

Section 2.1.9 talks about a Floating Rate tied to the 90 Day Treasury Bill. We have the capability to tie our Interest Rates, for deposits, to the Target Federal Funds Rate. Can you see if Finance would allow this vs. a Floating Rate tied to the 90 day Treasury? IE: Target Federal Funds Rate minus .20% (Effective Rate today would be 5.05%). **Yes, a base of the Fed Funds Rate plus bps is also OK.**

Can we get the past three years of audited financials? This is to help us determine the proposed risk rating for the Line of Credit pricing **Included with Addendum #2**

The average deposit balances with TD bank? **\$2.2M**

Can you provide the most recent TD Bank Analysis Statements for JHA so we can evaluate? **Included**

Who is P-Card currently with and what is the annual spend? **We do not have a P-Card program.**

With the rate on the LOC, the way they word the rate requested isn't clear. Are they asking for a fixed rate of .25% ? Will they accept offers with a reduced line amount below \$10MM or no line at all? **We will not accept an offer below \$10mm.**

The Bank must provide a secure business line of credit. The JHA is looking for: 2.1.4.1 A secured line of credit that can be accessed for the purchase of single and multifamily properties before permanent financing can be put in place;

2.1.4.2 Size: \$10,000,000 (ten million) +;

2.1.4.3 Competitive terms  $\leq 0.25\%$ , not subject to a minimum floor rate;

2.1.4.4 Secured by business assets;

2.1.4.5 Monthly interest-only payment option with no maturity date.

The following items have been requested:

- 1) 2023 Budget **Included with Addendum #2**
- 2) 5 year forecast.
- 3) What are the expected mechanics for the line of credit? **Buying property to increase affordable housing stock**

Will the Jacksonville Housing Authority provide three months bank and three months analysis statements? **Included**

With regard to the credit line the Housing Authority is requesting, I would like clarification on this verbiage "competitive terms  $\leq .25\%$ ". Is the Housing Authority requesting a fixed rate of .25% ? And would the Housing Authority accept proposals with a line of credit with a variable rate tied to prime?  **$\leq 0.25\%$  is based on Prime Rates +0.25.**

**Jacksonville Housing will accept variable rates tied to prime. Banks will be judged by the competitiveness of their rates.**

**Jacksonville Housing is requesting that there be no set floor rate.**

Looking for up to date Financials for JHA so we can look at the \$10MM Line of Credit?

RFP says 'secured' Line of Credit; what is the Security? What specific Business Assets will serve as Security? **Collateral will be posted as a combination of cash and property assets.**

What is the purpose and term of the \$10MM Line of Credit? **The LC will serve as a bridge loan before permanent financing is put in place.**

Please provide three years of audited financial statements and analysis statements. **Included**

What is the average dollar amount of deposits in all accounts. **\$145k**

What is the average dollar amount of accounts requiring interest. **Six**

The services to be provided by the Proposer are described in additional bank treasury management service documents ("TM documents") that are customarily incorporated and included as part of the contract. Will the Agency allow for the Bank's TM documents to be included as a supplement to the Sample Contract and other Agency contract forms if submitted as part of the Bank's Proposal? The TM documents would be in addition to, and not as a substitution, for the Sample Contract and other Agency contract forms. The Bank seeks the Agency's approval to include its Treasury Management Services Master Agreement as a supplement to the Sample Contract and other Agency contract forms when submitting it's proposal. **This would be considered**

Which ERP / Accounting Software is being used today? **Yardi**

What are the average and maximum dollar amounts of payroll and vendor files? Average: **\$1.5M – Maximum: \$2M**

What is the annual AP dollar amount excluding payroll? **\$18M**

Are all accounts listed eligible for Account Analysis? **Yes** If there are accounts that must stand alone, please provide the account name(s). **None**

Describe daily reporting needs and how the reporting is shared / transmitted currently by the bank to the Authority. **Similar to a Treasury workstation accessible as needed.**

How many employees are administrators of the online banking platform? **15 users**

How many of the Authority's employees approve funds leaving the bank (ACH, wires, positive pay) **3 Users**

How many scanners does the Authority utilize today? (number of departments and number of users)? **20 users and scanners**

Does the Authority own this equipment and what models are being used? **Yes, we use Panni VisionX**

Are statements needed by mail or electronically? **Both**

How many accounts initiate ACH? **6 Accounts**

Are ACH files sent via online banking upload, direct transmission or both? **Both**

How many accounts initiate wires? **6 accounts**

What wire limit is needed by the Authority (daily)? **Unlimited**

Does the Authority allow the current financial institution to directly debit for banking fees or is the Authority invoiced? **Yes**

What is the average monthly balance across all accounts so responding banks can calculate potential interest earnings? **\$25M**

Please describe all options for residents to pay monthly rent / other miscellaneous charges. **Rent Café (Online), Manual, and money orders**

**Purchasing Card Program** **The JHA does not have a P-Card program – However we are seeking opportunity**

What is the average monthly spend on the current card program and current credit limit on the program? **N/A**

Are transactions limited to travel and entertainment charges? Is there a single transaction limit restriction for cardholders? **N/A**

How are cardholders currently coding and submitting their transactions/statements? How are receipts provided? **N/A**

Do you currently pay any vendors (one-time or recurring) with a card? If so, are they paid with a static (same) card # each time or is a single-use virtual card account used? **N/A**

Are reward points or a cash rebate/statement credit associated with the account? **N/A**

What is your settlement frequency (monthly, bi-weekly, weekly) and grace period? **N/A**

Is the Authority's logo on the cards? **N/A**

Does the Authority receive any data transmissions or file extracts related to the current program? **N/A**

### **Merchant Processing**

Would the Authority like to evaluate merchant processing? **Yes – would consider and evaluate**

- Please provide 3 months of merchant statements **N/A**
- What type of equipment does the Authority utilize today? **N/A**
- How many terminals and stations are required? **N/A**
- How many locations utilize card processing and how does each location process? **N/A**
- Who is the current Merchant Services processor? **N/A**
- How does the Authority process online payments? **N/A**

What solutions are in place? Does the Authority utilize any software in conjunction with merchant processing **None**

Will the Housing Authority need supplies such as checks, deposit slips, endorsement stamps, etc. **Yes** If so, how many of each are needed on an annual basis? **Min 3,000 Max 5,000 annually** If deposit slips are needed, would you like single, duplicate, or triplicate slips? **Duplicate**

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