

New Hanover County ABC Board  
Banking Services RFP Analysis - Meeting Date 01/21/2014 - Contact: Carol Martin

	Wells Fargo Bank, N.A.	First Federal, A Division of SCBT	First Bank
Named Account Executive	Paul C. Blalock IV	Tom Dodson	Lisa Moore Harris
Contingency Plan	WILL PROVIDE	YES	YES
Contingency Plan PROVIDED IN PROPOSAL	NO	YES	YES
Will Handle Deposit Accounts	YES	YES	YES
Specifies Utilizes Pool Concept of Collateralization	NO	YES. Listed as North Carolina Bank & Trust	NO
Maintain Funds in Interest Bearing Account	YES	YES	YES
Provide Online Banking Services	YES	YES	YES
Furnish Ability to Place/Remove Stop Payments	YES	YES	YES
Provide Deposit Bags At No Cost To The Board	YES	YES	YES
Provide Initial Deposit Tickets At No Cost To The Board	YES	YES	YES
Debit Operating Account for Returned Checks/Fax/Mail	YES	YES	YES
Notify Board of Misc Bank Debits/Credits	YES	YES	YES
Furnish Research Items Within 72 Hours	YES	YES	YES
Provide Internet Images of Cleared Checks	YES	YES	YES
Allow Access To Records At The Board's Request	YES	YES	YES
Make Transfers, Including EFT's Upon Request	YES	YES	YES
Agressively Bid on Board Investments	YES	YES	YES
Assist With Employee Accounts For Depositing Payroll Check	YES	YES	YES
Two Copies of Proposal	YES	YES	YES
Proposal Signed	YES	YES	YES
Insurance Requirements Addressed in Proposal	NO	YES	NO
E-Verify Requirements Addressed in Proposal	NO	YES	NO
Title Page	YES	YES	YES
Table of Contents	NO	YES	YES
Transmittal Letter	NO	YES	YES
Executed Copies of the Proposer Guarantees (Appendix A)	YES	YES	YES
Executed Copies of the Offer of Services (Appendix B)	YES	YES	YES
Completed Form For Required Services (Appendix C)	ALL ITEMS AFFIRMATIVE	ALL ITEMS AFFIRMATIVE	ALL ITEMS AFFIRMATIVE
Completed Form For Other Services (Appendix D)	YES	YES	YES
Completed Form For Exceptions (if any) (Appendix E)	NO EXCEPTIONS NOTED	NO EXCEPTIONS NOTED	NO EXCEPTIONS NOTED
Three (3) References Provided	NO	1-Sunset Beach ABC Board 2-Holly Ridge Housing Authority 3-NCDMV	1-City of Salisbury 2-Rowan Housing Authority 3-County of Duplin 4-Montgomery Community College
Ratio Analysis of Financial Institution Provided within Proposal	PROVIDED URL IN LIEU OF	YES	YES
<b>Capital Adequacy</b>			
1a) Equity/Total Assets	11.20%	13.46%	13.01%
1b) Equity+Loan Loss Reserves/Total Assets		14.04%	14.53%
1c) Equity/Risk Assets		13.79%	14.26%
<b>Profitability</b>			
2a) ROA-Return on Assets Before Taxes	1.47%	1.03%	1.12%
2b) ROE-Return on Equity Before Taxes	13.81%	7.64%	8.62%
2c) Earnings Assets/Total Assets	81.49%	85.91%	88.84%
<b>Asset Quality</b>			
3a) Loan Loss Reserve/Total Loans	1.76%	1.20%	1.97%
3b) Problem Loans/Equity		1.41%	19.11%
<b>Liquidity</b>			
4a) Liquid Assets/Total Deposits		*12.79%	14.22%
4b) Net Loans/Deposits	82.78%	85.95%	87.63%
4c) Total Loans/Total Assets	54.08%	71.62%	77.37%
4d) Investments/Total Assets	17.31%	10.07%	7.00%
Appendix AA Completed Detailing Distance b/t Board & Bank	FURTHEST 7.41 MILES	FURTHEST 11.4 MILES	FURTHEST 7.37 MILES
INTEREST RATE OFFERED IN PROPOSAL	0.02%	0.05%	Currently 0.02%
FEES ESTIMATED IN PROPOSAL	\$3,192.95 including set up fee of \$425.00  ONE TIME SETUP \$425.00  MO. ANALYZED CHARGE \$2,768.00  Wells Fargo will allocate a recoupment fee to recover the cost of deposit insurance premium--assessed on the general ledger balance in our accounts	ZERO CHARGES. No fees and/or service charges (per item and/or flat rate)	To avoid service fees, <b>must maintain \$4m</b> in the commercial analysis with interest account.
NOTES	*Liquid Assets SPECIFICALLY excludes pledged investment securities, (like BB&T advised)	*No debt issued or outstanding *Zero Bank Fees *Minimum Interest rate paid 0.05%	