

**Town of Derry  
Banking RFP  
Fall 2020**

	ECR	Interest Rate	Index	DDA	Fees	Collateral	Comments
Citizens	0.3	.14/.10	NHPDIP(sweep)/T-Bill(operating)	Negotiable	Possible	US Govt Securities-Bank of NY Mellon	Interest Bearing Checking
TD	0.5	0.25	Internal	N/A	Possible	FHLB-LOC/Bank of NY Mellon	Earnings Credits to offset fees-Excess Balance Interest Bearing -No sweep
Peoples	0.5	0.2	Internal	\$2M	Possible	FHLB-LOC/Peoples United Bank Institutional Trust	Earnings Credits to offset fees-Excess Balance Interest Bearing
Enterprise	0.2	N/A	Internal	N/A	Possible	Enhanced FDIC/ICS	Earnings Credits to offset fees
Century	0.25	N/A	Internal	N/A	Possible	US Govt Securities -Custodian of their choosing	Municipal Now Account-Interest to cover fees
Primary	Negotiable	Negotiable	Negotiable	Negotiable	Possible	Enhanced FDIC/CDARS-ICS	Service Level/Fees/Rates Negotiable
Bank of New England						Declined to Bid	
Santander						Declined to Bid	
Bank of America						Declined to Bid	
Cambridge						Declined to Bid	

Citizens Bank was selected over TD due to the following:

We would need to maintain \$20M balance to receive enough earnings credits to cover fees which we do not budget for.

DDA account at Citizens, which we already have, will cover fees during the current low rate environment.

Having the DDA account will allow us to seek additional investment opportunities with other institutions.

Changing banks in the current low rate environment would be a laborious task and doing so for the potential of little return does not make sense.

	Citizens	TD	Peoples	Enterprise
Average Monthly Balance	20,000,000.00	20,000,000.00	20,000,000.00	20,000,000.00
ECR %	0.3	0.5	0.5	0.25
Earnings Credit	5,000.00	8,333.33	8,219.18	4,166.67
Average Service Charge per Month	4,500.00	4,500.00	4,500.00	4,500.00
Excess	500.00	3,833.33	3,719.18	(333.33)

**+ DDA**

Earnings Credit Rate x Days in Month/360 x Average Collected Balance

365 Days