

**RESOLUTION NO. 2022-\_\_\_\_\_**

**RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH  
WELLS FARGO N.A FOR GENERAL BANKING AND MERCHANT CARD SERVICES**

**WHEREAS**, the City maintains the banking service relationship with a local bank, First National Bank of Northern California for over three decades. In 2018, Tri Counties Bank acquired First National Bank and became the banking service provider to the City; and

**WHEREAS**, Management Partners, during the assessment study of Finance Department in 2021, recommends the City issue an RFP for banking services; and

**WHEREAS**, public agencies sometimes need to solicit banking services competitively in order to stay updated with the state-of-the-art banking technologies and achieve competitive pricing; and

**WHEREAS**, the Finance Department issued an Request for Proposal in October 2021 and received written proposals from Tri Counties Bank, JP Morgan and Wells Fargo Bank N.A.. Staff evaluated proposals and presentations in five criteria executive summary, statement of qualifications, customer reference, technical proposal and pricing; and

**WHEREAS**, Wells Fargo Bank N. A. delivered a competitive proposal in both technical responses and pricing. Wells Fargo's team also expressed that they are familiar with Eden, the City's ERP system, and will provide business process review at "no cost" to the City; and

**WHEREAS**, staff recommends Wells Fargo Bank N.A. for its strong technical proposal and user friendly online portals; and

**NOW THEREFORE, BE IT RESOLVED** that the City Council of the City of San Bruno authorizes the City Manager to execute an agreement with Wells Fargo Bank, N.A, for general banking and merchant card services. This agreement shall carry an initial term of 5 years with optional annual extensions up to a total maximum term of 10 years. After 10 years, the City will issue an RFP to solicit banking services competitively.

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I hereby certify that foregoing Resolution No. 2022-\_\_\_\_\_ was  
introduced and adopted by the San Bruno City Council at a regular  
meeting on April 26, 2022 by the following vote:

AYES:

NOES:

ABSENT:

Attest:

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Vicky Hasha  
Deputy City Clerk