

**Final Evaluation Meeting
March 24, 2014**

**RFP No. R1170501P1
Master Banking Services**

Summary Scoring Sheet

| Ranked Firms | Scott Miller | Monica Cepero | Ralph Stone | TOTAL | RANKING |
|------------------------------|---------------------|----------------------|--------------------|--------------|----------------|
| Wells Fargo Bank N.A. | 94 | 90 | 91 | 275 | 1 |
| | | | | | |
| TD Bank N.A. | 80 | 66 | 74 | 220 | 2 |
| | | | | | |

Final Evaluation Committee Meeting
RFP No. R1170501P1
Master Banking Services
Scoring Sheet

| Evaluation Criteria – Project Specific Criteria (PSC) | | Max Points | TD Bank N.A. | Wells Fargo Bank N.A. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|------------|-------------------|-----------------------|-------|-----|-----|-----|-------------------|-----|-----|-----|-----|----|----|-----|-----|-----|-------------------|----|----|----|----|---|---|----|----|----|------------------|------|------|------|------|-----|-----|------|------|------|--|---|---|---|
| BANK PROFILE (20 points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ability of Professional Personnel - (See PSC Question No. 1) | | 5 | 5 | 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Past Performance - (See PSC Question No. 2) | | 5 | 5 | 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Firm's Approach - (See PSC Question No. 3) | | 5 | 4 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Volume of Work Previously Awarded to Each Firm: (PSC Question No. 4) List all projects, including project number, with Broward County during the past five (5) years – completed and active, with regard to the Prime Proposer only. Volume of Work also includes Amendments, Purchase Orders, Change Orders and Work Authorizations. \$0 - \$450,000 = 5 Points \$450,001 - \$900,000 = 4 Points \$900,001 - \$1,500,000 = 3 Points \$1,500,001 - \$2,250,000 = 2 Points \$2,250,001 - \$3,000,000 = 1 Point Over \$3,000,000 = 0 Points | <div style="border: 1px solid black; padding: 2px; display: inline-block;">Points will be calculated by Purchasing</div> | 5 | 5 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| BANK STRENGTH (8 Points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Most recent long-term credit rating and outlook for your firm from any TWO of the "Big Three" ratings firms (S&P, Moody's & Fitch). (See PSC Question No. 5) | <table border="1"> <thead> <tr> <th>Moody's</th> <th>Standard & Poor's</th> <th>Fitch</th> <th>Tiers</th> </tr> </thead> <tbody> <tr> <td>Aaa</td> <td>AAA</td> <td>AAA</td> <td rowspan="3">Tier 1 – 3 points</td> </tr> <tr> <td>Aa1</td> <td>AA+</td> <td>AA+</td> </tr> <tr> <td>Aa2</td> <td>AA</td> <td>AA</td> </tr> <tr> <td>Aa3</td> <td>AA-</td> <td>AA-</td> <td rowspan="3">Tier 2 – 2 points</td> </tr> <tr> <td>A1</td> <td>A+</td> <td>A+</td> </tr> <tr> <td>A2</td> <td>A</td> <td>A</td> </tr> <tr> <td>A3</td> <td>A-</td> <td>A-</td> <td rowspan="3">Tier 3 – 1 point</td> </tr> <tr> <td>Baa1</td> <td>BBB+</td> <td>BBB+</td> </tr> <tr> <td>Baa2</td> <td>BBB</td> <td>BBB</td> </tr> <tr> <td>Baa3</td> <td>BBB-</td> <td>BBB-</td> <td></td> </tr> </tbody> </table> <div style="border: 1px solid black; padding: 2px; display: inline-block;">Points will be calculated by Purchasing</div> | Moody's | Standard & Poor's | Fitch | Tiers | Aaa | AAA | AAA | Tier 1 – 3 points | Aa1 | AA+ | AA+ | Aa2 | AA | AA | Aa3 | AA- | AA- | Tier 2 – 2 points | A1 | A+ | A+ | A2 | A | A | A3 | A- | A- | Tier 3 – 1 point | Baa1 | BBB+ | BBB+ | Baa2 | BBB | BBB | Baa3 | BBB- | BBB- | | 6 | 6 | 6 |
| Moody's | Standard & Poor's | Fitch | Tiers | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aaa | AAA | AAA | Tier 1 – 3 points | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aa1 | AA+ | AA+ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aa2 | AA | AA | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aa3 | AA- | AA- | Tier 2 – 2 points | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A1 | A+ | A+ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A2 | A | A | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A3 | A- | A- | Tier 3 – 1 point | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Baa1 | BBB+ | BBB+ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Baa2 | BBB | BBB | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Baa3 | BBB- | BBB- | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Stress Test result from the Supervisory Capital Assessment Program (SCAP). (See PSC Question No. 6) | | 2 | 1 | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SERVICES (37 points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Strategic placement of banking branches within Broward County. (See PSC Question No. 7) | | 3 | 2 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Community Commitments (See PSC Question No. 8) | | 5 | 4 | 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Responses Banking Services Questionnaire (See PSC Question No. 9) | | 5 | 5 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ability to Provide Banking Services (See PSC Question No. 10) | | 10 | 9 | 10 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Accepting and Processing Ad Valorem Tax Payments (See PSC Question No. 11) | | 4 | 3 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Lockbox Services and Solution (See PSC Question No. 12) | | 6 | 6 | 6 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| New Service Offerings and Features (See PSC Question No. 13) | | 4 | 4 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| OTHER COST FACTORS (10 Points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Earnings Credit Rate (ECR) and Interest Earnings Rate (See PSC Question No. 14) | | 5 | 3 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Federal Deposit Insurance Corporation (FDIC) Charges (See PSC Question No. 15) | | 5 | 5 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SUB-TOTAL POINTS WILL BE CALCULATED BY PURCHASING | | 75 | 67 | 69 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PRICING (25 Points)* | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Provide Pricing Sheets per Attachment "T" (See PSC Question No. 16) | <div style="border: 1px solid black; padding: 2px; display: inline-block;">Points will be calculated by Purchasing</div> | 25 | 13 | 25 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <div style="border: 1px solid black; padding: 5px; display: inline-block;">Scott G miller</div> <div style="margin-left: 20px;">TOTAL NUMBER OF POINTS</div> | | 100 | 80 | 94 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Print Name: | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Signature: | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

10

Final Evaluation Committee Meeting
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| Evaluation Criteria – Project Specific Criteria (PSC) | | | | Max Points | TD Bank N.A. | Wells Fargo Bank N.A. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|-------------------|-------|-------------------|------------|-------------------|-----------------------|-------|-----|-----|-----|-------------------|-----|-----|-----|-----|----|----|-----|-----|-----|----|----|----|-------------------|----|---|---|----|----|----|------|------|------|------------------|------|-----|-----|------|------|------|---|---|---|
| BANK PROFILE (20 points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ability of Professional Personnel - (See PSC Question No. 1) | | | | 5 | 4 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Past Performance - (See PSC Question No. 2) | | | | 5 | 3 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Firm's Approach - (See PSC Question No. 3) | | | | 5 | 4 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Volume of Work Previously Awarded to Each Firm: (PSC Question No. 4) List all projects, including project number, with Broward County during the past five (5) years – completed and active, with regard to the Prime Proposer only. Volume of Work also includes Amendments, Purchase Orders, Change Orders and Work Authorizations. \$0 - \$450,000 = 5 Points \$450,001 - \$900,000 = 4 Points \$900,001 - \$1,500,000 = 3 Points \$1,500,001 - \$2,250,000 = 2 Points \$2,250,001 - \$3,000,000 = 1 Point Over \$3,000,000 = 0 Points | | | | 5 | 5 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| BANK STRENGTH (8 Points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Most recent long-term credit rating and outlook for your firm from any TWO of the "Big Three" ratings firms (S&P, Moody's & Fitch). (See PSC Question No. 5) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| Moody's | Standard & Poor's | Fitch | Tiers | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aaa | AAA | AAA | Tier 1 - 3 points | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aa1 | AA+ | AA+ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aa2 | AA | AA | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aa3 | AA- | AA- | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A1 | A+ | A+ | Tier 2 - 2 points | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A2 | A | A | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A3 | A- | A- | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Baa1 | BBB+ | BBB+ | Tier 3 - 1 point | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Baa2 | BBB | BBB | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Baa3 | BBB- | BBB- | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| Stress Test result from the Supervisory Capital Assessment Program (SCAP). (See PSC Question No. 6) | | | | 2 | 1 | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SERVICES (37 points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Strategic placement of banking branches within Broward County. (See PSC Question No. 7) | | | | 3 | 1 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Community Commitments (See PSC Question No. 8) | | | | 5 | 2 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Responses Banking Services Questionnaire (See PSC Question No. 9) | | | | 5 | 4 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ability to Provide Banking Services (See PSC Question No. 10) | | | | 10 | 7 | 8 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Accepting and Processing Ad Valorem Tax Payments (See PSC Question No. 11) | | | | 4 | 3 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Lockbox Services and Solution (See PSC Question No. 12) | | | | 6 | 4 | 6 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| New Service Offerings and Features (See PSC Question No. 13) | | | | 4 | 2 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| OTHER COST FACTORS (10 Points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Earnings Credit Rate (ECR) and Interest Earnings Rate (See PSC Question No. 14) | | | | 5 | 2 | 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Federal Deposit Insurance Corporation (FDIC) Charges (See PSC Question No. 15) | | | | 5 | 5 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SUB-TOTAL POINTS WILL BE CALCULATED BY PURCHASING | | | | 75 | 53 | 65 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PRICING (25 Points)* | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Provide Pricing Sheets per Attachment "T" (See PSC Question No. 16) | | | | 25 | 13 | 2.5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| <div style="border: 1px solid black; padding: 2px; text-align: center;">Points will be calculated by Purchasing</div> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL NUMBER OF POINTS | | | | 100 | 66 | 90 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Print Name: <i>Monica Cepero</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Signature: <i>[Signature]</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

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Final Evaluation Committee Meeting
RFP No. R1170501P1
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| Evaluation Criteria – Project Specific Criteria (PSC) | Max Points | TD Bank N.A. | Wells Fargo Bank N.A. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|-------------------|-------------------|-----------------------|-------|-----|-----|-----|-------------------|-----|-----|-----|-----|----|----|-----|-----|-----|-------------------|----|----|----|----|---|---|----|----|----|------------------|------|------|------|------|-----|-----|------|------|------|--|---|---|---|
| BANK PROFILE (20 points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ability of Professional Personnel - (See PSC Question No. 1) | 5 | 4 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Past Performance - (See PSC Question No. 2) | 5 | 4 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Firm's Approach - (See PSC Question No. 3) | 5 | 4 | 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| BANK STRENGTH (8 Points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Most recent long-term credit rating and outlook for your firm from any TWO of the "Big Three" ratings firms (S&P, Moody's & Fitch). (See PSC Question No. 5) | 6 | 6 | 6 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| Moody's | Standard & Poor's | Fitch | Tiers | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aaa | AAA | AAA | Tier 1 - 3 points | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aa1 | AA+ | AA+ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aa2 | AA | AA | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Aa3 | AA- | AA- | Tier 2 - 2 points | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A1 | A+ | A+ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A2 | A | A | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| A3 | A- | A- | Tier 3 - 1 point | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Baa1 | BBB+ | BBB+ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Baa2 | BBB | BBB | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Baa3 | BBB- | BBB- | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SERVICES (37 points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Strategic placement of banking branches within Broward County. (See PSC Question No. 7) | 3 | 2 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Community Commitments (See PSC Question No. 8) | 5 | 3 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Responses Banking Services Questionnaire (See PSC Question No. 9) | 5 | 3 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Ability to Provide Banking Services (See PSC Question No. 10) | 10 | 8 | 9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Accepting and Processing Ad Valorem Tax Payments (See PSC Question No. 11) | 4 | 3 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Lockbox Services and Solution (See PSC Question No. 12) | 6 | 5 | 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| New Service Offerings and Features (See PSC Question No. 13) | 4 | 3 | 4 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| OTHER COST FACTORS (10 Points) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Earnings Credit Rate (ECR) and Interest Earnings Rate (See PSC Question No. 14) | 5 | 4 | 5 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Federal Deposit Insurance Corporation (FDIC) Charges (See PSC Question No. 15) | 5 | 5 | 3 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| SUB-TOTAL POINTS WILL BE CALCULATED BY PURCHASING | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 75 | 61 | 66 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PRICING (25 Points)* | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Provide Pricing Sheets per Attachment "T" (See PSC Question No. 16) | 25 | 13 | 25 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| TOTAL NUMBER OF POINTS | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | 100 | 74 | 91 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Print Name: | RALPH STONE | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Signature: | Ralph Stone | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

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