



MEMORANDUM

To: Mayor and City Council

From: Vanessa Tarver, Assistant Director of Strategic Financial Engagement

Via: Kim Tiehen, Director of Strategic Financial Engagement

Date: July 22, 2025

Reference: Consider approval of a Resolution designating Frost Bank as the City Depository for a period of five (5) years; and authorizing the Mayor to sign.

2040: Sustainable Government

Introduction:

This item is presented for Council consideration and approval to designate Frost Bank as the City depository for a period of five (5) years. The City of Coppell's current bank depository agreement with Frost National Bank expires on November 30, 2025.

Background:

The City distributed a Request for Proposal for depository services on March 7, 2025, held a pre-bid meeting on March 20, 2025 which was unattended, and proposals were due no later than April 10, 2025. The proposed banking services agreement will be for a five (5) year period beginning on November 30, 2025 and effective until November 30, 2030. Four (4) banks viewed the Request for Proposal through our online procurement portal, BidNet Direct. Of the four (4), only two (2) were eligible to submit their proposal as they were headquartered or had branches in Texas, as required by Local Government Code 105.001(1) and (2)). Frost Bank was the only financial institution to submit a proposal to provide depository and safekeeping services to the City of Coppell.

Based on staff's analysis and experience with Frost Bank, the proposal submitted continues to be very cost effective, meets the City's banking and safekeeping services needs and will continue to provide Coppell an exceptional level of service. Frost National Bank has offered to waive the first two (2) months of monthly service fees with the approval of the new contract. The proposed depository agreement and associated documents have been reviewed and negotiated by Strategic Financial Engagement staff, Frost Bank Vice President Abby Murphy, and the City Attorney.

Benefit to the Community:

Frost National Bank has safeguards in place to assist the City with the detection of fraudulent activity within payments issued, as well as payments requested from our accounts. This control ensures that the money the City collects from residents and commercial businesses across the City is being used for the public purposes for which it was intended.

Legal Review:

The proposed Resolution, Depository Agreement and Security Agreement have been reviewed in advance by our City Attorney, Bob Hager and Frost National Bank's legal department.

Fiscal Impact:

Comparing the 2020 contract to the 2025 contract for fees charged for services utilized by the City, it is estimated that overall fees will increase five percent (5%) as shown in the comparison of 2020 to 2025 fees included with the agenda item.

Recommendation:

The Strategic Financial Engagement recommends approval of this item.