



City of
Santa Rosa

Attachment 1
Agreement Extension 2011 and 2014

May 19, 2011

Wells Fargo Bank
Mary Lou Lopez, VP – Relationship Manager
Government & Institutional Banking
550 California Street, 10th Floor
MAC A0112-102
San Francisco, CA 94104

Dear Mary Lou,

Enclosed please find the letter offering the City of Santa Rosa a 3-year fixed term with pricing concessions, signed by Lawrence Chiu, Chief Financial Officer, along with the Wells Fargo Treasury Management Pricing sheet.

We look forward to our continued relationship and partnership, and appreciate Wells Fargo's efforts to meet or exceed the City's expectations regarding products and customer service.

Sincerely,

Sue Clive
Investment Analyst

Enclosures



May 12, 2011

CITY OF SANTA ROSA
Lawrence Chiu
Chief Financial Officer
90 Santa Rosa Avenue
Santa Rosa, CA 95404

Dear Lawrence:

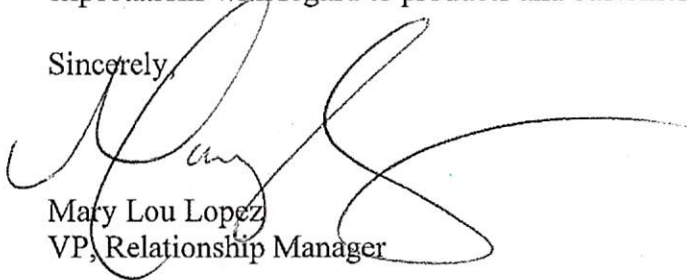
With today's budget environment and the constraints being placed on Public Agencies, I have begun to look at ways to help lower my clients banking costs.

The City of Santa Rosa has been a valued Wells Fargo Bank client. In appreciation of this, I would like to offer the city a 3-year fixed term with pricing concessions. These proposed reductions, found in the enclosed attachment, would extend the term of the banking contract (original contract dated 7/24/02) through June 30, 2014. The net effect of these price changes show a savings of approximately 10% a month based upon March 2011 account analysis volume. The city may terminate this agreement at its convenience and without cause upon thirty (30) days written notice to the Bank.

Please acknowledge acceptance of these terms by signing and returning an original copy of this letter. These changes could become effective as soon as the June 2011 statement depending on receipt of your acceptance.

Thank you for your business and continued partnership with Wells Fargo Bank. We look forward to continuing to provide banking services and will strive to meet or exceed your expectations with regard to products and customer service.

Sincerely,



Mary Lou Lopez
VP, Relationship Manager

ACCEPTED BY:

X Lawrence Chiu

May 18, 2011
Date:

Lawrence Chiu, Chief Financial Officer
City of Santa Rosa

Together we'll go far





E-MAILED
6-30-14

June 30, 2014

Mary Lou Lopez, Vice President
Wells Fargo Bank, N.A.
Government & Institutional Banking
Government Banking, NorthWest Division
333 Market Street, 15th Floor
MAC A0109-152
San Francisco, CA 94105

CITY OF SANTA ROSA AGREEMENT NO. F008156 FOR BANKING SERVICES

On June 30, 2014, the Chief Financial Officer on behalf of the City accepted Wells Fargo Bank's offer to extend the subject agreement for a three-year fixed price term with pricing concessions and terms as described in the Wells Fargo Bank letter dated May 27, 2014.

Enclosed for your records is an "accepted by" copy of the Wells Fargo Bank letter dated May 27, 2014. No. F008156 has been assigned to the Agreement. Please note that this agreement number should be referenced on all invoices and associated correspondence.

The City looks forward to a successful contract term with Wells Fargo Bank. Please give me a call at 707-543-3706 should you have any questions.

JIM WRIGHT
Purchasing Agent

JWW

c: Cathy Haralson, Accounting Services Supervisor
Jennifer Phillips, Acting Chief Financial Officer

Enclosure

G:\Purchasing\Contracts\2014Wells Fargo agree NTP.doc

Government & Institutional Banking
Government Banking, NorthWest Division
333 Market Street, 15th floor
MAC A0109-152
San Francisco, CA 94105



May 27, 2014

City of Santa Rosa
90 Santa Rosa Ave
Santa Rosa, CA 95404

Dear city of Santa Rosa/Finance Team:

The City of Santa Rosa has been a valued Wells Fargo Bank client. In appreciation of this, I would like to offer the city an extended 3-year fixed term contract with pricing concessions. All current term and conditions will remain in effect and guaranteed through the life of the extended contract. These proposed price concessions, found in the enclosed attachment, would extend the term of the banking contract through June 30, 2017. The net effect of the price concessions show a savings of approximately 10% based upon April 2014 account analysis volume, which results to over \$10,000 a year.

Please acknowledge acceptance of these terms by signing and returning an original copy of this letter. The city may terminate this agreement at its convenience and without cause upon thirty (30) days written notice to Bank.

Thank you for your business and continued partnership with Wells Fargo Bank. We look forward to continuing to provide banking services and will strive to meet or exceed your expectations with regard to products and customer service.

Sincerely,

A handwritten signature in black ink, appearing to read "Mary Lou Lopez".

Mary Lou Lopez
Vice President
(415) 371-2964

Wells Fargo Bank, N.A.

Together we'll go far



Government & Institutional Banking
Government Banking, NorthWest Division
333 Market Street, 15th floor
MAC A0109-152
San Francisco, CA 94105



ACCEPTED BY: City of Santa Rosa

X *Jessie Howe*
for _____

Name: Jennifer Phillips

Title: Acting Chief Financial Officer

Date: June 30, 2014

Wells Fargo Bank, N.A.

Together we'll go far





May 2014

Wells Fargo Treasury Management Proposal

City of Santa Rosa

Pricing as of May 2014

<u>WF Code</u>	<u>AFP Code</u>	<u>Service Description</u>	<u>Price</u>	<u>Monthly Volume</u>	<u>Activity Charges</u>
ACH					
34342	250400	ACH CEO RETURN SUBSCRIPTION - ITEM	0.10000	95	9.50
ES280	250000	ACH MONTHLY BASE	35.00000	3	105.00
ES211	250102	ACH ONE DAY ITEM	0.07000	7,423	519.61
ES210	250102	ACH TWO DAY ITEM	0.05000	2,482	124.10
ES206	250120	ACH ORIGINATED - ADDENDA REC	0.03000	22	0.66
ES344	250202	ACH RECEIVED ITEM	0.08000	117	9.36
ES252	250302	ACH RET ITEM-INFO REPORTING ADVICE	2.25000	15	33.75
ES240	250310	ACH RETURN ITEM-REDEPOSITED	2.25000	15	33.75
ES803	250500	ACH PAYMENTS ONLINE BATCH RELEASE	4.00000	6	24.00
ES801	250501	ACH TRANSMISSION CHARGE	7.00000	33	231.00
ES361	250642	ACH REVERSAL - ITEM	15.00000	1	15.00
34377	250000	INTERNET ACH BASE FEE	25.00000	1	25.00
ACH1D	250102	INTERNET ACH ONE DAY ITEM	0.25000	27	6.75
ACH2D	250102	INTERNET ACH TWO DAY ITEM	0.10000	1	0.10
ES481	250302	ACH NOC - INFO REPORTING ADVICE	2.25000	5	11.25
CEOAR	250400	ACH CEO RETURN SUBSCRIPTION-ACCOUNT	20.00000	7	140.00
Subtotal					1,288.83
ACH Fraud Filter					
CEOAF	251050	ACH CEO FRAUD FILTER REVIEW MO BASE	5.00000	2	10.00
CEOAB	251050	ACH CEO FRAUD FILTER STOP MTHLYBASE	5.00000	10	50.00
CEOAB	251050	ACH CEO FRAUD FILTER STOP MTHLYBASE	20.00000	1	20.00
ACHSB	251050	ACH FRAUD FILTER STOP MTHLYBASE	5.00000	4	20.00
Subtotal					100.00

<u>WF Code</u>	<u>AFP Code</u>	<u>Service Description</u>	<u>Price</u>	<u>Monthly Volume</u>	<u>Activity Charges</u>
Account Reconciliation					
34337	200200	ARP REGISTER INPUT CEO - ITEM	0.05000	8	0.40
12687	209999	ARP AGED ISSUE RECORDS ON FILE-ITEM	0.00000	820	0.00
12217	150100	ARP CHECKS PAID - FULL RECON	0.09000	289	26.01
12377	200201	ARP FULL RECON-ITEM	0.06000	288	17.28
12377	200201	ARP FULL RECON-ITEM	0.05000	1,415	70.75
12060	200010	ARP MONTHLY BASE - FULL	40.00000	2	80.00
12061	200020	ARP MONTHLY BASE - PARTIAL	30.00000	1	30.00
12604	200310	ARP OPTIONAL REPORTS	8.00000	24	192.00
12430	200301	ARP OUTPUT - TRANSMISSION	7.00000	24	168.00
12609	200329	ARP PAPER STATEMENT DELIVERY	5.00000	3	15.00
12684	200310	ARP PAPER STMT/REPORT MONTHLY BASE	0.00000	3	0.00
34350	200305	ARP STATEMENT MONTHLY BASE CEO	0.00000	2	0.00
12707	100610	DEPOSIT LOCATION REPORTING - ITEM	0.06000	1,020	61.20
12694	200100	OUTGOING TRANSMISSION - PER ITEM	0.00000	2,347	0.00
Subtotal					660.64
Cash Branch/Store Channel					
CK161	100015	CASH DEP/\$1 VER AT TELLER WINDOW	0.00120	25,472	30.57
CK197	100140	CHANGE ORDER CHARGE-BRANCH/STORE	5.00000	4	20.00
CK131	100144	ROLLED COIN ORDERED - BRANCH/STORE	0.15000	38	5.70
CK141	100048	CURRENCY ORDERED/\$1 - BRANCH/STORE	0.00160	740	1.18
08052	100015	CR POSTED - OTC STORE DEPOSITS/ND	0.00000	18	0.00
22814	019999	PAYEE VALID NON ACCT HLDER-CHK CASH	0.00000	4	0.00
Subtotal					57.45
Cash Vault					
08174	100100	CASH VAULT MIXED DEPOSIT PROCESSING	0.00000	147	0.00
08173	100100	CASH VLT DEP PROCESSING	0.00000	257	0.00
08504	100520	CASH VAULT ADJ ADVICE - US MAIL	0.00000	2	0.00
08056	100015	CASH VAULT CASH DEP NIGHT DROP /\$1	0.00120	201,669	242.00
08188	100142	CASH VAULT CASH ORDER-STANDING INST	2.75000	4	11.00
08110	100144	CASH VAULT COIN FURNISHED - ROLLED	0.10000	20	2.00
08115	100146	CASH VAULT COIN FURNISHED-STD BOX	2.00000	8	16.00
08416	100199	CASH VAULT CURRENCY FURNISHED	0.00120	6,000	7.20
08290	100199	CASH VAULT CURRENCY/COIN DEPOSITED	0.00120	388,766	466.52
08160	100501	CASH VAULT DEPOSIT ADJUSTMENT	5.00000	2	10.00
CVBSE	100100	CASH VAULT MONTHLY BASE	0.00000	7	0.00
08007	100110	NON-VERIFIED ENVELOPE PROCESSING	0.00000	22	0.00
Subtotal					754.72
Controlled Disbursement					
21622	150220	CONT DISB CASHED CHECK-FLOAT FEE	0.00000	11	0.00
21501	150000	CONT DISB ACCT MAINT W/CHEXSTOR-OH	65.00000	1	65.00
21507	010101	CONT DISB CREDIT POSTED-OH	0.65000	22	14.30
21509	150110	CONT DISB IMAGE CHECKS PAID - OH	0.07500	1,327	99.52
21557	150300	MICR REJECTS OVER 2%	1.25000	47	58.75
CEOCD	150700	CEO CONT DISB SUBSCRIPTION BASE	50.00000	1	50.00
Subtotal					287.58

WF Code	AFP Code	Service Description	Price	Monthly Volume	Activity Charges
Desktop Deposit/Electronic Check					
70033	250102	SMART DECISION VAULT ACH TRANSIT	0.10000	875	87.50
70029	109999	SMART DECISION ELEC CHECK ACH ONUS	0.03000	2,449	73.47
70025	109999	SMART DECISION ELEC CHK ACH TRANSIT	0.05000	12,157	607.85
12816	151352	DESKTOP DEPOSIT IMAGES RETRIEVED	0.50000	58	29.00
15007	010101	DESKTOP DEPOSIT CREDIT POSTED	0.08000	20	1.60
15003	400231	DESKTOP DEPOSIT REPORT PER ITEM	0.10000	1,322	132.20
701	100220	DESKTOP DEPOSIT-WFARGO DEPOSIT ITEM	0.02500	260	6.50
706	100224	DESKTOP DEPOSIT-NON WFARGO DEP ITEM	0.05800	975	56.55
741	100220	ELECTRONIC DEPOSIT - CHECK WFB	0.02500	442	11.05
746	100224	ELECTRONIC DEPOSIT - CHECK NON WFB	0.05800	2,164	125.51
750	40023Z	ED DISCRETIONARY DATA-ITEM-STD	0.01000	18,609	186.09
790	100230	ELECTRONIC DEPOSIT - DEP ADJUSTMENT	15.00000	1	15.00
Subtotal					1,332.32
E-Box					
ED470	300099	E-BOX PAYMENT	0.09000	10,682	961.38
ED515	999999	E-BOX PAYMENT RETURN	0.00000	12	0.00
ED500	050030	E-BOX MONTHLY MAINT (W/CROSS REF)	0.00000	1	0.00
Subtotal					961.38
General Account Services					
22051	010000	ACCOUNT MAINTENANCE-CHEXSTOR	8.00000	11	88.00
DS585	010021	SUBACCOUNT MAINTENANCE	5.00000	35	175.00
ZBABC	010021	ZERO BALANCE MONTHLY BASE	10.00000	1	10.00
CK021	010100	DEBITS POSTED	0.08000	200	16.00
CK011	010101	CREDITS POSTED	0.90000	438	394.20
CK018	250201	ELECTRONIC CREDITS POSTED	0.08000	746	59.68
CK049	010310	DDA STATEMENT - PAPER	0.00000	6	0.00
CEOES	010300	CEO CYCLED STMT SUBSRIPT RPT-MOBASE	10.00000	1	10.00
34147	010300	CEO E-STMT SUBSCRIPTION - ITEM	0.03000	1,381	41.43
Subtotal					794.31
General Disbursement Services					
PABSE	150240	PYMT AUTH MAX CHECK MTHLY BASE	0.00000	10	0.00
12670	150410	STOP PAYMENT - ONLINE	6.00000	5	30.00
12675	150499	STOP PAYMENT - PAPER CONFIRMATION	0.00000	4	0.00
Subtotal					30.00
Image Delivery					
12812	151352	ONLINE IMAGE VIEW < 90 DAYS - ITEM	2.00000	3	6.00
Subtotal					6.00
Information Reporting					
34123	4002ZZ	CEO EVENT MESSAGING SERVICE - EMAIL	0.50000	312	156.00
34115	400001	CEO PREV DAY SUBSCRIPTION DETL ITEM	0.10000	1,892	189.20
WNPDB	400000	CEO PREV DAY SUBSCRIPTION MTHLYBASE	45.00000	11	495.00
27707	150400	CEO SEARCH	0.00000	25	0.00
Subtotal					840.20

<u>WF Code</u>	<u>AFP Code</u>	<u>Service Description</u>	<u>Price</u>	<u>Monthly Volume</u>	<u>Activity Charges</u>
		MSC-TM			
22222	150810	PRINTING & SUPPLIES-VENDOR	0.01000	11,979	119.79
		Subtotal			119.79
		Paper Checks Deposited			
001	100220	DEPOSITED CHECKS - ON US	0.08630	572	49.36
002	100223	DEPOSITED CHECKS	0.10940	2,294	250.96
		Subtotal			300.33
		Positive Pay			
DS191	150299	PAYEE VALIDATION STANDARD-ITEM	0.01500	289	4.34
21551	150030	CONT DISB PERFECT PRESENT BASE-OH	0.00000	1	0.00
12907	150030	POSITIVE PAY MONTHLY BASE	0.00000	1	0.00
		Subtotal			4.34
		Receivables Manager			
28019	300010	RECEIVABLES MANAGER MONTHLY BASE	100.00000	1	100.00
28006	300200	RECEIVABLES MANAGER OUTGOING TRANS	5.00000	22	110.00
		Subtotal			210.00
		Returned Items			
CK065	100400	ADMIN RETURN ITEM - CHARGEBACK	4.00000	1	4.00
CK066	100400	ADMIN RETURN ITEM-REPAIRED ACH ITEM	2.25000	10	22.50
CK061	100400	RETURN ITEM - CHARGEBACK	2.00000	13	26.00
CK069	100400	RETURN ITEM SPECIAL INSTRUCTIONS	0.25000	20	5.00
CK081	100401	RETURN ITEM SPECIAL INST MTHLY BASE	1.00000	6	6.00
CK075	100402	RETURN ITEM REDEPOSITED	1.00000	10	10.00
CK464	100400	RETURN ITEM CONVERTED CHK CHGBK IRD	1.50000	6	9.00
CK461	100400	RETURN ITEM CONVERTED CHK REDEPOSIT	1.50000	20	30.00
		Subtotal			112.50
		Sweep			
CS031	450403	SWEEP STAGECOACH INVEST ELECTRONIC	0.00000	69	0.00
CS030	450020	SWEEP STAGECOACH INVEST MTHLY BASE	0.00000	3	0.00
		Subtotal			0.00
		Wells Tax			
32066	010100	CEO WELLSTAX PAYMENT	2.50000	9	22.50
32068	010099	CEO WELLSTAX SUBSCRIPTION PER ACCT	5.00000	1	5.00
32052	010000	WELLSTAX RECEIPT	1.00000	9	9.00
		Subtotal			36.50
		Wires			
ES167	359999	WIRE SECURITY MONTHLY BASE	0.00000	4	0.00
ES030	350300	WIRE IN DOMESTIC	6.50000	4	26.00
ES141	350124	WIRE - BOOK TRANSFER - CEO	5.50000	1	5.50
ES139	350104	WIRE-OUTGOING DOMESTIC-CEO	6.50000	1	6.50
		Subtotal			38.00
Total Monthly Activity Charges					7,934.88

The above pricing estimate is based on certain assumptions drawn from projected volume, scope of services and/or other information you have provided. The pricing is subject to change if the actual volume and/or scope of services differ from the assumptions upon which the pricing estimate was based.