

# Treasurer/Tax Collector

County of Lassen



**Nancy Cardenas**, Treasurer/Tax Collector  
Lassen County Courthouse, Suite 3  
220 South Lassen Street  
Susanville, CA 96130-4324

☎ 530/251-8221  
FAX: 530/251-2677

DATE: August 14, 2018  
TO: Board of Supervisors  
FROM:  Nancy Cardenas, Treasurer/Tax Collector  
RE: Extension of Banking Services

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Recommendation: That the Board of Supervisors extend the contract for banking services with U.S. Bank National Association (US Bank) for an additional three years.

Discussion: Lassen County has been contracting with US Bank for several years and has been very happy with their services. In order to insure that the County is receiving competitive services and pricing I have worked with US Bank to review the services that are currently being provided to the County and Schools, as well as negotiating a higher earnings credit for the next three years of the contract.

I recommend that the Board extend the contract for an additional three years with US Bank and direct the County CAO Richard Egan to sign the amendment.

**FIRST AMENDMENT TO AGREEMENT BY AND BETWEEN  
LASSEN COUNTY AND U.S.BANK.**

**THIS FIRST AMENDMENT TO AGREEMENT** ("Amendment") is made by and between the COUNTY OF LASSEN and U.S.BANK. (hereinafter "CONTRACTOR"), who agree as follows:

1. Recitals: This First Agreement is made with reference to the following facts and objectives:

COUNTY and CONTRACTOR have entered into a written Agreement dated May 26, 2015 in which CONTRACTOR agreed to provide banking services as listed in Attachment A

2. Amendments: The parties agree to amend the Agreement as follows:

**i: The parties desire to extend the term of the agreement for an additional Three years. AMEND SECTION 2. TERM AND REPLACE AS FOLLOWS:**

**The term of the agreement shall be for the period of July 1, 2018 through June 30, 2021 if the contract is to be extended, an amendment will be needed.**

**ii: The parties desire to attach a new Schedule A, for updated pricing for the extended contract term.**

3. Effectiveness of Agreement: Except as set forth in this First Amendment, all provisions of the Agreement dated May 26, 2015, shall remain unchanged and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement on the dates shown opposite their respective signatures.

CONTRACTOR

\_\_\_\_ County Initials

1

\_\_\_\_ Contractor Initials

Amendment to: Agreement between Lassen County and U.S. Bank.

Dated: \_\_\_\_\_

By: \_\_\_\_\_  
Troy Kidd,  
Vice President US Bank.

COUNTY

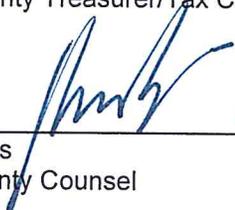
Dated: \_\_\_\_\_

By: \_\_\_\_\_  
Richard Egan  
County Administrative Officer

Dated: \_\_\_\_\_

By: \_\_\_\_\_  
Nancy Cardenas  
Lassen County Treasurer/Tax Collector

Approved as to form:

By:  8-8-18  
Robert Burns  
Lassen County Counsel



Account Analysis & Billing  
LASSEN COUNTY TREASURER

0  
0  
0

**Consolidated Analysis Summary**

Lead Account Number	153401318941
Earnings Credit Rate	0.60%
Negative Collected Rate	8.75%
Current Month Multiplier	2,000.00
Settlement Frequency	Monthly

**Balance Summary**

Average Ledger Balance	\$	4,934,098.16
Average Float	-	0.00
Average Collected Balance	=	4,934,098.16
Average Negative Collected	\$	0.00
Average Positive Collected Balance	\$	4,934,098.16

**Settlement Analysis**

Average Positive Collected Balance	\$	4,934,098.16
Fee Based Collected Balance (Net of Reserves)	-	0.00
Collected Balance Available for Earnings Credit Services	=	4,934,098.16
Earnings Credit @ 0.6%		2,467.05
Interest Paid on Balances		0.00
Earnings Credit Based Service Charges	-	3,424.35
Current Month Surplus/(Deficit) Position	=	(957.30)
<b>Net Service Charges</b>	<b>\$</b>	<b>957.30</b>

**Net of Interest and Service Charges**

Interest Earned on Interest Bearing Checking	\$	-
Net Service Charge	\$	957.30
Interest Earned Less Service Charges	\$	(957.30)

<u>AFP</u>	<u>Service</u>	<u>Volume</u>	<u>Unit Price</u>	<u>Total Price</u>	<u>Collected Balance Required</u>
<b>Depository Services</b>					
010000	Account Maintenance	12	\$ 5.00	\$ 60.00	\$ 120,000
010000	Monthly Maintenance	2	\$ 0.00	\$ -	
010000	Monthly Maintenance	1	\$ 10.00	\$ 10.00	\$ 20,000
151350	Stmt w/Ck Front & Back Images	1	\$ 12.00	\$ 12.00	\$ 24,000
010101	Paper Credits	45	\$ 0.40	\$ 18.00	\$ 36,000
010101	Electronic Credits	55	\$ 0.05	\$ 2.75	\$ 5,500
010100	Paper Debits	3,274	\$ 0.05	\$ 163.70	\$ 327,400

August 2018



Account Analysis & Billing

<u>AFP</u>	<u>Service</u>	<u>Volume</u>		<u>Unit Price</u>		<u>Total Price</u>		<u>Collected Balance Required</u>
010100	Electronic Debits	88	\$	0.05	\$	4.40	\$	8,800
010102	Combined Transactions/Items	4,050	\$	0.00	\$	-		
150101	Reject Checks Paid		\$	0.00				
150101	For First 50 Per Acct	19	\$	0.00	\$	-		
150101	For Over 50 Per Acct		\$	0.05	\$	-		
100224	Deposited Item	188	\$	0.04	\$	7.52	\$	15,040
100400	Returned Deposited Items		\$	2.00				
100405	Returned Item Special Instruc		\$	0.00				
100405	For First 1	1	\$	2.50	\$	2.50	\$	5,000
100405	For Over 1	3	\$	5.00	\$	15.00	\$	30,000
100402	Redeposited Returned Item		\$	2.00				
100440	Returned Item Email Notice		\$	1.00				
100440	Returned Item Email Images		\$	1.00				
100411	Returned Item Dup Advice Faxed		\$	0.00				
100401	Returned Item Image Copies		\$	0.00				
100440	Returned Item Special Advice		\$	1.00				
100401	Returned Item Reason Code		\$	0.10				
100430	Returned Item Maker Info Keyed		\$	0.00				
000230	Deposit Coverage	5,092	\$	0.14575	\$	742.16	\$	1,484,318
010310	Paper Statement Fee	1	\$	5.00	\$	5.00	\$	10,000
150240	Check Filter Monthly Maint	6	\$	0.00	\$	-		
151342	Copy of Check/Deposit Ticket		\$	7.00				
	<b>Subtotal Depository Services</b>				\$	1,043.03	\$	2,086,058
	<b>Account Reconciliation Services</b>							
150030	Partial/Positive Pay Maint		\$	0.00				
150030	For First 1 Per Acct		\$	0.00				
150030	Each Additional Reconciliation per Cycle Over 1 Per Acct		\$	0.00				
150120	Full/Positive Pay - per Item		\$	0.02				
200010	ARP Full Maintenance		\$	0.00				
200010	For First 1 Per Acct		\$	70.00				
200010	Each Additional Reconciliation per Cycle Over 1 Per Acct		\$	15.00				
150030	SP Positive Pay Only Maint	4	\$	25.00	\$	100.00	\$	200,000
150120	SP Pos Pay Only - per Item	3,239	\$	0.025	\$	80.98	\$	161,950
150322	SP Checks Returned	1	\$	15.00	\$	15.00	\$	30,000
151352	SP Pos Pay Image Retrieval	59	\$	0.00	\$	-		
150520	Teller Pos Pay Spcl Handling	3	\$	15.00	\$	45.00	\$	90,000
20020B	SP Issue/Cancel Input	65	\$	0.10	\$	6.50	\$	13,000
150310	SP Positive Pay Exceptions	29	\$	0.50	\$	14.50	\$	29,000
20020B	SP Issue Mnt Upload - per File							
20020B	For First 5 Per Acct	5	\$	10.00	\$	50.00	\$	100,000
20020B	For Over 5 Per Acct	7	\$	0.00	\$	-		
159999	SP Issue Mnt Confirm-per File	35	\$	0.50	\$	17.50	\$	35,000
151200	Recon Printing / Mailing Fee		\$	5.00				
200201	Transmission Input	35	\$	15.00	\$	50.00	\$	100,000
200301	ARP Transmission Output	21	\$	7.00	\$	147.00	\$	294,000
200301	ARP Transmission - per Item	3,032	\$	0.01	\$	30.32	\$	60,640
200030	Range Accounts	1	\$	3.00	\$	3.00	\$	6,000



Account Analysis & Billing

<u>AFP</u>	<u>Service</u>	<u>Volume</u>		<u>Unit</u>	<u>Price</u>	<u>Total</u>	<u>Collected</u>	<u>Balance</u>	
						<u>Price</u>		<u>Required</u>	
150100	Daily Paid List Maint	1	\$	15.00	\$	15.00	\$	30,000	
150100	Daily Paid List Items	3,033	\$	0.01	\$	30.33	\$	60,660	
151342	Fax Copy Out		\$	2.00					
150122	Payee Positive Pay Maintenance	1	\$	50.00	\$	50.00	\$	100,000	
151022	Payee Positive Pay-per Item	5	\$	0.03	\$	0.15	\$	300	
150230	Stale Date Maintenance	1	\$	10.00	\$	10.00	\$	20,000	
Subtotal Account Reconciliation Services					\$	665.28	\$	1,330,550	
<b>SinglePoint</b>									
400272	Sp Current Day Per Acct		\$	0.00					
400272	For First 1	1	\$	20.00	\$	20.00	\$	40,000	
400272	For Over 1	5	\$	20.00	\$	100.00	\$	200,000	
400272	Sp Current Day Per Item	2,391	\$	0.01	\$	23.91	\$	47,820	
400272	Sp Previous Day Per Acct		\$	0.00					
400272	For First 1	1	\$	20.00	\$	20.00	\$	40,000	
400272	For Over 1	11	\$	20.00	\$	220.00	\$	440,000	
400272	Sp Previous Day Per Item	6,964	\$	0.02	\$	139.28	\$	278,560	
010307	Monthly DDA Statement TXT		\$	3.00					
409999	Monthly DDA Statement PDF	12	\$	1.00	\$	12.00	\$	24,000	
250720	ACH Return and NOC Report		\$	0.00					
250720	For First 1	1	\$	1.00	\$	1.00	\$	2,000	
250720	For Over 1	2	\$	1.00	\$	2.00	\$	4,000	
250720	ACH Return and NOC Report	3	\$	0.00	\$	-			
250720	ACH Settlement Report		\$	20.00					
401020	SP Token Monthly Maintenance	10	\$	2.00	\$	20.00	\$	40,000	
409999	SP Book Transfer Mo Maint		\$	0.00					
409999	For First 1	1	\$	10.00	\$	10.00	\$	20,000	
409999	For Over 1	8	\$	0.00	\$	-			
409999	SP Book Transfer-per Transfer	9	\$	0.05	\$	0.45	\$	900	
100600	SP Mobile Monthly Maint		\$	0.00					
100600	For First 1	1	\$	10.00	\$	10.00	\$	20,000	
100600	For Over 1		\$	0.00	\$	-			
150410	SP Stop Payments Mo Maint		\$	0.00					
150410	For First 1	1	\$	10.00	\$	10.00	\$	20,000	
150410	For Over 1	5	\$	0.00	\$	-			
150410	SP Stop Payments-per Stop		\$	0.00					
150410	For First 10 Per Acct	3	\$	5.00	\$	15.00	\$	30,000	
150410	For Over 10 Per Acct		\$	9.00	\$	-			
150413	SP Stop Payments-per Revoke		\$	7.00					
250000	SP ACH Origination Mo Maint		\$	0.00					
250000	For First 1	1	\$	45.00	\$	45.00	\$	90,000	
250000	For Over 1	2	\$	0.00	\$	-			
250611	SP ACH Adjustment Mo Maint		\$	0.00					
250611	For First 1	1	\$	10.00	\$	10.00	\$	20,000	
250611	For Over 1		\$	0.00	\$	-			
350000	SP Wires Monthly Maintenance		\$	0.00					
350000	For First 1	1	\$	10.00	\$	10.00	\$	20,000	
350000	For Over 1	1	\$	0.00	\$	-			



Account Analysis & Billing

<u>AFP</u>	<u>Service</u>	<u>Volume</u>		<u>Unit Price</u>		<u>Total Price</u>	<u>Collected Balance Required</u>
250000	SP ACH POS Pay Authorization		\$	0.50			
250000	SP ACH POS Pay per Paid Item		\$	0.05			
250000	SP ACH Whse Mo Maint	1	\$	10.00	\$	10.00	\$ 20,000
150030	SP Positive Pay Monthly Maint	5	\$	0.00	\$	-	
200201	SP Issue Maint Mo Maintenance		\$	0.00			
200201	For First 1	1	\$	10.00	\$	10.00	\$ 20,000
200201	For Over 1	4	\$	0.00	\$	-	
151350	SP Image Access Mo Maint	5	\$	10.00	\$	50.00	\$ 100,000
409999	SP External Message Mo Maint		\$	0.00			
409999	For First 1	1	\$	10.00	\$	10.00	\$ 20,000
409999	For Over 1	20	\$	0.00	\$	-	
409999	SP External User Message Sent	179	\$	0.00	\$	-	
409999	SP External User Task Sent	45	\$	0.00	\$	-	
Subtotal SinglePoint					\$	748.64	\$ 1,497,280
<b>Wire Transfers</b>							
350000	Wire Monthly Maint Voice-Pin	1	\$	0.00	\$	-	
350300	Incoming Fedwire	2	\$	4.00	\$	8.00	\$ 16,000
350712	Incoming Intl Wire	1	\$	16.00	\$	16.00	\$ 32,000
350123	Internal Wire Credit	1	\$	7.00	\$	7.00	\$ 14,000
350202	Voice Fedwire Non-Repetitive		\$	15.00			
350300	Incoming Fedwire Ctp	2	\$	4.00	\$	8.00	\$ 16,000
350100	SP Fedwire Repetitive	7	\$	4.00	\$	28.00	\$ 56,000
350104	SP Fedwire Non-Repetitive	4	\$	9.00	\$	36.00	\$ 72,000
350120	SP Internal	6	\$	4.00	\$	24.00	\$ 48,000
350521	SP Drawdown		\$	6.00			
350402	Wire Advice Fax	3	\$	2.50	\$	7.50	\$ 15,000
Subtotal Wire Transfers					\$	134.50	\$ 269,000
<b>Zero Balance Accounts</b>							
010020	ZBA Lead	1	\$	8.75	\$	8.75	\$ 17,500
010021	ZBA Subsidiary	2	\$	8.75	\$	17.50	\$ 35,000
Subtotal Zero Balance Accounts					\$	26.25	\$ 52,500
<b>Sweep</b>							
450020	Commercial Money Fund Sweep		\$	75.00			
Subtotal Sweep					\$	-	
<b>Controlled Disbursements</b>							
150000	Controlled Disb - Fixed		\$	100.00			
150110	Controlled Disb - per Item		\$	0.15	\$	-	
Subtotal Controlled Disbursements					\$	-	
<b>Image Services</b>							



Account Analysis & Billing

<u>AFP</u>	<u>Service</u>	<u>Volume</u>		<u>Unit Price</u>		<u>Total Price</u>		<u>Collected Balance Required</u>
151351	SP Cks Pd per item Stored	3,210	\$	0.011	\$	35.31	\$	70,620
151350	Image Archive Monthly Maint		\$	10.00				
151351	Image Archive per Check Image		\$	0.03				
151353	Image Archive - per CD-ROM		\$	10.00				
151352	SP Short Term Imgs Retrieved	41	\$	0.50	\$	20.50	\$	41,000
	Subtotal Image Services				\$	55.81	\$	111,620
	<b>Lockbox</b>							
050000	WLBX Monthly Maint-Scrmnto		\$	0.00				
050000	For First 1	1	\$	50.00	\$	50.00	\$	100,000
050000	For Over 1		\$	105.00	\$	-		
050300	WLBX Deposit-Scrmnto	14	\$	0.50	\$	7.00	\$	14,000
050100	WLBX per Item-Scrmnto	36	\$	0.20	\$	7.20	\$	14,400
05011A	WLBX Photocopy-Scrmnto	36	\$	0.08	\$	2.88	\$	5,760
050500	WLBX Exceptions-Scrmnto	1	\$	0.35	\$	0.35	\$	700
05011L	WLBX Package Prep-Scrmnto	1	\$	20.00	\$	20.00	\$	40,000
050320	WLBX Fax Totals-Scrmnto	1	\$	25.00	\$	25.00	\$	50,000
	Subtotal Lockbox				\$	112.43	\$	224,860
	<b>ACH Services</b>							
250000	ACH Monthly Maintenance	4	\$	10.00	\$	40.00	\$	80,000
250120	ACH Originated Addenda Item	6	\$	0.01	\$	0.06	\$	120
250501	ACH Process Run	14	\$	7.00	\$	98.00	\$	196,000
250102	ACH Orig Transit Item		\$	0.00				
250102	If 1 - 10000 Per Acct	910	\$	0.035	\$	31.85	\$	63,700
250102	If Over 10000 Per Acct		\$	0.00	\$	-		
250102	Same Day ACH Orig Transit Item		\$	0.50				
250102	ACH Originated On-US Item		\$	0.00				
250102	If 1 - 10000 Per Acct	220	\$	0.035	\$	7.70	\$	15,400
250102	If Over 10000 Per Acct		\$	0.12	\$	-		
259999	ACH File Confirmation Email	24	\$	0.50	\$	12.00	\$	24,000
250202	ACH Received Item	400	\$	0.035	\$	14.00	\$	28,000
250220	ACH Received Addenda Item	7	\$	0.01	\$	0.07	\$	140
250102	EPay ACH Fed Item		\$	0.00				
250102	If 1 - 10000		\$	0.035				
250102	If Over 10000		\$	0.035				
251050	ACH Block Mthly Maint-per Acct	2	\$	5.00	\$	10.00	\$	20,000
250300	Unauth ACH Return - per Item		\$	6.00				
250302	ACH Return-per Item	2	\$	1.50	\$	3.00	\$	6,000
251070	ACH Notification of Change	2	\$	1.50	\$	3.00	\$	6,000
250401	ACH Return/NOC Faxed	2	\$	1.25	\$	2.50	\$	5,000
250640	ACH Item Adjustment Request		\$	10.00				
259999	SDA Special Processing		\$	150.00				
250102	SP E ACH-per Item	624	\$	0.10	\$	62.40	\$	124,800
250102	SPT E SDA TRAN ITEM		\$	1.00				
251000	UPIC Monthly Maintenance		\$	5.00				
300100	ACH Origination Direct Trans		\$	10.00	\$	-		



Account Analysis & Billing

<u>AFP</u>	<u>Service</u>	<u>Volume</u>	<u>Unit Price</u>	<u>Total Price</u>	<u>Collected Balance Required</u>
	Subtotal ACH Services			\$ 284.58	\$ 569,160
	<b>Branch Coin/Currency Services</b>				
10001Z	Cash Deposited-per \$100	1,185	\$ 0.09	\$ 106.65	\$ 213,300
100011	Coin Deposited-per Roll	2	\$ 0.07	\$ 0.14	\$ 280
100000	Branch Deposit Processing Fee	31	\$ 1.25	\$ 38.75	\$ 77,500
109999	Night Dep Processing-per Dep		\$ 1.00		
150501	Non Customer On US Ck Cashing	52	\$ 0.00	\$ -	
	Subtotal Branch Coin/Currency Services			\$ 145.54	\$ 291,080
	<b>Electronic Deposit Services</b>				
100400	ACH Return - per Item		\$ 1.75		
100402	ACH Redeposit - per Item		\$ 1.50		
101300	EDM Monthly Maint - per Acct				
101300	For First 1	1	\$ 80.00	\$ 80.00	\$ 160,000
101300	For Over 1	3	\$ 15.00	\$ 45.00	\$ 90,000
101300	Web Monthly Maint - per Wrkstn		\$ 0.00		
101300	If 1 - 10	1	\$ 20.00	\$ 20.00	\$ 40,000
101300	If 11 - 50		\$ 35.00	\$ -	
101300	If Over 50		\$ 30.00	\$ -	
109999	Deposit Credit	22	\$ 0.50	\$ 11.00	\$ 22,000
101311	Image Check Item - On-Us	255	\$ 0.03	\$ 7.65	\$ 15,300
101310	Image Check Item - Transit	768	\$ 0.05	\$ 38.40	\$ 76,800
101320	Remittance Item		\$ 0.07		
151352	Image Retrieval - per Item	25	\$ 0.25	\$ 6.25	\$ 12,500
	Subtotal Electronic Deposit			\$ 208.30	\$ 416,600
	<b>International Banking</b>				
609999	Canadian (CAD) Check Deposited		\$ 2.00		
10022Z	Un-Encode CAD/USD Item		\$ 2.00		
	Subtotal International Banking			\$ -	
	Total Service Charges			\$ 3,424.35	\$ 6,848,708
	<b>One Time and Annual Charges</b>				
250000	SP ACH Positive Pay Setup		\$ 0.00		
	Total One Time and Annual Service Charges			\$ -	

Prices quoted in this proposal are only for those Treasury Management Services requested by the customer. Additional Treasury Management Services will be separately priced at the time of customer's request. Prices quoted are valid for 60 days following customer's receipt, after which they will be subject to change by U.S. Bank. All prices are subject to change, at any time and at Bank's sole discretion,



### Account Analysis & Billing

<u>AFP</u>	<u>Service</u>	<u>Volume</u>	<u>Unit Price</u>	<u>Total Price</u>	<u>Collected Balance Required</u>
	due to changes in business conditions, volumes, quality of work provided by the customer and normal pricing change cycles.				
	Notwithstanding anything contained herein to the contrary, all Treasury Management Services provided to customer are subject to U.S. Bank's Services Terms and Conditions, as the same may be amended from time to time.				
	Branch Cash services availability is subject to change based on client processing requirements and branch capacity. Pricing for Branch Cash Services is subject to change when non-standard processing is requested.				



Account Analysis & Billing  
LASSEN COUNTY TREASURER

August 06, 2018

<u>AFP</u>	<u>Service</u>	<u>Volume</u>	<u>Unit Price</u>	<u>Total Price</u>	<u>Collected Balance Required</u>
	<b>ACH Services</b>				
250102	Same Day ACH Orig Transit Item		\$ 0.50		
250300	Unauth ACH Return - per Item		\$ 6.00		
259999	SDA Special Processing		\$ 150.00		
250102	SPT E SDA TRAN ITEM		\$ 1.00		
	Subtotal ACH Services		\$	-	
	Total Service Charges		\$	-	

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Notwithstanding anything contained herein to the contrary, all Treasury Management Services provided to customer are subject to U.S. Bank's Services Terms and Conditions, as the same may be amended from time to time.