

MEMORANDUM

DATE: March 14, 2019

TO: Greg Harrison, City Manager

FROM: Andrew Jean-Pierre, Finance Director

RE: Approval to renew agreement for government banking services between the City of Pompano Beach and JPMorgan Chase Bank, N.A. for one additional five-year period

The City's current five (5) year agreement with JPMorgan Chase Bank (Chase Bank) is set to expire on April 25, 2019. The agreement may be renewed for an additional five year period by mutual agreement. Over the past five years Finance staff has had a very positive experience with Chase Bank. We would like to recommend renewal for the following reasons:

- 1) **Customer Service** – Their customer service is exceptional. When City staff has a question or concern, their staff has proven to be very helpful and timely in responding to the City's needs. They are in constant communication with the City to make suggestions and offer additional services. This is very important as they have proven to be a partner in making sure we are following the latest best practices to safeguard the City's funds. They also initiate visits to our offices to meet in person a couple times a year. We have worked with pretty much the same staff over the course of the contract so we are always on the same page.
- 2) **Financial Literacy Program (Pompano Beach)** – The JPMC Volunteer Leadership Group has led 9 financial literacy sessions at two elementary schools in Pompano Beach (C. Robert Markham and Pompano Beach Elementary). JPMC employees have participated in these volunteer events. Over 250 elementary students have benefited from learning about the value of money, opportunity cost, needs vs. wants, basics of savings and budgeting. For 2019, there has already been 2 volunteer sessions that took place at Pompano Beach Elementary on January 14, 2019 & March 11, 2019. An additional literacy session is scheduled for May 13, 2019 at Pompano Beach Elementary. Chase Bank is always open to ideas on contributing to the City. I would like to see Chase Bank expand the sessions to more schools in Pompano. They are agreeable to this and are reviewing their outreach efforts to ensure our schools are aware of this program.
- 3) **Continued Commitment** – They are waiving our fees for first six (6) months after we renew. This equates to a \$6,000 savings to the City. They will increase the interest rate we receive on our deposits to at least 1.7% to offset banking service fees. They are also offering additional investment vehicles for the City to park their funds.

Thank you