

**REQUEST FOR PROPOSAL
BANKING SERVICES
FOR SOUTH BRUNSWICK TOWNSHIP, NEW JERSEY**

I. Background

South Brunswick Township is seeking proposals from financial institutions to provide the Township's primary banking services.

One (1) original and four (4) copies marked "A Proposal for General Banking Services" will be received no later than 10:00 a.m., local time prevailing, on February 2, 2023 at:

South Brunswick Township
Janice Saponaro
Chief Financial Officer
540 Ridge Rd
South Brunswick, NJ 08852

A CD copy of the proposal may be submitted in addition to the required hard copies mentioned above.

Please mark the outside of the envelope: "A Proposal for General Banking Services"

Nothing herein is intended to exclude any responsible firm or in any way restrain or restrict competition. On the contrary, all responsible firms are encouraged to submit proposals.

All proposals submitted shall be binding for ninety (90) calendar days following the above due date.

Proposals received by the Township after the time specified will not be considered.

All information required by the "Request for Proposal" must be supplied to constitute a valid proposal.

The Chief Financial Officer will review and evaluate all proposals submitted in response to the "Request for Proposal". Based on the results of this evaluation, the Chief Financial Officer will make a recommendation to the Township Administration.

II. Terms of the Banking Agreement:

- A. The effective date of the agreement is anticipated to be **March 1, 2023**
- B. Proposals will be accepted from parties which:
1. Have the capacity to provide services with an experienced professional staff.
 2. Are fully qualified as a “Public Depository” pursuant to NJSA 17:9-41, or otherwise known as the Governmental Unit Protection Act. *Please submit a copy.*
- C. The Township requires all banking institutions submitting a proposal to have a satisfactory rating by Federal examiners under the Federal Community Reinvestment Act (CRA). *Please submit a copy of the most recent rating.*
- D. The Township is not liable for any costs incurred in the preparation of proposals.
- E. The Township reserves the right to conduct personal interviews or require oral presentations of any or all proposers prior to selection. The Township will not be liable for any costs incurred by the proposer in connection with such interviews. (i.e. travel, accommodations, etc).
- F. By submitting a proposal, the proposer certifies that they have fully read and understands the “Request for Proposal” and have full knowledge of the scope, nature, quantity and quality of the work to be performed.
- G. The proposer shall furnish such additional information as the Township of South Brunswick may reasonably require. The Township reserves the right to make investigations of the qualifications of the proposer as it deems appropriate.
- H. The Township reserves the right to reject any/or all proposals or to informally negotiate certain points of the final contract with a qualified proposer. The Township reserves the right to split the relationship among different financial institutions if such would provide the Township an overall cost savings. The Township reserves the right to waive minor irregularities in the procedures. The Township further reserves the right to seek new proposals when such a procedure is in its best interest. The Township shall not be obligated to provide reasons for the rejection of any proposal.
- I. The Township does not guarantee any minimum or maximum volume activities or balances. All vendors are to indicate unit prices for all services.

Failure to submit all information requested will be considered non-responsive and may be disqualified.

- J. *The financial institution must submit a copy of the Business Registration Certificate pursuant to N.J.S.A. 52:32-44.*
- K. *The financial institution must comply with the State of New Jersey Pay to Play regulations.*
- L. *The financial institution must submit a Business Entity Disclosure Certification for Non-Fair and Open Contracts required pursuant to N.J.S.A. 19:44A-20.8.*
- M. *Services and pricing must be guaranteed and locked in for a minimum of two (2) years.*
- N. *The financial institution must also submit a Certificate of Employee Information Report (N.J.S.A. 10:5-31), Non-Collusion Affidavit, Mandatory Affirmative Action Language, Mandatory American Disabilities Act Language and Required Insurance Documentation.*

III. Evaluation of Proposals:

The contract will be awarded to the institution that best meets the needs of the Township. The following criteria will be used but not limited to for the evaluation of this proposal:

- A. Responsiveness of the proposal related to the scope of the work.
- B. Ability, capacity and skill of the financial institution to perform the services on a timely basis.
- C. Response to client references
- D. Experience of the financial institution in establishing and maintaining similar accounts.
- E. Physical proximity of the Township municipal building to banking location in town.
- F. Net earnings potential.
- G. The reputation, stability, and longevity of the institution.
- H. The quality, availability, and adaptability of the services to the particular need required.

IV. Required Services for Responding Financial Institutions:

General

The banking services detailed in this section are to be performed for South Brunswick Township. The Township reserves the right to terminate such contract by giving ninety (90) days advance written notice.

It is the intent of the Township to have one single banking institution provide all of the general banking service needs of the Township (except for services such as escrow accounts, investments, short and long term loans, lease financing, etc. which will be negotiated separately).

The award of banking services and credit/debit payment services may be made to more than one institution. This may be done in the event that one institution does not meet the requirements or has not bid all of the items listed, or in the event that using more than one institution will result in a cost savings to the Township.

The Township expects the following accounts to be linked together to aggregate earnings credits, against which charges will be deducted:

- Current Fund
- Current Fund Disbursement
- Animal Control
- Trust Other
- Unemployment Trust
- Uniform Fire Safety
- Law Enforcement Trust
- Payroll
- Detention Basin
- Workers Compensation
- Public Defender
- Health Plan
- Employee Benefits
- Landfill Closure
- Affordable Housing Trust Fund
- Open Space
- ARP Funding
- Federal Forfeiture
- General Capital
- Quasi Duty
- Division of Fire Safety
- Clerk Department
- Elections Account
- Municipal Court Account
- Health Department

- Office on Aging
- Planning and Assessment Department
- Police Department
- Recreation Department
- Construction/Code Department
- Tax Collector Trust
- Social Services Department
- Developers Escrow Account (various subaccounts leading to main account)

The Township expects the following accounts to be linked together to aggregate earnings credits, against which charges will be deducted:

- Water and Sewer Operating
 - Water and Sewer Capital
 - Water and Sewer Assessment Trust
- The total property tax levy for calendar year 2022 is \$ 211,316,315. All tax collections and other receipts are deposited into the Current Fund Account. The Current Operating Budget for 2022 is \$ 64.6 Million.
 - The total utility charges levied for calendar year 2022 are approximately \$ 27.4 Million. All utility collections and other receipts are deposited into the Water and Sewer Operating Account. The Utility Operating Budget is \$ 27.7 Million
 - The Township issues approximately 5,000 accounts payable checks annually.

Payroll

The Township currently uses Primepoint for their payroll and Human Resources needs which are processed bi-weekly. The annual cost for 2022 is approximately \$37,000. The cost associated with PRIMEPOINT is currently part of the Township budget. There are approximately 7,000 direct deposit transactions annually. The township does not issue any physical payroll checks, as all employees are required to have direct deposit.

The Township requires the successful banking institution to coordinate with PRIMEPOINT to obtain the Township's direct deposit information in the required ACH format.

Armored Car Service

The Township currently uses Eastern Armored Car Services to take deposits to the bank on a daily basis. The annual cost for 2021 is approximately

\$ 13,000. The cost associated with the armored car service is currently part of the Township budget.

Deposit

The successful banking institution will provide deposit bags to the Township.

On-Line Banking

As part of on-line banking, the successful banking institution must have the capability of providing for wire transfers, stop payments, ACH transfers, book transfers, statement retrieval and inquiry of account balances. The Township currently has access to all bank accounts on-line.

Wire transfers

The successful banking institution must have the capability to originate incoming and outgoing wire transfers.

Account Statements

The successful banking institution will maintain the various Township accounts, providing monthly statements along with all cancelled checks (or some report in compliance with CHECK 21) no later than the 10th day of the following month. The statement cut off date for all accounts shall be the last day of the month. All accounts will receive monthly statements regardless of activity.

Interest on all accounts will be credited directly to operating accounts so designated.

The Township expects the financial institution to provide at least next business bank day availability for checks being deposited in the Township accounts.

Partial reconciliation services are needed for all accounts including cleared checks sorted in numerical order.

The successful banking institution will provide monthly account analysis to include bank earnings credit, itemized fees, and interest earned to be credited to the Township.

Record Keeping

The successful banking institution will be required to retain all records on microfilm and/or CD's for seven (7) years.

Depository Trust Brokerage Account

The successful banking institution will be required to establish a depository trust brokerage account for safe keeping of investments.

V. RFP Response Forms:

1. The cost proposals submitted to the Township must be all inclusive. Compensating balance levels, reserve requirements, etc. should be addressed. All services not mentioned or general services incidental to the operations of accounts maintained by the Township and not addressed are expected to be provided at no cost.
2. In order to simplify and standardize all proposals, attached as Proposal Sheet "A" is a "Monthly Activity Form" in the form of an account analysis, which must be used when submitting your proposal. The fees should be presented on a unit cost basis. Assume the activity estimates referred to throughout this document to be a reasonable estimate of activity to be experienced. The rate quoted per item by the proposer will be considered fixed, regardless of activity deviation. The Township does not guarantee any minimum or maximum volume of activity.
3. A completed Proposal Sheet "B" must be submitted with your proposal. The Township requests that all questions be answered and all information provided.

VI. Questions and Additional Information:

1. To ensure fair consideration for all responses, the Township prohibits communication to or with any department, bureau or employee during the submission process except in writing.
2. Any questions relative to interpretation of specifications or the RFP process should be submitted in writing no later than **February 2, 2023** to the Chief Financial Officer of the Township:

Township of South Brunswick
Janice Saponaro, Chief Financial Officer
P.O. Box 190
540 Ridge Rd
South Brunswick, NJ 08552

Responses will be in writing and copied to all proposers as addenda to this RFP. www.southbrunswicknj.gov