



February 06, 2026

## ADDENDUM I

| Laredo College                  |  |   |
|---------------------------------|--|---|
| Primary Depository Services RFA |  |   |
| Questions                       |  | Response  |
| 1                               | Who is the incumbent?  | Falcon Bank   |
| 2                               | Does the 71 deposited items under Checking Services consist solely of checks? If not, what makes up that total of 71? This is on page 7 of the RFP | Correct, the volume of 71 corresponds to deposited checks.  |
| 3                               | What makes up the total of 95 “deposits” under Checking Services on page 7 of the RFP?   | These are over-the-counter deposits that contain both checks and currency, mostly into the General Operating Fund account. One deposit per business day.  |
| 4                               | Are you currently utilizing safekeeping services? If so, please provide the volumes, monthly activity, and the types of securities involved.       | The College is not currently investing in securities, that would require the safekeeping service. However, there may be a need for this service in the future.                                  |
| 5                               | Please provide the expected holdings of securities.  | See answer above  |
| 6                               | On average, how many checks are disbursed so we can determine the number of non-customer check-cashing fees that may be waived?                    | The fee schedule provided denotes 583 checks issued, however, most of the College employees are on direct deposit. The number of checks that would be cashed at a teller window may be minimal. |
| 7                               | Who is your current (armored) carrier for cash handling, and how frequently are deposits made and expected volumes?                                | Rochester Armored Car Co is the current Armored Courier. Deposits range between \$70,000 and \$90,000 of cash deposited per month   |
| 8                               | What type of remote deposit equipment are you currently using?   | Remote Deposit Scanner Service is not currently in use, but it may be considered in the future  |
| 9                               | Regarding collateral reductions, what type of collateral does Laredo College currently use—for example, certificates of deposit?                   | The Independent Bankers Bank-Letters of Credit  |

|           |   |  |
|-----------|---|--|
| <b>10</b> | <b>Is the College open to recommendations regarding alternative account structures, or the potential consolidation of existing accounts to improve efficiency or reduce costs?</b>  | <b>Due to the nature of the funds, balances can't be comingled. Low activity accounts could be considered for Money Market Accounts, but each account would be evaluated on an account-by-account basis.</b>   |
| <b>11</b> | <b>Are there any specific accounts within your current structure that are prohibited from earning interest or from being converted to Money Market Deposit Accounts (MMDAs)? If so, please identify these accounts and the reasons for such restrictions.</b>   | <b>There are no restrictions to earn interest on any account. Please see answer above regarding Money Market Accounts.</b>   |
| <b>12</b> | <b>Can you share any challenges, limitations, or pain points that Laredo College has experienced with its current banking provider or account setup that you would like to see addressed in the new depository services contract?</b>   | <b>The College has had a satisfactory relationship with the current bank, with no systematic issues or challenges to note</b>  |
| <b>13</b> | <b>How would you prefer we illustrate the variance between the existing accounts and services in place today, versus a potential future state with "Services Under Consideration?" Are we able to show an existing pro forma utilizing today's services and volumes, then provide an additional, separate pro forma document that outlines just the additional services not currently in place?</b> | <b>A separate Proforma for new, future services is feasible, although transaction volumes would be an estimation only. For existing services, please include all the relevant fees, or billing elements that will apply for the existing structure in the provided Excel fee schedule.</b> |

**Correction:**

**Sample of contract that was not included within the RFP documents. Please use the following link:**

**<https://www.laredo.edu/about/administration/administration-and-finance/purchasing-office/bids/current-bids.html>**

**Thank You,**

Miguel A. Rangel  
Director of Purchasing