



Hall County

Response to Request for Qualifications with Price Proposals for Banking and
Investment Services Rebid
RFQ/P #46-006

COST PROPOSAL

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Submitted by:

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Wells Fargo Cost Proposal

Wells Fargo is pleased to offer the attached Cost Proposal for RFQ/P #46-006 Banking and Investment Services Rebid for Hall County Georgia Board of Commissioners (the County).

EXHIBIT C - MANDATORY COST PROPOSAL WORKSHEETv14 is enclosed.

Incentives

- Waive Treasury fees for the first 8 months of the new contract
- The Earnings Credit Rate (ECR) offered in our pricing is 190 basis points
- A fee waiver for all initial programming and one-time setup costs for any new service additions recommended in this response
- Based on the proposed structure, the County would be able to offset all monthly fees.
Net monthly cost would be \$0

Earnings Credit Rate and Interest Rate

Based on the current strategy of the County we recommend the county maximize earnings credit rate to offset fees and look to invest excess balances. We are offering the County an earnings credit rate of 190 basis points (1.90%).

In the event the County strategy changes we can offer various interest earning vehicles including fixed income, hybrid accounts and interest only accounts.

As partners we will have continuous dialogue with you and your staff about the different options that exist to maximize your deposit value and interest earnings.

Other Considerations

By choosing Wells Fargo as your banking partner, the County will not have to undergo any time consuming and expensive implementations. With Wells Fargo, your services, transmissions, and procedures are in place. Your time can be spent on enhancements to existing processes and adding new services that create efficiencies and cost savings for the County.

While it may be difficult to quantify the cost of a transition, we would ask you to consider the following elements in assigning a value to the cost:

- Labor and Time needed from Information Technology to recreate set up
- Impact to taxpayers
- Impact to vendors
- Creation of new file transmissions
- Cost of setting up new accounts
- Time and cost of changing automated payments into and out of accounts
- Time and cost of learning new systems
- Impact of different customer service levels

Wells Fargo wants to continue to be your banking partner. Our offer of a net monthly cost of **\$0** combined with **no cost of transition** offers the best value to the County for your banking partner.

If you have any questions regarding our pricing proposal, please do not hesitate to contact us.

EXHIBIT C	
Mandatory Cost Proposal Worksheet	
RFQ/P #46-006 Banking and Investment Services Rebid	
INSTITUTION NAME: Wells Fargo	
FEE SCHEDULES	Cost
ACH Payroll Processing (Direct Deposit) charges:	
One-time set-up fee?	\$0.00
Monthly or annual fee?	\$0.00
File Transfer fee?	\$5.00
Returned Items Charge, per item?	\$2.50
Online Banking Services:	
Monthly Maintenance Fees, per account?	\$15.00
Per item charge for transfers between funds? If so, how much per?	\$1.00
Per Item debit/credit?	\$0.10
Vendor Payments via EFT:	
One-time set-up fee?	\$0.00
Monthly or annual fee?	\$0.00
File Transfer fee for upload to bank?	\$5.00
Positive Pay Services (for check payments):	
One-time set-up fee?	\$0.00
Monthly or annual fee?	\$15.00
Account Features	
Online banking available for all accounts? List cost.	\$0.00
Account maintenance fee (monthly)?	\$0.00
CD Provided of all checks cleared monthly?	\$0.00
CD Charge? If so, how much?	\$0.00
Check processing fee, per item?	\$0.04
Deposit fee, per item?	\$0.10
Stop Payment fee, per item?	\$5.00
Transfer between funds fee?	\$1.00
Electronic Debit/Credit fee, per item?	\$0.025
Wire transfer fee?	\$6.00
ACH returned item fee?	\$2.50
NSF Fee, per item?	\$2.00
Overdraft fee, per item?	\$35.00
Cost of Deposit Bags?	\$20.00

Lock Box Services?	\$0.40
Current Cash Accounts	
Jury Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Sheriff CID Covert Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
SPLOST Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Hall County Magistrate Court Account (x2)	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Hall County Mac Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Sheriff Inmate Fund Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Jail Work Release Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
2011 CHIP Grant Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Payroll Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%

Per Item Fee?	\$0.10
Accounts Payable Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Operating Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Insurance Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Hall County Reserve Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Sewer Connection Fees Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
EMS Collection Payments Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
American Rescue Plan Account	
Monthly Maintenance Fee?	\$0.00
Per Item Fee?	\$0.10
Community Developemtn Block Grand (CDBG) 2021	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Pharmacy Account	
Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10
Concentration Account	

Monthly Maintenance Fee?	\$0.00
Interest Rate?	1.90%
Per Item Fee?	\$0.10