

**Mandatory Pre-Proposal Conference
for Banking Services – Hamblen County Government**

Friday, October 21, 2016 @ 2:00 p.m.

Discussion Notes / Questions and Answers:
<p>1. Clarify Selection Criteria on page 5 of RFP (See clarification below regarding the 105% requirement)</p> <ul style="list-style-type: none"> • Capability and willingness to adequately collateralize a minimum of \$35 million worth of public deposits in accordance with state and federal guidelines (105% is required if not member of State of Tennessee Collateral Pool). Participation in the State of Tennessee collateral pool preferred. Please check to see what level of collateralization is required for your institution.
<p>2. Last sentence on page 7 of RFP should actually state Exhibit A instead of B. (See correction below)</p> <p>Please list the Banks proposed pricing for the services listed on EXHIBIT A.</p>
<p>3. A Bank requested a 3 month Analysis of our Accounts. This will be provided to all interested banks. Please email to request a copy.</p>
<p>4. Should the pricing on Exhibit A be per Service?</p> <p>Yes.</p>
<p>5. How many Tax ID numbers does Hamblen County Government have?</p> <p>We will utilize (2) Tax ID numbers (1) for the County and (1) for the School.</p>
<p>6. Should the Banks quote using 21 accounts or 28?</p> <p>Please quote using 21 accounts.</p>
<p>7. Can the Banks quote other services in addition to the ones listed in the RFP?</p> <p>Yes.</p>
<p>8. A Bank asked for clarification of the Contract Term.</p> <p>Item #32 of Terms and Conditions on page 4 should read: CONTRACT TERM. The contract period is for (3) years which shall begin on January 2, 2017 and end on December 31, 2019. Hamblen County has the right to extend the contract for an additional two (2) years in one (1) year increments for a total of five (5) consecutive years.</p>
<p>*An Evaluation Scorecard was provided to attendees to indicate how Proposals will be evaluated.</p>