

**FINANCE DEPARTMENT MEMORANDUM**  
**#14-2020**

**DATE:** December 14, 2020  
**TO:** Honorable Mayor Meredith Leighty and City Council Members  
**THROUGH:** Heather Geyer, City Manager *hmg*  
**FROM:** Jason Loveland, Director of Finance *12*  
**SUBJECT:** CR-177 – Banking Services Contract Extension

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**PURPOSE**

To consider CR-177, a resolution approving a five-year contract extension with UMB Bank, n.a. for banking services.

**BACKGROUND**

In 2014, the City entered into an agreement with UMB Bank for banking services that include:

- Depository account services
- Treasury management services
- Lockbox services
- Positive pay services
- ACH/wire services

The lockbox service provides payment processing of over 10,000 customer utility bills and 2,500 business sales tax returns on a monthly basis. This service accounts for roughly 75% of the fees charged to the City.

None of the terms of the agreement change with this extension.

**BUDGET IMPACT**

Pricing terms for 2021 to 2025 are estimated at \$59,000 to \$64,000. The City also contracts with UMB Bank to provide a purchasing card program, which has an annual cash back rebate. The average rebate over the past five years has been \$44,000.

**RECOMMENDATION**

Attached to this memorandum is a resolution that, upon approval, authorizes the Mayor to execute a five-year banking services contract extension with UMB Bank, n.a. Staff recommends approval of CR-177.

**STAFF REFERENCE**

If Council members have questions they may contact Director of Finance Jason Loveland at 303.450.8817 or [jloveland@northglenn.org](mailto:jloveland@northglenn.org).

CR-177 – Banking Services Contract Extension

SPONSORED BY: MAYOR LEIGHTY

COUNCILMAN'S RESOLUTION

RESOLUTION NO.

No. CR-177  
Series of 2020

\_\_\_\_\_  
Series of 2020

A RESOLUTION APPROVING A CONTRACT EXTENSION TO THE EXISTING AGREEMENT BETWEEN THE CITY OF NORTHGLENN AND UMB BANK, N.A. FOR BANKING SERVICES

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF NORTHGLENN, COLORADO, THAT:

Section 1. The Contract Extension between the City of Northglenn and UMB Bank, n.a., attached hereto, for banking services is hereby approved by the City Council of the City of Northglenn, Colorado. This approval of the Contract Extension shall allow the Mayor, City Manager, and Director of Finance to complete all necessary documents to extend the services of UMB Bank, n.a., on behalf of the City of Northglenn.

DATED, at Northglenn, Colorado, this \_\_\_\_\_ day of \_\_\_\_\_, 2020.

\_\_\_\_\_  
MEREDITH LEIGHTY  
Mayor

ATTEST:

\_\_\_\_\_  
JOHANNA SMALL, CMC  
City Clerk

APPROVED AS TO FORM:

\_\_\_\_\_  
COREY Y. HOFFMANN  
City Attorney



City of Northglenn and UMB Bank, n.a.  
Banking Services Contract Extension

This Contract is made and entered into this \_\_\_\_ day of \_\_\_\_\_, 2020 by and between City of Northglenn and UMB Bank, n.a. (hereinafter referred to as "the Bank" or the "Contractor").

Whereas the City of Northglenn issued a Request to extend Banking Services for 5 years; and

In Consideration of the mutual promises contained in this Agreement, the parties agree as follows.


1. The Bank shall provide banking services as described in the Contract Documents.
2. The term "Contract Documents" shall mean the following documents.
  - a. this Agreement;
  - b. The Bank's Proposal, including Banks standard contracting documents;
  - c. The Pricing Proposal;
3. The term of the contract will be extended for **5-year effective** January 1, 2021 thru December 31, 2025, and is the final renewal term of the current contract. Notwithstanding the foregoing, the Contract shall remain in force and effect during the full time period in which the City is receiving the services from Bank under the Contract.
4. Except with respect to a termination for a material breach by the other party, for which the notice and right to cure rights shall be as provided in the Contract Documents, any termination of this Contract by either party will **only be effective 120 days** after the terminating party gives notice to the other party.
5. This Contract shall be binding on the parties and their successors and assigns.

IN WITNESS WHEREOF the parties have set their hands this \_\_\_\_ day of \_\_\_\_\_, 2020.

City of Northglenn

UMB Bank, n.a.

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Meredith Leighty  
Mayor  
City of Northglenn

  
\_\_\_\_\_  
Tracy B Terry  
Vice President  
UMB Bank, n.a.

Banking Services Contract