state, or banking law or regulation, that provision shall be declared null and void. The City and the Bank shall mutually develop and amend the provision, should one be required.
13. The Bank shall have the capacity to provide loan servicing for lending programs that are established by Cooperative Endeavor Agreements between the United States Department of Agriculture, the City of Hammond, and the Downtown Development District. The Bank shall provide monthly reports to the City of all loan servicing activity to ensure compliance with current regulatory reporting requirements. The Bank shall issue the required forms for tax reporting by the lender. The City shall pay a reasonable fee for this service.
14. Please complete the following:
  - a. The interest to be paid on daily collected balances to the City will be calculated at the rate of 1.00 % or at a formula to be determined as follows: Adjustable daily rate equal to the 91 Day U.S. Treasury Bill Discount, plus 10 basis points.
  - b. The interest to be charged on loans shall bear interest at a rate of \_\_\_\_\_ % or at a formula to be determined as follows: Wall Street Journal Prime, floating.  
\_\_\_\_\_.
  - c. The interest to be charged on certificates of deposits shall be calculated at a rate of \_\_\_\_\_ % or at a formula to be determined as follows: One Year Treasury Bill plus 75 basis points.
  - d. The fees charged for loan servicing activity will be determined at the time of the loan request. (Typically, the Bank charges a 1% origination fee, which covers all servicing)
  - e. Additional products and services which will be offered to the City are:  
Remote Deposit Capture; Wire Transfer Module;  
ACH Debit Block; Positive Pay  
\_\_\_\_\_

This is the Proposal of:

Date: JUNE 15, 2020  
Company: THE FIRST ANBA  
Section 3 Business/WBE/SBE/MBE/DBE: \_\_\_\_\_  
Address: 1300 W. MORRIS AVE.  
City: HAMMOND State: LA ZIP Code: 70403  
Person to Contact: DANA CORKERN  
Phone: (985) 345-2265 Fax: 985-345-1586  
Email: dcorkern@thefirstbank.com

**Your Proposal is important to us.**

However, should you choose NOT to submit a Proposal for this project, the City would still ask you to complete this sheet and indicate "No Proposal". This shall NOT affect your participation in future RFPs, but only serve as a means of verifying you received notification of this RFP.

**Section 3 Business/WBE/SBE/MBE/DBE**

The City encourages Proposals from Section 3 businesses, Woman Business Enterprises, Minority Business Enterprises, Small Business Enterprises, and other potentially Disadvantaged Business Enterprises. If your company is one of these types of businesses, please indicate "Section 3," "WBE," "SBE," "MBE," or "DBE" in the space provided above.

**Nondiscrimination Requirements**

By submitting and signing this Proposal, the Proposer agrees to comply with Title VI and VII of the Civil Rights Act of 1964 as amended; the Vietnam Era Veterans Readjustment Assistance Act of 1974; Section 503 of the Rehabilitation Act of 1973; Section 202 of Executive Order 11246 as amended; and the Americans with Disabilities Act of 1990.

The Proposer also agrees to keep informed of and comply with all federal, State, and local laws, ordinances, and regulations which affect the Proposer's employees or prospective employees.

during the three (3) months immediately preceding its application for a loan. The loan shall bear interest as set forth below. Loans, if any, shall be secured by a pledge of anticipated and uncollected taxes and other revenues for the then-current fiscal year and all fiscal years during the amortization period of the loan.

12. If at any time, any provision of this contract is deemed to be in violation of any existing federal, state, or banking law or regulation, that provision shall be declared null and void. The City and the Bank shall mutually develop and amend the provision, should one be required.
13. The Bank shall have the capacity to provide loan servicing for lending programs that are established by Cooperative Endeavor Agreements between the United States Department of Agriculture, the City of Hammond, and the Downtown Development District. The Bank shall provide monthly reports to the City of all loan servicing activity to ensure compliance with current regulatory reporting requirements. The Bank shall issue the required forms for tax reporting by the lender. The City shall pay a reasonable fee for this service.
14. Please complete the following:

a. The interest to be paid on daily collected balances to the City will be calculated at the rate of .16 % or at a formula to be determined as follows:

*KK*  
FLOATING 90 DAY T-BILL - .15 (CURRENTLY .15 - 5 = .10%)

b. The interest to be charged on loans shall bear interest at a rate of \_\_\_\_\_ % or at a formula to be determined as follows:

NEW YORK PRIME RATE TO BE ADJUSTED ON MARCH 31, JUNE 30, SEPTEMBER 30 + DECEMBER 31 ON EACH YEAR.

c. The interest to be charged on certificates of deposits shall be calculated at a rate of 1 % or at a formula to be determined as follows: \_\_\_\_\_

d. The fees charged for loan servicing activity will be ZERO

e. Additional products and services which will be offered to the City are:

ACH DEBIT & CREDIT FILE TRANSMISSION  
MERCHANT SERVICES  
REMOTE DEPOSIT CAPTURE

**This is the Proposal of:**

**Date:** 06/15/2020

**Company:** Hancock Whitney Bank

**Section 3 Business/WBE/SBE/MBE/DBE:** \_\_\_\_\_

**Address:** 445 North Blvd., Ste. 201

**City:** Baton Rouge **State:** LA **ZIP Code:** 70802

**Person to Contact:** Nora Listach

**Phone:** (225)248-7468 **Fax:** (225) 248-7469

**Email:** nora.listach@hancockwhitney.com

**Your Proposal is important to us.**

However, should you choose NOT to submit a Proposal for this project, the City would still ask you to complete this sheet and indicate "No Proposal". This shall NOT affect your participation in future RFPs, but only serve as a means of verifying you received notification of this RFP.

**Section 3 Business/WBE/SBE/MBE/DBE**

The City encourages Proposals from Section 3 businesses, Woman Business Enterprises, Minority Business Enterprises, Small Business Enterprises, and other potentially Disadvantaged Business Enterprises. If your company is one of these types of businesses, please indicate "Section 3," "WBE," "SBE," "MBE," or "DBE" in the space provided above.

**Nondiscrimination Requirements**

By submitting and signing this Proposal, the Proposer agrees to comply with Title VI and VII of the Civil Rights Act of 1964 as amended; the Vietnam Era Veterans Readjustment Assistance Act of 1974; Section 503 of the Rehabilitation Act of 1973; Section 202 of Executive Order 11246 as amended; and the Americans with Disabilities Act of 1990.

The Proposer also agrees to keep informed of and comply with all federal, State, and local laws, ordinances, and regulations which affect the Proposer's employees or prospective employees.



June 15, 2020

Jana Thurman, Purchasing Manager  
City of Hammond (The City)  
310 East Charles Street  
Hammond, Louisiana 70404

Dear Ms. Thurman,

Hancock Whitney Bank is pleased to present the City of Hammond (hereinafter referred to as The City) the attached proposal for banking services. We are excited about the opportunity to partner with The City in order to deliver you the best products and customer service available.

Hancock Whitney Bank's unique culture continues to differentiate our organization from the competition. This culture includes a strong emphasis on customer service. We believe in order to provide a high level of service and exceed our customer's expectations it is essential that we understand The City's business and are able to anticipate your needs. This type of "relationship" banking provides both The City and the Bank the mutually beneficial consistency required in today's competitive environment.

Hancock Whitney Bank would like to offer the following for your consideration.

**During the term of the agreement, Hancock Whitney Bank proposes to pay interest on The City's depository accounts at a floating rate based upon the 28 day U.S. Treasury Bill minus (-) 0.10%, as reported by the Federal Reserve as of the last business day of the immediately preceding month, and with bank service charge fees waived, provided the average monthly balances in The City's interest bearing accounts remain at current levels and do not fall below \$8 million. Interest will be accrued daily and paid monthly. The deposits will be housed in our interest bearing Public Fund NOW account type.**

As an Institutional Banking Relationship Manager in our dedicated Institutional Banking Group, I personally look forward to continuing to work with the City of Hammond along with other members including our Governmental Banking Team, Treasury Management Service Team, and the Bank's Customer Service Team. Having a dedicated team supporting the Municipal and Institutional sector allows our team to concentrate on the needs of your industry and provide the solutions that benefit you most.

Hancock Whitney Bank will continually evaluate its services to The City and proactively review, recommend, and implement improvements to these services. If you should have any questions regarding the products, solutions or answers detailed in our response, please don't hesitate to contact me directly.

Thank you for your consideration.

Respectfully Submitted,

A handwritten signature in cursive script that reads "Nora Listach".

Nora Listach  
Institutional Banking