

RESOLUTION NO. 2011-96

AUTHORIZING CONTRACT NO. 2011-120 WITH KEY BANK, N.A. TO PROVIDE BANKING SERVICES AND TO SERVE AS A DEPOSITORY FOR THE AUTHORITY'S ACTIVE FUNDS DURING THE FIVE-YEAR PERIOD COMMENCING JANUARY 1, 2012.

WHEREAS, the proposal of Key Bank, N.A. located at 127 Public Square, Cleveland, Ohio 44114, was received on October 7, 2011; and

WHEREAS, pursuant to Resolution No. 2011-077, adopted on September 20, 2011, Key Bank, N.A. was designated as an eligible depository for the active monies for the Greater Cleveland Regional Transit Authority for the statutory period commencing October 5, 2011; and

WHEREAS, the General Manager/Secretary-Treasurer deems the offer of Key Bank, N.A., as negotiated, to be advantageous to the Authority, cost and other factors considered, and recommends acceptance thereof by the Board of Trustees.

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of the Greater Cleveland Regional Transit Authority, Cuyahoga County, Ohio:

Section 1. That the proposal submitted by Key Bank, N.A. as modified by negotiations, to provide Banking Services, be and is hereby accepted as the most advantageous to the Authority, price and all other factors considered.

Section 2. That the General Manager/Secretary-Treasurer of the Authority be, and he is hereby authorized to enter into a contract with Key Bank, N.A. to provide Banking Services.

Section 3. That active monies of the Greater Cleveland Regional Transit Authority shall be deposited with Key Bank, N.A. effective January 1, 2012.

Section 4. That Key Bank, N.A. shall continue to serve as a depository for the Greater Cleveland Regional Transit Authority's active monies through December 31, 2016.

Section 5. That the Greater Cleveland Regional Transit Authority's Board of Trustees expects that Key Bank, N.A. will attempt to exceed the 0% DBE goal assigned to this procurement.

Section 6. That this resolution shall become effective immediately upon its adoption.

Adopted: November 15, 2011

  
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President

Attest:   
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CEO, General Manager/Secretary-Treasurer



Greater Cleveland Regional Transit Authority  
**STAFF SUMMARY AND COMMENTS**

<p>TITLE/DESCRIPTION</p> <p>CONTRACT: BANKING SERVICES FOR A PERIOD OF FIVE YEARS</p> <p>VENDOR: KEY BANK, N.A.</p>	<p>Resolution No.: 2011-96</p> <p>Date: November 10, 2011</p> <p>Initiator: Cash Management</p>
<p>ACTION REQUEST:</p> <p><input checked="" type="checkbox"/> Approval    <input type="checkbox"/> Review/Comment    <input type="checkbox"/> Information Only    <input type="checkbox"/> Other _____</p>	

- 1.0 PURPOSE/SCOPE: This action will allow the Authority to enter into a depository relationship with Key Bank, N.A. for a period of five (5) years.
- 2.0 DESCRIPTION/JUSTIFICATION: This bank will offer all the banking services required for the Authority to continue its necessary daily services, which include vendor payments, payroll, fund transfers, etc. The selected institution will also keep on deposit all of the Authority's active funds, which is required under the Ohio Revised Code Uniform Depository Act.
- 3.0 PROCUREMENT BACKGROUND: Request for Proposals were solicited from the seven banking institutions authorized by the Board of Trustees in Resolution 2011-077 as eligible depositories for the active monies of the GCRTA. Six (6) banks submitted proposals. After evaluation by a panel of Authority employees in accordance with established Procurement Policies and Procedures, and subsequent to negotiations, the proposal of Key Bank, N.A. was recommended as the most advantageous to the Authority, price and all other factors considered. The funds management approach of Key Bank, N.A. maximizes earning allowances on active funds and demonstrates an understanding of the Authority's financial needs, and allows flexibility to adjust to its changing requirements.  
  
A cost analysis was performed and the Procurement Department has determined that the negotiated rates of services are fair, reasonable and advantageous to the Authority.
- 4.0 AFFIRMATIVE ACTION/DBE BACKGROUND: All affirmative action requirements have been met. A 0% goal was established for this procurement due to the lack of certified DBE firms.
- 5.0 POLICY IMPACT: Does not apply.
- 6.0 ECONOMIC IMPACT: Compensating balances of the banking services may be used to offset bank transaction fees and service charges that would otherwise be charged to the Authority. The Authority's Cash Manager performs a monthly analysis of the need for a compensating balance, or to pay banking fees directly. This decision depends on the current rate structure.
- 7.0 ALTERNATIVES: Reject this offer. Rejection of this offer would delay selection of a depository for the Authority's funds and risk violation of the statutory requirement that an active depository be maintained.

- 8.0 RECOMMENDATION: It is recommended that the proposal of Key Bank, N.A., as negotiated, be accepted and the resolution passed authorizing the General Manager/Secretary-Treasurer to enter into a contract.
- 9.0 ATTACHMENTS: None.

Recommended and certified as appropriate to the availability of funds, legal form and conformance with the Procurement requirements.



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CEO, General Manager/Secretary-Treasurer