

CITY OF PENSACOLA  
 BID RESPONSE  
 11/7/11

Assume all bids are APY

3 months

6 months

9 months

12 months

Wachovia Checking

Bank of America  
 CD  
 Money Market (\$10M)  
 Money Market (\$10M - 24M))

BBVA Compass  
 CD  
 Money Markets

BB&T  
 CD  
 Money Market

Beach Community Bank  
 CD

Coastal Bank & Trust  
 CD  
 Agency - Synovus

Fifth Third Bank  
 CD  
 Agency

Gulf Coast Community  
 CD

Hancock Bank  
 CD

Regions  
 CD  
 Money Market (\$5M-\$24)

RBC  
 CD  
 Agency

ServisFirst  
 CD

SunTrust  
 CD  
 Agency

Wells Fargo  
 CD  
 Agency

Whitney Bank  
 CD  
 Securities

11/8/11

0.20%  
 mm .12

0.48%  
 mm .22 to .20

0.30%  
 mm .15

0.15%  
 no mm

0.20%  
 no mm

.35  
~~35.00%~~  
 mm .30

no bid

0.07%  
 no mm

Per Dick -  
 Award ServisFirst  
 mm @ .30%

\$7.5M

## **Pam Childers**

---

**From:** Pam Childers  
**Sent:** Tuesday, November 01, 2011 4:03 PM  
**To:** 'O'Brien, Todd'; 'Wright, Johnnie'; brett.barrow@regions.com; 'Harrison, Kristin'; 'Behr, Bobby'; 'leslie.skipper@wellsfargo.com'; 'Diehl.Mike'; 'rmckinney@servisfirstbank.com'; 'Rodneyjackson@coastalbankandtrust.com'  
**Subject:** Request for Investment Bid - City of Pensacola

The City wishes to place approximately \$5M for investment. Please provide collateralized rates for 12, 18, 24 months which can include CDs, bank money market rates or best rate investment. The rate should also be net of any FDIC or other fees you would pass on.

Please have bids emailed to me before 12noon on Thursday November 3, 2011.

Sincerely,  
Pam

**Pamela L. Childers, CPA, CGFO**  
Financial Services Manager

City of Pensacola  
222 W. Main Street Pensacola, Florida  
Phone (850) 435-1818 Fax (850) 435-1700

[pchilders@ci.pensacola.fl.us](mailto:pchilders@ci.pensacola.fl.us)

## Pam Childers

---

From: Catherine.Hosmer@Regions.com  
Sent: Thursday, November 03, 2011 11:08 AM  
To: Pam Childers  
Subject: Fw: Request for Investment Bid - City of Pensacola

Please see below. Thanks.

Both Rate & APY

12 mth .20%

24 mth .25%

Catherine Hosmer 1 Community Banking Sales Assistant  
Phone: 850.444.1208 1 Fax: 850.444.1641  
70 N. Baylen Street, Pensacola, FL 32502

----- Forwarded by Catherine S. Hosmer/Commercial Banking/REGIONS on  
11/03/2011 08:06 AM -----

From: Brett A. Barrow/Commercial Banking/REGIONS  
To: Catherine S. Hosmer/Commercial Banking/REGIONS@RFCNOTES  
Date: 11/01/2011 04:11 PM  
Subject: Fw: Request for Investment Bid - City of Pensacola

Brett Barrow 1 Vice President 1 Sr. Community Banker  
Phone: 850.444.1510 1 Fax: 850.444.1641  
70 N. Baylen Street, Pensacola, FL 32502 [brett.barrow@regions.com](mailto:brett.barrow@regions.com) 1 [www.regions.com](http://www.regions.com)

Visit <http://www.seethegood.com>, a website powered by the associates of Regions and Morgan Keegan.

This transmission may contain information that is privileged, confidential and exempt from disclosure under applicable law. If you are not the intended recipient, you are hereby notified that any disclosure, photocopying or distribution of these contents is unauthorized and prohibited. If you have received this in error, please notify the sender immediately and destroy all copies. Thank you.

----- Forwarded by Brett A. Barrow/Commercial Banking/REGIONS on 11/01/2011  
04:11 PM -----

From: "Pam Childers" <[PChilders@cityofpensacola.com](mailto:PChilders@cityofpensacola.com)>  
To: "O'Brien, Todd" <[Todd.O'Brien@bbvacompass.com](mailto:Todd.O'Brien@bbvacompass.com)>, "Wright,  
Johnnie" <[Johnnie.Wright@hancockbank.com](mailto:Johnnie.Wright@hancockbank.com)>,

## Pam Childers

---

**From:** Rex McKinney [RMcKinney@servisfirstbank.com]  
**Sent:** Thursday, November 03, 2011 10:51 AM  
**To:** Pam Childers  
**Subject:** RE: Request for Investment Bid - City of Pensacola

Pam,

Thank you for the opportunity to bid on the City's \$5MM deposit. Please see our rates below:

Money market: .30% APY (guaranteed rate for six months)  
12 month CD: .35% APY  
18 months CD: .43% APY  
24 months CD: .55% APY

These rates are good through 11/10/11.

Thanks again. Please confirm receipt of this e mail.

Rex D. McKinney  
President & C.E.O. – Pensacola  
316 South Baylen Street Suite 100  
Pensacola, Florida 32502  
850-266-9121 direct dial  
850-266-9111 fax  
850-712-2233 cell  
NMLS# 776276  
[rmckinney@servisfirstbank.com](mailto:rmckinney@servisfirstbank.com)



[www.servisfirstbank.com](http://www.servisfirstbank.com)

NOTICE: This transmission (including any attachments) may contain confidential information, privileged material, or constitute non-public information. Any use of this information by anyone other than the intended recipient is prohibited. If you have received this transmission in error, please immediately reply to the sender and delete this information from your system. Use, dissemination, distribution, or reproduction of this transmission by unintended recipients is not authorized and may be unlawful.

**From:** Pam Childers [<mailto:PChilders@cityofpensacola.com>]  
**Sent:** Tuesday, November 01, 2011 4:03 PM  
**To:** O'Brien, Todd; Wright, Johnnie; [brett.barrow@regions.com](mailto:brett.barrow@regions.com); Harrison, Kristin; Behr, Bobby; [leslie.skipper@wellsfargo.com](mailto:leslie.skipper@wellsfargo.com); Diehl, Mike; Rex McKinney; [Rodneyjackson@coastalbankandtrust.com](mailto:Rodneyjackson@coastalbankandtrust.com)  
**Subject:** Request for Investment Bid - City of Pensacola

## Pam Childers

---

**From:** Lerner, Taylor [taylor.lerner@baml.com]  
**Sent:** Thursday, November 03, 2011 9:30 AM  
**To:** Pam Childers  
**Cc:** Harrison, Kristin  
**Subject:** RE: Request for Investment Bid - City of Pensacola

Good morning Pam,

Thank you for giving Bank of America Merrill Lynch the opportunity to partner with the City. Below are our offers:

**Public Fund CD:**

12 mos - .20  
18 mos - NA  
24 mos - NA

**Public Fund Interest Checking Account (PFIC):**

Rate: .12

**\*\*** Our PFIC proposal to the City is a net of .12bps. Our managed PFIC Rate option at this time is paying .25. This rate is not linked with any index, but managed by the bank in order to help ensure that our clients are benefiting from their deposited balances in our PFIC-based accounts and are subject to change.

**Treasuries:**

12 mos (B 10/18/12) - .09  
18 mos (T 1 3/8 5/15/13) - Price: 101-26. Yield: .188  
24 mos (T 1/4 10/31/13) - Price: 100-01+. Yield: .226

---

**Taylor Lerner, CTP**

Director, Sr Investment Solutions | Global Liquidity Solutions

Bank of America Merrill Lynch  
Merrill Lynch, Pierce, Fenner & Smith Incorporated | Bank of America, N.A.  
3455 Peachtree Road NE, 2<sup>nd</sup> Floor | GA7-024-02-00 | Atlanta, GA 30326  
Direct: 404.264.3757 | Toll free 866.245.9314 | Fax: 404.965.7466  
Email: [Taylor.lerner@baml.com](mailto:Taylor.lerner@baml.com)

*Please be advised that with respect to transactions in shares of money market funds or any other transactions designated in Rule 10b-10(b)(1), effected for your account, in lieu of an immediate confirmation, Merrill Lynch, Pierce, Fenner & Smith Incorporated will provide you with a monthly or quarterly written statement.*

---

**From:** Pam Childers [<mailto:PChilders@cityofpensacola.com>]

**Sent:** Tuesday, November 01, 2011 5:03 PM

**To:** O'Brien, Todd; Wright, Johnnie; [brett.barrow@regions.com](mailto:brett.barrow@regions.com); Harrison, Kristin; Behr, Bobby; [leslie.skipper@wellsfargo.com](mailto:leslie.skipper@wellsfargo.com); Diehl, Mike; [rmckinney@servisfirstbank.com](mailto:rmckinney@servisfirstbank.com); [Rodneyjackson@coastalbankandtrust.com](mailto:Rodneyjackson@coastalbankandtrust.com)

**Subject:** Request for Investment Bid - City of Pensacola

The City wishes to place approximately \$5M for investment. Please provide collateralized rates for 12, 18, 24 months which can include CDs, bank money market rates or best rate investment. The rate should also be net of any FDIC or other fees you would pass on.

Please have bids emailed to me before 12noon on Thursday November 3, 2011.

## Pam Childers

---

**From:** Behr, Bobby [BBehr@BBandT.com]  
**Sent:** Wednesday, November 02, 2011 4:04 PM  
**To:** Pam Childers  
**Subject:** RE: Request for Investment Bid - City of Pensacola

Hey Pam, Hope you are doing well. Per the RFP below, BB&T can offer a Public Funds Money Rate Savings account at a variable rate of 0.15%. This rate may fluctuate with the market. The benefit with this account is that the balances remain very liquid and withdrawals can be made without penalty.

With regards to CD rates, please see below.

Term	Current BB&T CD Rate
12 Months	0.30%
18 Months	0.40%
24 Months	0.65%

Please let me know if you have any questions. Thank you for the opportunity.

Bobby Behr  
Vice President  
Branch Banking & Trust Co.  
5061 N 12th Avenue  
Pensacola, FL 32504  
850-475-3241 phone  
850-475-9366 fax

---

**From:** Pam Childers [mailto:PChilders@cityofpensacola.com]  
**Sent:** Tuesday, November 01, 2011 4:03 PM  
**To:** O'Brien, Todd; Wright, Johnnie; [brett.barrow@regions.com](mailto:brett.barrow@regions.com); Harrison, Kristin; Behr, Bobby; [leslie.skipper@wellsfargo.com](mailto:leslie.skipper@wellsfargo.com); Diehl, Mike; [rmckinney@servisfirstbank.com](mailto:rmckinney@servisfirstbank.com); [Rodneyjackson@coastalbankandtrust.com](mailto:Rodneyjackson@coastalbankandtrust.com)  
**Subject:** Request for Investment Bid - City of Pensacola

The City wishes to place approximately \$5M for investment. Please provide collateralized rates for 12, 18, 24 months which can include CDs, bank money market rates or best rate investment. The rate should also be net of any FDIC or other fees you would pass on.

Please have bids emailed to me before 12noon on Thursday November 3, 2011.

Sincerely,  
Pam

Pamela L. Childers, CPA, CGFO  
Financial Services Manager

City of Pensacola  
222 W. Main Street Pensacola, Florida  
Phone (850) 435-1818 Fax (850) 435-1700

## Pam Childers

---

**From:** Rodney Jackson [RodneyJackson@coastalbankandtrust.com]  
**Sent:** Wednesday, November 02, 2011 4:00 PM  
**To:** Pam Childers  
**Subject:** Re: Request for Investment Bid - City of Pensacola

Pam,

We can provide the following rates:

12 Month = .15  
18 Month = .20  
24 Month = .30

Thanks

Rodney F. Jackson  
Vice President / Commercial Banker  
Coastal Bank and Trust a division of Synovus Bank  
Phone: (850) 436-4762  
Fax: (850) 436-7811  
E-Mail  
[RodneyJackson@coastalbankandtrust.com](mailto:RodneyJackson@coastalbankandtrust.com)

NOTICE: This communication is intended only for the person or entity to whom it is addressed and may contain confidential, proprietary, and/or privileged material. Unless you are the intended addressee, any review, reliance, dissemination, distribution, copying or use whatsoever of this communication is strictly prohibited. If you received this in error, please reply immediately and delete the material from all computers. Email sent through the Internet is not secure. Do not use email to send us confidential information such as credit card numbers, PIN numbers, passwords, Social Security Numbers, Account numbers, or other important and confidential information.

>>> "Pam Childers" <[PChilders@cityofpensacola.com](mailto:PChilders@cityofpensacola.com)> 11/1/2011 4:03 PM >>>

The City wishes to place approximately \$5M for investment. Please provide collateralized rates for 12, 18, 24 months which can include CDs, bank money market rates or best rate investment. The rate should also be net of any FDIC or other fees you would pass on.

Please have bids emailed to me before 12noon on Thursday November 3, 2011.

Sincerely,  
Pam

Pamela L. Childers, CPA, CGFO  
Financial Services Manager

## Pam Childers

---

**From:** Diehl.Mike [Mike.Diehl@SunTrust.com]  
**Sent:** Tuesday, November 01, 2011 5:11 PM  
**To:** Pam Childers  
**Subject:** RE: Request for Investment Bid - City of Pensacola

Hi Pam – thanks for the inquiry but we are not seeking public fund CDs right now. Mike

**From:** Pam Childers [mailto:PChilders@cityofpensacola.com]  
**Sent:** Tuesday, November 01, 2011 4:03 PM  
**To:** O'Brien, Todd; Wright, Johnnie; [brett.barrow@regions.com](mailto:brett.barrow@regions.com); Harrison, Kristin; Behr, Bobby; [leslie.skipper@wellsfargo.com](mailto:leslie.skipper@wellsfargo.com); Diehl.Mike; [rmckinney@servisfirstbank.com](mailto:rmckinney@servisfirstbank.com); [Rodneyjackson@coastalbankandtrust.com](mailto:Rodneyjackson@coastalbankandtrust.com)  
**Subject:** Request for Investment Bid - City of Pensacola

The City wishes to place approximately \$5M for investment. Please provide collateralized rates for 12, 18, 24 months which can include CDs, bank money market rates or best rate investment. The rate should also be net of any FDIC or other fees you would pass on.

Please have bids emailed to me before 12noon on Thursday November 3, 2011.

Sincerely,  
Pam

**Pamela L. Childers, CPA, CGFO**  
Financial Services Manager

City of Pensacola  
222 W. Main Street Pensacola, Florida  
Phone (850) 435-1818 Fax (850) 435-1700

[pchilders@ci.pensacola.fl.us](mailto:pchilders@ci.pensacola.fl.us)

### LEGAL DISCLAIMER

The information transmitted is intended solely for the individual or entity to which it is addressed and may contain confidential and/or privileged material. Any review, retransmission, dissemination or other use of or taking action in reliance upon this information by persons or entities other than the intended recipient is prohibited. If you have received this email in error please contact the sender and delete the material from any computer.

SunTrust is a federally registered service mark of SunTrust Banks, Inc. Live Solid. Bank Solid. is a service mark of SunTrust Banks, Inc.  
[ST:XCL]



## Pam Childers

---

**From:** Annalise.M.Lasater@wellsfargo.com  
**Sent:** Thursday, November 03, 2011 10:31 AM  
**To:** Pam Childers  
**Cc:** William.B.Straub@wellsfargo.com; leslie.skipper@wellsfargo.com  
**Subject:** FW: Request for Investment Bid - City of Pensacola  
**Attachments:** Nov 3.xls

Good Morning Pam,

Thank you very much for the opportunity to respond. Please see the attachment for rates. We look forward to hearing from you.

[leslie.skipper@wellsfargo.com](mailto:leslie.skipper@wellsfargo.com)

**From:** Pam Childers [<mailto:PChilders@cityofpensacola.com>]

**Sent:** Tuesday, November 01, 2011 5:03 PM

**To:** O'Brien, Todd; Wright, Johnnie; [brett.barrow@regions.com](mailto:brett.barrow@regions.com); Harrison, Kristin; Behr, Bobby; Skipper, Leslie E; Diehl, Mike; [rmckinney@servisfirstbank.com](mailto:rmckinney@servisfirstbank.com); [Rodneyjackson@coastalbankandtrust.com](mailto:Rodneyjackson@coastalbankandtrust.com)

**Subject:** Request for Investment Bid - City of Pensacola

The City wishes to place approximately \$5M for investment. Please provide collateralized rates for 12, 18, 24 months which can include CDs, bank money market rates or best rate investment. The rate should also be net of any FDIC or other fees you would pass on.

Please have bids emailed to me before 12noon on Thursday November 3, 2011.

Sincerely,  
Pam

**Pamela L. Childers, CPA, CGFO**  
Financial Services Manager

City of Pensacola  
222 W. Main Street Pensacola, Florida  
Phone (850) 435-1818 Fax (850) 435-1700

[pchilders@ci.pensacola.fl.us](mailto:pchilders@ci.pensacola.fl.us)

---

This email is subject to a disclaimer, please click on the following link or cut and paste the link into the address bar of your browser.

<https://www.wellsfargo.com/com/disclaimer/qed2>

---

This email is subject to a disclaimer, please click on the following link or cut and paste the link into the address bar of your browser.

<https://www.wellsfargo.com/com/disclaimer/qed2>

**WELLS  
FARGO**

**SECURITIES**

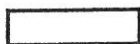
Annalise Lasater, Wells Fargo Securities, LLC

200 South Biscayne Blvd.

Miami, FL 33131

\* Rates are as of 11/03/2011 and subject to market conditions

US Government Treasury Bills		Wells Fargo Public Fund CDs	
Maturity	Yield	Maturity	Yield
12 Month	0.07	12 Month	0.01
18 Month	0.08	18 Month	0.01
24 Month	0.24	24 Month	0.05



## Pam Childers

---

**From:** O'Brien, Todd [Todd.O'Brien@bbvacompass.com]  
**Sent:** Tuesday, November 01, 2011 5:42 PM  
**To:** Pam Childers  
**Cc:** O'Brien, Todd  
**Subject:** RE: Request for Investment Bid - City of Pensacola

Pam:

Please see our rates below. All rates are quoted in APY. Please note that while your request for bids indicates \$5mm in possible deposits, BBVA Compass has the collateral capacity to accept more dollars under these structures if you so choose.

### CD's:

12 mos = 0.48%  
18 mos = 0.50%  
24 mos = 0.55%

### Other Options:

1. Interest-bearing, collateralized DDA (checking account)
  - APY = 1 month LIBOR minus 3 bps
  - Re-prices the first of each month
  - Account includes the allowance of up to 10 checks per month and 2 outgoing wires, to allow more liquidity than a money market account
  - Based on a 11/1/11 one month LIBOR rate of 0.25%, your rate for November would be **0.22%**
  - This structure is being offered as an alternative (and supplement) to your money market account deposits with us, to allow you more opportunity to take advantage of possible increases in LIBOR, as well as to diversify your deposits with us beyond the current Money Market structures. This may be helpful in maintaining deposit limits within your investment policy guidelines.
2. Collateralized Money Market deposit account
  - Rate = **0.20%**
  - Re-prices periodically
  - 6 withdrawals per month, 3 of which can be by check

Thank you,

**BBVA Compass**  
Todd O'Brien  
Commercial Banking - Vice President

Tel. 850 857 5074 - eFax 205 524 0263 – [todd.obrien@bbvacompass.com](mailto:todd.obrien@bbvacompass.com)  
5055 Bayou Blvd., Pensacola, FL 32503  
FL-PN-CD-BCH

Connect with BBVA Compass [Find us on Facebook](#) [Follow us on Twitter](#)

Before you print this message, please consider the environment. Avoid printing out full messages. Use fewer copies of printing materials.

BBVA Compass is a trade name of Compass Bank, a member of the BBVA Group. Compass Bank. Member FDIC.

**From:** Pam Childers [<mailto:PChilders@cityofpensacola.com>]

**Sent:** Tuesday, November 01, 2011 4:03 PM

**To:** O'Brien, Todd; Wright, Johnnie; [brett.barrow@regions.com](mailto:brett.barrow@regions.com); Harrison, Kristin; Behr, Bobby;