



**Calvert County
Public Schools**

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Superintendent of Schools

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MEMORANDUM

TO: Board of Education of Calvert County
 VIA: Ms. Edith Hutchins, Director of Finance
 FROM: Kevin Michael, Director of Procurement and Resource Management
 DATE: March 23, 2017
 SUBJ: Award for General Banking Services (RFP #CCPS-FIN-01-2017)

In January 2017, Calvert County Public Schools (CCPS) posted a Request for Proposals (RFP #CCPS-FIN-01-2017) requesting proposals for general banking services for CCPS. Four (4) financial institutions submitted technical and cost proposals which were evaluated by CCPS staff as follows:

	Possible Points	Bank of America	Community Bank of the Chesapeake	SunTrust	Wilmington Trust
Technical Proposal Total	60	54	58	43	25
Cost Proposal Total	30	18	30	20	0
Technical & Cost Proposal Total	90	72	88	63	25
Finalist Interview Total	10	10	10	N/A	N/A
Grand Total	100	82	98	N/A	N/A

Community Bank of the Chesapeake (CBTC) has agreed to provide no-fee banking services if CCPS maintains a minimum aggregated balance of \$10,000,000. In addition, CBTC has offered to extend banking benefits to CCPS employees such as fee-free checking with direct deposit, rate discount on consumer loans, safe deposit box discounts, and check/debit card rewards.

RECOMMENDATION:

Recommend the contract for general banking services be awarded to Community Bank of the Chesapeake, 3035 Leonardtown Road, Waldorf, MD 20601.

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