



## *Office of the State Treasurer*

*200 Piedmont Avenue, Suite 1204, West Tower*

*Atlanta, Georgia 30334-5527*

*www.ost.ga.gov*

### INSTRUCTIONS TO BANKS IN THE BANK FEE PROGRAM

The State of Georgia Depository and Bank Fee Policy directs that the Office of the State Treasurer (OST) and colleges and universities under the auspices of the Board of Regents shall reevaluate their banking services every five years. Banking services include bank accounts, services such as treasury management and investment, and analysis fees.

On behalf of (**College/University Name**), OST is requesting pricing for certain banking services from commercial banking institutions (banks). We invite your bank to submit a bid to us for consideration by (**Date**).

If you are not the incumbent bank, please provide a comprehensive transition plan, including a timeline for implementing each group of banking services that your bank bids on.

Recognizing the importance that technological and economic factors have regarding banking services, we require that bank(s) meet with their college/university customers at least annually to review the use of banking services with an objective to optimize utilization and minimize expense.

It is further recognized that fees for certain regulatory services may change and we require bank(s) to advise us and the college/university in advance of any impact on their account(s).

It is important for our bank(s) to recognize that all new bank accounts and any changes in banking services which require an expense in excess of \$1,500 per month will require notification and approval by OST prior to their implementation.

Please refer to OST's Banking Guidelines. It is important that your bank has finalized a State Banking Agreement approved by both the bank's legal counsel and the Law Department of the State of Georgia. Additionally, please ensure that your bank has returned a signed copy of the Banking Guidelines acknowledging that your bank is aware of the policies that govern the bank evaluation process. Make sure your bank has submitted your bank's Bank Fee Schedule for FY2013.

PLEASE COMPLETE THE FOLLOWING PROPOSAL TEMPLATES FOR EACH INDIVIDUAL ACCOUNT AND SUBMIT THEM TO OST.

#### **BANK FEE PROPOSAL**

1. For each account, complete Section 2 by entering the Bank Code, AFP Code, Unit Price and the Extended Price for each service listed. Identify any regulatory charges not controlled by your financial institution, e.g., FDIC assessment that may change over time.

2. In Section 3, provide the same information as in Section 2 for any new services requested by the college/university.
3. In Section 4, list additional services required by your bank due to bundling services, etc. You must include all related Bank Codes, AFP Codes, Unit Prices and Extended Prices.

### **BANK COMPENSATION PROPOSAL**

1. Complete a form for each account. Based on the information provided in the Bank Fee Proposal(s), provide the total net cost for the first year of service. Banks may provide pricing for up to five years. Note any period for which fees will be waived.
2. Your response to the bank evaluation should specify the following type of information concerning interest calculations and/or earnings credit rates for each account:
  - a. Floor for interest rate and ECR.
  - b. Publication used for determining the interest rate.
  - c. Index/Adjustments used for calculating the interest rate.
  - d. How long the rate is in effect.
  - e. How frequently the rate can change.
  - f. The actual mathematical computations used to determine the net balance available for earnings credit, earnings credit rates, reserve requirements, the target balance, the interest earnings, and any other applicable data.

### **ADDITIONAL INFORMATION FOR THE BANK FEE PROPOSAL**

1. **In addition to completing a Bank Fee Proposal and a Bank Compensation Proposal for each individual account, OST requires that a bank provide a pro forma analysis statement for all services and volumes included in each Bank Fee Proposal. The pro forma should include any applicable Earnings Credit Rates (ECRs). The ECRs should be explained in detail separately from each pro forma analysis statement.**
2. If the college/university has multiple accounts at your bank, are the accounts related and are account fees and balances consolidated for analysis purposes?
3. Provide the Service Definition for each service listed in the pro forma analysis statement, list Bank Code and AFP Code for each service.

### **In responding to this request, please provide the following information:**

1. Completed Bank Fee Proposal and Bank Compensation Proposal for each account with codes and fees outlined for each service that the bank chooses to bid on. These Templates will be used in the calculation of costs for services. **OST will not make assumptions of incomplete or incorrect calculations, so it is imperative the templates be complete and accurate.**
2. Please ensure that the pro formas match the line items, codes, volumes, fees and extended prices in your Bank Fee Proposals and Bank Compensation Proposals.

### **EVALUATION**

**Please submit a final bid and response to this request in PDF format to [banking@treasury.ga.gov](mailto:banking@treasury.ga.gov) on or before 4:30pm on (Date), 2012.**

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