



LA SALLE COUNTY
OFFICE OF THE COUNTY TREASURER
THELMA R. TREVIÑO

April 11, 2014

Dear Sir/Madam:

La Salle County is extending an invitation for the submittal of proposals for banking services. I have included the Request for Proposal (RFP) for your review.

La Salle County will evaluate all proposals and select the financial institutions whose proposals are most responsive to the RFP. Representatives from these financial institutions may be asked to make a presentation to the La Salle County Commissioner's Court. The board will make the selection of the financial institution based on its evaluation of the proposal and presentation.

Questions concerning this proposal should be submitted in writing no later than five (5) days prior to proposal submission deadline to:

Thelma R. Trevino
La Salle County Treasurer
830/483-5143

Sealed proposals must be delivered at the La Salle County District and County Clerk's Office located at 101 Courthouse Square, Suite 107, Cotulla, Texas, 78014, no later than 2:00 P.M., CST, on Friday, May 23, 2014.

Sincerely,

A handwritten signature in cursive script that reads "Thelma R. Trevino".

Thelma R. Trevino
La Salle County Treasurer

PROPOSAL TO SERVE AS DEPOSITORY

La Salle County is seeking a financial institution to serve as depository for a term of 4 years beginning July 2014 upon approval by the La Salle County Commissioner's Court. La Salle County requires approximately 55 interest bearing bank accounts and funds may be available for investment. As of December 31, 2013, La Salle County had \$11,220,301 in its bank accounts.

BACKGROUND

The Commissioner's Court has governance responsibilities over all activities related to La Salle County, Texas. The County receives funding from local, state and federal government sources. The County provides the following services to its citizens: public safety (law enforcement and detention, fire and ambulance), public transportation (roads and bridges), health and welfare (pauper care, health clinic facilities, meals for the elderly and indigent health care), culture and recreation facilities, conservation, public facilities, judicial and legal, election functions, and general and administrative services.

ACCOUNT ACTIVITIES

La Salle County anticipates establishing an account configuration that consists of the following bank accounts. All accounts must be interest bearing unless specified otherwise.

- See Exhibit 1

EXHIBIT 1

LASALLE COUNTY
STOCKMEN'S NATIONAL BANK RECONCILED ACCOUNTS LISTING

DECEMBER 1-31, 2013

ACCOUNT NAME	ACCT. #	BEGINNING BALANCE	REVENUE/DEPOSITS	EXPENSES/TRANSFERS	ENDING BALANCE	
GEN.FD(9,11,12,14,20,35,70,80,96)	002-062	\$ 40,196.27	\$ 890,427.28	\$ (511,420.88)	\$ 419,202.67	v
GEN. FD. ADVAL-2012	022-705	\$ 16,067.87	\$ 1.36		\$ 16,069.23	v
PAYROLL FUND	006-750	\$ 13,846.93	\$ 464,512.90	\$ (478,432.11)	\$ (72.28)	v
PAYABLE ACCOUNT	013-684	\$ (15,125.40)	\$ 1,087,616.08	\$ (1,267,341.50)	\$ (194,850.82)	v
CREDIT CARD ACCOUNT JP #1	017-507	\$ -	\$ -	\$ -	\$ -	
FD-4 TDCHA #100096	020-028	\$ 52,512.39	\$ -	\$ -	\$ 52,512.39	v
FD-10 LSC SHERIFF FED. MON. SEIZ.	018-821	\$ 134,292.52	\$ 50,489.31	\$ -	\$ 184,781.83	v
FD-11 NARC.TREAS/FED AVAIL.	020-486	\$ 15,761.98	\$ 1.32	\$ (621.47)	\$ 15,141.83	v
FD-13 NARCOTICS FD/STATE AVAIL.	020-346	\$ 13,951.62	\$ 2,318.98	\$ -	\$ 16,270.60	v
FD-17 JAIL	013-250	\$ 2,717.53	\$ 33,303.74	\$ (31,659.83)	\$ 4,361.44	v
FD-21 ROAD & BRIDGE #1	007-293	\$ 99,796.57	\$ 27,041.31	\$ (61,010.51)	\$ 65,827.37	v
FD-22 ROAD & BRIDGE #2	012-955	\$ 29,065.57	\$ 27,079.53	\$ (21,385.74)	\$ 34,759.36	v
FD-23 ROAD & BRIDGE #3	012-939	\$ 6,164.20	\$ 82,628.62	\$ (43,594.25)	\$ 45,198.57	v
FD-24 ROAD & BRIDGE #4	012-947	\$ 30,599.61	\$ 76,999.11	\$ (34,975.35)	\$ 72,623.37	v
FD-26 LATERAL ROAD & BRIDGE	021-067-FY07	\$ 60,081.05	\$ -	\$ -	\$ 60,081.05	v
FD-27 BOOMMOWER	021-598	\$ 329.63	\$ 5,749.47	\$ (5,330.76)	\$ 748.34	v
FD-30 ELDERLY NUTRITION PROGRAM	009-407	\$ 5,365.25	\$ 17,469.30	\$ (22,010.10)	\$ 824.45	v
FD-36 FOOD PANTRY	021-571	\$ 4,584.80	\$ -	\$ -	\$ 4,584.80	v
FD-39 CAMARON LANE	023-094	\$ 13,681.50	\$ 185,009.48	\$ (13,956.72)	\$ 184,734.26	v
FD-40 REGIONAL DET. CENTER	020-273	\$ 63,513.59	\$ 5.32	\$ (1,601.55)	\$ 61,917.36	v
FD-41-42 JUV. PROBATION OFFC.	014-567	\$ 136,705.68	\$ 6,397.00	\$ (6,978.56)	\$ 136,124.12	v
FD-49 TEXAS JUV. PROB. GRANT H	021-512	\$ 2,912.83	\$ 728.00	\$ -	\$ 3,640.83	v
FD-50 LSC BORDER SECURITY PROGRAM	021-164-FY08	\$ 40,266.63	\$ 1.63	\$ (3,405.60)	\$ 36,862.66	v
FD-52 APPELLETTE JUDICIAL SYSTEM	021-059-FY07	\$ 367.10	\$ 75.00	\$ -	\$ 442.10	v
FD-53 ELECTION EQUIP. RENTAL FEES	021-458-FY09	\$ 2,468.45	\$ -	\$ -	\$ 2,468.45	v
FD-55 COURTHOUSE RENOVATION	021-318-FY08	\$ 684,876.65	\$ 57.65	\$ (12,687.29)	\$ 672,247.01	v
FD-56 NURSING HOME	021-326-FY08	\$ 214,244.10	\$ 174,731.30	\$ (306,376.38)	\$ 82,599.02	v
N. HOME CONST. ACCT.	022-810	\$ 88,776.07	\$ -	\$ (88,720.00)	\$ 56.07	v
FD-60 COURT ADMIN. FEES	021-180	\$ 47,441.81	\$ 3,095.00	\$ -	\$ 50,536.81	v
FD-63 LSC TJPC GRANT C	022-225	\$ 6,399.52	\$ 1,042.00	\$ (940.42)	\$ 6,501.10	v
FD-64 LAW ENFORCEMENT SERVICES	023-663	\$ 183,624.93	\$ -	\$ (29,525.30)	\$ 154,099.63	v
FD-71 DEFENSIVE SAFETY	022-101	\$ 2,588.07	\$ -	\$ (654.51)	\$ 1,933.56	v
FD-82 RECORDS MANAGEMENT	014-680	\$ 42,841.38	\$ 2,300.74	\$ (1,765.00)	\$ 43,377.12	v
FD-85 LSC ORCA TDCP CONT #729429	019-445	\$ 1,000.00	\$ -	\$ -	\$ 1,000.00	v
FD-86 LSC TDCP #729115	021-687	\$ 83,065.54	\$ -	\$ -	\$ 83,065.54	v
FD-89 LSC TDCP #727185	019-380-FY08	\$ 250.00	\$ -	\$ -	\$ 250.00	v
FD-90 CERTICATES OF OBLIGATION	023-442	\$ 3,348.56	\$ 82,133.84	\$ (82,793.84)	\$ 2,688.56	v
FD-91 ROAD&BRIDGE BONDS 2013	023-590	\$ 3,395.48	\$ 273,940.03	\$ (273,940.03)	\$ 3,395.48	v
FD-93 CERT. OF OBLIG. 2013A EQUIP	023-604	\$ 4,439.76	\$ 132,108.85	\$ (132,108.85)	\$ 4,439.76	v
FD-97 STEPHENSON ROAD PROJECT	023-744	\$ 379,553.91	\$ -	\$ -	\$ 379,553.91	v
TOTALS		\$ 2,515,969.95	\$ 3,627,264.15	\$ (3,433,236.55)	\$ 2,709,997.55	
LSC DISTRICT CLERK						
COST DEP. AND CASH BOND-ME	017-914	\$ 1,058,313.51	\$ 5,449.04	\$ (227.39)	\$ 1,063,535.16	
TRUST FUND-ME	017-922	\$ 220,710.06	\$ 2,758.50	\$ (2,791.86)	\$ 220,676.70	
FEE AND OPERATING-ME	017-906	\$ 75,635.26	\$ 1,257,488.00	\$ (1,097,260.05)	\$ 235,863.21	
LSC COUNTY CLERK						
FEE AND OPERATING-ME	017-817	\$ 48,848.05	\$ 27,587.50	\$ (29,426.50)	\$ 47,009.05	
COST DEP. AND CASH BOND-ME	017-884	\$ 9,395.88	\$ -	\$ (1,448.00)	\$ 7,947.88	
TRUST FUND-ME	017-892	\$ 21,993.36	\$ 0.84	\$ -	\$ 21,994.20	
CASH BOND-ME	017-876	\$ 127,629.40	\$ 4.89	\$ -	\$ 127,634.29	
TAX ASSESSOR COLLECTOR						
TAX ASSESSOR COLLECTOR	023-434	\$ 730,517.39	\$ 6,745,658.90	\$ (690,533.27)	\$ 6,785,643.02	
GRAND TOTALS		\$ 4,809,012.86	\$ 11,666,211.82	\$ (5,254,923.62)	\$ 11,220,301.06	

SERVICE FEES

La Salle County desires the following services. **Please indicate the per unit/monthly charge associated with each item:**

<u>Service:</u>	<u>Fee:</u>
Account Maintenance per account	_____
ACH Deposits	_____
Deposits/Credits Posted	_____
Checks/Debits Paid	_____
Incoming Wire Transfer	_____
Outgoing Wire Transfer	_____
Returned Items/Chargeback	_____
Stop Payment Fee	_____
Insufficient Fund items	_____
Direct Deposit for Payroll	_____
Deposit Slips	_____
Printed Checks	_____

Please attach a list of any other services your financial institution can render for La Salle County (such as online banking).

INTEREST EARNINGS

La Salle County funds will be kept in interest bearing accounts. **Please indicate how checking account interest rates will be calculated:**

Based on this calculation, interest rates on March 31, 2014 would have been _____%.

INVESTMENT ACTIVITIES

Certificates of Deposit – Certificates of Deposit (CD’s) purchased for La Salle County shall be non-negotiable and shall be registered in the name of La Salle County. The CD’s must be fully insured by the Federal Deposit Insurance Corporation or collateralized in accordance with the RFP requirements. **Please indicate how CD’s interest rates will be calculated:**

Based on this calculation, interest rates on March 31, 2014 would have been _____ %.

COLLATERAL REQUIREMENTS

1. As security for the deposits of La Salle County, the successful bank shall pledge securities equal to 102% of their market value, of the largest total balances La Salle County maintains in the bank, less the amount provided by the Federal Deposit Insurance Corporation.
2. The securities pledged shall be held in safekeeping at an independent financial institution acceptable to both La Salle County and the successful bank. **Please submit a copy of the safekeeping agreement and specify the safekeeping charges that will apply.**
3. The successful bank and the custodial bank shall provide La Salle County a report of securities pledged at the end of each month or at any time requested by La Salle County. The report should reflect the total pledged securities itemized by:

Name
Type/Description
CUSIP
Par Value
Market Value
Maturity Date
Rating by Moody’s or Standard & Poors

4. Any substitutions of the securities or reductions in the total amount pledged shall be made only by and with the proper written authorization of an authorized La Salle County signatory. La Salle County shall approve all securities pledged. In the case of reduction requests, the bank shall provide in writing that collateral shall be available when needed to meet normal balance increases throughout the year.

CERTIFIED CHECK

A certified or cashier's check in the amount of \$146,561, as required by law, payable to La Salle County **MUST** be attached hereto as guarantee of good faith in making application for becoming the Depository Bank for the Public Funds under the jurisdiction of La Salle County. This amount represents ½ of 1 percent of La Salle County's 2012 audited revenue. It is understood that such check will not be deposited or invested by La Salle County, except as liquidated damages for failure to qualify in a timely manner as County Depository Bank, if so chosen. In the event that said Bank is not awarded a four year La Salle County Bank Depository Contract, said original check shall be returned upon the official qualification and award of Contract to another Bank.

BIDDING REQUIREMENTS

1. One original and three complete copies of the proposal, sealed and clearly marked "Bank Depository Services RFP", shall be delivered to La Salle County by 2:00 P.M., CST, by Friday, May 23, 2014 and addressed:

Margarita Esqueda
La Salle County District and County Clerk
101 Courthouse Square, Suite 107
Cotulla, Texas 78014

2. **No Proposal shall be received after 2:00 P. M., CST, on the date due.**
3. La Salle County reserves the right to request additional information or to meet with representatives from proposing organizations to discuss points in the proposal which may be used in forming a recommendation.
4. La Salle County reserves the right to reject any and all proposals, and to accept the proposal it considers in its best interest based upon the requirements and descriptions outlined in this RFP.
5. Any questions or clarification concerning this RFP should be directed to:

Thelma R. Trevino
La Salle County Treasurer
101 Courthouse Square, Suite 311
Cotulla, Texas 78014
830/483-5143