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(ITEM) From the Milwaukee County Treasurer, requesting authorization to execute a two-year extension of the State Contract Participation Agreement with USBank allowing Milwaukee County to continue to piggyback onto the State banking services contract until the new State banking Request for Proposals is complete, by recommending adoption of the following:

A RESOLUTION

WHEREAS, County Board File No. 05-438 authorized the Request for Proposals (RFP) for Milwaukee County’s banking services, which resulted in a five-year contract award to USBank; and

WHEREAS, in 2011, the County Board authorized the Office of the Milwaukee County Treasurer to piggyback onto the State of Wisconsin contract with USBank for the following reasons:

- The State of Wisconsin, after an extensive RFP process, approved banking services contracts with USBank through June 30, 2014. As part of this contract agreement, the State included a contract clause that gave other local governments the opportunity to participate under the State banking contracts and take advantage of the discounted pricing they receive from USBank.
- The State's banking contract leverages a processing volume that exceeds 28 million payments per year in order to achieve the lowest possible fees and participating in this State contract would result in savings from reduced banking service charges for Milwaukee County estimated at \$24,000 per year.
- The recipient of the contract, USBank, had the highest Community Reinvestment Act rating. USBank also has in place a supplier diversity program and a strategic sourcing effort to include Minority Business Enterprise and Disadvantaged Business Enterprise firms. USBank also makes considerable community contributions in the areas of affordable housing, economic opportunity, and public service.
- Various other local governments were already participating in the State banking contract and were realizing significant savings from that contract, including: City of Franklin, City of Madison, City of Muskego, Dane County, Glendale River Hills School District, Maple Dale Indian Hill School District, and Milwaukee Metropolitan Sewerage District.

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- At the time of the County piggybacking, Milwaukee County was already participating under the Merchant Services portion of the State's USBank contract through action taken by the County Board in 2010 (for an estimated savings of approximately \$10,000 in credit card payment processing fees).
- By entering into a State Contract Participation Agreement, savings would accrue to Milwaukee County, as well as time and other benefits derived from a no-cost seamless State contract transition for County departments during this period of County budget belt-tightening and reduced staffing.

; and

WHEREAS, given these significant savings in money and resources, the Milwaukee County Treasurer recommends an extension of County participation in the Wisconsin State Contract Participation Agreement for USBank banking services; now, therefore,

BE IT RESOLVED, that the Milwaukee County Treasurer is hereby authorized to execute the attached two-year extension of the State Contract Participation Agreement that would allow this County to continue to piggyback onto the State banking services contract until the new State banking Request for Proposals process is complete.

jmj
05/01/14
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