

Hennepin County, MN
Summary of Cost Proposals & Scoring

| | BMO Harris Bank | Huntington National Bank | JPMorgan Chase Bank | U.S. Bank | Wells Fargo |
|--|-----------------------------------|--------------------------|------------------------|------------------------|------------------------|
| Service Group 1: General Banking Services | | | | | |
| Total Cost Before Incentives | Did not propose | \$ 370,138.16 | \$ 167,207.97 | \$ 191,225.91 | Did not propose |
| ECR Compensating Balance Needed | | \$ 14,805,526.37 | \$ 3,542,541.76 | \$ 3,476,834.73 | |
| Total Services Cost with Incentives ¹ | | \$ 370,138.16 | \$ 132,207.97 | \$ 172,103.32 | |
| Total Economic Cost with Incentives¹ | | \$ 1,181,604.34 | \$ 435,472.97 | \$ 371,167.31 | |
| Score | | 12.6 | 37.8 | 40.0 | |
| Service Group 2: Commercial Card Services | | | | | |
| Potential Rebate | \$ (238,790.00) | \$ (222,550.00) | \$ (311,130.00) | \$ (310,560.00) | \$ (299,730.00) |
| Incentives ¹ | \$ (5,000.00) | \$ - | \$ - | \$ - | \$ - |
| Net Cost/(Benefit) | \$ (243,790.00) | \$ (222,550.00) | \$ (311,130.00) | \$ (310,560.00) | \$ (299,730.00) |
| Score | 31.3 | 28.6 | 40.0 | 39.9 | 38.5 |
| Service Group 3: Retail Card Services | | | | | |
| Total Cost - Cardholder (Prepaid Card) ² | Did not propose | \$ - | Did not propose | \$ 96.00 | Did not propose |
| Total Cost - Cardholder (Payroll Card) ³ | | \$ - | | \$ 84.00 | |
| Total Cost - County⁴ | | \$ 7,380.00 | | \$ 1,800.00 | |
| Score | | 9.8 | | 40.0 | |
| Service Group 4: Custody and Delivery Services | | | | | |
| Total Cost Before Incentives | Not responsive⁵ | - | Did not propose | \$ - | Did not propose |
| Total Cost | | \$ 83,250.00 | | \$ 34,225.00 | |
| Score | | 16.4 | | 40.0 | |

¹ The value of proposed incentives are amortized over the 5-year contract.

² Total cost to the cardholder for prepaid debit card services. (Excludes payroll card.)

³ Total cost to the cardholder for payroll card services. (Excludes prepaid debit card.)

⁴ Total cost to the County for retail card services.

⁵ BMO Harris Bank is proposing safekeeping services rather than trust custody services. The fee schedule for safekeeping services differs from the other proposers.