



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: June 16, 2021

Purpose: ☐ Presentation/Report ☐ Recognition ☒ Discussion/ Possible Action
☐ Closed/Executive Session ☐ Work Session ☐ Discussion Only ☐ Consent

From: Dr. Marc Puig, Superintendent

Item Title: Approval of the Bank Depository Services Contract with Lone Star National Bank.

Description: The state laws pertaining to school district depositories are found in the Texas Education Code (TEC), Chapter 45, Subchapter G (§§45.201–45.209). The TEC, §45.202, provides that the school depository or depositories of every independent school district may be selected only as provided by that subchapter. In accordance with the TEC, §45.206, in selecting a depository, your school district must use a uniform bid or proposal blank in the form prescribed by the State Board of Education (SBOE) rule, which is 19 Texas Administrative Code (TAC) §109.51.

Historical Data: A school district must renew its depository contract(s) every two years. The two-year contract term begins and ends in odd-numbered years and is from either July 1 of one year through June 30 two years later or September 1 of one year through August 31 two years later (for example, the period from either July 1, 2021, through June 30, 2023, or September 1, 2021, through August 31, 2023). The contract term and any extension must coincide with your district's fiscal year. (Reference: TEC, §45.205). A district may extend the original contract for three (3), two-year terms; therefore, the original contract may be in effect for a total of eight (8) years.

Recommendation: Approve the selection of Lone Star National Bank to provide Bank Depository Services for South San Antonio ISD.

Funding Budget Code and Amount:



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1450 Gillette Boulevard · San Antonio, Texas 78224 · (210) 977-7000 · Fax (210) 977-7017

To: Dr. Marc Puig, Superintendent of Schools

From: Dolores Sendejo, Deputy Superintendent

Date: June 15, 2021

Subject: Request for Proposals (RFP)

On April 14, 2021, South San Antonio ISD issued a RFP for professional services in the following area: Bank Depository Services. Responses were due to the district on or before April 29, 2021.

Below is the list of responses to the RFP:

Bank Depository Services:

- 1) Wells Fargo Bank – Texas
- 2) Lone Star National Bank

Each proposal respondent was required to submit qualifications based on the proposal form of depository services. A committee consisting of the following evaluated the qualification statements:

- Dolores Sendejo, Committee Facilitator
- Ernesto Arrellano Jr., Trustee Representative
- Homer Flores, Trustee Representative
- Connie Prado, Trustee Representative
- Clarita Trevino, Controller
- Scott Stephens, Executive Director of Business and Finance

After evaluating and scoring the qualification statements across the professional service category, the firms were ranked according to the average evaluation scores assigned by the evaluation committee. A cut point of 100 points was established. Of the selection process at the District's discretion, and the committee's recommendation one or more firm(s) were invited to demonstrate their solution(s) and/or system(s) and interview or host a district visit and were notified by e-mail.

The committee interviewed these firms on the following dates:

Bank Depository Services:

- 1) Wells Fargo Bank – Texas (6.14.2021)
- 2) Lone Star National Bank (6.14.2021)

As determined through a rigorous evaluation of qualifications and evaluation criteria the committee recommends the following firm:

Bank Depository Services:

- 1) Lone Star National Bank



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Request For Qualifications 2021-09: Bank Depository Services

Evaluation Matrix

The evaluations committee will conduct a comprehensive, fair and impartial evaluation of all proposals received in response to this RFP. Each proposal received will be analyzed to determine overall responsiveness and completeness as defined in the scope section and in the instructions on submitting a proposal. Failure to comply with the instructions or to submit a complete proposal may deem a proposal non-responsive and may at the discretion of the Evaluation Committee be eliminated from further evaluation.

Group/Individual Evaluation Criteria					
Criteria	Description	Weighted Value	Wells Fargo	LSNB	
1	Ability of the bank to provide the necessary services and perform the duties as depository	0-20	20+20+20+20+20=100	20+20+20+20+20=100	
2	Automated services offered including funds availability, web-based user friendly access, etc	0-20	15+15+20+15+18=83	15+15+20+17+17=84	
3	Cost of all services and how fees are assessed and collected	0-20	20+18+20+15+19=92	20+18+17+20+18=93	
4	Reputation of the bank and experience in providing depository services to comparable sized governemtn entities	0-10	10+10+10+9+9=48	10+8+10+10+8=46	
5	Interest rate offered	0-10	10+10+10+10+8=48	10+10+10+10+8=48	
6	Collateralization policy and type of third-party institution holding collateral	0-10	0+10+10+10+9=39	0+10+10+10+8=38	
7	Additional services offered and costs(investment safekeeping, remote check deposit, etc)	0-10	5+10+10+10+9=44	10+10+10+10+10=50	
Total 0-100			Total: 454	Total: 459	



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Group/Individual Evaluation Criteria							
Criteria	Description	Weighted Value	Wells Fargo	LSNB			
1	Ability of the bank to provide the necessary services and perform the duties as depository	0-20	20	20			
2	Automated services offered including funds availability, web-based user friendly access, etc	0-20	15	17			
3	Cost of all services and how fees are assessed and collected	0-20	15	20			
4	Reputation of the bank and experience in providing depository services to comparable sized government entities	0-10	9	10			
5	Interest rate offered	0-10	10	10			
6	Collateralization policy and type of third-party institution holding collateral	0-10	10	10			
7	Additional services offered and costs(investment safekeeping, remote check deposit, etc)	0-10	10	10			
		Total 0-100					

Date completed:

6.16.2021 6.15.2021

Evaluator's Name (print):

Connie Prado

Evaluator's Signature:

Connie Prado

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Group/Individual Evaluation Criteria		Wells	Lone Star				
Criteria	Description	Weighted Value					
1	Ability of the bank to provide the necessary services and perform the duties as depository	0-20	20	20			
2	Automated services offered including funds availability, web-based user friendly access, etc	0-20	20	20			
3	Cost of all services and how fees are assessed and collected	0-20	20	17			
4	Reputation of the bank and experience in providing depository services to comparable sized governemtn entities	0-10	10	10			
5	Interest rate offered	0-10	10	10			
6	Collateralization policy and type of third-party institution holding collateral	0-10	10	10			
7	Additional services offered and costs(investment safekeeping, remote check deposit, etc)	0-10	10	10			
Total		0-100	100	97			

Date completed:

6/15/2021

Evaluator's Name (print):

Scott Stephens

Evaluator's Signature:

Scott Stephens



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Group/Individual Evaluation Criteria			LSNB	WF	LSNB			
Criteria	Description	Weighted Value						
1	Ability of the bank to provide the necessary services and perform the duties as depository	0-20	20	20				
2	Automated services offered including funds availability, web-based user friendly access, etc	0-20	15	15				
3	Cost of all services and how fees are assessed and collected	0-20	18	18				
4	Reputation of the bank and experience in providing depository services to comparable sized governemtn entities	0-10	8	10				
5	Interest rate offered	0-10	10	10				
6	Collateralization policy and type of third-party institution holding collateral	0-10	10	10				
7	Additional services offered and costs(investment safekeeping, remote check deposit, etc)	0-10	10	10				

Total 0-100

Date completed:

6/8/21

Evaluator's Name (print):

Ernesto Arrellano, Jr.

Evaluator's Signature:

Community / Interview
0-10

10

7

Overall pick LSNB



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Group/Individual Evaluation Criteria			LS	UIF				
Criteria	Description	Weighted Value						
1	Ability of the bank to provide the necessary services and perform the duties as depository	0-20	20	20				
2	Automated services offered including funds availability, web-based user friendly access, etc	0-20	15	15				
3	Cost of all services and how fees are assessed and collected	0-20	20	20				
4	Reputation of the bank and experience in providing depository services to comparable sized governemtn entities	0-10	10	10				
5	Interest rate offered	0-10	10	10				
6	Collateralization policy and type of third-party institution holding collateral	0-15/10	0	0				
7	Additional services offered and costs(investment safekeeping, remote check deposit, etc)	0-10	10	5				

Total 0-100

Date completed:

6/8/21 6/15/21

Evaluator's Name (print):

Homer S. Flores Jr.

Evaluator's Signature:



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Group/Individual Evaluation Criteria		Lonestar Wells Fargo					
Criteria	Description	Weighted Value					
1	Ability of the bank to provide the necessary services and perform the duties as depository	0-20	20	20			
2	Automated services offered including funds availability, web-based user friendly access, etc	0-20	17	18			
3	Cost of all services and how fees are assessed and collected	0-20	18	19			
4	Reputation of the bank and experience in providing depository services to comparable sized government entities	0-10	8	9			
5	Interest rate offered	0-10	8	8			
6	Collateralization policy and type of third-party institution holding collateral	0-10	8	9			
7	Additional services offered and costs(investment safekeeping, remote check deposit, etc)	0-10	10	9			
		Total 0-100					

Date completed:

6/15/2021

Evaluator's Name (print):

Clarita Trevino

Evaluator's Signature:

Clarita Trevino