



September 26, 2023

Ms. Judith Tangalin, CPA, CGFO
Executive Director of Finance
City of Killeen
802 N 2nd Street – Building E
Killeen, TX 76541

Ms. Tangalin,

A full analysis of detailed fees proposed by JPMorgan and PNC was provided in the full analysis of the proposals. Each fee was considered against historical use rates and all services were included. This letter is to provide an overview of those findings.

The banks were asked to provide the service fees required to provide each of the services required by the City through the RFP. The fees stated by each bank were calculated against the City's historical use averages to calculate an estimated monthly fee. The *gross* fees were calculated with and without custody fees for City owned securities. The banks were also asked for any transition or retention incentive offered. JPMorgan, in response to the RFP, offered a transition incentive in the form of a one-year waiver of fees in addition to remote scanners. PNC offered no retention incentive. Both the gross and net fees with incentives show that the banks are closely matched in cost (although not in service scored).

	Gross Fees	Net fees
• JPMorgan	\$ 4,778	\$ 4,278
• PNC	\$ 4,380	\$ 4,380

Page Two

A complete detailed look at the individual fees and their combined impacts for each bank are found on the extensive file previously provided to the City and attached to this summary.

Sincerely,

A handwritten signature in blue ink, reading "Linda T. Patterson". The signature is written in a cursive, flowing style.

Linda T. Patterson

Director of Consulting and Training

Meeder Investment

ATTACHMENT A SERVICE FEES ANALYSIS

CITY OF KILLEEN, TEXAS

			Total	4,778.47			Total	4,380.29		
	Service Description	Avg Mo Volume	JPMorgan	Fee	Cost	Notes	PNC	Fee	Cost	Notes
	AVERAGE COLLECTED BALANCE	27,020,628				yes 13 bps				yes - no \$ given
DEMAND DEPOSIT ACCOUNT SERVICES										
010000	ACCOUNT MAINTENANCE	6	5.0000	30.00			4.9000	29.40		
100200	REGULAR DEPOSIT TICKET	220		0.00		n/a	0.2500	55.00		
100220	DEPOSIT ITEMS ON-US	31	0.1000	3.10			0.0400	1.24		
100200	DEPOSITED ITEMS TRANSIT	514	0.2000	102.80			0.0500	25.70		
150100	PAID ITEMS	440	0.1000	44.00			0.0700	30.80		
100400	RETURNS	8	1.0000	8.00			2.5000	20.00		
100402	RECLEARS	4	3.0000	12.00			2.5000	10.00		
019999	BLOCKED CHECKS	1	0.0000	0.00			20.0000	20.00		
100500	DEPOSIT ADJUSTMENT FEE	0	8.0000	0.00			2.5000	0.00		
						200				192
REMOTE DEPOSIT RELATED SERVICES										
109999	IMAGE DEPOSIT	20	0.0200	0.40			1.2500	25.00		
109999	IMAGE DEPOSIT ON-US	93	0.1000	9.30			0.0300	2.79		
109999	IMAGE DEPOSIT TRANSIT - OTHER	5,257	0.1000	525.70			0.1200	630.84		
109999	IMAGE CASH LETTER MO FEE	1	0.2000	0.20			52.2000	52.20		
						536				711
BRANCH SERVICES										
100048	CURRENCY FURNISHED (\$10 UNITS<50k)	399	0.7500	299.25			0.1500	59.85		
100044	COIN FURNISHED (ROLLS)	78	0.2500	19.50			0.0500	3.90		
100000	OTC DEPOSIT TICKETS	216	3.7500	810.00			0.8000	172.80		
100015	CASH VERIFICATION OTC - 10.00 UNITS	31,820	0.0000	0.00			0.0180	572.76		
100015	NIGHT DROP BAG DEPOSIT	1	0.0000	0.00			0.0180	0.02		
100015	CASH VERIFICATION NIGHT DROP/10	480	0.0000	0.00			0.0144	6.91		
						1,129				816
RETAIL LOCKBOX SERVICES										
999999	E-LOCKBOX MAINTENANCE	1	10.0000	10.00			55.0000	55.00		
999999	E-LOCKBOX PER ITEM	1,158	0.0800	92.64			0.1800	208.44		
						103				263
ACCOUNT RECONCILEMENT SERVICES										
200010	FULL RECON MO MAINT	2	5.0000	10.00			25.0000	50.00		
200110	FULL RECONCILEMENT ITEM	440	0.0800	35.20			0.0250	11.00		PROPOSAL SHOWS AS \$30
209999	REJECTED INPUT FILE	0	0.0000	0.00			40.0000	0.00		
209999	OUTPUT TRANSMISSION ITEM	440	0.0000	0.00			0.0300	13.20		PROPOSA SHOWS AS \$20
150320	ARP POSITIVE PAY RETURNS	0	20.0000	0.00			2.5000	0.00		
150230	STALE DATE SERVICE	5	0.0000	0.00			0.8000	4.00		
200000	TELLER POSITIVE PAY MO MAINT	2	0.0000	0.00			5.0000	10.00		
200000	POSITIVE PAY MO MAINT	2	0.0000	0.00			5.0000	10.00		
999999	ONLINE POS PAY EXCEPTIONS LOADED	7	0.0000	0.00			0.3000	2.10		

			Total	4,778.47			Total	4,380.29		
	Service Description	Avg Mo Volume	JPMorgan			PNC				
			Fee	Cost	Notes	Fee	Cost	Notes		
999999	ONLINE ISSUE FILE IMPORT	9	1.0000	9.00		0.0500	0.45			
999999	ONLINE PER STOP INDIVIDUAL ENTRY	3	5.0000	15.00		6.0000	18.00			
999999	ONLINE CHECK INQUIRY	2	1.0000	2.00		0.0500	0.10			
999999	ONLINE ISSUE ADD/CANCEL	1	0.0000	0.00		0.0500	0.05			
999999	ONLINE ISSUE FILE IMPORT ITEM	538	0.0000	0.00		0.0200	10.76			
209999	ONLINE POSITIVE PAY RETURN	0	20.0000	0.00		2.5000	0.00			
209999	ONLINE MIAGE VIEWED	30		0.00		1.1500	34.50			
209999	ONLINE IMAGE CAPTURED	30	0.0300	0.90			0.00			
209999	ONLINE IMAGE STORED	30	0.0100	0.30			0.00			
ZERO BALANCE ACCOUNT SERVICES					72				164	
010020	PARENT ACCOUNT	1	10.0000	10.00		15.0000	15.00			
	ZERO BALANCE TRANSACTIONS	17				0.0000				
010020	ZERO BALANCE ACCOUNTS	1	5.0000	5.00		10.0000	10.00			
ACH SERVICES					15				25	
250000	ACH MO MAINTENANCE	3	5.0000	15.00		11.0000	33.00			
251060	ACH MANUAL RECALLS	0	0.0000	0.00		45.0000	0.00			
250505	ONLINE ACH FILE PROCESSED	10	0.0000	0.00		4.0000	40.00			
250102	ONLINE ACH DR/CR ORIGINATED	8,912	0.0300	267.36		0.0600	534.72			
250120	ADDENDA ORIGINATED/RECEIVED	233	0.0200	4.66		0.0300	6.99			
250200	DEBITS RECEIVED	63	0.0200	1.26		0.0700	4.41			
250201	CREDITS RECEIVED	523	0.0200	10.46		0.1500	78.45			
250400	ACH RETURN ITEM	47	2.0000	94.00		1.7500	82.25			
251070	ACH NOC ITEM	14	0.5000	7.00		1.2500	17.50			
250302	UNAUTHORIZED ACH RETURN ITEM	2	2.0000	4.00		5.0000	10.00			
251050	ACH POSITIVE PAY MO SERVICE	6	5.0000	30.00		2.0000	12.00			
250312	ACH FRAUD PROTECTION RETURNS	3	5.0000	15.00		1.5000	4.50			
999999	SAME DAY ACH ENTRIES	1,092	0.2500	273.00		0.4500	491.40			
WIRE TRANSFER SERVICES					721.74				1,315.22	
350109	ONLINE DOMESTIC WIRE TRANSFER	5	5.0000	25.00		3.5000	17.50			
350300	INCOMING WIRE TRANSFER	2	5.0000	10.00		4.2000	8.40			
INFORMATION SERVICES					35				26	
402022	PREVIOUS DAY ACCOUNT	8	10.0000	80.00		7.5000	60.00			
402025	CURRENT DAY ACCOUNT	8	0.0000	0.00		7.5000	60.00			
350551	ONLINE TEMPLATE STORAGE	24	0.0000	0.00		0.0650	1.56			
	ONLINE INFO REPORTING MONTHLY	1				0.0000	0.00			
400271	ONLINE PREVIOUS DAY TRANSACTION	1,569	0.0300	47.07		0.0100	15.69			
100274	ONLINE CURRENT DAY TRANSACTION	1,313	0.0000	0.00		0.0100	13.13			
	ONLINE EVENT NOTIFICATION EMAIL	36				0.0000	0.00			
409999	ONLINE EMAILED STATEMENTS	0	0.0000	0.00		0.0000	0.00			
409999	ONLINE ELOCKBOX REPORT	1	0.0000	0.00		20.0000	20.00			
409999	ONLINE OUTSTANDING CHECK REPT	1	20.0000	160.00	Data download mo fee per acct	20.0000	20.00			
999999	ONLINE ACH SPECIAL REPORT	18	10.0000	180.00		3.0000	54.00			
999999	ONLINE EDI SPECIAL REPORT	20	2.0000	40.00		0.5000	10.00			
999999	ONLINE ACCOUNT TRANSFER	3	0.5000	1.50		1.2500	3.75			

			Total	4,778.47			Total	4,380.29		
	Service Description	Avg Mo Volume	JPMorgan			PNC				
			Fee	Cost	Notes	Fee	Cost	Notes		
400999	ONLINE INFO REPORTING IMAGE	6	0.0000	0.00		1.1500	6.90			
409999	ONLINE SPECIAL REPORTS IMAGE	6	0.0000	0.00		1.1500	6.90			
	ONLINE EVENT NOTIFICATION EMAIL	133				0.0250	3.33			
	ONLINE EMAILED STATEMENTS	0				0.0000	0.00			
409999	PAYEE ACCOUNT VALIDATION MO.	1	0.0100	0.01		0.0000	0.00			
409999	ONLINE MODULE FEES	6	10.0000	60.00	Monthly Profile per Access profile	9.5000	57.00			
					569					332
	INVESTMENT SWEEP									
450020	MMDA SWEEP SERVICE	1				110.0000	110.00			
										110
	ELECTRONIC DATA INTERCHANGE									
250202	ELECTRONIC PAYMENTS RECEIVED	1,593	0.0200	31.86		0.1000	159.30			
309999	REMITTANCE REPORT - PDF	21	2.0000	42.00		0.5000	10.50			
300020	ELECTRONIC RECEIVABLES MO REPORT	4		0.00	n/a	3.0000	12.00			
					74					182
	MISCELLANEOUS									
999999	PRINTED ANALYSIS STATEMENT FEE	1		0.00	n/a	25.0000	25.00			
010964	AUTOMATED AUDIT CONFIRMATION	1		0.00	n/a	25.0000	25.00			
					0					50
	SAFEKEEPING SERVICES (Using \$50M as a base case)									
999999	SAFEKEEPING POSITION MAINTENANCE	26	0.0000	0.00		2.7500	71.50			
	ANNUAL ADMIN FEE <\$100M		1 BP	416.67	<\$100M or \$5,000 annual fee at \$50M (monthly fee shown)		0.00			
	ANNUAL ADMIN FEE >\$100M		0.75 BPS				0.00			
	DEPOSIT/WITHDRAWAL	3				10.0000	30.00			
999999	SAFEKEEPING PRINCIPAL/INT COLLECT	3	0.0000	0.00		0.6000	1.80			assuming \$20M/mo activity
999999	SAFEKEEPING MATURITY/CALL COLLECT	3	0.0000	0.00		20.0000	60.00			
999999	SAFEKEEPING SECURITY CLEARANCE	3	25.0000	75.00	BE purchase, sale or transfer	10.0000	30.00			
459999	CLEARANCE FED NON-ABS/MBS		25.0000	0.00	BE purchase, sale or transfer		0.00			
450510	CUSTODY - MO MAINT.	1	833.3300	833.33	min monthly fee		0.00			
450111	CUSTODY - ASSETS PER \$10m BE		0.0000	0.00			0.00			
450102	CUSTODY - FIXED NCOME RECEIPTS		0.0000	0.00			0.00			
459999	CUSTODY - INTEREST PAYMENTS		0.0000	0.00			0.00			
459999	CUSTODY - MATURITY PAYMENT		0.0000	0.00						
					1,325.00					193.30
	TOTAL REQUIRED SERVICES			4,778.47			4,380.29			

Without Custody

3453.47

4186.99

ATTACHMENT A SERVICE ANALYSIS
CITY OF KILLEEN, TEXAS

		Total	702			Total	586		
		JPMorgan				PNC			
Service Description		Wgt.	Points	Score	Notes	Points	Score	Notes	
1	CREDITWORTHINESS								
a	LINK TO FINANCIALS-CONFIRM	3	2	6	on website - link given - past and present - no direct confirm	2	6	posted no direct confirm	
b	CRA	1	2	2	most recent Satisfactory overall and TX-leader in home lending/bus lend.	2	2	Outstanding	
c	DEBT RATINGS	3	2	6	A1/A-, A3/BBB+	2	6	A2/A, A3/A-	
d	CHANGE IN RATINGS	3	1	3	on website - assuming you City checks website	0	0	no confirm just says they will change	
					7			6	
2	CUSTOMER SERVICE				Gov't First Focus				
a	SATISFYING NEEDS PLAN	2	3	6	multi-tiered team plus hosts yearly webinars	3	6	multi-tiered team	
b	LOCAL SUPPORT	1	2	2	primary and backup rep.7-7 - engage all levels and escalate on any problems.	2	2	rep will facilitate	
c	SERVICE STRUCTURE	2	2	4	daily primary and backup - cross-product support	2	4	reps supported by mgmt - emails reviewed daily	
d	HOLDING COMPANY SERVICES	2	1	2	n/a	1	2	asset mgmt - basically n/a	
e	LOCAL COMMUNITY SUPPORT	2	2	4	\$14.3M to non-profits- grants \$1M - talks about Houston	2	4	all corp. lending and community development	
f	REGULAR MEETINGS	3	2	6	on-site for implementation - then weekly - ongoing - lists goals practices/new prod/trends	2	6	maintain consistent communications - bring new ideas, webinars	
g	ESCALATION OF PROBLEMS	2	2	4	reps have full authority	2	4	team can handle inquiries - reps can escalate - focus on main rep	
h	MONITORING SERVICE	1	2	2	regular review dependent on size	2	2	rep feedback, post-implementation surveys	
i	NEW SERVICES	3	2	6	new business incisive approval group for dev.	2	6	end-to-end payables, vendor portal, improved checks printing, integrated receivables - all to streamline	
j	INCENTIVES	3	3	9	waiving one year plus two scanners	0	0	none but competitive rates	
k	DISASTER SUPPORT	1	2	2	contingency and redundancy	2	2	remote location support - redundancy, disaster plans developed	
l	AUDITOR	2	3	6	can get electronically or thru rep	1	2	open for negotiation on scope and frequency	
m	AUDIT CONFIRM FEE?	2	2	4	no fee	1	2	\$20 per request	
n	SPECIAL EVENTS SUPPORT	3	2	6	night drop, vault, ATM deposit, integrated receivables, remote deposit	2	6	commercial deposit and ATM, night drop	
					63			48	
3	REFERENCES								
	REFERENCES	3		0	City of Austin, City of Fort Worth, Killeen ISD		0	Temple, Odessa, Laredo	
				0			0		
4	AGREEMENTS								
	AGREEMENTS	3	2	6	ok	2	6	Par-to par on collateral	
				0			0		
5	IMPLMENTATION								
a	TIMETABLE	2	2	4	set procedure for onboarding, contact overall	2	4	incumbent	
	REQUIRED SERVICES								
1	ACCOUNT STRUCTURE				ZBA EOD Sweep or hybrid				
a	ZBA	3	3	9	JPM Fund EOD	2	6	ZBA, daily BI file, location codes - no mention of sweep but mentions fee later -	
b	SWEEP REPORTS	2	3	6	move all or target - full sweep - also customized transfers - online info for near real time balances	2	4	online detail DR/CR and summary	
c	INTEREST APPLICATION	3	3	9	account level	2	6	separate credit - no answer on where - assuming master	
d	ALTERNATIVES TO SWEEP	2	3	6	Hybrid DDA full liquid, -	3	6	hybrid, comp balance then IB - comp does not get balance based fee	
e	IB/MMA RATE BASIS	1	2	2	all managed	2	2	managed though not real clear	

			Total	702			Total	586		
Service Description		Wgt.	JPMorgan			PNC				
			Points	Score	Notes	Points	Score	Notes		
f	PROSPECTUS	2	2	4	JPM - provided -	2	4	PNC Nassau sweep and MMDA Sweep - search provided no targeted info - says use of Federated or Fidelity - says only shares PNC credit rating		
g	LAST TRANSACTION SWEEP?	1	2	2	EOD and intra-day	2	2	EOD		
h	NEW ACCOUNTS	2	2	4	agreed	2	4	agreed		
i	NEW SERVICES	3	2	6	agreed	0	0	negotiate fees at time of request		
j	BALANCE BASED FEE IN USE	3	1	3	yes 13 balance based fee - need to use sweep	1	3	yes 14.2 (avg \$6,000)		
k	RATES	3	3	9	didn't give others prospectus says	2	6			
	ECR				4.25%			1.60%		
	IB				4.15%			3.15%		
	MMA							4.60%		
	SWEEPS				4.50%			4.93%		
					60			43		
2	AUTOMATION AND IMAGING									
a	LINK	3	3	9	provided, excellent - can demo also	2	6	as incumbent you know - can demo (takes this attitude throughout		
b	ONLINE SERVICES	3	3	9	all in chart form (48) customizable, entitlements, preferences, global search, interactive, graphics, transmissions, training	1	3	as incumbent you know it - no answer		
c	HISTORICAL ACCESS	3	2	6	transactions prior/current and historical 45 days - 2 yrs.	2	6	check images online - no detail		
d	CUSTOMIZATION	2	3	6	filter multiple, no additional costs	3	6	custom for detail, accounts, trans types, acct groups, time range - can sort - save as template		
e	PRIOR DAY INFO AVAILABILITY	3	3	9	7AM then thru day as memo posted	3	9	4AM, incoming wires and current day at noon, Balance Threshold notice at 4AM - wire and balances real-time		
f	RETENTION SCHEDULES	3	2	6	2 yr balance/trans, 10 yrs checks	2	6	2 years online on summary and detail in a report		
g	DISASTER SUPPORT	2	2	4	established policies and responsibilities for contingencies	2	4	multiple data centers - can't tell you more because of security!		
h	SECURITY PROTOCOL	3	3	9	City control, 2-step login, single if inquiry, authentications and registration of PC, digital significant patterns analysis, timeouts 15 min	2	6	City to download IBM Security Trustee Rapport to protect sign-ons - customize users		
i	SECURITY CONTROL	3	3	9	City admin. Entitlements need dual authority.	2	6	City for approvals, templates and batch approvals - report of suspicious ACH activity		
j	TECH SUPPORT HOURS	1	3	3	Solution Center for tech,24/5 help desk, user guides online or download, training	2	2	wires 5:45, ACH 7PM, same day 2PM, transfers 9PM - no answer on support just deadlines		
k	WHAT IMAGED	3	2	6	all on-us trans (pd checks, slips, advices plus checks, statements and deposits online	2	6	all items (mentioned) imaged		
l	EVENT MESSAGING	3	3	9	customization for transaction , email or online	2	6	City sets - no answer how received		
m	CENTRAL SQUARE USERS	3	3	9	yes 17 currently	1	3	apparently not - not listed in list of ERPs - assuming some use as incumbent		
n	ERP SUPPORTED	1	3	3	standard connection for ERRP and TWS - or integrate direct to City ERP - integration priority	2	2	lists 10		
o	MOBILE SERVICES	3	3	9	view, drill down, deposit, approvals - multi-level security	2	6	secure authorization masked ##s timeouts - no specific services are given		
p	CASH FORECASTING	1	3	3	Excel add-in for Worksheet Wizard for custom	2	2	uses AI to track and forecast - holds past forecasts		
					109			79		
3	DEPOSITS									
a	CUT OFF TIMES	3	2	6	branch 5-6,night 7:30AM, remote 10PM, wires 5:45	1	3	3:00 at branch		
b	ARMORED AT BANK BRANCH?	3	1	3	no armored car at branch but at vaults	2	6	yes		

			Total	702			Total	586		
Service Description		Wgt.	JPMorgan			PNC				
			Points	Score	Notes	Points	Score	Notes		
c	VAULT REQUIRED?	2	2	4	rec armored to vault 5pm mixed/8cash, San Antonio	2	4	not required and can combine at branch, separate at vault		
d	E-RECEIVABLES	2	3	6	yes remote/ACH eLockbox, integrated rec (collect and report - merge all online	3	6	receivables 'round trip'-built on national lockbox network for integrated receivables can integrate ACH, PayerExpress (bill pay), eLockbox Print<ail to print City invoices		
e	ADVICES	2	2	4	USPS, location #, notices online or email	2	4	online same day and prior day - with images		
f	IMAGES	3	2	6	statements and check functions (receivables online) same day > 7 yrs	2	6	current or prior day online - images online 60 days		
g	DISCREPANCIES	1	2	2	CR for slip \$ then post adj. - \$2 sundry amt	2	2	notify next day and adjusts all discrepancies		
h	RETURN NOTIFICATION	2	2	4	Dr acct, match then mail - online info - ACH returns transmitted	2	4	auto redeposit <\$100 - online info on detail or optional Return Check Mgmt System for reporting notification not noted		
i	RETURN CHECKS	2	2	4	USPS, email notices, online info	2	4	online info reporting or Return Check optional service		
j	DEPOSIT BAGS	1	2	2	taper proof 2-sides ## - heavy for coins	0	0	explains deposit prep but not answer on bags		
k	LOCATION TRACKING DEPOSITS	3	3	9	yes customize and view on report ULID on slip	3	9	yes, reported in DDA statement process and online for balances and transactions		
l	CHANGE ORDER NOTICE	2	2	4	vault same or future date, branch 1PM, online	2	4	one-day normally at branch - longer for bigger		
m	BANK LOCATIONS	2	2	4	Harker Heights, smart safes suggested	2	4	14 ATMs - one location on expressway		
n	FRAUDULENT CHECKS	2	3	6	payee verification, reverse PP, blocks, check cash control at branches	1	2	PP		
o	E-LOCKBOX	3	3	9	consolidates, next day CR, reporting and transmission -- City specific acct # translated after , no access - transaction repair option	3	9	currently using, single file		
p	DONATIONS	2	2	4	Concourse integrates online and mobile to existing online portal - direct or secured - customize	2	4	PayerExpress to present bills and customer to pay - allows for POS		
REMOTE DEPOSIT										
m	CAPABILITY TO REMOTE	3	2	6	yes - integrated receivables	2	6	Deposit On-Site web		
n	EQUIPMENT NEEDS	2	2	4	Epson 60/100 or 90/100rec. - 2 free	2	4	scanners issued with 1-year guarantee - purchase with maint contract		
o	CUTOFF	2	2	4	9:00 (but above says 10PM	2	4	10PM		
p	SAMPLE BATCH REPORT	1	2	2	full info, description, monitoring activity - reports shown	2	2	okay		
q	CURRENT PANINI	1	2	2	two free - own as long as meets requirements	1	1	Digit Check, Burroughs and Panini - no real answer		
r	BANK PROVIDE SCANNER?	3	3	9	two free	2	6	will provide a scanner if necessary - but no detail on price or free		
					104			94		
4 DISBURSEMENTS										
a	DATA AVAILABLE	3	2	6	thru-out day updates almost real-time,	1	3	notice on controlled disbursement only		
b	FREE TO NON-ACCOUNT HOLDERS	3	2	6	yes payroll checks, others On-us Cashing Svc with ID with per check fee to City	3	9	agrees on payroll checks		
c	E-PAYABLES	3	3	9	from any acct, standard formats, wires/ACH/check print/virtual card	2	6	ePayments, multiple deliveries, notice email to payee, noes ownership of Zelle		
d	VIRTUAL CARD USE	3	3	9	yes with one use card # full info-can integrate to ERP	0	0	vendor recruitment for Active Pay, (cr card tech, no answer on virtual card		
e	COMMERCIAL CARD PROGRAMS	3	2	6	purchasing card/corp card, one card, virtual card	2	6	Visa, ActivePay, City admin, purchase controls ,audits, sorts and reports		
					36			24		
5 STOP PAYS										
a	TIME PERIODS	3	3	9	one year - auto renew for 6 years unless revoked	2	6	available for one year		
b	EXTENSION/RENEWAL	3	3	9	one year - auto renew for 6 years unless revoked	2	6	manual extension to extend		
c	HOW RENEWED	3	3	9	auto or online	2	6	online or transmission		
d	STOP THROUGH PP	1	2	2	yes, online on stop portal, transmit	2	2	yes		

		Total	702		Total	586		
Service Description		Wgt.	JPMorgan			PNC		
			Points	Score	Notes	Points	Score	Notes
e	DEADLINE	2	2	4	6:30PM	2	4	9PM
f	ONLINE INFO AVAILABLE	2	2	4	requests, stops on file, revoke history	2	4	online check, place or cancel and review images - then notes ARP
g	VERIFICATION	3	3	9	yes and it searches 90 days	2	6	yes at input -City should do own research
					46			34
6	RECON AND POSITIVE PAY				fraud focus,			
a	TRANSMSSION	2	2	4	upload or transmit- auto acknowledged within 1 hour	2	4	for current day by 9PM
b	MANUAL CHECKS	3	2	6	yes - 9:30PM	2	6	issues and deletes online in Issue Maint Module
c	EXCEPTIONS ON LINE	3	2	6	yes PUSH, notice by 10AM - Payee PP 11:00AM	2	6	all integrated into PP reporting on PP module
d	TIME REPORTED	3	2	6	10:00 or 11:00 Payee PP	2	6	10AM - can set up email notice
e	RESPONSE TIME	3	3	9	4:00PM	2	6	2PM
f	SCRUBS	1	2	2	yes for coding	2	2	yes for coding
g	OTC VERIFIED	3	2	6	within 1 hour of file receipt - ATMs also	2	6	yes
h	PARTIAL AND FULL RECON	3	3	9	full and partial - reports	3	9	full and partial - no reports shown
					48			45
7	TRANSFERS AND WIRES							
a	ALL ONLINE	3	2	6	Payments function online - full info online	2	6	initiate from phone or online
b	MONITORING ONLINE	2	2	4	yes with ref # (entered, approved, released)	2	4	yes by status, pending, approved, released on online entered only - if initiated on phone then contact bank to re-enter online
c	TEMPLATES	2	2	4	yes and no fee	2	4	active on approval - templates available- all dual control
d	SECURITY PROTOCOLS	3	2	6	flexible but dual - single cannot send	1	3	recommends dual and segregated duties
e	FUTURE DATING	2	2	4	365 days	1	2	looks like only one day - shows closing schedule only - probably more but...?
f	INTERNATIONAL AND DOMESTIC	2	2	4	yes and currencies	2	4	same dept.
g	WIRE DETAIL REPORTING	2	2	4	in and out detail by account	2	4	reports set but can customize, ins/outs, futures (??) - email notice, near real time confirms
h	MOBILE ACCESS	2	2	4	view and approve or reject - payment initiation and notification are coming soon	2	4	approvals and decisions - no mention of above info
i	CUTOFF TIMES	2	2	4	basically 5:15 wire and 6:15 transfers	2	4	basically 5:45
j	BOOK CR/DR PROCESSING	3	2	6	9PM and done also Sat	2	6	says like wires then re-explains wires - Single or group transactions
k	LEDGER BALANCE USE	3	2	6	funds control officer review - can store transaction	1	3	settled only - auto roll to next day
l	INTERNAL TRANSFERS ONLINE	3	2	6	yes	2	6	use ACH on same day
					58			50
8	ACH							
a	BATCHES AND MANUAL	3	2	6	yes batch or online by volume	2	6	transmission or online
b	SAME, ONE AND TWO DAY	2	2	4	yes all, 9:00PM deadline	2	4	supports same and next
c	INITIATION OR SETTLEMENT	2	3	6	payment settlement	3	6	settlement
d	RETURN ITEMS PROCESSING	3	2	6	post at EOD, transmit or email, report	2	6	NOC multiple times during day - can post to other acct can re-deposit - info online
e	FUTURE DATING	3	2	6	90 on files- online info 180 days	2	6	365 but default is 45 days
f	FILTERS AND BLOCKS	3	3	9	blocks, DR/CR, ID, \$\$ and \$\$ range, transaction type - until 4PM to initiate	2	6	amount, max dollar or cumulative from sender - if doesn't fit presented as exception
g	REVERSALS AND DELETIONS	2	2	4	direct transmission or NACHA format - deletions by 3PM	2	4	if not reversed
h	ADDENDA	3	3	9	on reports and files	3	9	on prior day report and two lines of addenda in special reports module
i	FRAUD PROTECTION ONLINE	1	2	2	ACH blocking - set criteria, view, dual, blocked report	2	2	dual authentication - DMZ controlling protocol - email notice and transmission notice
					52			49

		Total	702			Total	586	
Service Description		Wgt.	JPMorgan			PNC		
			Points	Score	Notes	Points	Score	Notes
9	SAFEKEEPING				says consider BNY as custodian - pass thru analysis - answered questions as BNY offer			
a	DOES BANK PROVIDE	3	2	6	BNY but thru AA	2	6	yes PNC
b	AUTOMATED SYSTEM	2	2	4	yes fully	2	4	on portal or emailed - not dual authorization
c	ONLINE MONITORING	2	2	4	yes fully	2	4	yes portal for confirms, cr advices, statement
d	ONLNE INFO	1	2	2	yes fully	2	2	yes portal for confirms, cr advices, statement
e	CORRESPONDENT?	3	1	3	BNY	2	6	PNC
f	HOW ARE FEES CHARGED	1	2	2	thru Chase AA	2	2	minimum monthly and cusip for clearing, custody and income
g	HARD CHARGE OR AA	2	2	4	AA	2	4	AA
h	NOTIFICATIONS	2	2	4	yes direct	2	4	advices for upcoming maturities and portal info
i	REQUIRED TIMES	2	2	4		2	4	noon on same day - no late fee
						33		36
10	COLLATERAL				Corp Collateral Group for daily monitor			
a	ACCEPTANCE TO CONDITIONS	3	2	6	yes	0	0	PAR-TO-PAR !!!
b	CUSTODIAN	3	2	6	Fed	2	6	Fed
c	BLANKET APPROVAL	3	1	3	says state law - need to affirm 1-2%	1	3	yes - follows law - could mean 100%
d	REPORT FRM CUSTODIAN?	3	3	9	yes monthly	3	9	Fed monthly
						24		18
11	ACCOUNT ANALYSIS							
a	WHEN AVAILABLE	2	2	4	6th day	2	4	15th
b	RETNETIONONLINE	2	2	4	13 months	2	4	13 months
c	SAMPLE	1	2	2	provided	2	2	provided as screen shots
12	STATEMENTS							
a	WHEN AVAILABLE ONLINE	2	2	4	within 2 days	2	4	1 day
b	RETENTION ONLINE	2	2	4	7 years	2	4	13 months
c	SAMPLE	1	2	2	provided	2	2	gives sample
13	ACCOUNT EXECUTIVE							
a	LEVEL OF SUPPORT	2	2	4	team of experts assigned	2	4	team assigned already
b	PLANNED MEETINGS	2	2	4	as frequent as needed - weekly on implementations - ongoing quarterly	2	4	team assigned already
c	NAME AND TITLE	1	2	2	bio and areas of multiple	2	2	given
14	OVERDRAFTS							
a	AGGREGATION	3	2	6	either way with billing groups - option o/draft netting	2	6	interest accessed for total position
b	RATE BASIS	1	2	2	no daylight fee	2	2	prime +3%, negative comp balance at ECR rate
15	COMPANY BANKING							
a	AVAILABLE	1	2	2	any service standard	2	2	Bank-At-Work financial awareness on services, online education
b	SERVICES	1	2	2	any service standard, lending	2	2	
	TOTAL POINTS FOR REQUIRED			702			586	

**COMBINED FINANCIAL ANALYSIS
CITY OF KILLEEN, TEXAS**

BANK SERVICES SCORE	702	586
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	JPMorgan	PNC
PROPOSED GROSS FEES	4,778	4,380
INCENTIVE IMPACT		
SCANNER COST	1,000	
SUPPLIES CREDIT		
WAIVED FEES	29,000	
TOTAL INCENTIVE VALUE	30,000	0
PER YEAR COST - 1ST YEAR	27,342	52,563
2ND YEAR	57,342	52,563
3RD YEAR	57,342	52,563
4TH YEAR	57,342	52,563
5TH YEAR	57,342	52,563
AVERAGE MONTHLY COSTS (5 YR)	4,278	4,380

RATES		
ECR	4.25%	1.60%
INTEREST BEARING ACCOUNTS	4.15%	3.15%
MONEY MARKET ACCOUNTS	0.00%	4.60%
SWEEPS	4.50%	4.93%
AVAERAGE BALANCE	27,020,628	27,020,628

FEE BASIS		
FEES PER MONTH	4,278	4,380
BALANCE AFTER FEES	27,016,350	27,016,248
EARNINGS IN IB ACCOUNTS/MO	93,432	70,918
EARNINGS IN MMA/MO	0 n/a	103,562
EARNINGS IN SWEEP/MO	101,311	110,992

COMPENSATING BALANCE BASIS		
MO COMP BALANCE REQUIRED	1,208,038	3,285,214
BALANCE AVAILABLE FOR INVEST	25,812,590	23,735,414
EARNINGS IN IB ACCOUNT/MO	89,269	62,305
EARNINGS IN MMA/MO	0 n/a	90,986
EARNINGS IN SWEEP/MO	96,797	97,513

INCENTIVES OFFERED	WAIVING ONE YEAR 1st yr MAX \$29,000 2 SCANNERS armored car fee in AA review of bus practices	none
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